

Mercer County Business Resource Guide

November 2018





Resources & Solutions
for Small Business

UCEDC

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.

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|---|--|--|
| <u>NJ Business Action Center</u> 33 West State Street Trenton, NJ 08625 | Phone: 800-JERSEY 7 Fax: 609-292-5509 Email: feedback@sos.state.nj.us Website: www.nj.gov/state/bac | Melanie Willoughby Executive Director |
|---|--|--|

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>

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|---|---|---|
| <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)

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|---|---|----------------------------------|
| <u>New Jersey Business & Industry Association</u> 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).

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|--|---|
| <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>U.S. Department of Commerce - Commercial Service, Central/Southern Jersey</u> Princeton Pike Corporate Center Lawrenceville, NJ 08648 | Phone: 609-896-2734 Email: debora.sykes@trade.gov Website: www.export.gov/newjersey | Debora Sykes 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 – MERCER COUNTY

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|--|--|---------------------------------------|
| <u>County of Mercer, County Clerk</u> 209 South Broad Street Trenton, NJ 08608 | Phone: 609-989-6464 Fax: 609-989-1111 Email: pscovello@mercercounty.org Website: www.mercercounty.org/government/county-clerk | Paula Sollami-Covello County Clerk |
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The Clerk’s Office registers new business.

Resources to Help Your Business Grow

LOCAL BUSINESS RESOURCES – MERCER COUNTY (Con't)
County of Mercer, Office of
Economic Development &
Sustainability

640 South Broad Street
Trenton, NJ 08604

Phone: 609-989-6555

Email: acarabelljr@mercercounty.org

Website: www.mercercounty.org/work/economic-development-sustainability

Anthony P. Carabelli, Jr.
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 Mercer County.

County of Mercer County,
Workforce Development Board

640 South Broad Street
Trenton, NJ 08650

Phone: 609-989-6827

Fax: 609-989-6882

Email: wdb@mercercounty.org

Website: www.mercercounty.org/boards-commissions/workforce-development-board-296

Virgen Velez
Director

The WDB is helping to develop, maintain, and implement a quality workforce, which is consumer-based and labor-market driven.

Downtown Hightstown, Inc.

106 North Main Street
Hightstown, NJ 08520

Phone: 609-448-0110

Email: brivenburgh@allenstults.com

Website: www.downtownhightstown.org

Brent Rivenburgh
President

Downtown Hightstown, Inc., established in 2008, is an all-volunteer group of residents, business owners and stakeholders dedicated to improving the visual appeal, image and desirability of the downtown area of Hightstown, New Jersey.

Hamilton Township Department
of Technology and Economic
Development

2090 Greenwood Avenue
Hamilton, NJ 08650

Phone: 609-890-3519

Fax: 609-890-3876

Email: mflynn@hamiltonnj.com

Website: www.hamiltonnj.com

Martin Flynn
Director

The Office of Economic Development's mission is to improve the commercial tax base and job opportunities for our residents by attracting new diverse businesses to our municipality and maintaining strong relationships with existing businesses while balancing our business needs with those of the community.

Resources to Help Your Business Grow

LOCAL BUSINESS RESOURCES – MERCER COUNTY (Con't)
Hamilton Township Economic
Development Advisory
Commission

2090 Greenwood Avenue
Hamilton, NJ 08650

Phone: 609-890-3519
Website: www.hamiltonnj.com

Harold Laudien
Chairman

Martin Flynn
Administration Representative

The Board is an advisory commission for economic development in Hamilton Township, NJ.

Hamilton Partnership

PO BOX 9270
Hamilton, NJ 08690

Phone: 609-947-6187
Fax: 609-586-6337
Email:
info@hamiltonpartnership.com
Website:
www.hamiltonpartnership.com

John K. Rafferty
Executive Director

The Hamilton Partnership is intended as a public-private partnership in the truest sense where local government and the business leadership can contribute their experience and work together in a single organization to carry out programs designed to aid needed industrial, commercial and economic development projects within Hamilton Township and facilitate overall business growth.

SBDC at The College of New
Jersey
2000 Pennington Avenue
Ewing, NJ 08628

Phone: 609-771-2947
Fax: 609-637-5217
E-mail: info@sbdcnj.com
Website: www.njsbdc.com

Lorraine Allen
Regional Director

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

NJAWBO Central Region:
(Mercer, Hunterdon,
Somerset)

Phone: 732-993-1112
E-mail:
bertha@staroneprofessional.com
Website: www.njawbo.org

Bertha Robinson
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.

Resources to Help Your Business Grow

LOCAL BUSINESS RESOURCES – MERCER COUNTY (Con't)

SCORE Chapter 631
213 Carnegie Center
Princeton, NJ 08542

Phone: 609-393-0505
E-mail: admin.0631@scorevolunteer.org
Website: www.princeton.score.org

John Biancanano
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.

Trenton Downtown Association
16 East Hanover Street
Trenton, NJ 08608

Phone: 609-393-8998
E-mail: tom@trenton-downtown.com
Website: www.destinationtrenton.com/trenton-downtown-association

Tom Gilmour
Executive Director

The Trenton Downtown Association is the non-profit organization that manages the Special Improvement District in downtown Trenton, New Jersey. The association provides ombudsman services, financing information, referrals, public relations consulting, event planning, and marketing assistance for Trenton businesses. Through maintenance of a clean and safe commercial district, support for the arts and cultural heritage, and public policy planning and advocacy, the association is leading the revitalization of the City of Trenton

URBAN ENTERPRISE ZONE – MERCER 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.

Trenton UEZ
319 East State Street
Trenton, NJ 08608

Phone: 609-989-3508
Fax: 609-989-4249
Email: tmcgough@trentonnj.org
Website: www.trentonnj.org

Thomas McGough
UEZ Coordinator

Resources to Help Your Business Grow

CHAMBERS OF COMMERCE – MERCER 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.

African American Chamber of Commerce of NJ

379 West State Street
Trenton, NJ 08608

Phone: 609-571-1620
Fax: 609-571-1608
Email: jharmon@aaccnj.com
Website: www.aaccnj.com

John E. Harmon, Sr.
President & CEO

MIDJersey Chamber of Commerce

423 Riverview Plaza
Trenton, NJ 08611

Phone: 609-689-9960
Fax: 609-394-6829
Email: janell@midjerseychamber.org
Website: www.midjerseychamber.org

Michael A. Carno
Interim President

Princeton Regional Chamber of Commerce

182 Nassau Street
Suite 301
Princeton, NJ 08542

Phone: 609-924-1776
Email: peter@princetonchamber.org
Website: www.princetonchamber.org

Peter Crowley
President & CEO



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