

Chamber Happenings



PHOTO: D. BECKER PHOTO

EXPO

*The region's most dynamic annual business event
free and open to the general public*

The Sussex County Chamber of Commerce EXPO has become as much a part of the fall landscape as the changing leaves. Celebrating its 25th anniversary in 2017, EXPO is one of the Chamber's annual signature events.

Began in 1992 as a small, business-to-business trade show held at Perona Farms in Andover, EXPO outgrew its location within 10 years and moved in 2003 to Crystal Springs Country Club, Hardyston, where it has remained ever since. The change to the Country Club, a beautiful, spacious location off of Route 94, provides attendees with multiple rooms and floors of exhibitors to browse through with decadent food stations set up throughout for all attendees to enjoy (and cash bars as well).

Admission to EXPO has been free to the general public since its inception. Newton Medical Center, a division of Atlantic Health Systems, has

been a Main Event sponsor almost from the very beginning. "Newton Medical Center has been committed to our EXPO for many years and the Chamber is extremely proud to have their support," says Tammie Horsfield, Chamber President.

The primary goal of EXPO is to provide an opportunity for Sussex County residents to meet local business people and expand their knowledge about the goods and services available in the community. Supporting local business is crucial says Horsfield, especially when economic times are challenging. "Residents need to know that where they spend their money matters," she explains. "Money spent at independent, local companies trickles over to other local businesses, and then into revenue that supports the local community including our schools, parks and libraries."

Each year over 125 local professionals, businesses and organizations set up impressive displays and lay out colorful brochures, promotional give away items and free samples as they prepare to promote themselves to each other and area residents. Dawn Gomez, owner of Garden of

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Magician Alex Apter entertains Expo visitors and Sussex County Miners Mascot Herbie the Miner meets and greets.

Chamber President Tammie Horsfield welcomes exhibitors.



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Accomplitech LLC, Newton, NJ

Ackerson Pump Company, Hamburg, NJ

All County Window Cleaning, Vernon, NJ

Animal Hospital of Sussex County
Augusta, NJ

Arbonne Int'l-Barbara Williams
Sussex, NJ

Atlantic Ambulance Corp
Morristown, NJ

Atlantic Private Care Services
Newton, NJ

Banker's Life & Colonial Penn
Parsippany, NJ

Barn Hill Care Center, Newton, NJ

Bath Fitter, Hackettstown, NJ

D. Becker Photo, Newton, NJ

Bentley Commons at Paragon Village
Hackettstown, NJ

Branchville Family Chiropractic
Branchville, NJ

Caldwell University, Caldwell, NJ

Cartridge World of Newton, Newton, NJ

Center for Prevention and Counseling
Newton, NJ

Coldwell Banker Residential Brokerage
Sparta, NJ

Comcast Spotlight, Sparta, NJ

Compassionate Care Hospice, Sparta, NJ

Crystal Springs Resort, Hamburg, NJ

Culligan-Tri County Water Conditioning
Sparta, NJ

Division of Child Protection & Permanency, Newton, NJ

Domestic Abuse & Sexual Assault Intervention Services, Newton, NJ

Eastern Propane Corporation
Oak Ridge, NJ

Escape Artist Holidays/Dream Vacations
a CruiseOne Co., Branchville, NJ

Family Partners of Morris & Sussex Counties, Newton, NJ

Farmside Landscape & Design, Inc.
Wantage, NJ

Franklin House Senior Apartments
Franklin, NJ

Garden of Life Massage & Yoga Center
Wantage, NJ

Ginnie's House, Newton, NJ

Gruber, Colabella & Liuzza, Hamburg, NJ

Hart & Iliff Fuel and Energy Systems
Newton, NJ

Heath Village Retirement Community
Hackettstown, NJ

Highlands State Bank, Vernon, NJ

Holiday Inn Express, Newton, NJ

Homestead Rehabilitation & Health Care Center, Newton, NJ

HQW Architects, Newton, NJ

iHeartMedia, Franklin, NJ

J.L. Apter Memorial Chapel, Newton, NJ

JCP&L a First Energy Corp., Newton, NJ

Jim Mahon's Moving & Trucking, Inc.
Sandyston, NJ

Karen Ann Quinlan Hospice, Newton, NJ

KG Companies, Sparta, NJ

Kymer's Camping Resort, Branchville, NJ

Laddey, Clark & Ryan, LLP, Sparta, NJ

Lafayette Federated Church
Lafayette, NJ

Lakeland Bank, Sparta, NJ

Tom Madsen, LLC, General Contractor
Sussex, NJ

Mills & DeFilippis, CPA, LLP, Sparta, NJ

Mr. Handyman of Sussex County
Sparta, NJ

Mr. Rooter Plumbing, Sparta, NJ

Mt Arlington Senior Living
Mt Arlington, NJ

New Sussex Symphony, Newton, NJ

Newton Medical Center - Atlantic Health Systems, Newton, NJ

Newton Theatre, Newton, NJ

Painted Grape, Hardyston, NJ

R. Poust Heating & Cooling, Inc.
Sparta, NJ

Power Home Remodeling Group
Iselin, NJ

Preferred Care at Home, Hopatcong, NJ

Project Self Sufficiency, Newton, NJ

ProPay, Sandyston, NJ

Prudential - James M. Lombardo,
Vernon, NJ

R.S. Phillips Steel LLC, Sussex, NJ

Rainbow International Of Northern NJ
Franklin, NJ

Realty Executives Exceptional Realtors
Sparta, NJ

Rite Aid, Sussex, NJ

SCARC Foundation, Inc., Augusta, NJ

Sussex County Municipal Utilities Authority, Lafayette, NJ

Senior Insurance Associates, Sussex, NJ

Service Electric Cable TV of NJ Inc.
Sparta, NJ

Chamber Happenings



Skylands Stadium LLC
Frankford, NJ

The Smile of Hopatcong
Hopatcong, NJ

Sparta Cancer Center, Sparta, NJ

Square Corners Carpentry
Hamburg, NJ

Steffens & Steffens LLC
Byram Township, NJ

Suburban Morris Water Conditioning, Randolph, NJ

Sunshine Carpet Cleaning LLC
Franklin, NJ

Sussex Bank, Rockaway, NJ

Sussex County Arts & Heritage Council, Newton, NJ

The Office of Sussex County Clerk
Newton, NJ

Sussex County Community College
Newton, NJ

Sussex County Division of Senior Services, Newton, NJ

Sussex County Fairgrounds
Branchville, NJ

The Sussex County Journal
Montague, NJ

Sussex County Sheriff's Office
Newton, NJ

Sussex County Trails Partnership
Newton, NJ

United Way of Northern New Jersey, Newton, NJ

Visiting Angels, Sparta, NJ

Wells Fargo Home Mortgage
Mount Arlington, NJ

Westwind Manor, Franklin, NJ

Willowglen Academy-NJ, Inc.
Sparta, NJ

Sussex County YMCA
Hardyston, NJ

Life Massage & Yoga Center in Wantage, is a frequent participant. She says of the event, "Expo is a great way to connect with our clientele outside of the center and a convenient way to meet new clients in a fun atmosphere."

Horsfield always refers to EXPO as an "elegant" trade show. And it is! From the graciously appointed exhibit areas replete with soft carpeting, chandeliers and delicate wall coverings, to room names like the Emerald Ballroom, the Saratoga room and the Rotunda, to the white glove service at the food stations, the event welcomes attendees to relax and enjoy interacting with company representatives at their exhibits.

Industries typically represented include health care, home improvement and remodeling, senior services, interior decorating, solar energy, landscaping, performing arts, financial services, health and wellness businesses, veterinarians and other pet services. The Sussex County Sheriff's Office is usually present too, promoting its Crime Stoppers program. So is the Sussex County Fairgrounds, giving residents a sneak peak at the new attractions coming to the NJ State Fair and raffling off free tickets.

"EXPO is different each year," says Horsfield. "We are always trying to offer new things to both our exhibitors and the general public." One of those new things is flu shots, offered onsite for the past two years.

One of the most beneficial aspects of EXPO for area businesses, besides the chance to promote their company

to the public, is the opportunity to network with other local businesses in the area to build relationships and foster possible partnerships. "There is an exhibitor-only reception from 2:30 – 3:30 p.m." says Horsfield. "This is the time when company representatives relax, having something to eat and talk shop with each other before we open the doors to the public." It's this incentive she says, that "keeps companies participating each year."

Mark Gruber, Esq., of Gruber, Colabella and Liuzza in Hamburg, NJ, and a recent EXPO exhibitor, described his experience, saying, "The Sussex County Chamber of Commerce Expo topped our expectation. From the parking to food service, organization, facility, and atmosphere, the environment was perfect for showcasing our legal services to both vendors and the public."

Reenee Casapulla, Recycling Coordinator & Safety Officer at the Sussex County Municipal Utilities Authority, agrees, "Participating in the annual Chamber Expo has provided the Sussex County MUA with numerous opportunities to highlight recycling activities for the county, meet local residents, network with local businesses and have a good time doing it!"

The 2016 EXPO date is Monday, October 24. Doors open to the general public at 4:00 pm and close at 8:00 pm. Free shuttles from the parking lots run continuously through the evening. More information about EXPO, including exhibitor contracts, is available at www.sussexcountychamber.org. ■



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