



Resources & Solutions  
for Small Business

**UCEDC**

# Salem County Business Resource Guide

July 2018



75 Chestnut Street, Cranford, NJ 07016  
908-527-1166 / [info@ucedc.com](mailto:info@ucedc.com)  
[www.ucedc.com](http://www.ucedc.com)



**UCEDC, a non-profit economic development corporation**, is dedicated to stimulating economic growth for small businesses throughout New Jersey 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 meet 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 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

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**S**ustaining and starting a business can be an extremely important and rewarding endeavor, but can also be quite challenging. This publication is not a detailed walk-through of the start-up process, but 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, however 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

<u>US Small Business Administration</u> Two Gateway Center, 15 <sup>th</sup> floor Newark, NJ 07102	Phone: 973-645-3680 Fax: 973-645-6560 E-mail: <a href="mailto:alfred.titone@sba.gov">alfred.titone@sba.gov</a> Website: <a href="http://www.sba.gov">www.sba.gov</a>	Alfred Titone District Director
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*The US Small Business Administration, established in 1953, 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.*

<u>NJ Business Action Center</u> 225 West State Street Trenton, NJ 08608	Phone: 866-534-7789 Fax: 609-292-5509 Website: <a href="http://www.nj.gov/state/bac">www.nj.gov/state/bac</a>	Melanie Willoughby Executive Director
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*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, supporting global competitiveness of New Jersey companies, as well as to promote the State's attractiveness as a vacation destination and business investment location nationally and internationally.*

<u>NJ Economic Development Authority</u> 36 West State Street P.O. Box 990 Trenton, NJ 08625-0820	Phone: 609-858-6700 Email: <a href="mailto:customercare@njeda.com">customercare@njeda.com</a> Website: <a href="http://www.njeda.com">www.njeda.com</a>	Timothy Sullivan Chief Executive Officer
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*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

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### GENERAL BUSINESS RESOURCES (Con't)

New Jersey Business & Industry Association

102 West State Street  
Trenton, NJ 08608-1199

Phone: 609-393-7707  
Email: [info@njbja.org](mailto:info@njbja.org)  
Website: [www.njbja.org](http://www.njbja.org)

Michele N. Siekerka  
President

*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](mailto:reference@npl.org)  
Website: [www.njstatelib.org](http://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.*

U.S. Department of Commerce - Commercial Service, Central/Southern Jersey

Princeton Pike Corporate Center  
Lawrenceville, NJ 08648

Phone: 609-896-2734  
Email: [janice.barlow@trade.gov](mailto:janice.barlow@trade.gov)  
Website: [www.export.gov/newjersey](http://www.export.gov/newjersey)

Janice Barlow  
Sr. International  
Trade Specialist

*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 – SALEM COUNTY

County of Salem, County Clerk

Camden County Courthouse  
110 Fifth Street, Suite 200  
Salem, NJ 08079

Phone: 856-935-7510, Ext. 8205  
Website: [www.salemcountyclerk.org](http://www.salemcountyclerk.org)

Gilda T. Gill  
County Clerk

*The Clerk’s office registers sole proprietor businesses and partnerships.*

## Resources to Help Your Business Grow

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### LOCAL BUSINESS RESOURCES – SALEM COUNTY (Con't)

County of Salem, Economic  
Development Council

110 Fifth Street, Ste. 400  
Salem, NJ 08079

Phone: 856-935-7510, Ext.8384

Email: [kmills@salemcountynj.gov](mailto:kmills@salemcountynj.gov)

Website:

[www.salemcountynj.gov/departments/salem-county-economic-development-council](http://www.salemcountynj.gov/departments/salem-county-economic-development-council)

Kathleen Mills

Director

*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 Salem County.*

County of Salem, (Cape May &  
Cumberland) Workforce Development  
Board

PO Box 1500  
Vineland, NJ 08362

Phone: 856-696-5660

Fax: 856-238-6810

Website:

<http://www.co.cumberland.nj.us/content/22602/23188/24016/25192.aspx>

Allison Spinelli

Board Director

*The goal of the Workforce Development Board is to develop through public/private partnerships, a quality workforce, which successfully meets employers' hiring needs and ensures the employment and advancement of jobseekers.*

NJAWBO South Jersey Region:  
(Atlantic, Burlington, Camden, Cape  
May, Cumberland, Gloucester, Salem)

Phone: 856-985-4507

Email: [njawbo@njawbo.org](mailto:njawbo@njawbo.org)

Website: [www.njawbo.org](http://www.njawbo.org)

Jamie Cohen

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.*

Salem Main Street

223 East Broadway  
Salem, NJ 08079

Phone: 856-935-8800

Email: [chris@salemcitynj.com](mailto:chris@salemcitynj.com)

Website: [www.standupforsalem.org](http://www.standupforsalem.org)

Chris Davenport

Executive Director

*The Salem Main Street, a non-profit program, is volunteer-based and modeled after the national Main Street approach to downtown revitalization. We work closely with the City of Salem, local residents and businesses to change the destiny of Salem for the better.*

SBDC at Rutgers Camden

419 Cooper Street  
Camden, NJ 08102

Phone: 856-225-6221

Fax: 856-225-6621

Email: [rsbdc@camden.rutgers.edu](mailto:rsbdc@camden.rutgers.edu)

Website: [www.rsbdc.org/](http://www.rsbdc.org/)

Robert Palumbo

Director

*The Small Business Development Center provides free professional, comprehensive consulting and training services to both start-up and established small business owners.*

## Resources to Help Your Business Grow

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### LOCAL BUSINESS RESOURCES – SALEM COUNTY (Con't)

South Jersey Economic  
Development District

782 South Brewster Road  
Unit B6  
Vineland, NJ 08361

Phone: 856-794-1941  
Fax: 856-765-9045  
Email: [info@sjedd.com](mailto:info@sjedd.com)  
Website: [www.sjedd.com](http://www.sjedd.com)

Louis C. Joyce  
Executive Director

*The goal of South Jersey Economic Development District is to promote orderly and efficient economic development through its member counties, which include Atlantic, Cape May, Cumberland, and Salem.*

Southern New Jersey SCORE  
Chapter 254

PO Box 447  
Mount Laurel, NJ 08054

Phone: 856-457-8372  
Email: [snj.contact@scorevolunteer.org](mailto:snj.contact@scorevolunteer.org)  
Website: [www.snj.score.org](http://www.snj.score.org)

Joe Ford and  
Jose Sanchez  
Co-Chapter Chairs

*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.*

### CHAMBERS OF COMMERCE – SALEM 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.*

Salem County Chamber of Commerce

Salem Community College  
174 East Broadway, Room 109  
Salem, NJ 08079

Phone: 856-351-2245  
Fax: 856-351-2243  
Email: [info@salemcountychamber.com](mailto:info@salemcountychamber.com)  
Website: [www.salemcountychamber.com](http://www.salemcountychamber.com)

Jennifer Jones  
Executive Director

Southern NJ Chamber of Commerce

4015 Main Street  
Voorhees, NJ 08043

Phone: 856-424-7776  
Fax: 856-424-8180  
Email: [ddilorenzo@chambersnj.com](mailto:ddilorenzo@chambersnj.com)  
Website: [www.chambersnj.com](http://www.chambersnj.com)

Debra P. Di Lorenzo  
President & CEO



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Cranford, NJ 07016  
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[www.ucedc.com](http://www.ucedc.com)**