



Resources & Solutions
for Small Business

UCEDC

A Non-Profit Economic Development Corporation

2020

MERCER 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

US Small Business Administration

Two Gateway Center
15th 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

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 BUSINESS RESOURCES (Con't)

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

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).

NJ Economic Development Authority 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

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 Phone: 973-869-9567 Joseph Renga
 155 Willowbrook Boulevard, Suite 350 Email: info@njlgbtchamber.org President
 Wayne, NJ 07470 Website: www.njlgbtchamber.org

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
President & CEO

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

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

Phone: 609-896-2731
Email: janice.barloe@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) - Central Region:
(Mercer, Hunterdon, Somerset)

Phone: 609-308-2530
Email: njawbo@njawbo.org
Website: www.njawbo.org

Region Leadership
Team Chair
(Vacant)

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 – MERCER COUNTY

County of Mercer, County Clerk
209 South Broad Street
Trenton, NJ 08608

Phone: 609-989-6464
Email: pscovello@mercercounty.org
Website: www.mercercounty.org/government/county-clerk

Paula Sollami-Covello
County Clerk

The Clerk's Office registers new business.

County of Mercer, Office of
Economic Development
640 South Broad Street
Trenton, NJ 08604

Phone: 609-989-6555
Email: acarabelljr@mercercounty.org
Website: www.mercercounty.org/work/economic-development

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.

Resources to Help Your Business Grow

LOCAL BUSINESS RESOURCES – MERCER COUNTY (Con't)

<u>County of Mercer County, Workforce Development Board</u> 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
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The Workforce Development Board (WDB) is helping to develop, maintain, and implement a quality workforce, which is consumer-based and labor-market driven.

<u>Downtown Hightstown, Inc.</u> 106 North Main Street Hightstown, NJ 08520	Phone: 609-448-0110 Email: brivenburgh@allenstults.com Website: www.downtownhightstown.org	Brent Rivenburgh President
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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.

<u>Hamilton Township Department of Community & Economic Development</u> 2090 Greenwood Avenue Hamilton, NJ 08650	Phone: 609-890-3683 Email: fdumont@hamiltonnj.com Website: www.hamiltonnj.com	Fred Dumont Director
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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.

<u>Hamilton Township Economic Development Advisory Commission</u> 2090 Greenwood Avenue Hamilton, NJ 08650	Phone: 609-890-3519 Website: www.hamiltonnj.com	Lori Danko Chair
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The Board is an advisory commission for economic development in Hamilton Township, NJ.

Resources to Help Your Business Grow

LOCAL BUSINESS RESOURCES – MERCER COUNTY (Con't)

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.

New Jersey Small Business
Development Center 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

Lilian Mauro
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.

SCORE/Princeton
300 Carnegie Center
Suite 150
Princeton, NJ 08542

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

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.

Resources to Help Your Business Grow

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
Treasurer & UEZ Coordinator

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.

Capital Region Minority Chamber of Commerce

485 Hamilton Avenue
Trenton, NJ 08609

Phone: 609-631-8802
Fax: 609-610-7693
Email: hames@devingroupinc.net
Website: www.princetonchamber.org

Herbert Ames
President & Chairman

Princeton Regional Chamber of Commerce

600 Alexander Road
Suite 3-2
Princeton, NJ 08542

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

Peter Crowley
President & CEO



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