



Resources & Solutions
for Small Business

UCEDC

A Non-Profit Economic Development Corporation

2020

PASSAIC 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>	Phone: 973-645-2434	Alfred Titone
Two Gateway Center	Fax: 973-645-6560	District Director
15 th Floor	E-mail: alfred.titone@sba.gov	
Newark, NJ 07102	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 (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 RESOURCE (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).

NJ 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 LGBTQ 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 RESOURCE (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

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: brian.beams@trade.gov

Website: www.export.gov/newjersey

Brian Beams

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) - Northeast Region:
(Bergen and Passaic)

Phone: 212-457-1622

Email: njawbo@njawbo.org

Website: www.njawbo.org

Melanie Cunningham

Regional 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 - PASSAIC COUNTY

County of Passaic, County Clerk

401 Grand Street
Paterson, NJ 07505

Phone: 973- 225-3690

Fax: 973-754- 1920

Email: passaiccountyclerk@passaiccountynj.org

Website: www.passaiccountynj.org

Danielle Ireland-Imhof

County Clerk

The Clerk's Office registers new businesses.

County of Passaic, Division of Economic Development

930 Riverview Drive
Suite 250
Totowa, NJ 07512

Phone: 973-569-4720

Email: deborahh@passaiccountynj.org

Website: www.passaiccountynj.org

Deborah Hoffman

Director

The Passaic County Division of Economic Development offers direct technical support and assistance to companies. Specific services include: real estate identification; assistance in securing loans and lines of credit, management of the Greater Passaic County Bond Program, redevelopment of brownfield sites, promotion of filming in the county and information on all business incentives as well as sponsoring seminars on a wide range of issues.

Resources to Help Your Business Grow

LOCAL BUSINESS RESOURCES - PASSAIC COUNTY (Con't)

<u>County of Passaic, Workforce Development Board</u> 200 Memorial Drive Paterson, NJ 07055	Phone: 973-569-5082 Fax: 973-742-3030 Email: duwanb@passaiccountynj.org Website: www.passaiccountynj.org	Duwan Bogert Executive Director
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The Workforce Development Board is a local partnership of private and public sector individuals who provide coordinated planning, policy guidance, and oversight for all workforce programs and resources in Passaic County.

<u>City of Clifton, Office of Economic Development</u> 900 Clifton Avenue Floor #1 Clifton, NJ 07013	Phone: 973-470-5200 Fax: 973-470-5265 Website: www.cliftonnj.org	Allan Ryff Interim Director
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The Clifton Office of Economic Development is available to assist businesses in the City and businesses seeking to relocate to the City with a variety of services and programs. When possible, we will provide a "one stop" service for all business needs to ensure that your business becomes, and remains, competitive and successful.

<u>Downtown Clifton Economic Development Group</u> PO BOX 1364 Clifton, NJ 07011	Phone: 973-557-3886 Email: info@downtownclifton.com Website: www.downtownclifton.com	Angela Montague Executive Director
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We are mostly volunteers; local business owners, city officials & corporate leaders, coordinate & promote commercial development, we have developed a vision for the future and created a work plan and we also act as liaison at city hall for business applications.

<u>Paterson Restoration Corporation</u> c/o Department of Community Development 125 Ellison Street, Floor #2 Paterson, NJ 07505	Email: rgomez@patersonrestoration.org Website: www.patersonrestoration.org	Ruben A. Gomez Executive Director
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The Paterson Restoration Corporation (PRC) core goals and values are to foster and maintain economic development throughout the City through the implementation of development policies, programs and participation.

<u>New Jersey Small Business Development Center at William Patterson University</u> 131 Ellison Street Paterson, NJ 07505	Phone: 973-321-1378 Email: muldoonk@wpunj.edu Website: www.wpunj.edu/sbdc	Kate Muldoon Regional Director
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The Small Business Development Center (SBDC) provides free professional, comprehensive consulting and training services to both start-up and established small business owners.

Resources to Help Your Business Grow

LOCAL BUSINESS RESOURCES - PASSAIC COUNTY (Con't)

SCORE Northeast New Jersey -
(Bergen and Passaic)
1 Bergen Plaza, Room 5B
Hackensack, NJ 07601

Email: contact.northeastnj@scorevolunteer.org
Website: www.northeastnj.score.org

David 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.

URBAN ENTERPRISE ZONE – PASSAIC 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.

Passaic Urban Enterprise Zone
City of Passaic
City Hall, Room 203
330 Passaic Street
Passaic, NJ 07055

Phone: 973-365-5520
Fax: 973-365-5552
Email: uez@cityofpassaicnj.gov
Website: www.cityofpassaic.com

Soraya Stam
UEZ Coordinator

Paterson Urban Enterprise Zone
City of Paterson
125 Ellison Street, Floor #2
Paterson NJ 07505

Phone: 973-321-1220, Ext. 2267
Fax: 973-321-1359
Email: pforestieri@patersonnj.gov
Website: www.patersonuez.com

Penni Forestieri
UEZ Division Director

CHAMBERS OF COMMERCE – PASSAIC 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.

Greater Paterson Chamber of Commerce
100 Hamilton Plaza
Suite 1201
Paterson NJ, 07505

Phone: 973-881-7300
Fax: 973-881-8233
Email: jamie@greaterpatersoncc.org
Website: www.greaterpatersoncc.org

Jamie Dykes
President

Hawthorne Chamber of Commerce
471 Lafayette Avenue
Hawthorne, NJ 07506

Phone: 973-427-5078
Email: info@hawthornechamber.org
Website: www.hawthornechamber.org

Robert Meier
President

Resources to Help Your Business Grow

CHAMBERS OF COMMERCE – PASSAIC COUNTY (Con't)Pompton Lakes Chamber of
CommercePO Box 129
Pompton Lakes, NJ 07442Phone: 973-839-0187
Fax: 973-831-5887
Email: kaffka924@gmail.com
Website: www.pomptonlakeschamber.orgArt Kaffka
PresidentRingwood Chamber of CommercePO Box 62
Ringwood, NJ 07456Phone: 973-951-4076
Email: president@ringwoodchamber.com
Website: www.ringwoodchamber.comKevin Walker
PresidentTri-County Chamber of CommerceP.O Box 2420
Wayne, NJ 07474Phone: 862-210-8328
Fax: 973-882-0464
Email: jamie@tricounty.org
Website: www.tricounty.orgJamie Dykes
President



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