



Resources to Help Your Business Grow

Essex County

March, 2011

Information



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.

Resources & Solutions for Small Business

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: 973-645-2434
Fax: 973-645-6265
E-mail: John.Villios@sba.gov
Website: <http://sba.gov/>

John N. Villios
Interim 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.njed.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: 908-527-1207
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 - ESSEX COUNTY

Brick City Development Corp.

744 Broad Street
Suite 1110
Newark, NJ 07102

Phone: 973-273-1040
Fax: 973-273-1070
Email: godfreyd@bcdcn Newark.org
Website: www.bcdcn Newark.org

Darryl Godfrey
Executive Vice
President

Brick City Development Corporation (BCDC) is the primary economic development catalyst for Newark, New Jersey, organized to retain, attract and grow businesses, enhance small and minority business capacity, and spur real estate development within the city.

Essex County, County Clerk

465 Martin Luther King Blvd.
Room 247
PO Box 690
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.

Essex County, Office of Economic Development, Training & Employment

50 South Clinton Street
East Orange, NJ 07018

Phone: 973-395-8400
Fax: 973-395-8493
Website: <http://www.essex-countynj.org/>

Anibal Ramos 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 the County.

Essex County Economic Development Corporation

465 Dr. Martin Luther King Jr.
Blvd.
Newark, NJ 07102

Phone: 973-621-4454
Fax: 973-621-2545
Email: edclombardi@aol.com

Deborah E. Collins
Executive Director

The Economic Development Corporation (EDC) of Essex County is a private, not-for-profit corporation established in 1982 to promote economic development in the County of Essex and provide technical and financial assistance to existing and start up businesses and not for profit organizations from Essex County.

Resources to Help Your Business Grow

LOCAL BUSINESS RESOURCES - ESSEX COUNTY (Con't)Essex SBDC

Rutgers Business School
Graduate Programs
Newark & New Brunswick
43 Bleeker Street
Newark, NJ 07102

Phone: 973-353-5950
Fax: 973-353-1030
Email: rnsbdc@newark.rutgers.edu
Website:
www.rnsbdc.newark.rutgers.edu

Tendai Ndoro
Regional Director

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

Essex County Workforce Investment Board

50 South Clinton Avenue
East Orange, NJ 07018

Phone: 973-395-8681
Fax: 973-395-8667
Email: joedi@admin.essexcountynj.org
Website: <http://www.essex-countynj.org/index.php?section=dept/wd>

Samuel Okparaekwe
Director

The Workforce Investment Board (WIB) along with the County Executive is Essex County's chief policy-making body on workforce development and is mandated by the Federal Workforce Investment Act (WIA). WIB is responsible for oversight of the One-Stop Center and brings together and focuses disparate workforce development partners and other stakeholders on a single outcome; a properly prepared county workforce that will meet the current and future demands of Essex County employers.

Greater Newark Enterprises Corporation

744 Broad Street
26th Floor
Newark, NJ 07102

973-242-4132
973-242-0485
Email: info@gnecorp.org
Website: www.gnecorp.org

Michael Wall
Executive Director

GNEC provides financial assistance and training to small businesses, businesses owned by women, low-income individuals, and minorities for the purpose of encouraging entrepreneurship.

NJAWBO Chapter of Essex

Phone: 973-857-7650
Website: www.njawbo-essex.org
Email: BHendrickson@optonline.net

Brenda Hendrickson
President

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.

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LOCAL BUSINESS RESOURCES - ESSEX COUNTY (Con't)

SCORE Chapter 15

Two Gateway Center, 15th Floor
Newark, NJ 07102

Phone: 973-645-3982

Website: www.scoremetronj.org

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 – 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.

East Orange UEZ

44 City Hall Plaza
East Orange, NJ 07019

Phone: 973-266-5432

Fax: 973-674-2180

Email: david@ci.east-orange.nj.us

Website: www.uez-eastorange-nj.org

David Clark

UEZ Coordinator

Irvington UEZ

One Civic Square
Room 210
Irvington, NJ 07111

Phone: 973-399-5636

Fax: 973-399-5638

Email: cchatman1@earthlink.net

Website: www.irvington.net

Cassandra Chatman

UEZ Coordinator

Newark UEZ

50 Park Place
Suite 820
Newark, NJ 07102

Phone: 973-424-4154 Ext. 1008

Fax: 973-733-5662

Email: lettmano@ci.newark.nj.us

Website: www.newarkuez.org

Ollyn J. Lettman

UEZ Director

Orange UEZ

29 N. Day Street
Orange, NJ 07050

Phone: 973-266-4051

Fax: 973-677-7847

Email: Mmayes@ci.orange.nj.us

Website: <http://www.uez.orange.nj.us/>

Marty Mayes

Director

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.

East Orange Chamber of Commerce

PO Box 2418
East Orange, NJ 07019

Phone: 973-674-0900

Fax: 973-395-8667

Email: info@eastorangechamber.biz

Website: www.eastorangechamber.biz

Raymond L. Scott

President

Resources to Help Your Business Grow

CHAMBERS OF COMMERCE – ESSEX COUNTY (Con't)

<u>Hispanic-American Chamber of Commerce of Essex County</u> 305 Third Avenue West Newark, NJ 07107	Phone: 973-481-0202 Email: info@hacce.org Website: www.hacce.org	Miguel Rodriguez Chairman
<u>Livingston Area Chamber of Commerce</u> 25 South Livingston Avenue 2 ND Floor Suite E Livingston, NJ 07039	Phone: 973-992-4343 Fax: 973-992-8024 E-mail: info@livingstonchambernj.com Website: www.livingstonchambernj.com	Aileen Boyle President
<u>Maplewood Chamber of Commerce</u> 111 Dunnell Road Maplewood, NJ 07040	Phone: 973-761-4333 Fax: 973-762-9105 Email: rene@clawsonarchitects.com Website: www.maplewoodchamber.org	Renee Clawson President
<u>Newark Regional Business Partnership</u> The National Newark Building 744 Broad Street Newark, NJ 07102	Phone: 973-522-0099 Fax: 973-824-6587 Email: challock@newarkrbp.org Website: www.rbp.org/	Chip Hallock President & CEO
<u>North Essex Chamber of Commerce</u> 3 Fairfield Avenue West Caldwell, NJ 07006	Phone: 973-226-5500 Fax: 973-403-9335 E-mail: email@northessexchamber.com Website: www.northessexchamber.com	Anthony M. Rainone President
<u>Verona Chamber of Commerce</u> 685 Bloomfield Avenue Suite 102 Verona, NJ 07044	Phone: 973-481-0202 Email: drtmalanga@aol.com Website: www.veronachamber.org	Dr. Thomas Malanga President
<u>West Orange Chamber of Commerce</u> PO Box 83 West Orange, NJ 07052	Phone: 973-731-0360 Fax: 973-748-2450 E-mail: mail@westorangechamber.com Website: www.westorangechamber.com	Anthony A. Vecchio President
<u>Statewide Hispanic Chamber of Commerce of New Jersey</u> One Gateway Center Suite 615 Newark, NJ 07102	Phone: 201-451-9512 Fax: 201-451-9547 E-mail: chamber@shccnj.org Website: www.shccnj.org	Daniel Jara President & CEO
<u>Suburban Essex Chamber of Commerce</u> 256 Broad Street, Room 2F Bloomfield, NJ 07003	Phone: 973-748-2000 Fax: 973-736-3156 Website: www.suburbanessexchamber.com	Nestor L. Arce Interim President



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