



Resources & Solutions
for Small Business

UCEDC

A Non-Profit Economic Development Corporation

2020

S A L E M C O U N T Y

BUSINESS RESOURCE GUIDE

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.

FEDERAL/STATE GENERAL BUSINESS RESOURCES

U.S. Small Business Administration
Two Gateway Center, 15th floor
Newark, NJ 07102

Phone: 973-645-3680
Fax: 973-645-6265
E-mail: alfred.titone@sba.gov
Website: www.sba.gov

Alfred Titone
District Director

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.

New Jersey Business Action Center
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

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)

<u>New Jersey Business & Industry Association</u> 10 West Lafayette Street Trenton, NJ 08608-1199	Phone: 609-393-7707 Email: info@njbja.org Website: www.njbja.org	Michele N. Siekerka President
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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 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.

<u>New Jersey LGBTQ Chamber</u> 155 Willowbrook Boulevard, Suite 350 Wayne, NJ 07470	Phone: 973-869-9567 Email: info@njlgbtchamber.org Website: www.njlgbtchamber.org	Joseph Renga President
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The organization is New Jersey's premier LGBTQ business association dedicated to strengthening LGBTQ 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 LGBTQ entrepreneurs and allies seeking to advance and access opportunity and resources.

<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>African American Chamber of Commerce of New Jersey</u> 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
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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).

Resources to Help Your Business Grow

FEDERAL/STATE GENERAL BUSINESS RESOURCES (Con't)

New Jersey Chamber of Commerce
216 West State Street
Trenton, NJ 08608

Phone: 609-989-7888
E-mail: theresa@njchamber.com
Website: njchamber.com

Thomas Bracken
President & CEO

For more than a century, the New Jersey Chamber of Commerce (NJCC) has been the business community's voice in Trenton. NJCC promotes the interests of its members and the state's business community via legislation and regulations that will grow the economy, create new jobs and make the state more competitive and more affordable for everyone.

Statewide Hispanic Chamber of Commerce of New Jersey
1280 Wall Street, Suite 312
Lyndhurst, NJ 07071

Phone: 201-935-0035
Fax: 866-226-1828
E-mail: chamber@shccnj.org
Website: www.shccnj.org

Carlos A. Medina
Chair

As a not-for-profit organization for over 28 years, the Statewide Hispanic Chamber of Commerce of New Jersey (SHCCNJ), has become the voice of the 119,000 Hispanic owned businesses that contribute over \$20 billion to the State's economy. The Chamber is the premier vehicle to access the Latino community and its formidable purchasing power, as evidenced by our growth of non-Hispanic membership reaching 45 percent.

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 - SALEM COUNTY

U.S. Department of Commerce - Commercial Service, Southern Jersey
Princeton Pike Corporate Center
Lawrenceville, NJ 08648

Phone: 609-896-2731
Email: janice.barlow@trade.gov
Website: www.export.gov/newjersey

Janice Barlow
Acting Direct & 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 - in Atlantic, Burlington, Camden, Cape May, Cumberland, Gloucester and Salem counties - export goods and services to overseas buyers.

Resources to Help Your Business Grow

REGIONAL BUSINESS RESOURCES - SALEM COUNTY (Con't)

New Jersey Small Business Development Center at Rutgers - Camden
419 Cooper Street
Camden, NJ 08102

Phone: 856-225-6221
Email: rsbdc@camden.rutgers.edu
Website: www.rsbdc.org

Robert Palumbo
Regional Director

The Small Business Development Center provides free professional, comprehensive consulting and training services to both start-up and established small business owners. The Center at Rutgers - Camden serves Burlington, Camden, Gloucester and Salem counties.

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

Phone: 856-354-7700
Email: njawbo@njawbo.org
Website: www.njawbo.org

Carrie Ward
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. The South Jersey Region includes Atlantic, Burlington, Camden, Cape May, Cumberland, Gloucester and Salem counties.

Ocean County SCORE - Chapter 150
33 Washington Street
Toms River, NJ 08753

Phone: 732-505-6033
Fax: 732-505-0331
Email: score150@verizon.net
Website: www.oceancountyscore.org

Dave Younghans
Mentor

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. In addition to Ocean County, the Chapter also serves Atlantic, Burlington, Camden, Cape May, Cumberland, Gloucester and Salem counties.

South Jersey Economic Development District
782 South Brewster Road, Unit B6
Vineland, NJ 08361

Phone: 856-794-1941
Email: ljoyce@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 Development Council (SNJDC)
900 Route 168, Suite D-4
Turnersville, NJ 08012

Phone: 856-228-7500
Fax: 856-228-7511
Email: snjdc@snjdc.org
Website: www.snjdc.org

Marlene Z. Asselta
President

The Southern New Jersey Development Council functions as a Government Affairs Liaison as well as an Economic Development Advocate for businesses in Atlantic, Burlington, Camden, Cape May, Cumberland, Gloucester and Salem counties.

Resources to Help Your Business Grow

REGIONAL BUSINESS RESOURCES - SALEM COUNTY (Con't)

Chamber of Commerce Southern New Jersey

220 Laurel Road, Suite 201
Voorhees, NJ 08043

Phone: 856-424-7776, Ext. 127
Website: www.chambersnj.com

Christina M. Renna
President & CEO

The Chamber of Commerce Southern New Jersey (CCSNJ) is the region's largest, most active, and influential business organization. Started in 1873 as the Camden Board of Trade, the organization and has grown to represent counties of Southern New Jersey (Atlantic, Burlington, Camden, Cape May, Cumberland, Gloucester and Salem counties), Greater Philadelphia and Northern Delaware.

Cape May Workforce Development Board

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

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. In addition to Cape May County, the Board also serves Cumberland & Salem Counties.

LOCAL BUSINESS RESOURCES – SALEM COUNTY

Salem County Clerk's Office

Camden County Courthouse
110 Fifth Street, Suite 200
Salem, NJ 08079

Phone: 856-935-7510, Ext. 8205
Fax: 856-935-8882
Website: www.salemcountyclerk.org

Dale A. Cross
County Clerk

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

Salem County Economic Development Council

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

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.

Cape May Workforce Development Board

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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Resources to Help Your Business Grow

LOCAL BUSINESS RESOURCES – SALEM COUNTY (Con't)

Stand Up For Salem
223 East Broadway
Salem, NJ 08079

Phone: 856-279-2635
Website: www.standupforsalem.org

Chris Davenport
Executive Director

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.

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
Website: www.salemcountychamber.com

Jennifer Jones
Executive Director

Southern NJ Chamber of Commerce
220 Laurel Road, Suite 203
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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