



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
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, 15 th floor	Fax: 973-645-6560	District Director
Newark, NJ 07102	E-mail: alfred.titone@sba.gov	
	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
33 West State Street	Fax: 609-292-5509	Executive Director
Trenton, NJ 08625	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: customercare@njeda.com	Chief Executive Officer
P.O. Box 990	Website: www.njeda.com	
Trenton, NJ 08625-0820		

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 08608-1199

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.

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
Website: 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

Gilda T. Gill
County Clerk

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

Resources to Help Your Business Grow

LOCAL BUSINESS RESOURCES – SALEM COUNTY (Con't)

<u>County of Salem, Economic Development Council</u> 110 Fifth Street, Ste. 400 Salem, NJ 08079	Phone: 856-935-7510, Ext.8384 Email: kmills@salemcountynj.gov Website: www.salemcountynj.gov/departments/salem-county-economic-development-council	Kathleen Mills 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 Salem County.

<u>County of Salem, (Cape May & Cumberland) Workforce Development Board</u> 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
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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.

<u>NJAWBO South Jersey Region:</u> (Atlantic, Burlington, Camden, Cape May, Cumberland, Gloucester, Salem)	Phone: 856-985-4507 Email: njawbo@njawbo.org Website: www.njawbo.org	Jamie Cohen 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>Salem Main Street</u> 223 East Broadway Salem, NJ 08079	Phone: 856-935-8800 Email: chris@salemcitynj.com Website: www.standupforsalem.org	Chris Davenport Executive Director
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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.

<u>SBDC at Rutgers Camden</u> 419 Cooper Street Camden, NJ 08102	Phone: 856-225-6221 Fax: 856-225-6621 Email: rsbdc@camden.rutgers.edu Website: www.rsbdc.org/	Robert Palumbo Director
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Resources to Help Your Business Grow

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

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
Website: 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
Website: 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
Website: 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
Website: www.chambersnj.com

Debra P. Di Lorenzo
President & CEO



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