



Jenny Harris says being a mompreneur is a sweet deal, allowing her the opportunity to take the family's secret toffee recipe to the marketplace.

a meeting with her top and most trusted advisors. But that didn't mean a brainstorming session with bigwig investors. Rather, she powwowed with more important people: members of her family.

"The first step before considering the adjustment from a full-time mom to an entrepreneur was having a family meeting where we discussed my idea of taking our delicious family recipe to market," says Harris, who launched the Chappaqua Toffee Co. last summer after being granted the green-light from the board of directors, a.k.a. husband Glenn and the couple's now six and eight-year-old daughters. "Once the family agreed that this is something they wanted me to do as well I needed to adjust family plans."

While balancing work and family life does present challenges, the Chappaqua Toffee Co. is something of a family affair. Glenn, an IT project manager in Manhattan, moonlights as Chappaqua Toffee's head chef, while the kids serve as unofficial taste-testers and company cheerleaders.

In fact, the toffee's secret recipe draws its family origins on Glenn's side, with his aunt, in the 1950s, learning how to cook the candy.

"When (Glenn) was old enough to stand in front of the stove his mother taught him how to make the toffee and he has been making it ever since," says Harris, who returned nine years ago with Glenn and the girls to the Chappaqua home where she was raised. "Through the years he has adjusted the recipe and

process to make it what people love today."

Glenn also designed and manages the company's Web site, www.chappaquatoffee.com, but it is Jenny who runs the business operations while also reorganizing her life to meet the challenges of her dual role as Harris Family CEO and chairwoman of the candy company board.

Acknowledges Harris, who is in the process of growing the company, "I continue to adjust to the daily and weekly challenges of being a full-time mother and businesswoman."

Joan Popkin: JDP Design

Like so many area women who started off in the professional workforce before transitioning to full-time mom, Joan Popkin never fully disentangled herself from her former life even as she was busy carpooling the kids around town. The commercial and residential interior designer, in her early mommy years, became a self-described trade and home magazine junkie, remained active with professional memberships and even dabbled with some computer-aided design courses.

"I started thinking about starting my own business for a long time," recounts Popkin, mother of Jaclyn, 18, and Chelsea, 15. "My dream was to start when my youngest was in kindergarten. When I was no longer needed as a volunteer in the classroom, I knew it was time for me to make my move."

Running both JDP Interior Design, launched in 2002, as

well as the Popkin household (along with husband Gregg), requires careful planning and the setting of Specific, Measurable, Attainable, Realistic and Timely goals, the mompreneur explains, referring to the SMART management system.

"The toughest part of making the transition from stay-at-home mom to mompreneur is the decision process of prioritizing," the nine-year Chappaqua resident comments. "It was very difficult at first. Through both practice and experience, I have gotten much better at it. In order to accomplish each day's daily quest, whether it's on the home or work front, I seek to find a level of priority for each area."

Popkin, by leveraging her SMARTS, has found success as both a mother and a designer. But it sure isn't easy.

Explains Popkin, "I still need to make sure there is food in the pantry, dinner on the table, that the dog goes to the vet, bills are paid and the other 100 tasks of everyday life."

And then all she has to do is run a business.

ADAM STONE of Mount Kisco is the recipient of several *New York Press* Association rewards. His *Hillary's Run* column for *Inside Chappaqua* also debuts in this issue on page 36.



Joan Popkin, in operating her business, has been able to straddle the line between parental responsibilities and entrepreneurial tasks