



**Resources to
Help Your
Business Grow

Mercer County**

March, 2011

Liberty Hall Center, 1085 Morris Avenue, Union, NJ 07083
T 908-527-1166 F 908-527-1207 www.ucedc.com

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.

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.

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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 – MERCER COUNTY

County of Mercer, County Clerk

Mercer County
Administration Building
209 South Broad Street
Trenton, NJ 08650

Phone: 609-989-6364

Website:

<http://www.state.nj.us/counties/mercerc/officials/clerk/>

Paula Sollami-Covello
County Clerk

The Clerk's Office registers new business.

Mercer County Office of Economic Development and Sustainability

640 South Broad Street
Trenton, NJ 08604

Phone: 609-989-6555

Website:

<http://www.state.nj.us/counties/mercerc/business/economic/index.html>

Elizabeth Muoio
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.

Mercer County Workforce Investment Board

McDade Administration
Building
Trenton, NJ 08650

Phone: 609-989-6827

Fax: 609-989-6882

Website:

<http://www.state.nj.us/counties/mercerc/commissions/investment/>

Beverly Mills
Director

The WIB is helping to develop, maintain, and implement a quality workforce, which is consumer-based and labor-market driven.

Resources to Help Your Business Grow

LOCAL BUSINESS RESOURCES – MERCER COUNTY (Con't)

<u>Mercer/Middlesex SBDC</u>	Phone: 609-771-2947	Lorraine Allen
The College of New Jersey	Fax: 609-637-5217	Regional Director
2000 Pennington Avenue	E-mail: sbdc@tcnj.edu	
Forcina Hall 447	Website: www.tcnj.edu/sbdc	
Ewing, NJ 08628		

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

<u>NJAWBO Mercer Chapter</u>	Phone: 609-448-6364	Amanda Puppo
	Fax: 609-448-8535	President
	Email: Amanda@marketreach.biz	
	Website: www.njwbomercer.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.

<u>SCORE Chapter 631</u>	Phone: 609-393-0505	J. Robert Hillier
Princeton Library	E-mail: info@scoreprinceton.org	Chair
65 Witherspoon St.	Website: www.scoreprinceton.org	
Princeton, NJ 08542		

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 – 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.

<u>Trenton Urban Enterprise Zone</u>	Phone: 609-989-3508	Thomas McGough
319 East State Street	Fax: 609-989-4243	UEZ Coordinator
Trenton, NJ 08608	Email: tmcgough@trentonnj.org	
	Website: www.trentonnj.org	

Resources to Help Your Business Grow

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.

Mercer Regional
Chamber of Commerce

1A Quakerbridge Plaza
Drive
Mercerville, NJ 08619

Phone: 609-689-9960
Fax: 609-586-9989
Email: info@mercerchamber.org
Website: www.mercerchamber.org

Robert D. Prunetti
President

Princeton Regional
Chamber of Commerce

9 Vandeventer Avenue
Princeton, NJ 08542

Phone: 609-924-1776
Fax: 609-924-5776
Email: info@princetonchamber.org
Website: www.princetonchamber.org

Peter Crowley
President & CEO

Metropolitan Trenton
African-American
Chamber of Commerce

485 Hamilton Avenue
Trenton, NJ 08609

Phone: 609-393-5933
Fax: 609-393-9166
Email: mtaacc@mtaacc.org
Website: www.mtaacc.org

John Harmon
President/CEO



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