



Resources & Solutions
for Small Business

UCEDC

Union County Business Resource Guide

April 2018



Prepared by UCEDC
For
Union County Board of Chosen Freeholders,
Sergio Granados, Chair

75 Chestnut Street, Cranford, NJ 07016
908-527-1166 / info@ucedc.com
www.ucedc.com

Resources to Help Your Business Grow



UCEDC, a non-profit economic development corporation, is dedicated to stimulating economic growth for small businesses throughout Union County by providing them with resources and solutions for business expansion. Since 1977, UCEDC has helped entrepreneurs open their doors and assisted established businesses expand into new markets through innovative lending, comprehensive training initiatives and government procurement programs.

Financing

Access to capital is often a business owner's largest hurdle. We offer a variety of financing programs to meet your needs at every stage of your business's growth. As an SBA lender, we offer loans from \$500 to \$5 million through the microloan, Community Advantage 7(a) and 504 financing programs. Speak to our experienced staff to find the option that meets your needs.

Government Contracting

Federal, state and local government agencies spend billions of dollars each year buying goods and services from small businesses, just like yours. UCEDC can help you break into this lucrative market through free specialized training programs, one-on-one counseling services, and assistance in preparing bids and contract management.

Training

Whether you're looking for short presentations, day-long workshops, or intensive courses, UCEDC has the training and technical assistance you need to succeed. Our training professionals will help you master a wide variety of business and financial topics.

Business Tools

UCEDC produces a wide array of Union County business resource reports to provide you with the insights you need to make smart decisions. Market data, commercial real estate information, demographic analyses, and comprehensive contact lists for business advocacy organizations and agencies are just a few of the vital reports you'll find, free of charge.

Resources to Help Your Business Grow

Sustaining and starting a business can be an extremely important and rewarding endeavor, but can also be quite challenging. This publication is a tool to help you get started by providing you with both general and county specific business resources.

Please consider this list as a starting point. Inclusion does not imply complete endorsement of the resource by UCEDC, nor should any value judgment be inferred from an entity's omission from this list.

GENERAL BUSINESS RESOURCES

US Small Business Administration	Phone: 973-645-3680 Fax: 973-645-6560 E-mail: alfred.titone@sba.gov Website: www.sba.gov	Alfred Titone District Director
Two Gateway Center, 15 th floor Newark, NJ 07102		

The US Small Business Administration provides financial, technical and management assistance to help Americans start, run, and grow their businesses. The SBA provides loan guarantees to area lenders for loans to small business. The SBA is the nation's largest financial backer of small business.

NJ Business Action Center	Phone: 866-534-7789 Fax: 609-292-5509 Email: feedback@sos.nj.gov Website: www.nj.gov/state/bac	Melanie Willoughby Executive Director
225 West State Street Trenton, NJ 08608		

The New Jersey Business Action Center plays a key role in helping grow, retain and attract business to the State. The center serves as a "one-stop" shop for business. The team at the Center works to encourage entrepreneurship by supporting New Jersey's businesses of all sizes.

NJ Economic Development Authority	Phone: 609-292-1800 Fax: 609-984-4365 Email: customercare@njeda.com Website: www.njeda.com	Timothy Sullivan Chief Executive Officer
36 West State Street P.O. Box 990 Trenton, NJ 08625-0820		

The Authority's programs are tailored to the individual needs of the business community by assisting with creative financing packages, technical assistance, site selection and acquisition. In addition, the authority offers a business advocacy service providing assistance in dealing with state government.

Resources to Help Your Business Grow

GENERAL BUSINESS RESOURCES (Con't)

New Jersey Business & Industry Association

102 West State Street
Trenton, NJ 08608-1199

Phone: 609-393-7707
Email: info@njbia.org
Website: www.njbia.org

Michele N. Siekerka
President & CEO

The New Jersey Business & Industry Association provides information, services and advocacy to its member companies in order to build a more prosperous New Jersey. NJBIA is the nation's largest statewide employer association. Its members, as a group, employ more than one million people. Member benefits include exclusive access to low-cost auto insurance through New Jersey Manufacturers Insurance Company (NJM).

New Jersey State Library System – Small Business Services

Phone: 973-733-7779
Email: reference@npl.org
Website: www.njstatelib.org

The New Jersey State Library System provides many services including small business services. If you have a business question (“Ask a Business Librarian”), you can have your question answered by a business research expert from the Newark Public Library, a service supported by the New Jersey State Library. Please send your detailed question to the above email. With a card from any New Jersey Library, you can also use the library’s Business Research Tools to get access to market research and company databases.

US Department of Commerce – Commercial Service, Northern New Jersey

20 Washington Place
Newark, NJ 07102

Phone: 973-645-4682
Email: susan.widmer@trade.gov
Website: www.export.gov/newjersey

Susan Widmer
Office Director

The U.S. Commerce Service, an important part of the U.S. Department of Commerce’s International Trade Administration, helps New Jersey companies export goods and services to overseas buyers.

LOCAL BUSINESS RESOURCES – UNION COUNTY

Air Services Development Organization (ASDO)

Newark Liberty Int’l Airport
Bldg 80
Conrad Road
Newark, NJ 07114

Phone: 973-961-4278
Fax: 973-961-4282
Email: njasdo@asdoonline.com
Website: www.asdoonline.com

Helene Gibbs
Program Manager

ASDO is a not-for-profit organization that brings together aviation industry buyers with local businesses. This unique program, which is funded by the Port Authority of New York and New Jersey and administered by the Aviation Development Council, matches the purchasing needs of the aviation community with the broad range of products and services available from area businesses. All services are free-of-charge.

Resources to Help Your Business Grow

LOCAL BUSINESS RESOURCES – UNION COUNTY (Con't)

County of Union, County Clerk 2 Broad Street, Room 115 Elizabeth, NJ 07207	Phone: 908-527-4787 Fax: 908-558-2589 Email: jrajoppi@ucnj.org Website: www.ucnj.org	Joanne Rajoppi County Clerk
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The Clerk's Office registers new businesses.

County of Union, Department Economic Development 10 Elizabethtown Plaza Elizabeth, New Jersey 07207	Phone: 908-527-4802 Fax: 908-352-3980 Email: awagner@ucnj.org Website: www.ucnj.org	Amy Wagner Director
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The Department of Economic Development works with businesses and government agencies to foster job growth, to aid in workforce development and to encourage economic development throughout the County.

County of Union, Workforce Investment Board Administration Building 10 Elizabethtown Plaza, Floor 4 Elizabeth, NJ 07207	Phone: 908-527-4195 Fax: 908-659-7406 E-mail: arivera@ucnj.org Website: www.ucnj.org/wdb	Antonio Rivera Director
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Union County Workforce Investment Board directs training investments to create sustainable jobs, develops marketing strategies to promote business services as well as creates competitive economic and workforce policies.

Cranford Office of Business & Economic Development 8 Springfield Avenue Cranford, NJ 07016	Phone: 908-709-7208 Fax: 908-272-5748 E-mail: g-bailer@cranfordnj.org Website: www.cranford.com/downtown	Gabe Bailer Director
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The Cranford Office of Business & Economic Development is responsible for promoting investment, economic growth, public space improvements and business development. We are advocates for new and existing business and property owners on matters that impact their investments and the business district.

Downtown Westfield Corporation 105 Elm Street, 2 nd Floor Westfield, NJ 07090-3143	Phone: 908-789-9444 Fax: 908-789-7550 E-mail: s.cronin@westfieldtoday.com Website: www.westfieldtoday.com	Sherry Cronin Executive Director
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The DWC is the management entity of the Special Improvement District. The vision of the Downtown Westfield Corporation (DWC) is for Westfield, NJ to be a preferred destination where people want to live, work and visit. The DWC is committed to strengthening the downtown Special Improvement District as the center of community life.

Resources to Help Your Business Grow

LOCAL BUSINESS RESOURCES – UNION COUNTY (Con't)

Elizabeth Avenue Partnership 913 Elizabeth Avenue Suite # 2A Elizabeth, NJ 07201	Phone: 908-965-0660 Fax: 908-353-0989 E-mail: davestro@optonline.net Website: www.elizabethavenue.org	Dave Strochak Executive Director
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The Elizabeth Avenue Partnership (EAP) is a non-profit organization, designated by the City of Elizabeth to manage the Elizabeth Avenue Specialty Improvement District (SID).

Elizabeth Development Company 205 First Street Suite 114 Elizabeth, NJ 07206	Phone: 908-289-0262 Fax: 908-558-1142 E-mail: wodea@edcnj.org Website: www.edcnj.org	Bill O'Dea Executive Director
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The EDC has been helping businesses succeed for more than 25 years by connecting them with the financing and development tools needed to make projects move quickly and efficiently from proposal to reality.

Historic Midtown Elizabeth SID 1139 East Jersey Street Suite 616 Elizabeth, NJ 07201	Phone: 908-355-9600 Fax: 908-355-9800 E-mail: midtown@hmesid.com Website: http://www.elizabethsid.org/new/home.html	Janice de Avilla Executive Director
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Historic Midtown Elizabeth is a diverse, active downtown shopping district located in the heart of New Jersey's fourth largest city. Full of shoppers, City and County officials and college students, Midtown Elizabeth has a wide assortment of shops, restaurants and service businesses.

Kean University Small Business Development Center Willis Hall, Room 402B 1000 Morris Avenue Union, NJ 07083	Phone: 908-737-4220 Fax: 908-737-4223 Email: dmarguli@kean.edu Website: www.sbdckean.com	David Margulies Director
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A variety of educational and business resources are available to counsel and train small business owners to finance, market and manage their companies.

Linden Economic Development Corp. 301 N Wood Avenue Linden, NJ 07036	Phone: 908-474-8405 Fax: 908-474-8497 Email: alospinosa@linden-nj.org Website: www.linden-nj.org	Alex Lospinosa Director
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The Economic Development Corporation works with businesses and government agencies to foster job growth and to encourage economic development throughout the City.

Resources to Help Your Business Grow

LOCAL BUSINESS RESOURCES – UNION COUNTY (Con't)

Linden Industrial Association

PO Box 2369
Westfield, NJ 07091

Email: lois.bass@infineum.com

Website: www.lia-nj.com

Lois Bass
President

The LIA promotes the mutual interests of industries located in or having interests in the City of Linden.

NJAWBO MetroEast Region:

(Essex, Hudson, Union)

Phone: 609-308-2530

Email: lawrese.brown@gmail.com

Website: www.njawbo.org

Lawrese Brown
Region Leadership
Team Chair

NJAWBO is a statewide organization with its objective being to support and encourage business ownership by women. NJAWBO enables women business owners to network while it also provides a legislative voice for them at local, state and federal levels. NJAWBO operates a Women's Business Center (WBC) which provides a wide range of services to women entrepreneurs at all levels of business development.

New Providence Business

360 Elkwood Avenue
New Providence, NJ 07974

Phone: 908-665-1400 x 232

E-mail: info@npbpa.com

Website: www.npbpa.com

Michelle Brugger
President

The goals of this organization are to promote the New Providence, NJ business community; serve as a vehicle to respond to community needs; enhance awareness of New Providence businesses; and unify communications among and between businesses and the community.

**Plainfield, Office of Economic
Development**

515 Watchung Avenue
Plainfield, New Jersey 07060

Phone: 908-226-2519

Email: valerie.jackson@plainfieldnj.gov

Website: www.plainfieldnj.gov

Valerie Jackson
Deputy
Administrator

The Office of Economic Development's objectives is to retain, attract, and grow businesses as well as enhance small and minority business capacity, and spur real estate development in every ward of the City of Plainfield. The department serves the residents, business community, investors and developers by providing top quality client assistance, guidance and support in order to ensure that development and small business growth take place in Plainfield.

SCORE Chapter 15

Small Business Administration (SBA)
Two Gateway Center, 10th floor
Newark, NJ 07102

Phone: 973-645-3982

Email: newarkscore@yahoo.com

Website: www.scoremetronj.com

Mitch Layne
Chapter Chair

SCORE is a volunteer association sponsored by the US Small Business Administration. Most SCORE volunteers are retired business owners though some members still work. Volunteers work in or near their home communities to provide management counseling and training to first-time entrepreneurs and current small business owners.

Resources to Help Your Business Grow

LOCAL BUSINESS RESOURCES – UNION COUNTY (Con't)

**Springfield Community Partnership
(BID)**

100 Mountain Avenue
Springfield, NJ 07081

E-mail: springfieldnjbid@gmail.com
Website: www.springfieldbid.com

Beth Lippman
Executive Director

Springfield Community Partnership (BID) is committed to improving the quality of doing business in Springfield for property owners, businesses and residents by making Springfield a self-sustaining, attractive, business destination for consumers as well as securing a clean, pleasant shopping/dining/professional environment.

Summit Downtown, Inc.

18 Bank Street, Suite #108
P.O. Box 1502
Summit, NJ 07902

Phone: 908-277-6100
Fax: 908-273-9256
E-mail: nancy@summitdowntown.org
Website: www.summitdowntown.org

Nancy Adams
Executive Director

Summit Downtown, Inc. is a non-profit corporation dedicated to the development and improvement of the quality of life in the business community. The organization specifically focuses on the central business district of the city of Summit with a goal to harmonize the business and residential communities.

**Union County Business Resource
Center**

200 West Second Street, 2nd Fl.
Plainfield, NJ 07060

Phone: 908-412-7975
Fax: 908-412-2673
E-mail: anne.schiadaresis@dol.nj.gov

Anne Schiadaresis
Business
Representative

Business Resource Centers (BRCs), located throughout the state in our One-Stop Career Centers, offer services at no cost. BRCs provide a single point of contact to assist New Jersey-based businesses, whether you are already in business, just starting, or expanding.

**Union County College
Industry Business Institute**

40 West Jersey Street, 5th Floor
Elizabeth, NJ 07202

Phone: 908-965-2358
Fax: 908-965-2359
E-mail: hiscano@ucc.edu
Website: www.ucc.edu

Lisa Raudelunas
Hiscano
Executive Director

The Institute develops training solutions to improve overall productivity, reduce cost, and strengthen the competitiveness of local employers. Whatever your training needs may be, IBI provides quality and relevant training programs customized to meet your organization's needs, delivered on-site and scheduled at times convenient to you.

Resources to Help Your Business Grow

LOCAL BUSINESS RESOURCES – UNION COUNTY (Con't)**Union Township, Department of Economic Development /Special Improvement**

1976 Morris Avenue
Union, NJ 07083

Phone: 908-851-5466

Fax: 908-851-4667

E-mail:

fraymond@uniontownship.com

Website: www.uniontownship.com

Fatimah Raymond
Director

The Department of Economic Development provides the structure to formulate policy for the industrial and commercial districts in the Township of Union. The goal of the department is to promote and revitalize the Township of Union by attracting and retaining industrial and commercial investment while increasing Union's economic base and creating job expansion.

UNION COUNTY URBAN ENTERPRISE ZONES

The UEZ Program was created to foster an economic climate that revitalizes designated urban communities and stimulates their growth by encouraging businesses to develop and create private sector jobs through public and private investment.

Elizabeth Development Company/UEZ

205 First Street, Suite 114
Elizabeth, NJ 07206

Phone: 908-289-0262 Ext. 218

Fax: 908-558-1142

E-mail: ddevanney@edcnj.org

Website: www.edcnj.org

Dan Devanney
Acting UEZ Coordinator

Hillside Township, UEZ

1409 Liberty Avenue
Hillside, NJ 07205

Phone: 973-926-3002, Ext. 307

Fax: 973-282-0048

E-mail: ppauguste@yahoo.com

Website: www.hillsidenj.org

Patricia Perkins-Auguste
UEZ Coordinator

Borough of Roselle, UEZ

210 Chestnut Street
Roselle, NJ 07203

Phone: 908-259-3014

Fax: 908-259-3005

Email:

dbrown@boroughofroselle.com

Website: www.boroughofroselle.com

David Brown
UEZ Coordinator

City of Plainfield, UEZ

515 Watchung Avenue
Plainfield, NJ 07060

Phone: 908-226-2513

Fax: 908-226-4909

Email:

jeannette.aparicio@plainfieldnj.gov

Website: www.plainfieldnj.gov

Jeannette Aparicio
UEZ Coordinator

Resources to Help Your Business Grow

CHAMBERS OF COMMERCE – UNION COUNTY

The following Chambers of Commerce serve as a clearinghouse of information and resources for the business community within their coverage area, including networking. The goal of each chamber is to help strengthen and grow the general businesses environment in their respective community.

Cranford Chamber of Commerce 8 Springfield Avenue PO Box 165 Cranford, NJ 07016	Phone: 908-272-6114 Fax: 908-272-3742 E-mail: cranfordchamber@comcast.net Website: www.cranford.com/chamber	Dottie Baniewicz Executive Director
Gateway Regional Chamber of Commerce 135 Jefferson Avenue Elizabeth, NJ 07207-0300	Phone: 908-352-0900 Fax: 908-352-0865 E-mail: jamescoyle@gatewaychamber.com Website: www.gatewaychamber.com	James Coyle President
Greater Elizabeth Chamber of Commerce 456 North Broad Street Elizabeth, NJ 07208	Phone: 908-355-7600 Fax: 908-436-2054 E-mail: ghaas.gecc@gmail.com Website: www.elizabethchamber.com	Gordon Haas President & CEO
Rahway Chamber of Commerce PO Box 277 Rahway, NJ 07065	Phone: 732-675-5140 E-mail: info@www.rahwaychamberofcommerce.com Website: www.rahwaychamberofcommerce.com	Audra Loccisano President
Roselle Chamber of Commerce 104 West 4 th Avenue Roselle, New Jersey 07203	Phone: 908-299-6772 Email: rosellenjchamberofcommerce@gmail.com Website: www.rosellechamberofcommerce.org	Wilfrid Peralte President
Scotch Plains Business and Professional Association 381 Park Avenue Scotch Plains, NJ 07076	Phone: 908-322-4999 E-mail: Flowerchickie2@yahoo.com Website: www.visitscotchplains.com	Lisa Mohn President
Springfield Patriot Chamber of Commerce 1 Cornell Parkway Springfield, NJ 07081	Phone: 973-912-2300 Fax: 973-376-0425 E-mail: info@springfieldpatriot.com Website: www.springfieldpatriot.com	Scott Seidel Chair
Suburban Chamber of Commerce 71 Summit Avenue Summit, NJ 07901	Phone: 908-522-1700 Fax: 908-522-9252 E-mail: khadley@suburbanchambers.org Website: www.suburbanchambers.org	Karen Hadley Executive Director

Resources to Help Your Business Grow

CHAMBERS OF COMMERCE – UNION COUNTY (Con't)**Union Township Chamber of
Commerce**

355 Chestnut Street
2nd Floor
Union, NJ 07083

Phone: 908-688-2777

Fax: 908-688-0338

E-mail:

E-mail: executivedirector@unionchamber.comWebsite: www.unionchamber.com

James J. Masterson
Executive Director

**Westfield Area Chamber of
Commerce**

212 Lenox Avenue
Westfield, NJ 07090

Phone: 908-233-3021

E-mail: gene@gwaccnj.comWebsite: www.gwaccnj.com

Gene Jannotti
Executive Director



**75 Chestnut Street
Cranford, NJ 07016
908-527-1166 / info@ucedc.com
www.ucedc.com**