



*Resources to
Help Your
Business Grow*

Union County

Prepared by UCEDC
For
Union County Board of Chosen Freeholders,
Deborah P. Scanlon, Chairman

March, 2011



UCEDC, a non-profit economic development corporation, is dedicated to fostering economic growth and creating an environment for progress. Our organization has been serving the business community for over thirty years, providing an objective and authoritative voice on business and economic development issues.

Our mandate is to develop opportunities for businesses that lead to new jobs, a strong, stable business climate and an improved quality of life. We do this by providing financial, technical and community development assistance to businesses.

Financing

UCEDC offers a wide range of financing programs to address your business growth needs. We provide access to capital that may not be available elsewhere. As an experienced business lender, we also coordinate loan packages from federal, state and private lending sources to help all size businesses grow. As a US Small Business Administration's designated microlender, we provide financing from \$500 to \$50,000 to businesses across the state. Additionally, our Business Growth Fund lends up to \$150,000 statewide. All businesses which receives financing from UCEDC also benefit from the free services of our Business Mentor for the life of the loan.

Government Contracts

Government agencies annually spend billions of dollars purchasing goods and services from businesses like yours. We help Union county businesses get a share of that business through our free, computerized government contract bid matching service. As part of our service, our experienced staff provides technical assistance with bid preparation, bid submission and pre- and post-award contract administration. Smaller firms are assisted in finding opportunities as sub-contractors to major government contractors.

Business Information

UCEDC provides comprehensive and up-to-date economic market data, commercial real estate and general business information that can help businesses make informed decisions. A number of informative reports are produced regularly, reflecting general business activity. In addition, we provide information about tax rates, housing, zoning, and currently available properties.

Business Assistance

As a leading advocate for small businesses, UCEDC provides guidance and assistance when problems arise. Small businesses often do not have the resources or the time to find their way through the maze of government agencies. UCEDC can serve as the liaison and make the appropriate connections or help to cut through the red tape.

Training

UCEDC can help your business increase productivity, heighten global competitiveness and open new markets with training and technology. Learn new information and skills through our free training seminars and business-oriented workshops. The Entrepreneurial Training Initiative (ETI), an intensive seven-week training program, will give you the tools to assess your business readiness and create a comprehensive business plan. Graduates enjoy ongoing business mentoring services to help them stay on track.

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.

GENERAL BUSINESS RESOURCES

US Small Business Administration

Two Gateway Center, 15th floor
Newark, NJ 07102

Phone: 973-645-3680

Fax: 973-645-6560

E-mail: alfred.titone@sba.gov

Website: <http://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.

NJ Business Action Center

225 West State Street
Trenton, NJ 08608

Phone: 856-534-7789

Website: www.nj.gov/njbusiness

Linda Kellner

Acting Executive
Director

The New Jersey Business Action Center plays a key role in helping grow, retain and attract business to the State. The center serves as a "one-stop" shop for business. The team at the Center works to encourage entrepreneurship by supporting New Jersey's businesses of all sizes, supporting global competitiveness of New Jersey companies, as well as to promote the State's attractiveness as a vacation destination and business investment location nationally and internationally.

NJ Economic Development Authority

36 West State Street
P.O. Box 990
Trenton, NJ 08625-0820

Phone: 609-292-1800

Fax: 609-984-4365

Website: www.njeda.com

Caren S. Franzini

Executive Director

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.

Resources to Help Your Business Grow

UCEDC

1085 Morris Avenue
Union, NJ 07083

Phone: 908-527-1166
Fax: 908-5271207
Email: info@ucedc.com
Website: www.ucedc.com

Adam Farrah
Vice President

UCEDC, a non-profit economic development corporation, provides resources and solutions for small business. UCEDC provides financing and technical assistance programs, training, business assistance, business information and government contract procurement assistance. UCEDC is a statewide microlender, providing financing to both start-ups and existing businesses.

LOCAL BUSINESS RESOURCES – UNION COUNTY

Air Services Development Organization
(ASDO)

Newark Airport Bldg 80
Airport Street HPD #1
Newark, NJ 07114

Phone: 973-961-4278
Fax: 973-961-4282
Email: njasdo@asdioonline.com
Website: www.panynj.gov

Helene Gibbs
Program Manager

ASDO is a not-for-profit organization that brings together aviation industry buyers with local businesses. This unique program, which is funded by the Port Authority of New York and New Jersey and administered by the Aviation Development Council, matches the purchasing needs of the aviation community with the broad range of products and services available from area businesses. All services are free-of-charge.

County of Union, Office of Economic
Development

Elizabethtown Plaza
Elizabeth, New Jersey 07207

Phone: 908-659-7412
Fax: 908-527-4715
Website: www.ucnj.org

The Economic Development Corporation 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 Union, County Clerk

2 Broad Street, Room 115
Elizabeth, NJ 07207

Phone: 908-527-4787
Fax: 908-558-2589
Email: jrajoppi@ucnj.org
Website: www.ucnj.org

Joanne Rajoppi
County Clerk

The Clerk's Office registers new business.

Cranford Downtown Management
Corp.

8 Springfield Avenue
Cranford, NJ 7016

Phone: 908-709-7208
Fax: 908-272-5748
E-mail: dmc@cranfordnj.org
Website: www.cranford.com

Kathleen Miller-Prunty
Director

The purpose of Cranford Downtown Management is to make it possible for business and property owners to achieve their financial goals and to enhance the community financially and aesthetically.

Resources to Help Your Business Grow

LOCAL BUSINESS RESOURCES – UNION COUNTY (Con't)

Downtown Westfield Corporation

105 Elm Street, 2nd Floor
Westfield, NJ 07090-3143

Phone: 908-789-9444

Fax: 908-789-7550

E-mail: s.cronin@westfieldtoday.com

Website : www.westfieldtoday.com

Sherry Cronin

Executive Director

The DWC is the management entity of the Special Improvement District. The vision of the Downtown Westfield Corporation (DWC) is for Westfield, NJ to be a preferred destination where people want to live, work and visit. The DWC is committed to strengthening the downtown Special Improvement District as the center of community life.

Elizabeth Avenue Partnership

1086 Elizabeth Avenue, Suite 4
Elizabeth, NJ 07201

Phone: 908-965-0660

Fax: 908-353-0989

E-mail: info@elizabethavenue.org

Website: www.elizabethavenue.org

Dave Strochak

Executive Director

The Elizabeth Avenue Partnership (EAP) is a non-profit organization, designed by the City of Elizabeth to manage the Elizabeth Avenue Specialty Improvement District (SID).

Elizabeth Development Company

288 North Broad Street, 3rd
Floor
P.O. Box 512
Elizabeth, NJ 07207

Phone: 908-289-0262

Fax: 908-558-1142

E-mail: ddevanney@edcnj.org

Website: www.edcnj.org

Daniel Devanney

Executive Director

The EDC has been helping businesses succeed for more than 25 years by connecting them with the financing and development tools needed to make projects move quickly and efficiently from proposal to reality.

Historic Midtown Elizabeth SID

1139 East Jersey Street, Suite
616
Elizabeth, NJ 07201

Phone: 908-355-9600

Fax: 908-355-9800

E-mail: mesid@verizon.net

Website: www.elizabethsid.org

Janice De Avila

Executive Director

Historic Midtown Elizabeth is a diverse, active downtown shopping district located in the heart of New Jersey's fourth largest city. Full of shoppers, City and County officials and college students, Midtown Elizabeth has a wide assortment of shops, restaurants and service businesses to offer every type of visitor that finds their way to Midtown.

Kean University SBDC

Willis Hall Room 301
Union, NJ 07083

Phone: 908-737-4220

Fax: 908-737-4223

Email: mkostak@kean.edu

Mira Kostak

Director

A variety of educational and business resources are available to counsel and train small business owners to finance, market and manage their companies.

Resources to Help Your Business Grow

LOCAL BUSINESS RESOURCES – UNION COUNTY (Con't)

Linden Economic Development Corp. Phone: 908-474-8405 Ron Stefanowicz
 301 N Wood Avenue Fax: 908-474-8497 Chairman
 Linden, NJ 07036 Email: rstefanowicz@linden-nj.org

The Economic Development Corporation works with businesses and government agencies to foster job growth and to encourage economic development throughout the City.

Linden Industrial Association Phone: 908-233-6800 Andrea Martone
 PO Box 2369 Fax: 908-518-2760 President
 Westfield, NJ 07091 Email: jestabrook@lindabury.com

The LIA promotes the mutual interests of industries located in or having interests in the City of Linden.

SCORE Phone: 973-645-3982 Marvin Strauss
 100 Mulberry Street Fax: 973-645-6265 Counselor
 Two Gateway Center, 15th Floor Email: marvterry@msn.com
 Newark, NJ 07102

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.

NJAWBO Chapter of Union County Phone: 732-713-0368 Annette St. John
 Email: astjohn@comcast.net President
 Website: www.njawbounion.org

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.

Rahway Center Partnership Phone: 732-396-3545 Ray Mikell
 67 Lewis Street Fax: 732-396-3693 Executive Director
 P.O. Box 1711 E-mail: rcpmail@aol.com
 Rahway, NJ 07065

Rahway Center Partnership specifically focuses on the central business district of the city of Rahway with a goal to harmonize the business and residential communities.

Summit Downtown, Inc. Phone: 908-277-6100
 18 Bank Street, Suite 1E Fax: 908-277-6101
 P.O. Box 1502 E-mail: office@summitdowntown.org
 Summit, NJ 07902 Website: www.summitdowntown.org

Resources to Help Your Business Grow

Summit Downtown, Inc. is a non-profit corporation dedicated to the development and improvement of the quality of life in the business community in the center of the city. The organization specifically focuses on the central business district of the city of Summit with a goal to harmonize the business and residential communities.

LOCAL BUSINESS RESOURCES – UNION COUNTY (Con't)

<u>Union County College</u> <u>Industry Business Institute</u> 40 West Jersey Street, 5th Floor Elizabeth, NJ 07202	Phone: 908-965-6048 Fax: 908-965-6046 E-mail: hiscano@ucc.edu Website: www.ucc.edu	Lisa Raudelunas Hiscano Executive Director
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The Institute develops training solutions to improve overall productivity, reduce cost, and strengthen the competitiveness of local employers. Whatever your training needs may be, IBI provides quality and relevant training programs customized to meet your organization's needs, delivered on-site and scheduled at times convenient to you.

<u>Union County Business Resource</u> <u>Center</u> 107 West 7 th Avenue Plainfield, NJ 07060	Phone: 908-412-7975 E-mail: unionbrc@dol.state.nj.us
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Business Resource Centers (BRCs), located throughout the state in our One-Stop Career Centers, offer services at no cost. BRCs provide a single point of contact to assist New Jersey-based businesses, whether you are already in business, just starting, or expanding.

<u>Union Township, Department of</u> <u>Economic Development</u> 1976 Morris Avenue Union, NJ 07083	Phone: 908-851-4666 Fax: 908-851-4667 E-mail: mmintelli@uniontownship.com Website: www.uniontownship.com	Michael Mintelli Director
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The Department of Economic Development provides the structure to formulate policy for the industrial and commercial districts in the Township of Union. The goal of the department is to promote and revitalize the Township of Union by attracting and retaining industrial and commercial investment while increasing Union's economic base and creating job expansion.

Resources to Help Your Business Grow

UNION COUNTY URBAN ENTERPRISE ZONES

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>Elizabeth Development Company/UEZ</u> 288 North Broad Street, 3 rd Floor PO Box 512 Elizabeth, NJ 07306	Phone: 908-289-0262 Ext. 214 Fax: 908-558-1142 E-mail: mrodriguez@edcnj.org Website: www.edcnj.org	Mario Rodrigues UEZ Coordinator
<u>Hillside Township, UEZ</u> Municipal Building Liberty and Hillside Avenues Hillside, NJ 07205	Phone: 973-926-1054 Fax: 973-923-1534 E-mail: uez@townshipofhillside.org Website: www.townshipofhillside.org	Yves Aubourg Program Coordinator
<u>City of Plainfield, UEZ</u> 515 Watchung Avenue Plainfield, NJ 07060	Phone: 908-226-2513 Fax: 908-226-4909 Website: www.plainfield.com/uez.htm	Wayne Awald Program Coordinator
<u>Borough of Roselle, UEZ</u> 210 Chestnut Street Roselle, NJ 07203-1284	Phone: 908-259-3001 Fax: 908-245-7156 Email: hwyatt@boroughofroselle.com Website: http://www.boroughofroselle.com/	Harry Wyatt Program Coordinator

CHAMBERS OF COMMERCE – UNION 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.

<u>Cranford Chamber of Commerce</u> 8 Springfield Avenue PO Box 165 Cranford, NJ 07016	Phone: 908-272-6114 Fax: 908-272-3742 E-mail: cranfordchamber@comcast.net Website: www.cranford.com	Eugene Matics Executive Director
<u>Gateway Chamber of Commerce</u> 135 Jefferson Avenue Elizabeth, NJ 07207-0300	Phone: 908-352-0900 Fax: 908-352-0865 E-mail: jamescoyle@gatewaychamber.com Website: www.gatewaychamber.com	James Coyle President

Resources to Help Your Business Grow

CHAMBERS OF COMMERCE – UNION COUNTY (Con't)

<u>Greater Elizabeth Chamber of Commerce</u> c/o Independence Community Bank 456 North Broad Street Elizabeth, NJ 07208	Phone: 908-355-7600 Fax: 908-436-2054 E-mail: gecc@juno.com Website: www.elizabethchamber.com	Gordan Haas CEO
<u>Plainfield Chamber of Commerce</u> 126 East Front Street Plainfield, NJ 07060	Phone: 908-753-2296 E-mail: info@positivelyplainfield.org Website: www.positivelyplainfield.org	Liz Collins President and CEO
<u>Roselle Chamber of Commerce</u> 135 East Highland Parkway Roselle, NJ 07203	Phone: 908-298-0123 Fax: 908-298-0379	Terrence Wittman President
<u>Scotch Plains Business and Professional Association</u> PO Box 862 Scotch Plains, NJ 07076	Phone: 908-322-4999 E-mail: Flowerchickie2@yahoo.com Website: www.visitschotchplains.com	Lisa Mohn President
<u>Suburban Chamber of Commerce</u> 71 Summit Avenue Summit, NJ 07901	Phone: 908-522-1700 Fax: 908-522-9252 E-mail: info@suburbanchambers.org Website: www.suburbanchambers.org	Joe Steiner Director
<u>Union Township Chamber of Commerce</u> 355 Chestnut Street, 2 nd Floor Union, NJ 07083	Phone: 908-688-2777 Fax: 908-688-0338 E-mail: info@unionchamber.com Website: www.unionchamber.com	Jim Masterson Executive Director
<u>Westfield Area Chamber of Commerce</u> 173 Elm Street, 3 rd Floor Westfield, NJ 07090	Phone: 908-233-3021 Fax: 908-654-8183 E-mail: info@westfieldareachamber.com Website : www.westfieldareachamber.com	Niel Pinkman Executive Director



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www.ucedc.com