



**Resources to  
Help Your  
Business Grow  
  
Salem County**

**March, 2011**

Liberty Hall Center, 1085 Morris Avenue, Union, NJ 07083  
T 908-527-1166 F 908-527-1207 [www.ucedc.com](http://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

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**S**ustaining 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

<u>US Small Business Administration</u>	Phone: 973-645-2434	John N. Villios
Two Gateway Center, 15 <sup>th</sup> floor	Fax: 973-645-6265	Interim District Director
Newark, NJ 07102	E-mail: <a href="mailto:John.Villios@sba.gov">John.Villios@sba.gov</a>	
	Website: <a href="http://sba.gov/">http://sba.gov/</a>	

*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: 856-534-7789	Linda Kellner
225 West State Street	Website: <a href="http://www.nj.gov/njbusiness">www.nj.gov/njbusiness</a>	Acting Executive Director
Trenton, NJ 08608		

*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.*

<u>NJ Economic Development Authority</u>	Phone: 609-292-1800	Caren S. Franzini
36 West State Street	Fax: 609-984-4365	Executive Director
P.O. Box 990	Website: <a href="http://www.njed.com">www.njed.com</a>	
Trenton, NJ 08625-0820		

*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](mailto:info@ucedc.com)  
Website: [www.ucedc.com](http://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 – SALEM COUNTY

**County of Salem, County Clerk**

Camden County Courthouse  
92 Market Street, Room 102  
PO Box 18  
Salem, NJ 08079

Phone: 856-935-7510 Ext. 8206  
Website: [www.salemcountyclerk.org](http://www.salemcountyclerk.org)

Gilda T. Gill  
County Clerk

*The Clerk's Office registers new business.*

**Salem County Department of Economic Development**

98 Market Street  
Salem, NJ 08079

Phone: 856-339-8615  
Fax: 856-935-8596  
Email: [jwaddington@salemcountynj.gov](mailto:jwaddington@salemcountynj.gov)  
Website: [www.salemcountynj.gov](http://www.salemcountynj.gov)

James Waddington  
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 Salem County.*

**NJAWBO Cumberland–Salem Chapter**  
(In Formation)

Phone: 856-904-0170  
Email: [wowadvantage@verizon.net](mailto:wowadvantage@verizon.net)

Melody Jones  
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.*

**Score Chapter 254**

Bank of America Building  
4900 Route 70 East  
Pennsauken, NJ 08109

Phone: 856-406-1532  
Email: [info@score254.org](mailto:info@score254.org)  
Website: [www.score254.org](http://www.score254.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.*

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**LOCAL BUSINESS RESOURCES – SALEM COUNTY (Con't)****SBDC at Rutgers Camden**

Waterfront Technology  
Center  
200 Federal Street  
Camden, NJ 08103

Phone: 856-225-6621

Email: [rsbdc@camden.rutgers.edu](mailto:rsbdc@camden.rutgers.edu)Website: <http://www.njsbdc.com/>

Gary Rago

Regional Director

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

**CHAMBERS OF COMMERCE – SALEM 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.*

**Salem County Chamber of  
Commerce**

91 A South Virginia Avenue  
Carneys Point, NJ 08069

Phone: 856-299-6699

Fax: 856-299-0299

Email: [sccoc@verizon.net](mailto:sccoc@verizon.net)

Website:

[www.salemnjchamber.homestead.com](http://www.salemnjchamber.homestead.com)

Jenifer Jones

Executive Director

**Southern New Jersey  
Chamber of Commerce**

Piazza 6014 at Main Street  
Voorhees, NJ 08043

Phone: 856-424-7776

Fax: 856-424-8180

Email: [info@chambersnj.com](mailto:info@chambersnj.com)Website: [www.chambersnj.com](http://www.chambersnj.com)

Debra P. Di Lorenzo

President &amp; CEO



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