



Resources & Solutions
for Small Business

UCEDC

Cape May County Business Resource Guide

July 2019



75 Chestnut Street, Cranford, NJ 07016
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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.

FEDERAL/STATE GENERAL BUSINESS RESOURCES

<u>U.S. 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>New Jersey Business Action Center</u> 33 West State Street Trenton, NJ 08625	Phone: 1-800-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 (NJBAC) is a business-first resource staffed by experts who can help your business whether you are just getting started or are already established. Our team can help you get answers from government agencies, direct you to appropriate officials or contacts, facilitate meetings and follow-ups with regulatory agencies and so much more, all at no cost and strictly confidential.

Whether you are an entrepreneur, own a business on "Main Street", are located on a corporate campus, or interested in expanding your products and services through export, we're here for you. We are a business advocacy team within the Department of State, dedicated to solving problems and maximizing growth opportunities.

Our team includes the Office of Business Advocacy, the Office of Small Business Advocacy, the Office of Export Promotion, the Office of Planning Advocacy and the Business Helpline. Our experts know the ins and outs of operating a business in the Garden State and can put that knowledge to work for you.

Our motto says it all. "Business questions? NJBAC has answers!" Call our Business Helpline at 1-800- JERSEY-7 or visit us at <https://www.state.nj.us/state/bac/bac-about.shtml> today.

Resources to Help Your Business Grow

FEDERAL/STATE 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 Economic Development Authority

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

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.

New Jersey LGBTQ Chamber

155 Willowbrook Boulevard, Suite 350
Wayne, NJ 07470

Phone: 973-869-9567
Email: info@njlgbtchamber.org
Website: www.njlgbtchamber.org

Laurie Seliger
President

The organization is New Jersey's premier LGBTQ business association dedicated to strengthening LGBT businesses in the New Jersey tri-state area. The chamber increases the economic staying-power of its members and allies and facilitates successful business collaboration. It is a platform for business visionaries, and the first stop for LGBT entrepreneurs and allies seeking to advance and access opportunity and resources.

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.

Resources to Help Your Business Grow

FEDERAL/STATE GENERAL BUSINESS RESOURCES (Con't)

African American Chamber of
Commerce of New Jersey
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

The African American Chamber of Commerce of New Jersey (AACCNJ) is dedicated to economically empowering and sustaining African American communities and businesses through entrepreneurship and capitalistic initiatives throughout the state of New Jersey and through its partnership with the National Black Chamber of Commerce, Inc. (NBCC).

Rutgers University Center for Urban
Entrepreneurship & Economic
Development
1 Washington Park
Newark, NJ 07102

Phone: 973-353-1288
Email: lrichardson@business.rutgers.edu
Website: www.business.rutgers.edu

Lyneir Richardson
Executive Director

The Center for Urban Entrepreneurship & Economic Development (CUEED) is the first center of its kind in the nation to integrate scholarly works with private capital, government, and non-profit sectors to develop citywide resources and bring renewed economic growth and vitality through urban entrepreneurship. The center promote sand fosters a new generation of urban entrepreneurs who actively seek socially conscious urban renaissance.

REGIONAL BUSINESS RESOURCES – CAPE MAY COUNTY

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.

New Jersey Association of Women
Business Owners (NJAWBO) - South
Jersey Region:
(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

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 – CAPE MAY COUNTY

<u>County of Cape May, County Clerk</u> 7 North Main St. DN 109 PO Box 5000 Cape May Court House, NJ 08210	Phone: 609-465-1010 Fax: 609-465-8625 Email: coclerk@co.cape-may.nj.us Website: www.capemaycountynj.gov	Rita Maria Fulginiti County Clerk
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The Clerk's Office registers new sole proprietor businesses and partnerships.

<u>County of Cape May, (Cumberland & Salem) 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>New Jersey Small Business Development Center at Richard Stockton University</u> 35 S. MLK Boulevard Atlantic City, NJ 08401	Phone: 609-626-3889 Email: Carol.Waties@stockton.edu Website: www.njsbdc.com	Carol Waties Regional Director
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The Small Business Development Center provides free professional, comprehensive consulting and training services to both start-ups and established small business owners.

<u>South Jersey Economic Development District</u> 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
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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.

<u>SCORE Chapter 150 – Cape May County Branch</u> 30 Mechanic Street Cape May Court House, NJ 08210	Phone: 732-505-6033 Fax: 732-505-0331 Email: score150@verizon.net Website: www.oceancountyscore.org	Don Shaffer 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

CHAMBERS OF COMMERCE – CAPE MAY 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>Avalon Chamber of Commerce</u> 2989 Ocean Drive Avalon, NJ 08202	Phone: 609-967-3936 Fax: 609-967-1815 Email: info@visitavalonnj.com Website: www.visitavalonnj.com	John O'Dea President
<u>Cape May County Chamber of Commerce</u> 13 Crest Haven Road PO Box 74 Cape May Court House, NJ 08210	Phone: 609-465-7181 Fax: 609-465-5017 Email: info@cmccchamber.com Website: www.capemaycountychamber.com	Vicki Clark President
<u>Chamber of Commerce of Greater Cape May</u> PO BOX 556 Cape May, NJ 08204	Phone: 609-884-5508 Fax: 609-884-2054 Email: contact@capemaychamber.com Website: www.capemaychamber.com	James Ridgeway President
<u>Greater Wildwood Chamber of Commerce</u> 3306 Pacific Avenue Wildwood, NJ 08260	Phone: 609-729-4000 Fax: 609-729-4003 Email: info@gwcoc.org Website: www.gwcoc.com	Tracey Boyle-DuFault Executive Director
<u>Greater Woodbine Chamber of Commerce</u> PO Box 792 Woodbine, NJ 08270	Email: info@wccnj.org Website: www.wccnj.org	Lisa Fisher President
<u>Lower Township Chamber of Commerce</u> 1228 Bayshore Road Villas, NJ 08251	Phone: 609-886-5281 Website: www.lowertownship.org	Susan Paz-Coverly President
<u>Middle Township Chamber of Commerce</u> PO Box 6 Cape May Court House, NJ 08210	Phone: 609-463-1655 Fax: 609-465-5160 Email: info@mtcc4u.com Website: www.mtcc4u.com	Bob Noel President

Resources to Help Your Business Grow

CHAMBERS OF COMMERCE – CAPE MAY COUNTY (Con't)Ocean City Regional
Chamber of CommercePO BOX 1706
Ocean City, NJ 08226

Phone: 609-399-1412

Fax: 609-398-3932

Email:

info@oceancitychamber.comWebsite: www.oceancityvacation.com

Michelle Gillian

Executive Director

Sea Isle City Chamber of Commerce and
Revitalization300 JFK Boulevard
Sea Isle City, NJ 08243

Phone: 609-263-9090

Email: siccr@gmail.comWebsite: www.seaislechamber.com

Chris Glancey

President

Stone Harbor Chamber of CommercePO Box 422
212 96th Street
Stone Harbor, NJ 08247

Phone: 609-368-6101

Fax: 609-368-6102

Email: info@stoneharborbeach.comWebsite: www.stoneharborbeach.com

Maggie Day

President



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Cranford, NJ 07016
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