

SPRING 2004 NEWSLETTER

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FRBA BUSINESS LEADER OF THE YEAR DINNER

On February 10th, 2004, the Flemington Raritan Business Association held it's annual Business Leader of the Year Dinner, honoring Steve Kalafer, Founder/Chairman of Flemington Car & Truck and Owner of the Newark Bears and Somerset Patriots Baseball teams.

The event was held at the Copper Hill Country Club. Michael A. Schreck, The President of the FRBA, started the event with an introduction of all elected officials in attendance, all FRBA board members including Jim Botsacas, the event Chairman. There was a surprise guest when Comedian Joe Piscopo (former classmate of Steve's and Saturday Night Live Alum), stopped in and congratulated Steve and his family, entertained the audience with a few jokes and stories about his and Steve's past together. Mr. Kalafer's two sons Jonathon and Joshua gave a video slide show presentation that recapped his personal and professional life. Past honoree's Chris Gacos and Jack Cust, presented Mr. Kalafer with a Director's Chair, Megaphone, Sunglasses, Fur Coat and Cigar and suggested Mr. Kalafer attempt directing movies, given that he has been nominated for an Oscar in his role as a Film Producer several times!

Look for pictures from this event soon at www.frbanj.com



Left to Right, FRBA Vice President-Chris Gacos of Sneakers Plus, the FRBA Business Leader of the Year-Steve Kalafer, FRBA President-Michael A. Schreck of WithumSmith+Brown and Event Chair Jim Botsacas of James Toyota/Hummer. Picture by FRBA Board Member Jerry Jarimenko.



Steve Kalafer in his Director's gear. Picture above provided by Hal Brown Photography, 908-874-8858

FRBA Hunterdon Holiday Parade Draws Large Crowds After Winter Blast

The Flemington-Raritan Business Association hosted the Hunterdon Holiday Parade on December 7, starting at 7 PM, marching from Church and Main Street to the War Memorial. According to Parade Chairman, and FRBA Vice President, Chris Gacos the parade was a success for all involved. "Even with two and a half days of snowfall, we drew a large audience and the largest group of parade participants enjoyed the holiday cheer they received from parade spectators. We also had a few last minute entries into the parade from the cancelled Clinton Holiday Parade".

Mr. Gacos wanted to thank Hunterdon County, Raritan Township and Flemington Borough for all their assistance with snow removal; without their help the parade couldn't have taken place. **Continued on page 11.....**



Flemington-Raritan Business Association Officers and Board of Directors:

Officers:

**President Michael A. Schreck,
CPA WithumSmith+Brown**

**Vice President Chris Gacos
Sneakers Plus**

**Treasurer Theresa Freligh, CPA
WithumSmith+Brown**

**Secretary Carol Clark
CornerStone Print and Imaging**

**Association
Administrator Ed Morris**

Board Members:

Robin Buhl Ink River Gallery

James Botscas James Toyota

**Marshall Higgins Higgins News
Agency**

Jerry Jaramenko Kries Jeweler

**Steve Sargent Verducci's Spe-
cialty Market & Café Verducci**

Debbie Stout Commerce Bank

**Ron Van Horn Van Horn Finan-
cial**

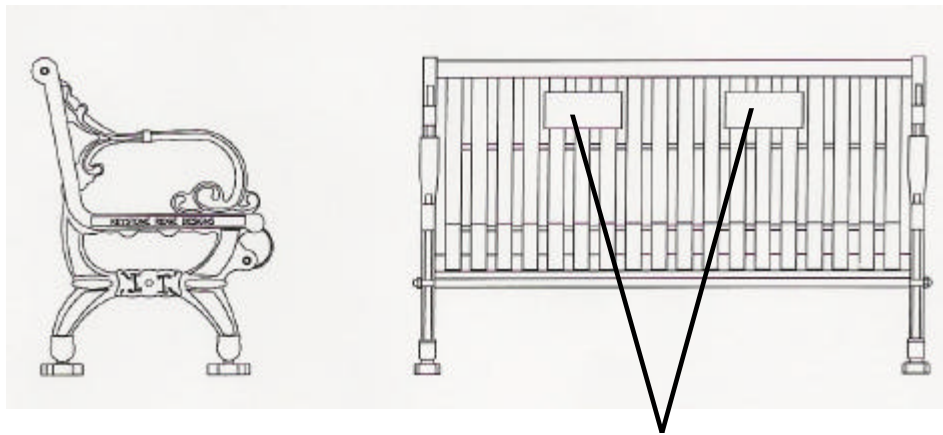
Local Service Organizations to Buy Benches for Main Street Flemington

The FRBA and The Flemington Lions Club have joined together to promote funding for park benches along Main St., Flemington, to help the area become more shopper friendly. Any parties interested in a shared sponsorship, (which would entitle your organization to have it's name on a plate on the bench) please contact Ron Van Horn of Van Horn Financial at 908-806-6041

Sponsor a whole bench for \$1000 or share sponsorship for \$250

The benches that have been selected are the same make and model as the benches by the Historic Courthouse on Main Street.

Delivery time is est. between 6 to 8 weeks, so get out and lend us your support now to help make Main Street more shopper friendly



Sponsor Names will appear here

Hunterdon County YMCA Lend—A Hand— To Youth Award

The Hunterdon County YMCA will recognize **Dr. Frederick Ferrari** as its 2004 Person of the Year on Friday, May 14th at the Bridgewater Marriott. He will be presented with the YMCA's Lend-a-Hand-to-Youth Award for outstanding service to the community. I invite you to join me in honoring Fred by taking a tax-deductible ad in the Recognition Journal to be distributed that evening. All proceeds from the event benefit the YCares Financial Assistance Program, providing individuals and families experiencing financial hardship with reduced rates for Y programs and services. Fred is a retired orthodontist who became paralyzed from the waist down nearly five years ago after a tragic fall that shattered a vertebra. Since his injury, Fred has been a role model to youth, to families and to the community

through his demonstration of courage, his continuous positive attitude in the face of adversity, and his determination to make a difference on behalf of the handicapped. These qualities, inherent to Fred, are those embodied by the YMCA, and its goal to build strong kids, strong families, strong communities. Fred has become an informal mentor for people suffering from spinal cord injuries. He sees the lifetime of difficulties that younger people with spinal injury face – their ability to work and have relationships is reduced. Fred worked tirelessly in his efforts to promote stem cell research legislation that was

recently passed in the state of New Jersey. His efforts are continuing in New Jersey as well as other states educating people regarding stem cells in order to clear away the misinformation. After explaining the concepts, people understand and thank Fred. New therapies will evolve over the years for many of our human problems, such as diabetes, cancer and many neuralgic diseases. Scientists at Stanford University in California are now investigating cancer using stem cell biology. The future is bright! To place an ad in the recognition journal, or for an invitation to the dinner, please contact Nancy Tompkins @ 236-7879 ext. 11.

Want to get involved?

There are several Flemington-Raritan Business Association events that you can help out with by being a volunteer:

- 2004 Hunterdon Holiday Parade
- Raritan Township Community Day 2004
- Flemington Boro EDC Autumn Fest 2004
- Hunterdon County Chamber of Commerce Business Expo 2004
- Membership Committee
- Scholarship Committee

If you are interested in becoming a volunteer, please contact Ed Morris at 908-284-9341 or ed@edwardmorris.net

Newsletter Archive

The FRBA Newsletter Archive can be found on our website:
www.frbanj.com

Newsletters from the past year and a half have been archived in the Adobe PDF format, if you do not have the Adobe Acrobat Reader, you can download it for free at:
www.adobe.com

2004 Car Show News

by Event Chairman Ron Van Horn

The 2004 FRBA Classic Car Show series is in the planning stages and is holding a meeting on Saturday, April 10th at 52 Main Street, Flemington at 2 PM, in the Van Horn Financial office, refreshments provided. The meeting will run until about 3:30. To help with these events, please contact Ron Van Horn at:

E-mail: rvanhorn@usa.com

Phone: 908-806-6041

Or:

Ed Morris

E-mail: ed@edwardmorris.net

Phone: 908-284-9341

People's Choice winner, Susan Sutfin, of Flemington with her 1964 Ford Mustang



2003 Trophy Winner Robert Outwater's 1940 Ford Pick Up.

**Member Spotlight**

Action-International – Business Coaching Services
Stan Kulikowski, Owner and Certified Business Coach
12 Hageman Road, Flemington, NJ 08822
Phone: 908 782-3030 Fax: 908 782-7722

All great sports stars rely on coaches. They learn from their coach. They learn what they are doing wrong – and what to do to correct it. Most importantly though, their coach works with them to get them to utilize all of their skills to be the best they can be. Today, business owners, like sports stars, are beginning to realize the value of a knowledgeable outsider's perspective. Someone who can help them in defining and achieving their life and business goals can be instrumental in their success. Many business owners build their business around a particular skill they have. While they may be very good at performing that skill, they may lack the know how of building a business around their product or service, and that's where we can help.

As an Action-International business coach, I offer business owners hope. We are the only franchised coaching team that is in the Entrepreneur 500. When you work with us you are working with a team of over 500 coaches worldwide. If I haven't seen your particular problem, I know one of them has, and I can get the answer.

I am currently helping several Hunterdon County business owners achieve their business and life objectives, while maximizing their earnings and decreasing the amount of time they spend working. Everything ACTION International offers is built around this foundation. Whether it is a full business plan, marketing plan, team building, group coaching or weekly business coaching, the focus is always to help the business owner build a successful enterprise that works without them. If a business does not work without the owner... it doesn't work... the owner does! A business should be a vehicle to deliver the life style the owner desires, not consume it!

My business background is very diversified. During a 28 year career with Deloitte & Touche, managing business units of all sizes and types, I have learned the value of good planning and execution. That background along with extensive training in business coaching provides me with the tools and knowledge to help Hunterdon County business owners find their dreams. I get great pleasure when I see the positive results business owners are able to achieve through our programs. While value comes in many forms, all of my clients understand that the greatest benefit they derive from our services is knowledge.

To be recognized in the Flemington/Raritan business community as a business owner who can add strength and vitality to our economic well being, is paramount to me. Improving the performance of business owners translates to more jobs and lower unemployment. That's one of my personal measures of success. I have been a resident of this community for close to 20 years now. If I can now make a positive difference by helping business owners, I can't think of a better way to give back to the community I have gotten so much pleasure from.

NEW MEMBERS SPOTLIGHT

FRBA Welcomes New Members

The FRBA would like to welcome the following new members:

Action International
Business Coaching
Stan Kulikowski,
12 Hageman Road
Flemington, NJ 08822
Phone: 908 782-3030
Email: stankulikowski@action-international.com
Web: www.action-international.com/stankulikowski/

Community Mile
Marketing Services
Richard T. Kontir
PO Box 621 Lebanon, NJ
08833
Phone: 732-868-0018 ext.207
Email: rich@communitymile.com
Web: www.communitymile.com

Today in Hunterdon
Newspaper
Bridget Lauer
1128 Rt.31 South
Flemington, NJ 08822
Phone:908-735-6569

Somerset Valley Bank
Branch Manager: Lynn Yates
8 Reading Road
Flemington, NJ 08822
908 788 4844
908 788 4866 (fax)
Email:
reading-gridge@somersetvalleybank.com

For information about joining the FRBA, please visit our website at www.frbanj.com or contact Ed Morris at 908-284-9341 or ed@edwardmorris.net

FRBA Newsletter Submissions

Does your business or organization have an event that you would like published in a future FRBA newsletter? If so, please send information about the event to Ed Morris, fax 1-760-875-6076 e-mail: ed@edwardmorris.net, or call 908-284-9341.

FRBA Publishing Disclaimer

No material in this publication may be reproduced in whole or in part without the consent of the Flemington-Raritan Business Association (also represented in this publication as "FRBA").

Some of the items in this publication have come from member submissions and the FRBA is not responsible for the content of outside submitted articles.

The FRBA have introduced original information in this publication in good faith, however, they are not responsible for or liable for errors, misinformation, misprints or typographical errors.

To contact the FRBA, please call 908-284-8118 or e-mail: ed@edwardmorris.net

FRBA Welcomes New Board Member



In February the FRBA board voted to expand the size of the FRBA Board of Directors by one. This action was taken due to the fact that the board is very involved in all the FRBA events and projects and the need for an additional board member became evident.

Steve Sargent, Vice President of Verducci's Specialty Market and Café Verducci was nominated by board member Jim Botscas, then interviewed by President Michael A. Schreck and board member and past President Ron Van Horn. A motion was made to vote on Mr. Sargent's nomination and was elected by a majority vote. Steve has been involved in several community charitable organizations and projects and has already begun contributing to the board's projects by serving as the Co-Chair of the Quarterly Member Reception committee.

Sneakers Plus Moves to New Location

Sneakers Plus... of Flemington has moved to their new location at 318 Highway 202 North (across from Flemington Market Place). *Sneakers PLUS...* has a larger retail presence with a new look and design for easier customer friendly shopping.

The *Sneakers PLUS..* team department has expanded its size as well as online services. *Sneakers PLUS..* will continue to offer team services to schools, leagues and business groups. A new online service will be offered for these groups to be more efficient and for the convenience to be serviced online.



This new service will allow each group customer the convenience to shop their particular groups needs at a secure, private online store. This service is particularly helpful to large groups such as schools, booster clubs, leagues and businesses. In addition, *Sneakers PLUS...* will celebrate 25 years of business this year at the Flemington location and recognizing:
Jill Mock-23 Years of Service, Store Manager;
Barb Helmlinger-11 Years of Service, Buyer/Promotions;
Corey Evans-6 Years of Service, Assistant Manager;
Sue Beringer-3 Years of Service, Controller.
Stop by and visit *Sneakers PLUS...* of Flemington. Our hours are Monday-Friday 9AM-9PM, Saturday 9AM-8PM and Sunday 10AM-6PM or visit our website at: www.sneakersplus.com

Early 2004 Could Be A Good Time to Sell

by: *Jim O'Neal Coldwell Banker/Flemington Office*



While the last few months of the year are traditionally slow real estate months and a challenge for sellers, 2003 proved to buck the trend, which

means a sellers' market could spill into 2004.

Some parts of the county experienced strong buyer demand for November and December, normally a slow period because everyone's time and energy is consumed with the holidays.

Low interest rates are keeping buyers out looking, where they have many homes to choose from and for the most part, have time to think over their purchase.

Due to the low interest rates, there are still more buyers looking to purchase than sellers wanting to sell. Properties that are in good condition and priced correctly from the day they are listed tend to sell very quickly for full or near full price.

The overall outlook for residential real estate in 2004 looks good, according to the National Association of Realtors

With the economy improving, consumer confidence rising and jobs being created, a growing number of households will sustain strong housing demand, only a modest rise in mortgage interest rates will slightly dampen the pace of home sales this year.

The 30-year fixed-rate mortgage is projected to average 6.4 percent in 2004, up a bit from 2003's average of 5.8 percent -- the lowest in four decades.

If you do decide to sell in the first quarter, it's important to put in the effort to get your house ready. Begin with the big stuff -- make sure all your major systems like heating and cooling, electrical, plumbing, roof, attic, walls, floors, windows, are functioning prop-

erly. Then concentrate on what you'll need to do to get top dollar for your home, including:

1. Curb appeal. In other words, the first impression it gives when prospective buyers drive up to the house. Keep your lawn mowed, clear snow out of the walkways, make sure the door has a nice fresh look (if not, consider painting it), front windows are sparkling and the walkways are free from toys, etc.
2. The entryway, make sure it is clean and inviting.
3. Clear the clutter. If you have too much furniture, put some of it in storage. Fewer pieces of furniture will make the room seem larger and more open. Also, clear counters in the kitchen and bathrooms. Make sure closets are clean. Pack up some of your clothes now. Fewer hanging clothes in the closet will make the closet appear bigger.
4. Talk to a professional. I'd be glad to make additional recommendations and begin the final phases of preparation before your house goes on the market.

- You should set a competitive price. I will begin by conducting a competitive market analysis of your house and give you an estimate of the fair market value of your home, which is a range that will fluctuate depending on the housing market in your area and how much similar homes in your neighborhood are selling for.

Finally after serious consideration you decide 2004 is time to sell. I invite you to contact me to discuss your options and strategy.

Jim O'Neal
Real Estate Professional
Coldwell Banker Residential Brokerage
Office(908)782-6850x217
Direct(908)284-5242
Email JimONeal88@aol.com

Member Spotlight THE MAIN STREET MANOR B&B 194 MAIN STREET FLEMINGTON (908) 782-4928

Innkeepers: Mary Jane and Robert Paoella

The Main Street Manor B & B offering luxurious accommodations to corporate executives doing business here in the Flemington area. Mary Jane Paoella, a new member to FRBA, and her husband Robert have recently taken ownership of the Main Street Manor. The B & B is a lovely Victorian home formerly owned by the Schenk family from 1901 through 1993. The home has been fully restored and updated by two previous owners. The Paoella's brought a few of their own antiques and their family (3 son's and a daughter) to the Boro hoping to share the beauty of Flemington, Raritan Twp. and Hunterdon County with all who visit them. They have hosted international guests from Slovakia, Korea, England and South Africa, and many guests from all over the U.S.A. and Canada. Their guests are directed to many of the fine restaurants here in town within walking distance and to other area restaurants based on the needs of the guest. Their main focus now is to attract corporate clients. The Inn is a very comfortable place to stay, much like home. From the inviting living room with gas fireplace, the guest rooms with queen size beds and private baths, to the home made goodies for breakfast. Keeping up with the corporate needs the Inn also has high speed DSL wireless internet access (and the software if needed) and cable TV in all guest rooms. A fax machine is also available to clients as well as the dining room for small business meetings. The FRBA board of directors met last month at the Inn and found it to be accommodating to their needs. Steve Sargent commented that the breakfast was delicious, Ed Morris said the dining room was great for the meeting, there were no interruptions and the meeting proved to be very productive. If you have a client coming to town and need overnight accommodations, call Mary Jane and Robert at the Main Street Manor, they have special corporate rates.



Barbershoppers Return To Barber-shop Roots

Hunterdon Harmonizers Campaign for New Members at Area Barbershops. Barbershops through out the greater Hunterdon and Warren County area have been invited to participate in a campaign to make singing available to all men in the area. The first of the framed photo invitations have been hung in the *Boro Barber Shop* on Main Street Flemington, by Lora Back, its proprietor, and Bruce Budde of the Harmonizers. Other members of the Harmonizers will be hanging photos in their barbershop through out the area in the coming weeks. The Harmonizers are well known in the area for their Holiday shows, singing at the Medical Center at Christmas, in nursing homes and care centers through out the year, at the Veterans Hospital, in Deer Path Park in the Spring, at patriotic parades and other events, at the Craft Fair on Main Street in Flemington in the fall, singing in Churches during the summer, performing for major corporate special events, all throughout the area all year long. Their quartets are often found singing at various parties, picnics, and other private affairs, as well as on the shows of the chorus.

“Our singers love to perform and all have a drive to improve. We do not pay our chapter member performers in money, but we do provide them with educational opportunities and coaching,” said Rich Cronic of Morris County, the Program Vice President. “We provide learning opportunities for our members by taking them to Barbershop Society provided schools such as Harmony College East” said Mike Fordice, Music Vice President. “When resources allow we underwrite part or all of these costs” reported Treasurer Rich Cornelson. We will take all of our performers to Harmony College East in Maryland in June of 2005.

For more information please contact Lee Roth at 908-782-5317



Mark your Calendar!

Dear Friends of Flemington,
 The Flemington Lions Club is proud to announce it will host it’s Annual “Car Party” on Saturday May 1st, 2004. Dinner and entertainment will be provided. Prize drawings are plentiful and a limited production new 2003 Toyota MR2 Spider convertible will be raffled. The event will take place at the Flemington Elks located on Rte 31 in Flemington 6 pm-midnight. This event is our main fundraiser! Last year our organization was able to donate over \$21,000.00 to various charities and service organizations within our community . We are proud to serve our community and our success is only achieved through your support.

Thanks to all who have so generously supported this event in the past. We hope you will continue to give your support to us again this year! The cost for a car raffle ticket is \$90 (we will only sell 500 tickets). You are not required to buy a raffle ticket to attend the event. The cost of the Dinner is \$25 per person. For more information about the Lions International, please visit their website at: www.lionsclub.org

Sincerely,
 Ron Van Horn, Event Chairperson
 908-806-6041



Pictured above next to the Toyota MR2 Spider Convertible is Jim Botscas of James Toyota/ Hummer and John Danziger, Flemington Lions Club President

Volunteers wanted FRBA Scholarship committee

The FRBA Scholarship committee will be meeting on April 7th at 10 AM at Van Horn Financial, 52 Main Street, Flemington, from 10 AM to Noon. The committee needs one more member for the committee, if you would like to participate in this committee please contact Ron Van Horn at 908-806-6041 or Ed Morris at 908-284-9341

Local Author to Sign New Book at Time to Read Bookstore

Time to Read Bookstore, located at 20 Church Street in Flemington, is pleased to announce that Jen Bryant, author of the new young adult novel *The Trial*, will be appearing on Saturday, March 20, from 2 to 4 PM.

In *The Trial*, 12-year-old Katie Leigh Flynn takes us inside the courtroom of the most widely publicized criminal case of the 20th century: the kidnapping and murder of Charles Lindbergh’s baby son. And in doing so, she reveals the real-life figures of the trial—the accused, the lawyers, the grieving parents—and the many faces of justice.

Jen Bryant grew up in Flemington, NJ, the same town where the Lindbergh kidnapping trial took place. Ms. Bryant is the author of many previous books, including volumes of poetry, biographies for children, and picture books. *The Trial* is her first novel.

Time to Read is located at 20 Church Street, Flemington, near the Liberty Village Outlets. For more information regarding Ms. Bryant’s book signing, or for directions, please call the store at (908) 806-3320.

Interested in becoming a FRBA Member?

Your business must be in the Flemington Borough or Raritan Township. If you have more than one location, only those within these areas can be members. Membership is for one year. General meetings for members of the board are held on the first Wednesday of each month. If interested in attending a meeting, please contact Ed Morris at 908-284-9341 or e-mail ed@edwardmorris.net. Members receive a decal indicating membership in the FRBA for display in their business location upon receipt of dues. Members also receive a newsletter to keep abreast of FRBA activities, and are listed on the FRBA web site.

If you are a business owner whose business is located within the FRBA area as stated above, please complete the form below and follow these instructions:

1. Print or cut out this copy of the form
2. Complete the form
3. Mail, along with a check in the appropriate amount made out to "Flemington-Raritan Business Association"
Flemington-Raritan Business Association
Box 564, Flemington, N.J. 08822.

Business: _____

Contact Name: _____

Address: _____

Date: _____

Bus. Phone: _____

Bus. Fax: _____

Retail business or Professional Service? (circle one)

Type of business or service: _____

Please complete multiple forms for all locations included in the FRBA membership.

Annual Dues Schedule :

1 store - \$125.00

2-5 stores - \$175.00

6-20 stores - \$225.00

21 or more stores - \$280.00

**Flemington-Raritan Business Association
Donation Form**

Name: _____ Donation: \$ _____

Business: _____ Please use this donation for the following:

Address: _____ 2004 Holiday Parade _____

Donation Amount: _____ FRBA Scholarship Fund _____

Please mail to: _____ FRBA Operating Fund _____
Flemington-Raritan Business Association
PO Box 564, Flemington NJ 08822

Culinary Events at Verducci's:

Verducci's recently proclaimed Thursday as "Educational Day"! Every Thursday at noon, the public is invited to attend a free cooking demonstration offered by Verducci's talented staff of Chefs. They will be exploring topics such as: "What to do with olives", "Pairing Cheese with various condiments" and "Quiche at home". For more information, please call Verducci's at 908-788-7750 or visit our web site at www.verduccis.com.

Verducci's
Monthly
Events can be
found on page
7 of this news-
letter.



FRBA Monthly Board Meetings

The FRBA Board meets on the first Wednesday of each month. FRBA members are welcome to attend, please contact our Administrator, Ed Morris at 908-284-9341 if you are a member and wish to attend a board meeting. Our past board meetings have been held at Applebee's, Main Street Café, The Shaker Café and Main Street Manor B&B, and Sneakers Plus, the board would like to thank them for hosting the meetings. If you would like to host the next board meeting, please contact Ed Morris.

Member Spotlight
Hennessy Financial

8 Main Street
Suite 12
Flemington, NJ 08822
Richard F. Hennessy, Jr.
Tel: (908) 284-2740
Fax: (908) 284-1369
Email:
rhennessy@metlife.com

Hennessy Financial/MetLife was established Jan. 2002 following a 10 year career as a Managing Agency Director of MetLife. Rich's entrepreneurial business concentrates in the areas of Financial and Business Planning Services with Estate Analysis centering on Retirement and Education Funding. Rich's objective is to provide his clients with high quality, innovative, cost effective Financial Services, focused on exceeding client expectations while assisting to achieve their Financial goals and objectives. The professional qualifications are a Degree in Marketing and Finance from Seton Hall University, Financial Planning Designation, Registered Principle License, Chairman's and Management Council, Court of the Table at Million Dollar Round Table with National Sales Achievement Award, National Quality Award. He is a Flemington resident, married with three children. Mr. Hennessy is actively involved in the sponsorship and coaching of the Flemington Raritan Baseball and Basketball Association and the St. Elizabeth Ann Seton Hall church which he is a volunteer usher.

Roth IRA's Explained

Submitted by James F. Ferraro, Raritan Valley Insurance Services
70 Church Street, Suite 104 Flemington, NJ 08822
(908) 237-1800 X222

Below is a chart that I thought might be of interest to you. It deals with the income limitations to be able to contribute to a "Roth" IRA. This is an IRA that you contribute to with "after-tax" dollars and the earnings are entirely tax free. Please note that are certain dollar amount and time restrictions that apply to these accounts. However, I am happy to advise you that our agency can now arrange these as well as "traditional" IRA plans. Please e-mail me if you would like to obtain additional information without any obligation. jferraro@rvis.net

What Are the Income Limits on a Roth IRA? You can contribute to a Roth IRA if your adjusted gross income is below these limits:

	Full \$3,000 contribution	Reduced contribution
Single/Head of household	Up to \$95,000	\$95,001-109,999
Married filing jointly	Up to \$150,000	\$150,001-\$159,999

Limits in Future Years

The new tax law makes IRAs even more attractive. The maximum annual contribution limits for traditional and Roth IRAs increase according to the following schedule:

Year	Annual Contribution Limit
2002 through 2004	\$3,000
2005 through 2007	\$4,000
2008 onward*	\$5,000

*Beginning in 2009, the contribution limit will adjust annually for inflation in \$500 increments.

Effective in 2002, for persons age 50 and over, the law provides an increase in the contribution limits applicable to IRAs as follows:

- From 2002 through 2005: Additional catch-up contribution amount is \$500
- From 2006 and forward: Additional catch-up contribution amount is \$1,000

Note: in order to be eligible for the catch-up contribution limit increase, an individual must turn age 50 before the end of the tax year for which the contribution relates.

Just for Fun

By Ed Morris

Ok, not that this is fun.....it is tax time yet again, people need tax forms, there are two very easy ways to obtain these forms that you need to file your taxes:

1. The Flemington Post Office—As soon as you enter the front door of the Post Office on the first table on your right, there are boxes of Federal and State tax forms.
2. The IRS website: www.irs.gov, this is the official and very well organized web site of the Internal Revenue Service, here you can find online tax forms you can print and fill out, and if you would like you can file your taxes online, it also provides online answers to the majority of your tax questions.

I always check the IRS website around this time of year to see what changes have been made to the tax laws that might apply to me, and I strongly suggest consulting with one of the many fine local accountants right here in Flemington & Raritan to ensure that you are getting all the tax deductions and credits that you deserve.



Financial News

Submitted By: Ronald F. Van Horn, CLU, ChFC
Van Horn Financial
52 Main Street, Flemington, NJ 08822
(908) 806-6041 email: rvanhorn@usa.com

The US Economy has some signs of strength. High-tech spending was up 20% from last year (This is a welcome change from the negative 15% we saw in the last recession). The 2nd half of 2003 outlays for equipment (other than non-tech gear, rose at an annual rate of 10%. We had the strongest 2 quarters since 1997). Transportation equipment and Industrial Machinery spending rose 24% and 19%, respectively, the biggest increase since the late 90's. Capital goods had new orders increases in December and January.

CPI forecast remain low with economist forecasting May to come in at 1.7%. Jobless rates are predicted to hold steady at 5.6% through May. New net change in nonfarm jobs are predicted to come in lower than the 2 million previously expected (probably over 1 million). The NJ Council of Economic Advisors predict New Jersey's Gross State Product to grow by 5% in 2004 and 5% in 2005. NJ retail sales are predicted to grow by 4.5% in 2004 and 4.7% in 2005. NJ jobs growth has been on the rise. In 2003 NJ created more jobs than all of it's neighboring states combined. The year 2003 had 29,400 private sector jobs created in NJ. The jobs growth in 2003 was a welcome sight after losing 14,000 and 53,300, in 2002 and 2001, respectively. NJ is still 15,400 jobs off the mark from our all-time high in June of 2001. NJ ranks sixth in the nation in jobs growth. The NJ unemployment rate has been lower than the nation for nine straight months.

Interest rates are predicted to remain unchanged through June. We are at a 45-year low with the Federal Reserve short-term rate at 1%. With rates remaining low, it proves well for increase housing purchases and business capital improvements. Mortgage rates for 30-year loans are at 5.53%.

Stocks appear to be in somewhat of a rotational correction since mid-January. Volatility is low compared to the 1999-2002 periods. Some of the recent weakness is localized in the tech heavy Nasdaq, which could prove to be healthy after it's run up in 2003. Markets seem to be holding up well even after some disappointing jobs numbers that just came out for February. Overall trends tend to point for a higher market. Well as always, for the record, past performance is no guarantee for the future, so invest wisely.

FRBA Quarterly Reception

The next FRBA Quarterly Members Reception will take place during the 3rd week of June at Heron Glen Golf Club.

The event will feature:

*Stan Kulikowski, Business Coach of Action-International, who will present a short business coaching seminar.

*Golf instruction from Heron Glen's Golf Pro.

*"Hole In One" putting contest with prizes.

*Door Prizes to be raffled off.

*50/50 Raffle to benefit the FRBA Scholarship Fund that provides a scholarship to a Hunterdon Central High School Student.

Once the date has been determined, we will post it to the FRBA's website at : www.frbanj.com
 The Chair for this event is Robin Buhl of Ink River Gallery, the Co-Chair is Steve Sargent of Verducci's Specialty Market. Michael A. Schreck of WithumSmith+Brown and FRBA Administrator Ed Morris are also on the event committee.
 If you would like more information or would like to donate door prizes for this event, please contact Ed Morris at 908-284-9341 or e-mail: ed@edwardmorris.net

Flemington-Raritan Business
Association

Flemington Raritan Business Association
PO Box 564
Flemington, NJ 08822

Phone: 908-284-8118
Email: ed@edwardmorris.net

Where Business and Community Meet

We're on the net!
WWW.FRBA.NJ.COM

Website Update News-

When visiting the site, please check out our new interactive map of Flemington—Raritan and let us know if you have changes for your business location and contact information. While on the site, please click on your name in the Business Section and see if your business description or location needs updating.

Things you should include for your business description:

- *Business Name
- *Business Description
- *Products and Services
- *Address
- *Phone
- *E-mail
- *Website
- *Contact Person
- *Hours of Operation
- *Methods of Payment Accepted

To update your information, send update to:
ed@edwardmorris.net

Community Events Calendar

March:

March 20th—**Time To Read Bookstore**, located at 20 Church Street in Flemington, is pleased to announce that Jen Bryant, author of the new young adult novel, *The Trial*, will be appearing on Saturday, March 20, from 2 to 4 PM. Time to Read is located at 20 Church Street, Flemington, near the Liberty Village Outlets. For more information regarding Ms. Bryant's book signing, or for directions, please call the store at (908) 806-3320.

March 20th—**Bits and Pieces of Ireland: AAA Midatlantic** is having a presentation about Ireland at their Flemington office on Saturday, March 20th from 12PM-2PM. RSVP by March 19th at (908) 782-3500. AAA Midatlantic is located at 245 Route 202 South in Flemington.

March 24th -**Employer Legislative Breakfast: 03/24/2004**, Hunterdon County Chamber of Commerce J. Patrick Barnes, Hunterdon County Prosecutor, will be the guest speaker at the March ELC Breakfast. The Breakfast is held at Beaver Brook Country Club, Clinton NJ, 8am. Call the Chamber for reservations, 908-735-5955. Cost: \$25 for Chamber and NJ BIA Members; \$35 for non-members

March 31st - **Café Verducci** will be co-hosting the Hunterdon County Chamber Card Club with Roman Jewelers and Bill Healy Crystal. The event will be held in Renaissance Plaza, 39 Hwy 12, Flemington from 5-7 pm.

April:

April 5th - **Café Verducci** teams up with the United Way! On April 5th, Café Verducci will host a Customer Service Seminar given by the United Way of Hunterdon County at 7:30 am. For more information, please contact Dan Fatton at 908-713-1555.

April 15th - **Tax Day Celebration** 4pm till midnight Location: Flemington Main St. Post Office Refreshments and entertainment provided. Sponsored by Flemington Borough EDC. For more info call 908-782-8840

April 24th - **Verducci's Food Market** will be having a Closed-Door Sale for its VIP customers on Saturday, April 24th from 4-6 pm. The festivities will include fun for all ages including: kid's entertainment, live cooking shows, food tastings and substantial discounts on merchandise throughout the store. To become a VIP customer, please visit Verducci's web site at www.verduccis.com.

May:

May 1st—**Beautification Day** 9 am – Noon. Flemington Borough EDC. Volunteers needed and to meet at Flemington Main St. Post Office. For More info call 908-782-8840

May 14th—**Hunterdon County YMCA** - The Hunterdon County YMCA will recognize **Dr. Frederick Ferrari** as its 2004 Person of the Year on Friday, May 14th at the Bridgewater Marriott. To place an ad in the recognition journal, or for an invitation to the dinner, please contact Nancy Tompkins @ 236-7879 ext. 11.

May 22nd—**Tasting for Charity** 1 pm – 6 pm. Sponsored by Flemington Borough EDC. Location: Borough Park. Entertainment, Children's Activities. Wine and Ale Tasting. For More info call 908-782-8840

Why join the Flemington-Raritan Business Association?

Why join the FRBA? Here's why:

1. Free Advertising on the FRBA Website, Quarterly Newsletters and at FRBA Events
2. Free Networking Events Scheduled Year Round
3. Free Business Education Seminars
4. Website Presence with your Business Info that is listed on all major web directories
5. Working together as a group to help encourage consumers to use local retail and service business
6. One voice to the local, county and state governments to effect change in the community that we live and operate businesses in.

Our Members

Our membership roster covers a wide variety of retail, service and professional industries, please visit our website at www.frbanj.com to see who they are, and learn even more about them using our new online interactive map! To learn more about the FRBA, please visit or web-site at www.frbanj.com, or contact our Administrator, Ed Morris at 908-284-9341, or e-mail: ed@edwardmorris.net or by postal mail: PO Box 564, Flemington, NJ 08822

Membership Application can be found on page 7.



Our Events

- Quarterly Meetings Free to members—Chair: Robin Buhl of Ink River Gallery, Co-Chair: Steve Sargent of Verducci's Specialty Market
- Classic Car Shows—Chair: Ron Van Horn of Van Horn Financial
- Hunterdon Holiday Parade—Chair: Chris Gacos of Sneakers Plus.
- Business Leader of the Year 2003 honoring Steve Kalafer.—Chair: James Botsacos of James Toyota/Hummer
- FRBA Scholarship to a HCRHS student—Chair Ron Van Horn of Van Horn Financial

We also sponsor tables and booths at the Hunterdon County Chamber of Commerce Hunterdon Business Expo, Raritan Township Community Day, and when we sponsor a table or booth at any event, as a member you get to promote your business by placing promotional material at the booth or table or working the event to network in person. And you pay nothing extra, it's all part of your membership.

You can also promote your events, sales or special occasions through our website, our newsletter and at our other scheduled events throughout the year.

Parade Continued from front page.....Mr. Gacos also wishes to thank the Flemington Fire Department for the hours of help they contributed towards making the town ready for the parade, The Flemington and Raritan Police Departments for providing crowd, traffic control and public safety before, during and after the parade.

The event had the largest participation with over 80 organizations. This year there was two marching bands performing; The Hunterdon Central High School Red Devil Marching Band, and DelVal High School Renegade Drumline & Color Guard. There were also Girl Scout troops singing holiday favorites, and performances from Star Makers Dancers that kept parade spectators entertained during the whole parade.

The Parade seems to get bigger and better with each passing year according to Mr. Gacos. This year's Flemington-Raritan Business Leader of the Year, Steve Kalafer, was honored as the Parade's Grand Marshall. Jim McPherson from McPherson Insurance Services, was once again be the Master of Ceremonies and kept spectators well entertained with a pre-parade act that included singing and dancing.

Dave Kelber from Hunterdon Central High School broadcasted the event on television cable channel 14. Bill Phelps, Chilly Willy Productions DJ, provided holiday music throughout the parade. Mike Fusco of Fusco Rental World provided Light Stands for the parade route and parade staging area as well as the parade's grandstand.

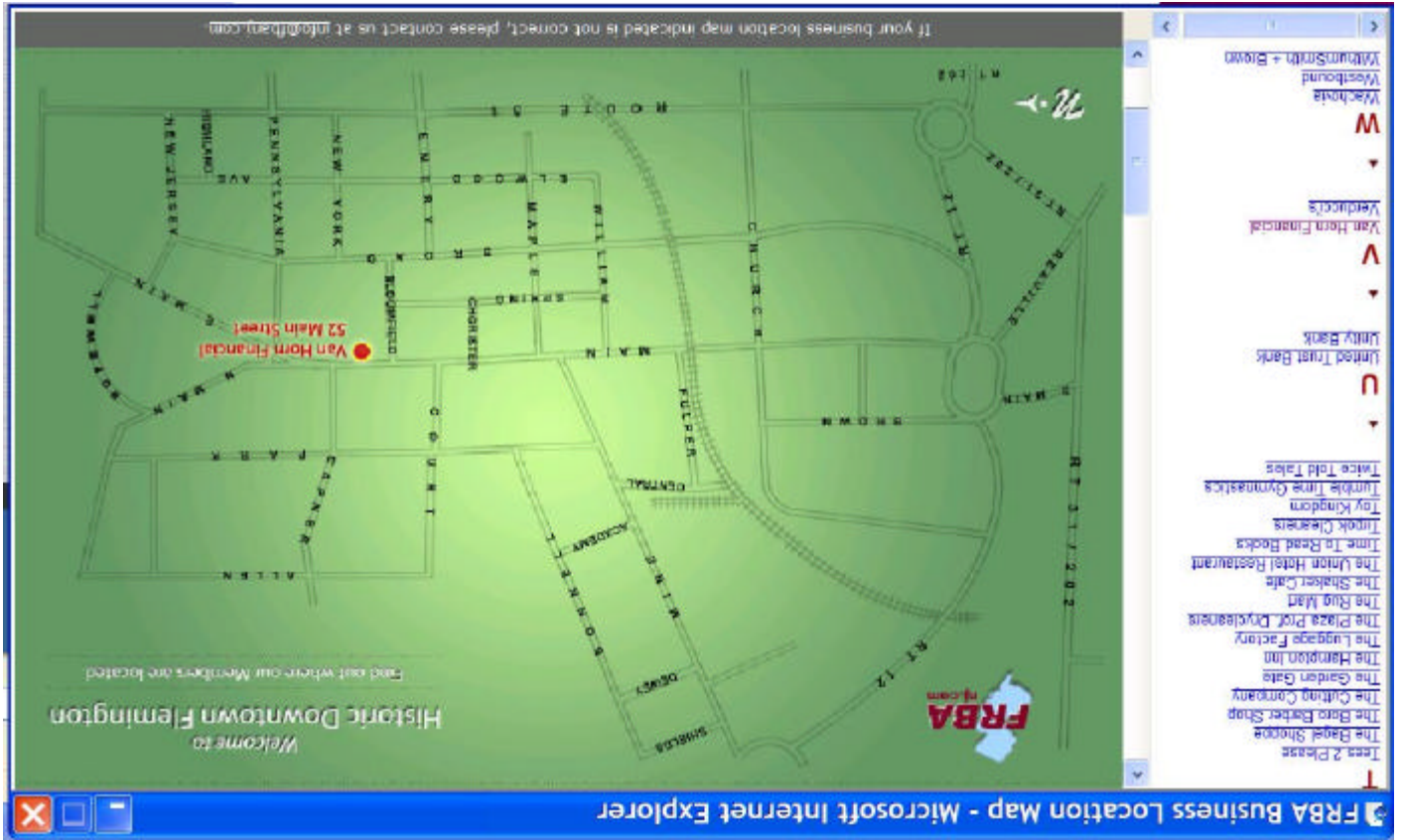
FRBA President Michael A. Schreck of WithumSmith+Brown, was heavily involved with the parade decorations, the Flemington Food Pantry Food Drive and getting sponsors for the parade. Flemington Area Food Pantry's goal is to provide food to eligible citizens of Hunterdon County. The Pantry is a non-profit organization of volunteers distributing food received from the citizens and businesses of Hunterdon County to persons certified by governmental social programs such as service clubs and scout troops as well as those referred by leaders of county religious congregations. It is supplemental to other program resources. There were drop off points for the Food Pantry at the following locations: Sneakers Plus, HealthQuest, Flemington Car & Truck Country, McDonalds, Applebee's, Café Main Street, Kries Jewelers and Higgins News Agency up until December 20th and at the Courthouse on the day of the parade.

Ed Morris was the Coordinator of this year's parade; this was Ed's second year with the parade and he is also the Administrator of the FRBA. Ed's responsibilities ranged from organizing the parade line-up to recruiting volunteers to help with the parade.

Hunterdon Central played a large role in this year's parade, Hunterdon Central students helped to decorate downtown Flemington Main St. and helped hand out, free of charge, 10,000 business sponsored balloons, helped with the staging of the floats, and assisted with many different aspects of the parade.

Donations made by our parade sponsors help us provide holiday gifts to the children of our community, help stock the Flemington Food Pantry and many other worthwhile causes in our community. If you would like to help sponsor the parade, be a volunteer, or enter a float for the 2004 Hunterdon Holiday Parade please contact Ed Morris at 908-284-9341 or ed@edwardmorris.net.

Mr. Chris Gacos would like to thank his entire 2003 committee; Ed Morris, Marshall Higgins, Jerry Jaramenko, Ron Van Horn, Michael A. Schreck, Theresa Freligh, Art Brown, Ryan Amato, James McPherson, Tom Cunningham, Vinny Ferrante, JoAnne Fisher, May Jane Paoletta, Brian Jones, Sgt. Les Podalec, Chief Fred Brown, Craig Blanton, Dave Kelber, Michael Fusco, Bill Phelps, Debbie Stout, James Botsacos, Terry Katula, and Robin Buhl.



Is your business on the FRBA Online Interactive Map? Become a member and have your customers find you! We also have a printable business directory that you can be listed in. To join the FRBA, please visit www.frbany.com or contact Ed Morris at 908-284-9341 or info@frbanj.com

Flemington Raritan Business Assoc.
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