

Sussex County Business Resource Guide

November 2018





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 08625-0820	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)

<u>New Jersey Business & Industry Association</u>	Phone: 609-393-7707 Email: info@njbja.org Website: www.njbja.org	Michele N. Siekerka President
102 West State Street Trenton, NJ 08608-1199		

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).

<u>New Jersey State Library System – Small Business Services</u>	Phone: 973-733-7779 Email: reference@npl.org Website: www.njstatelib.org	
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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>US Department of Commerce – Commercial Service, Northern New Jersey</u>	Phone: 973-645-4682 Email: susan.widmer@trade.gov Website: www.export.gov/newjersey	Susan Widmer Office Director
20 Washington Place Newark, NJ 07102		

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 – SUSSEX COUNTY

<u>County of Sussex, County Clerk</u>	Phone: 973-579-0900 Fax: 973-383-7493 Email: jparrott@sussexcountyclerk.org Website: www.sussexcountyclerk.org	Jeffrey M. Parrott County Clerk
83 Spring Street, Suite 304 Newton, NJ 07860		

The Clerk’s Office registers new business.

Resources to Help Your Business Grow

LOCAL BUSINESS RESOURCES – SUSSEX COUNTY (Con't)

<u>County of Sussex , Economic Development Partnership</u> 120 Hampton House Road Newton, NJ 07860	Phone: 973-579-1811 Fax: 973-579-3031 Email: mail@sussexcountychamber.org Website: www.scedp.com	Tammie Horsfield President
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The Sussex County Economic Development Partnership, Inc. (SCEDP) is dedicated to the creation of sustainable economic opportunity and prosperity to improve the quality of life in Sussex County, NJ. The SCEDP will proactively facilitate the recruitment, retention and expansion of business that will complement, and be consistent with, the character and environment of Sussex County.

<u>County of Morris-Sussex-Warren), Workforce Development Board</u> PO BOX 900 Morristown, NJ 07963	Phone: 973-829-8661 Fax: 973-829-8500 Email: jarmstrong@co.morris.nj.us Website: www.mswwdb.org	Jane A. Armstrong, PhD Director
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The Morris-Sussex-Warren Workforce Development Board (WDB) is responsible for planning, policy guidance and oversight of the workforce development system in the three counties. Its goal is to combine area employment, training and supportive services and programs into a consumer-based, market-driven system that meets the needs of job seekers and employers.

<u>SBDC of Northwest New Jersey</u> Mountain Business Center Suite 2-4 150 Mountain Avenue Hackettstown, NJ 07840	Phone: 908-269-8475 Fax: 908-366-7563 Email: info@nw-njsbdc.com Website: www.nw-njsbdc.com	Delores Stammer Regional Director
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The Small Business Development Center provides free professional, comprehensive consulting and training services to both start-up and established small business owners

<u>NJAWBO Northwest Region:</u> (Morris, Sussex, Warren)	Phone: 609-308-2530 Email: njawbo@njawbo.org Website: www.njawbo.org
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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.

Resources to Help Your Business Grow

LOCAL BUSINESS RESOURCES – SUSSEX COUNTY (Con't)

<u>SCORE Chapter 24</u> 30 Schuyler Place - Suite 220, c/o CCM Morristown, NJ 07960	Phone: 973 442-6400 Website: www.northwestnj.score.org	Marty Telles 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 – SUSSEX 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>Sussex County Chamber of Commerce</u> 120 Hampton House Road Newton, NJ 07860	Phone: 973-579-1811 Fax: 973-579-3031 Email: mail@sussexcountychamber.org Website: www.sussexcountychamber.org	Tammie Horsefield President
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<u>The Greater Newton Chamber of Commerce</u> 61 Spring Street Suite 2A Newton, NJ 07860	Phone: 973-300-0433 Fax: 973-579-6114 Email: info@greaternewtoncc.com Website: www.greaternewtoncc.com	Tom Dust Executive Director
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<u>Vernon Chamber of Commerce</u> PO Box 308 Vernon, NJ 07462	Phone: 973-764-0764 Fax: 973-764-4515 Email: info@vernonchamber.com Website: www.vernonchamber.com	Elmer Platz President
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Cranford, NJ 07016
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www.ucedc.com