

**CONGRATULATIONS!  
JERSEY DEVIL ORGANICS**

Last month, Merl Coslick took a huge step to growing his 18 month old business, Jersey Devil Organics--he closed on his Microloan from UCEDC. Jersey Devil Organics, a worm farm in Piscataway, offers organic fertilizer (from worm castings) and worms to garden centers, farmers' markets, golf courses, and individual gardeners.

Coslick approached UCEDC to obtain funding for production materials and working capital. His proposal fit perfectly into UCEDC's Microloan program which offers smaller loans between \$500 and \$35,000 to start-up and growing businesses. Coslick worked with UCEDC loan officer Mark Leichtling throughout the loan process which, in Coslick's case, included a loan application, a business plan and a financial statement. Coslick learned about UCEDC from Raritan Community College's Small Business Development Center.

Coslick adds, "The entire process took about 2 months, and now my business is poised to leap forward. With this increased capital, Jersey Devil Organics has already been able to proactively move on new business contacts, and is also working on establishing a worm farm trade association."

States UCEDC's Leichtling, "In general, microloans represent a greater risk to lenders, but UCEDC really felt that as a strong, growing business, Jersey Devil Organics is on the cusp of the environmental movement, and we wanted to support that."

For more information on UCEDC's Microloan program, call 908-527-1166 or email Mark at [mleichtling@ucedc.com](mailto:mleichtling@ucedc.com)  
For more information on Jersey Devil Organics visit:  
[www.jerseydevilorganics.com](http://www.jerseydevilorganics.com)

**UCEDC'S MARIN WINS SBA AWARD**

Alex Marin, UCEDC's Hispanic Outreach Coordinator, was named by the SBA as its Region II (NY, NJ, Virgin Islands & Puerto Rico) Minority Business Advocate of the Year. He will compete with the nine other regional winners for the annual national SBA Minority Business Advocate award later this year.

"We are so proud of Alex," states Maureen Tinen, CEO of UCEDC. "He is responsible for introducing our products and services to eleven counties throughout New Jersey, and in his two years here has been quite successful."

In 2006, Alex's first full year with UCEDC, the organization closed on 10 loans to Hispanic owned businesses totaling \$211,000. Also, Alex provided over 400 hours of mentoring and technical assistance.

According to Marin, "I am really pleased that the SBA chose to recognize my work with New Jersey's Hispanic community. And I'm even more excited about growing UCEDC's Hispanic Outreach program to include greater numbers of Hispanic business owners."

*For more information about UCEDC's Hispanic Outreach Program, contact Alex Marin at [amarin@ucedc.com](mailto:amarin@ucedc.com)*

**UCEDC**

Visit our website at [www.ucedc.com](http://www.ucedc.com) for up-to-date information on our events, training programs, financing options and more.

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**PLEASE NOTE:**

*If you prefer to no longer receive faxed information from UCEDC, please call toll free: 1.866.78UCEDC (or 1.866.788.2332) or, fax your request to 908.527.1207.*

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## NETWORKING & WINE

The evening of June 8 was one of good cheer in the atrium of UCEDC's headquarters at Liberty Hall Corporate Center as UCEDC hosted its 3rd annual networking fundraiser. Maureen Tinen, CEO, and UCEDC staff welcomed over 140 guests for several hours of networking and sampling wines from around the world.

A highlight was the wine tasting. Brandon Warnke of Millburn's Wine Library provided not only delicious wines and insightful education, but also a gourmet cheese station as a compliment to the wines. Ten gift baskets, including a set of Yankees' tickets, a barbeque set, and a margarita ensemble, were auctioned.

The host sponsor of this event was Elizabethtown Gas; other event sponsors included RSI Bank, PSEG, Smith Barney, Bank of America, Hamilton Holding Company, AIG, Sovereign Bank and Minuteman Press.

## MEET NEW UCEDC STAFF

**Yvonne Bernard** was promoted from Procurement Specialist to Director of Procurement Programs this past May. As Director, Yvonne works with small business owners as they bid on state, federal and other contracts. Yvonne comes to UCEDC with experience in both the private and public sectors, most recently as a project manager. To learn more about UCEDC's government procurement program, contact Yvonne at [ybernard@ucedc.com](mailto:ybernard@ucedc.com)

**Mark Leichtling** joined UCEDC in March as a loan officer. Mark is responsible for working with UCEDC clients throughout their loan process, from initial inquiry through closing. Mark has a long and extensive professional background in finance and budgeting in the automotive and film industries. You can reach Mark at [mleichtling@ucedc.com](mailto:mleichtling@ucedc.com) for more information on UCEDC loan programs.

**Zofia Lesniak** has been the receptionist with UCEDC since November, 2006. Prior to this, Zofia was the secretary at Blessed Sacrament School in Elizabeth, perhaps explaining her unflappability.

**Paige Sato** started with UCEDC this past June as Director of Business Development, assuming the position from Susan Brown. Paige comes to UCEDC with a background in not-for-profit management and corporate communications, and she also owns a retail business. Contact Paige at [psato@ucedc.com](mailto:psato@ucedc.com) to learn how UCEDC can work for your business or group.

## UCEDC'S CALENDAR OF PROGRAMS AND EVENTS JULY & AUGUST 2007

This July and August, UCEDC, in partnership with Passaic County Community College (PCCC), is offering a series of Bilingual Business & Entrepreneur Seminars to Spanish-speaking small business owners and entrepreneurs. Classes can be taken singly, or as a series. All programs are free of charge. To register directly with PCCC, call 973-684-6072

Mon **Introduction to Microsoft Office**  
7/9 Passaic County Community College  
6pm-9pm

Wed **Basic Business Diagnostics**  
7/11 Passaic County Community College  
6pm-9pm

Wed **Finance Options for Small Business**  
7/25 at Passaic County Community College  
6pm-9pm

Mon **Retirement Plans for Small Business**  
7/30 Passaic County Community College  
6pm-9pm

For up-to-date information, please contact us at 908.527.1166 or visit our website at [www.ucedc.com](http://www.ucedc.com).

## UCEDC ANNUAL GOLF CLASSIC

Save the date--UCEDC's 23rd annual Golf Classic, held in partnership with the County of Union, is scheduled for Wednesday, October 3, at Union County's Galloping Hills Golf Course in Kenilworth.

This year's Golf Classic will start with a buffet lunch, followed by a shot-gun start at noon. To throw some fun into the mix, there will be contests, such as a Hole-in-One, Longest Drive, and Closest to the Pin, testing all the golfers' skills. Excellent prizes accompany each contest. The day ends with a cocktail reception, awards dinner, and a live auction.

According to Bob Katz, the Golf Classic Chairperson, "We had a great crowd last year, so register early so you don't miss out on the fun. And non-golfers can still join us for cocktails, dinner and networking at 5:30pm."

For information on sponsorships, corporate four-somes, or registration, contact Doreen Iossa at [dioffa@ucedc.com](mailto:dioffa@ucedc.com) or 908-527-1166