



Resources & Solutions
for Small Business

UCEDC

A Non-Profit Economic Development Corporation

2020

ESSEX COUNTY

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 BUSINESS RESOURCES

<u>US Small Business Administration</u> Two Gateway Center 15 th Floor Newark, NJ 07102	Phone: 973-645-2434 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> 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
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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 BUSINESS RESOURCES (Con't)

New Jersey Business & Industry Association

10 West Lafayette 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).

New Jersey Economic Development Authority

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

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

Joseph Renga
President

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 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 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).

New Jersey Chamber of Commerce

216 West State Street
Trenton, NJ 08608

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

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.

Resources to Help Your Business Grow

REGIONAL BUSINESS RESOURCES

US Department of Commerce – Commercial Service, Northern New Jersey
20 Washington Place
Newark, NJ 07102

Phone: 973-645-4682
Email: tricia.mclain@trade.gov
Website: www.export.gov/newjersey

Tricia McLain
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) MetroEast Region: (Essex, Hudson, Union)

Phone: 973-803-6118
Website: www.njawbo.org

Taryn Abrahams
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.

LOCAL BUSINESS RESOURCES - ESSEX COUNTY

County of Essex, County Clerk
465 Martin Luther King Blvd.
Room 247
Newark, NJ 07101

Phone: 973-621-4921
Email: info@essexclerk.com
Website: www.essexclerk.com

Christopher J. Durkin
Essex County Clerk

The Clerk's Office registers new businesses.

County of Essex, Office of Economic Development, Training & Employment
50 South Clinton Street
East Orange, NJ 07018

Phone: 973-395-8400
Fax: 973-395-8493
Email: aramos@dedte.essexcountynj.org
Website: www.essexcountynj.org/

Anibal Ramos
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 the County.

County of Essex, Office of Small Business Development and Affirmative Action
465 Dr. Martin Luther King Jr. Blvd.
Room 449A
Newark, NJ 07102

Phone: 973-621-2011
Fax: 973-621-2009
Email: sokparaeke@essexcountynj.org
Website: www.ecbizcenter.com

Samuel Okparaeke
Director

The Essex County Office of Small Business Development and Affirmative Action promotes equal opportunity and fair play in contracting, procurement and employment practices within the County of Essex. A primary goal of the office is to position small ("SBE"), woman-owned ("WBE"), minority ("MBE"), and Lesbian, Gay, Bisexual, and Transsexual ("LCBT") business enterprises to compete successfully for government contracts.

Resources to Help Your Business Grow

LOCAL BUSINESS RESOURCES - ESSEX COUNTY (Con't)

<u>County of Essex, Workforce Development Board</u> 50 South Clinton Street East Orange, NJ 07018	Phone: 973-395-8409 Fax: 973-395-5798 Email: sam.okparaeke@dol.nj.gov Website: www.essexcountynj.org/workforce	Samuel Okparaeke Director
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The Essex County Workforce Investment Board is responsible for developing strategies and policies to form a seamless, one-stop system for an array of educational, employment and training programs that meet the current and future demands of Essex County employers.

<u>Forward Ever Sustainable Business Alliance</u> 8 East Kinney Newark, NJ 07102	Phone: 862-234-0120 Email: kbstovell@fowardevernj.com Website: www.forwardevernj.com	Karen Brown Stovell Executive Director
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Forward Ever Sustainable Business Alliance is a not-for-profit organization that supports, promotes, educates and advocates for a strong local business community and raise public awareness of the economic and cultural benefits provided by a strong local economy.

<u>Greater Newark Enterprises Corporation</u> 211 Warren Street Suite 423 Newark, NJ 07102	Phone: 973-242-4132 Email: info@gnecorp.org Website: www.gnecorp.org	Victor Salama Executive Director
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GNEC provides financial assistance and training to small businesses, businesses owned by women, low-income individuals, and minorities for the purpose of encouraging entrepreneurship in Essex County as well as Bergen, Hudson, Middlesex, Monmouth, Passaic and Union counties.

<u>Montclair Center Business Improvement District (BID)</u> 7 North Willow Street Suite 4A Montclair, NJ 07042	Phone: 973-509-3820 Fax: 973-509-3822 Email: montclaircenter@montclaircenter.com Website: www.montclaircenter.com	Jason Gleason Executive Director
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The Montclair Center Business Improvement District (BID), a nonprofit organization, focuses on economic development and quality of life by promoting local businesses along Bloomfield Avenue and neighboring blocks. The organization offers numerous events throughout year including sidewalk sales, biannual art walk, etc. to bring value to the district.

Resources to Help Your Business Grow

LOCAL BUSINESS RESOURCES - ESSEX COUNTY (Con't)Invest Newark

111 Mulberry Street
Lower Level Suite
Newark, NJ 07102

Phone: 973-273-1040

Fax: 973-273-1070

Email:

bhall@newarkcedc.org

Website:

www.InvestNewark.org

Bernel Hall

President & CEO

Invest Newark (formerly Newark Community Economic Development Corporation). Founded in 2007 and reorganized in 2014, Invest Newark, a NJ Nonprofit Organization, is the primary economic development catalyst for the State of New Jersey's largest city and is committed to advancing Newark's global economic presence by building vibrant communities, growing a strong economy, and increasing prosperity for all of Newark.

New Jersey Small Business Development Center at Rutgers University (Newark)

25 James Street
Newark, NJ 07102

Phone: 973-353-5950

Fax: 973-353-5978

Email:

rnsbdc@business.rutgers.eduWebsite: www.rnsbdc.com

Dr. Tendai Ndoro

Regional Director

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

Newark Regional Business Partnership

60 Park Place, Ste. 1800
Newark, NJ 07102

Phone: 973-242-4209

Fax: 973-824-6587

Email:

challock@newarkrbp.org

Website:

www.newarkrbp.org

Chip Hallock

President & CEO

Newark Regional Business Partnership is a broad-based member organization that offers a range of services to strengthen the region's business infrastructure and revitalize New Jersey's largest city.

SCORE (Essex, Hudson, Union)

Small Business Administration (SBA)
Two Gateway Center
15th floor
Newark NJ 07102

Phone: 973-645-3982

Website:

www.metro.nj.score.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.

Resources to Help Your Business Grow

LOCAL BUSINESS RESOURCES - ESSEX COUNTY (Con't)

VentureLink@NJIT
211 Warren Street
Suite 109
Newark, NJ 07103

Phone: 973-642-7065
Email: venturelink@njit.edu
Website: www.venturelink.org

Cat Tsavalas
Program Director

The VentureLink is the largest incubator for technology and life-science companies with over 110,000 square feet of coworking, office, and lab space. In-residence companies have access to NJIT university resources and VentureLink's unique mix of incubator programming including: LinkUps Workshop Series, Expert Office Hours, Open Coffee Club - Professional Networking, Social Events, Mentorship, and Investor Matching.

South Orange Village Center Alliance
76 South Orange Avenue
3rd Floor
South Orange, NJ 07079

Phone: 973-763-6899
Email: julie@sovillagecenter.org
Website: www.sovillagecenter.org

Julie Doran
Executive Director

South Orange Village Center Alliance is the not-for-profit management entity of the Special Improvement District. The organization is a designated Main Street community and is guided by Main Street New Jersey, a program of the NJ Department of Community Affairs, and the National Trust for Historic Preservation.

Main Street Orange
29 Day Street
Orange, NJ 07050

Phone: 973-266-4030
Fax: 973-266-4029
Email: mmayes@ci.orange.nj.us
Website: www.ci.orange.nj.us

Marty Mayes
Director
Planning & Economic Development

The mission of Main Street Orange is to promote economic development in the downtown Main Street area of Orange.

Downtown West Orange Alliance
66 Main Street
West Orange, NJ 07052

Phone: 973-325-4109
Fax: 973-325-6359
Email: downtown@westorange.org
Website: www.downtownwo.com

Megan Brill
Executive Director

The Downtown West Orange Alliance is the non-profit organization that manages the town's Special Improvement District (SID). Recognizing the unique contributions made by the residential, historic and commercial properties that collectively form our "downtown," the Township of West Orange created the SID to encourage economic revitalization of the neighborhoods known as Tory Corner, Eagle Rock, St. Mark's and the Valley.

Ironbound Business Improvement District (BID)
76 Prospect Street
Newark, NJ 07105

Phone: 973-491-9191
Fax: 973-344-9225
Email: nwkibid@aol.com
Website: www.goironbound.com

Seth A. Grossman
Executive Director

The Ironbound Business Improvement District (IBID) is the home to over 570 businesses and more than 170 restaurants. (IBID) is Newark's shining star, promoting interest in the City as a great place to visit in addition to fostering economic growth and employment.

Resources to Help Your Business Grow

URBAN ENTERPRISE ZONE – ESSEX 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.

<u>East Orange UEZ</u> 44 City Hall Plaza East Orange, NJ 07019	Phone: 973-266-5140 Fax: 973-673-4077 Email: greg.good@eastorange-nj.gov Website: www.eastorange-nj.gov	Gregory Good UEZ Coordinator
<u>Irvington UEZ</u> One Civic Square Room 102 Irvington, NJ 07111	Phone: 973-399-6787 Fax: 973-399-6628 Email: gcadet@irvingtonnj.org Website: www.irvington.net	Garvin Cadet UEZ Coordinator
<u>Newark UEZ</u> 111 Mulberry Street Suite LL Newark, NJ 07102	Phone: 973-273-1040 Email: edasilva@newarkcedc.org Website: www.investnewark.org	Elizabeth DaSilva UEZ Coordinator
<u>Orange UEZ</u> 29 N. Day Street Orange, NJ 07050	Phone: 973-266-4061 Fax: 973-677-7847 Email: cmobley@ci.orange.nj.us Website: www.ci.orange.nj.us/UEZ_main.html	Christopher Mobley UEZ Coordinator

CHAMBERS OF COMMERCE – ESSEX 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 business environment in their respective community.

<u>East Orange Chamber of Commerce</u> PO Box 2418 East Orange, NJ 07019	Phone: 973-602-7481 Email: Website: www.eastorangechamber.org	Patrick Reid President
<u>Livingston Chamber of Commerce</u> PO Box 2084 Livingston, NJ 07039	Phone: 862-245-2844 E-mail: Website: www.livingstonchambernj.com	Monte Ehrenkranz President
<u>Maplewood Chamber of Commerce</u> 1767 Springfield Avenue Maplewood, NJ 07040	Phone: 973-761-4333 Email: executivedirector@maplewoodchamber.org Website: www.maplewoodchamber.org	Monica Puri Bangia Executive Director

Resources to Help Your Business Grow

CHAMBERS OF COMMERCE – ESSEX COUNTY (Con't)

<u>North Essex Chamber of Commerce</u> 26 Park Street, Suite 2062 Montclair, NJ 07042	Phone: 973-226-5500 Fax: 973-783-4407 Email: email@nortessexchamber.com Website: www.nortessexchamber.com	Nina Tucker President
<u>North Jersey Chamber of Commerce</u> 27 Horseback Road, Floor #2 Fairfield, NJ 07004	Phone: 973-470-9300 Fax: 973-470-9245 Email: michelle@northjerseychamber.org Website: www.northjerseychamber.org	Michelle Vernuccio President
<u>West Orange Chamber of Commerce</u> PO Box 83 West Orange, NJ 07052	Phone: 973-731-0360 Fax: 973-736-3156 E-mail: mail@westorangechamber.com Website: www.westorangechamber.com	Bianca Prieto Executive Director
<u>Suburban Essex Chamber of Commerce</u> 256 Broad Street Room 2F Bloomfield, NJ 07003	Phone: 973-748-2000 Fax: 973-748-2450 Email: admin@suburbanessexchamber.com Website: www.suburbanessexchamber.com	Donna Pietroiaco Executive Administrator



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