



Resources & Solutions
for Small Business

UCEDC

A Non-Profit Economic Development Corporation

2022

PASSAIC COUNTY

BUSINESS RESOURCE GUIDE

75 CHESTNUT STREET, CRANFORD, NJ 07016
908-527-1166/INFO@UCEDC.COM WWW.UCEDC.COM



UCEDC, a private, non-profit statewide 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 \$5.5 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
Suite 1002
Newark, NJ 07102

Phone: 973-645-3680
Fax: 973-645-6255
E-mail: john.blackstock@sba.gov
Website: www.sba.gov

John M. Blackstock
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.

NJ Business Action Center

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

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)

<u>New Jersey Business & Industry Association</u> 10 West Lafayette Street Trenton, NJ 08608	Phone: 609-393-7707 Email: info@njbia.org Website: www.njbia.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>NJ Economic Development Authority</u> 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
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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 Pride Chamber</u> 155 Willowbrook Boulevard, Suite 350 Wayne, NJ 07470	Phone: 973-869-9567 Email: info@njpridechamber.org Website: www.njpridechamber.org	Stephen Blazejewski 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 LGBT 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.

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) - 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.

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

Phone: 201-336-7336
Email: contact.northeastnj@scorevolunteer.org
Website: www.northeastnj.score.org

No Direct Contact
Person

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.

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
401 Grand Street
Paterson, NJ 07505

Phone: 973-569-4720
Email: deborahh@passaiccountynj.org
Website: www.passaiccountynj.org

Deborah Hoffman
Director

The 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.wdbpc.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 Director Economic Development
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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	Phone: 973-321-1212 Fax: 973-321-1202 Website: www.patersonrestoration.org	Barbara McLennon Director of Community Development
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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

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.

<u>Passaic Urban Enterprise Zone</u> City of Passaic City Hall, Room 203 330 Passaic Street Passaic, NJ 07055	Phone: 973-365-5520 Fax: 973-365-5567 Email: uez@cityofpassaicnj.gov Website: www.cityofpassaic.com	Soraya Stam UEZ Coordinator
<u>Paterson Urban Enterprise Zone</u> City of Paterson 125 Ellison Street 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.

<u>Greater Paterson Chamber of Commerce</u> 100 Hamilton Plaza, Suite 1201 Paterson NJ, 07505	Phone: 973-881-7300 Email: ocruz@greaterpatersoncc.org Website: www.greaterpatersoncc.org	Orlando Cruz President
<u>Hawthorne Chamber of Commerce</u> 471 Lafayette Avenue Hawthorne, NJ 07506	Phone: 973-427-5078 Email: info@hawthornechamber.org Website: www.hawthornechamber.org	Mary Lou DiMattia President
<u>Pompton Lakes Chamber of Commerce</u> PO Box 129 Pompton Lakes, NJ 07442	Phone: 973-839-0187 Fax: 973-831-5887 Email: kaffka924@gmail.com	Art Kaffka President
<u>Ringwood Chamber of Commerce</u> PO Box 62 Ringwood, NJ 07456	Phone: 973-951-4076 Email: president@ringwoodchamber.com	Kevin Walker President
<u>Tri-County Chamber of Commerce</u> P.O Box 2420 Wayne, NJ 07474	Phone: 862-210-8328 Fax: 973-881-8233 Email: jamie@tricity.org Website: www.tricity.org	Jamie Dykes President



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