



Resources & Solutions
for Small Business

UCEDC

Bergen County Business Resource Guide

November 2018



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

Sustaining 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 th Floor Newark, NJ 07102	Phone: 973-645-3680 Fax: 973-645-6560 E-mail: alfred.titone@sba.gov Website: www.sba.gov	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: 800-JERSEY 7 Fax: 609-292-5509 Email: feedback@sos.state.nj.us Website: www.nj.gov/state/bac	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. For more information, visit <https://nj.gov/state/assets/pdf/bac/NJBAC-Brochure.pdf>

<u>NJ Economic Development Authority</u> 36 West State Street P.O. Box 990 Trenton, NJ 08625	Phone: 609-858-6700 Email: customercare@njeda.com Website: www.njeda.com	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

GENERAL BUSINESS RESOURCES (Con't)

New Jersey Business & Industry Association

102 West State Street
Trenton, NJ 08608

Phone: 609-393-7707
Email: info@njbja.org
Website: 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
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 – BERGEN COUNTY

SBDC at Ramapo College of New Jersey
Anisfield School of Business
505 Ramapo Valley Road
Mahway, NJ 07430

Phone: 201-684-7135
Website: www.njsbdc.com/locations/bergen-county

Vincent Vicari
Regional 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

LOCAL BUSINESS RESOURCES – BERGEN COUNTY (Con.t)

<u>County of Bergen, County Clerk</u> One Bergen County Plaza Hackensack, NJ 07601	Phone: 201-336-7000 Fax: 201-336-7002 Email: countyclerk@co.bergen.nj.us Website: www.bergencountyclerk.org	John S. Hogan County Clerk
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The Clerk's Office registers new business.

<u>County of Bergen, Division</u> <u>Economic Development</u> 1 Bergen County Plaza 5 th Fl. Hackensack, NJ 07601	Phone: 201-336-7500 Email: jcimiluca@co.bergen.nj.us Website: www.co.bergen.nj.us	Joanne Cimiluca Director
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The Bergen County Economic Development Corporation (BCEDC) is a partnership of business, government, and economic development allies dedicated to leveraging resources, fostering investment, and delivering programs and services that result in business retention, attraction, creation, and economic growth for the economy of Bergen County.

<u>County of Bergen, Workforce</u> <u>Development Board</u> 60 State Street, Room 200 Hackensack, NJ 07601	Phone: 201-343-8830 Fax: 201-996-6975 Website: www.bergenworkforce.org	Tammy Molinelli Executive Director
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The goal of the Workforce Investment 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.

<u>Business District Alliance</u> <u>of Fort Lee</u> 201 Main Street Fort Lee, NJ 07024	Phone: 201-585-6099 Email: office@bdaftlee.com Website: www.bdaftlee.com	Stuart Z. Koperweis Executive Director
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The Business District Alliance of Fort Lee (BDA) is a non-profit organization, in partnership with the Borough of Fort Lee to revitalize and promote the Main Street Shopping Corridor. Our objective is to create an environment where people will shop and live, for retailers to grow and thrive; by creating a vital community experience for all, visitors and residents alike.

Resources to Help Your Business Grow

LOCAL BUSINESS RESOURCES – BERGEN COUNTY (Con.t)

<u>NJAWBO Northeast Region:</u> (Bergen and Passaic)	Phone: 973-204-8232 Email: laura@lauragraziano.com Website: www.njawbo.org	Laura Graziano Region Leadership Team Chair
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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.

<u>NJMC Business Accelerator</u> <u>Lyndhurst</u> 160 Chubb Avenue Suite 204 Lyndhurst, NJ 07071	Phone: 201 438-1245 Fax: 201 842-3606 Email: michel.bitritto@njmeadowlands.gov Website: www.njmcaccelerator.com	Michel M. Bitritto, PhD Director
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The mission of the Business Accelerator, which opened October 2008, is to support the development of these companies by providing critical support services and the guidance entrepreneurs need to turn an idea or technology into a commercial business

<u>SCORE Northeast New Jersey</u> 1 Bergen County Plaza Room #5B Bergen County Admin Bldg. Hackensack, NJ 07601	Email: contact.northeastnj@scorevolunteer.org Website: www.northeastnj.score.org	Curtis Springstead Chapter Chair
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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 – BERGEN 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.

<u>Allendale Chamber of Commerce</u> PO BOX 144 Allendale, NJ 07401	Email: csanchez@ocr.com Website: www.allendalechamber.com	Claudia Sanchez Marianne Zackchta Co-Presidents
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<u>Dumont Chamber of Commerce</u> PO Box 10 Dumont, NJ 07628	Phone: 201-280-4441 Email: info@dumontchamber.org	Robert Prine President
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CHAMBERS OF COMMERCE – BERGEN COUNTY (Con.t)

<u>Englewood Chamber of Commerce</u> PO BOX 8161 Englewood, NJ 07631	Phone: 201-567-2381 Email: crauscher@englewoodnjchamber.com Website: www.englewoodnjchamber.com	Carol Rauscher President
<u>Fair Lawn Chamber of Commerce</u> 12-45 River Road Fair Lawn, NJ 07410	Phone: 201-796-7050 Fax: 201-475-0619 Email: info@fairlawnchamber.org Website: www.fairlawnchamber.org	Toni DeLisi Administrative Manager
<u>Glen Rock Chamber of Commerce</u> PO BOX 176 Glen Rock NJ 07452	Email: grchamberofcommerce@gmail.com Website: www.glenrockchamberofcommerce.com	Rebecca Greene President
<u>Gold Coast Regional Chamber of Commerce</u> P.O. Box 215 Edgewater, NJ 07020	Phone: 201-741-3628 Fax: 201-943-3888 Email: info@goldcoastchamber.org Website: www.goldcoastchamber.com	Brigitte Neumann President
<u>Greater Fort Lee Chamber of Commerce</u> 210 Whiteman Street Fort Lee, NJ 07024	Phone: 201-944-7575 Fax: 201-944-5168 Email: administrator@fortleechamber.com Website: www.fortleechamber.com	Hope Rothenberg Executive Director
<u>Greater Paramus Chamber of Commerce</u> PO Box 325 Paramus, NJ 07653	Phone: 201-261-3344 Fax: 201-261-3346 Email: info@paramuschamber.org Website: www.paramuschamber.org	Frederick Rohdieck President
<u>Hackensack Regional Chamber of Commerce</u> 5 University Plaza Drive Hackensack, NJ 07601	Phone: 201-489-3700 Fax: 201-489-1741 Email: info@hackensackchamber.org Website: www.hackensackchamber.org	Lauren Zisa Executive Director

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CHAMBERS OF COMMERCE – BERGEN COUNTY (Con.t)

<u>Hasbrouck Heights Chamber of Commerce</u> PO Box 1 Hasbrouck Heights, NJ 07604	Phone: 201-288-5464 Fax: 201-288-6866 Website: www.hasbrouckheightschamberofcommerce.org	Ray Vorisek President
<u>Mahwah Chamber of Commerce</u> 1 International Blvd. Suite 211 Mahwah, NJ 07495	Phone: 201-529-5566 Email: sharon@mahwah.com Website: www.mahwah.com	Sharon Rounds Executive Director
<u>Meadowlands Regional Chamber of Commerce</u> 201 Route 17 North Floor #2 Rutherford, NJ 07070	Phone: 201-939-0707, Ext. 2941 Fax: 201-939-0522 Email: jkirkos@meadowlands.org Website: www.meadowlands.org	Jim Kirkos President/CEO
<u>Montvale Chamber of Commerce</u> 12 Mercedes Drive Montvale, NJ 07645	Email: info@montvalechamber.com Website: www.montvalechamber.com	Scott Forman Steven Fox Co-Presidents
<u>Oradell Chamber of Commerce</u> PO BOX 103 Oradell, NJ 07649	Phone: 201-599-0588 Website: www.oradellchamber.com	Richard Joel, Jr. President
<u>Ridgewood Chamber of Commerce</u> 27 Chestnut Street 1st Floor, Suite 1B Ridgewood, NJ 07450	Phone: 201-445-2600 Email: info@ridgewoodchamber.com Website: www.ridgewoodchamber.com	Joan Groome Executive Director
<u>Rutherford Chamber of Commerce</u> PO Box 216 Rutherford, NJ 07070	Phone: 201-203-4753 Fax: 201-507-7077 Email: info@rutherfordchamber.com	Maria Johnson President
<u>Statewide Hispanic Chamber of Commerce of New Jersey</u> 1280 Wall Street, Suite 312 Lyndhurst, NJ 07071	Phone: 201-935-0035 Fax: 866-226-1828 E-mail: chamber@shccnj.org Website: www.shccnj.org	Carlos A. Medina Chairman

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CHAMBERS OF COMMERCE – BERGEN COUNTY (Con.t)

<u>Teaneck Chamber of Commerce</u> PO BOX 224 Teaneck, NJ 07666	Phone: 201-801-0012 Fax: 201-490-1808 Email: info@teaneckchamber.org Website: www.teaneckchamber.org	Larry Bauer President
<u>Tenafly Chamber of Commerce</u> PO Box 163 Tenafly, NJ 07670	Phone: 201-805-6053 Website: www.tenaflynjchamberofcommerce.org	Christine Evron President
<u>Tri-County Chamber of Commerce</u> PO BOX 2420 Wayne, NJ 07470	Phone: 862-210-8328 Fax: 973-882-0464 Email: caryn@tricounty.org Website: www.tricounty.org	Jamie Dykes President
<u>Wyckoff Chamber of Commerce</u> PO Box 2 Wyckoff, NJ 07417	Phone: 201-468-1999 Website: www.wyckoffchamber.com	Howie Felixbrod President



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