



Resources & Solutions
for Small Business

UCEDC

Essex 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>	Phone: 973-645-3680	Alfred Titone
Two Gateway Center	Fax: 973-645-6560	District Director
15 th Floor	E-mail: alfred.titone@sba.gov	
Newark, NJ 07102	Website: www.sba.gov	

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>	Phone: 800-JERSEY 7	Melanie Willoughby
225 West State Street	Fax: 609-292-5509	Executive Director
Trenton, NJ 08608	Email:	
	feedback@sos.state.nj.us	
	Website: www.nj.gov/state/bac	

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>	Phone: 609-858-6700	Timothy Sullivan
36 West State Street	Email:	Chief Executive Officer
P.O. Box 990	customercare@njeda.com	
Trenton, NJ 08625	Website: www.njeda.com	

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.govv/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 - ESSEX COUNTY

County of Essex, County Clerk
465 Martin Luther King Blvd.
Room 247 - PO Box 690
Newark, NJ 07101

Phone: 973-621-4921
Email: info@essexclerk.com
Website: www.essexclerk.com

Christopher J. Durkin
Essex County Clerk

The Clerk’s Office registers new businesses.

Resources to Help Your Business Grow

LOCAL BUSINESS RESOURCES - ESSEX COUNTY (Con't)

<u>County of Essex, Office of Economic Development, Training & Employment</u> 50 South Clinton Street East Orange, NJ 07018	Phone: 973-395-8400 Fax: 973-395-8493 Email: aramos@dedte.essexcountynj.org Website: www.essexcountynj.org/	Anibal Ramos 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.

<u>County of Essex, Office of Small Business Development and Affirmative Action</u> 465 Dr. Martin Luther King Jr. Blvd. Room 449A Newark, NJ 07102	Phone: 973-621-7958 Fax: 973-621-2009 Email: resource@rsbd.essexcountynj.org Website: www.ecbizcenter.com	Samuel Okparaeke Director
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The Essex County Office of Small Business Development and Affirmative Action promotes equal opportunity and fair play in contracting, procurement and employment practices within the County of Essex. A primary goal of the office is to position small ("SBE"), woman-owned ("WBE"), minority ("MBE"), and Lesbian, Gay, Bisexual, and Transsexual ("LCBT") business enterprises to compete successfully for government contracts.

<u>County of Essex, Workforce Development Board</u> 50 South Clinton Street East Orange, NJ 07018	Phone: 973-395-8409 Fax: 973-395-5798 Email: sam.okparaeke@dol.nj.gov Website: www.essexcountynj.org/workforce	Vacant
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The Essex County Workforce Investment Board is responsible for developing strategies and policies to form a seamless, one-stop system for an array of educational, employment and training programs that meet the current and future demands of Essex County employers.

<u>Enterprise Development Center at NJIT</u> 211 Warren Street Suite 109 Newark, NJ 07103	Phone: 973-643-4063 Fax: 973-643-4502 Email: jerry.creighton@njit-edc.org Website: www.njit-edc.org	Simon Nynens Director
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The EDC is New Jersey's oldest and largest incubator for technology and life-science companies, having graduated over 80 successful businesses since its start-up in 1988. Clients at EDC have access to NJIT university resources including faculty collaborators and academic experts, characterization instrumentation, a clean room, machine shop and manufacturing facility as well as MBA and technical student teams and interns to assist with product and strategy development.

Resources to Help Your Business Grow

LOCAL BUSINESS RESOURCES - ESSEX COUNTY (Con't)

SBDC at Rutgers University
(Newark)

25 James Street
Newark, NJ 07102

Phone: 973-353-5950
Fax: 973-353-5978
Email: rnsbdc@newark.rutgers.edu
Website:
www.rnsbdc.newark.rutgers.edu

Dr. Tendai Ndoro
Regional Director

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

Forward Ever Sustainable Business
Alliance

PO BOX 9712
Newark, NJ 07104

Phone: 862-234-0120
Fax: 973-242-0485
Email: kbstovell@fowardevernj.com
Website: www.forwardevernj.com

Karen Brown Stovell
Executive Director

Forward Ever Sustainable Business Alliance is a not-for-profit organization that supports, promotes, educates and advocates for a strong local business community and raise public awareness of the economic and cultural benefits provided by a strong local economy.

Greater Newark Enterprises
Corporation

211 Warren Street
Suite 423
Newark, NJ 07102

Phone: 973-242-4132
Email: info@gnecorp.org
Website: www.gnecorp.org

Steven M. Gomez
Executive Director

GNEC provides financial assistance and training to small businesses, businesses owned by women, low-income individuals, and minorities for the purpose of encouraging entrepreneurship.

Montclair Center Improvement
District

7 North Willow Street
Montclair, NJ 07042

Phone: 973-509-3820
Fax: 973-509-3822
Email:
montclaircenter@montclaircenter.com
Website: www.montclaircenter.com

Jennifer Brown
Executive Director

The Montclair Center, a nonprofit organization, focuses on economic development and quality of life by promoting local businesses along Bloomfield Avenue and neighboring blocks. The organization offers numerous events throughout year including sidewalk sales, biannual art walk, etc. to bring value to the district.

Resources to Help Your Business Grow

LOCAL BUSINESS RESOURCES - ESSEX COUNTY (Con't)

<u>Newark Community Economic Development Corporation</u> 111 Mulberry Street, #1 Newark, NJ 07102	Phone: 973-273-1040 Fax: 973-273-1070 Email: aglover@newarkcedc.org Website: www.newarkcedc.org	Aisha Glover President & CEO
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Newark Community Economic Development Corporation (Newark CEDC) - Founded in 2007 and reorganized in 2014, Newark CEDC, formerly known as Brick City Development Corporation (BCDC), is the primary economic development catalyst for the State of New Jersey's largest city, Newark. It is organized to retain, attract and grow businesses, enhance small and minority business capacity, and spur real estate development throughout the City's 20 diverse neighborhoods.

<u>Newark Regional Business Partnership</u> 60 Park Place, Ste. 1800 Newark, NJ 07102	Phone: 973-242-4209 Fax: 973-824-6587 Email: challock@newarkrbp.org Website: www.newarkrbp.org	Chip Hallock President & CEO
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Newark Regional Business Partnership is a broad-based member organization that offers a range of services to strengthen the region's business infrastructure and revitalize New Jersey's largest city.

<u>NJAWBO MetroEast Region:</u> (Essex, Hudson, Union)	Phone: 973-204-8232 Email: laura@lauragraziano.com Website: www.njawbo.org	Taryn Abrahams 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>SCORE Chapter 15</u> Small Business Administration (SBA) Two Gateway Center 15th floor Newark NJ 07102	Phone: 973-645-3982 Email: newarkscore@yahoo.com Website: www.scoremetronj.com	Dennis Newnham 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.

Resources to Help Your Business Grow

LOCAL BUSINESS RESOURCES - ESSEX COUNTY (Con't)

South Orange Village Center Alliance
76 South Orange Avenue
3rd Floor
South Orange, NJ 07079

Phone: 973-763-6899
Fax: 973-761-4357
Email: bob@sovillagecenter.org
Website: www.sovillagecenter.org

Bob Zuckerman
Executive Director

South Orange Village Center Alliance is the not-for-profit management entity of the Special Improvement District. The organization is a designated Main Street community and is guided by Main Street New Jersey, a program of the NJ Department of Community Affairs, and the National Trust for Historic Preservation.

Downtown Millburn
44 Main Street, Suite #2
Millburn, NJ 07041

Phone: 973-379-2341
Fax: 973-379-3027
Email: info@downtownmillburn.org
Website: www.downtownmillburn.org

David Sorkin
President

Downtown Millburn, a non-profit organization, mission is to enhance the economic vitality and to improve the visual appearance of downtown area of Millburn.

Main Street Orange
29 Day Street
Orange, NJ 07050

Phone: 973-266-4030
Fax: 973-266-4029
Email: mmayes@ci.orange.nj.us
Website: www.ci.orange.nj.us

Marty Mayes

The mission of Main Street Orange is to promote economic development in the downtown Main Street area of Orange.

Downtown West Orange Alliance
66 Main Street
West Orange, NJ 07052

Phone: 973-325-4109
Fax: 973-325-6359
Email: downtown@westorange.org
Website: www.downtownwo.com

Megan Brill
Executive Director

The Downtown West Orange Alliance is the non-profit organization that manages the town's Special Improvement District (SID). Recognizing the unique contributions made by the residential, historic and commercial properties that collectively form our "downtown," the Township of West Orange created the SID to encourage economic revitalization of the neighborhoods known as Tory Corner, Eagle Rock, St. Mark's and the Valley.

Resources to Help Your Business Grow

LOCAL BUSINESS RESOURCES - ESSEX COUNTY (Con't)

<u>Ironbound Business Improvement District (BID)</u> 56 Congress Street Newark, NJ 07105	Phone: 973-491-9191 Fax: 973-344-9225 Email: cpsgrossman@aol.com Website: www.goironbound.com/ibidsite	Seth A. Grossman Executive Director
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The Ironbound Business Improvement District (IBID) is the home to over 570 businesses and more than 170 restaurants. (IBID) is Newark's shining star, promoting interest in the City as a great place to visit in addition to fostering economic growth and employment.

URBAN ENTERPRISE ZONE – ESSEX COUNTY

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.

<u>East Orange UEZ</u> 44 City Hall Plaza East Orange, NJ 07019	Phone: 973-266-5140 Fax: 973-673-4077 Email: greg.good@eastorange-nj.gov Website: www.eastorange-nj.gov	Gregory Good UEZ Coordinator
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<u>Irvington UEZ</u> One Civic Square Room 102 Irvington, NJ 07111	Phone: 973-399-6785 Fax: 973-399-6728 Email: gphilip@irvingtonnj.org Website: www.irvington.net	Genia Philip UEZ Coordinator
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<u>Newark UEZ</u> 111 Mulberry Street Newark, NJ 07102	Phone: 973-273-1040 Email: acamillo@newarkcedc.org Website: www.newarkcedc.org	Al-Qadr Camillo UEZ Coordinator
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<u>Orange UEZ</u> 29 N. Day Street Orange, NJ 07050	Phone: 973-266-4061 Fax: 973-677-7847 Email: cmobley@ci.orange.nj.us Website: www.ci.orange.nj.us/UEZ_main.html	Christopher Mobley UEZ Coordinator
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Resources to Help Your Business Grow

CHAMBERS OF COMMERCE – ESSEX 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 business environment in their respective community.

East Orange Chamber of Commerce

PO Box 2418
East Orange, NJ 07019

Phone: 973-619-9305
Email:
Website: www.eastorangechamber.org

Patrick Reid
President

Livingston Area Chamber of Commerce

25 South Livingston Avenue
2ND Floor, Suite E
Livingston, NJ 07039

Phone: 973-992-4343
E-mail:
Website: www.livingstonchambernj.com

Beth Lippman
Executive Director

Maplewood Chamber of Commerce

PO BOX 423
Maplewood, NJ 07040

Phone: 973-477-6352
Email: executivedirector@maplewoodchamber.org
Website: www.maplewoodchamber.org

Lorraine Labonne-Storch
Executive Director

North Essex Chamber of Commerce

26 Park Street, Suite 2062
Montclair, NJ 07042

Phone: 973-226-5500
Email: email@northessexchamber.com
Website: www.northessexchamber.com

Michael Daniels
President

Verona Chamber of Commerce

685 Bloomfield Avenue,
Suite 104
Verona, NJ 07044

Email: mcerino@decozencjd.com
Website: www.veronachamber.org

Michael Cerino
President

West Orange Chamber of Commerce

PO Box 83
West Orange, NJ 07052

Phone: 973-731-0360
Fax: 973-736-3160
E-mail: mail@westorangechamber.com
Website: www.westorangechamber.com

Jessica Marrone Parkes
Executive Director

Resources to Help Your Business Grow

CHAMBERS OF COMMERCE – ESSEX COUNTY (Con't)

Suburban Essex Chamber of
Commerce
256 Broad Street
Room 2F
Bloomfield, NJ 07003

Phone: 973-748-2000
Fax: 973-748-2450
Email:
admin@suburbanessexchamber.com
Website:
www.suburbanessexchamber.com

Donna Pietroiacovo
Executive Administrator



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