

Work Hard, Play Golf, Support UCEDC

UCEDC's Annual Golf Classic has always been a highlight of our organization's fundraising efforts. This year's outing, our 24th, is shaping up to be as important for our organization as it is enjoyable for our guests.

Set for Wednesday, October 1, at Galloping Hills golf course in Kenilworth, our Golf Classic begins with registration at 11:15, followed by lunch and the shotgun start at 12:45. Cocktails begin at 5:45 with dinner and a silent auction and other festivities following.

More than 150 business and community leaders will participate in the event, but registration is still open and sponsorships are still available.

UCEDC's Annual Golf Classic is critical to the organization's fundraising efforts because it enables us to demonstrate to our large funders that we are supported by the community we serve. In addition, we are often required to generate a "match" for the grants we receive, and the money we raise from our golf outing allows us to meet those requirements.

According to Maureen Tinen, President of UCEDC, "Yes, it's a fun-filled event, but more importantly, your participation in the Annual Golf Classic enables UCEDC to ensure the continuity of our innovative lending, educational and technical assistance programs which ultimately benefit the small businesses of New Jersey's communities."

For more information about participation or sponsorship opportunities, contact Paige Sato at 908-527-1166 or psato@ucedc.com



PLEASE NOTE:

If you prefer to no longer receive information from UCEDC,
please call: 908-527-1166 or
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Success story: Samanghen Corporation

What should a good nurse do when a surgeon, asks her to buy something that actually doesn't even exist for the operating room? Why, she invents it, of course! And UCEDC finances the production!

Patricia Fernot is just that kind of nurse. When her boss, an ear, nose and throat (ENT) surgeon, asked her to purchase equipment that could stabilize a patient's head during common ENT operations, Ms. Fernot discovered that such a product did not exist. Not content with "no" as an answer, she then launched a second career—as an inventor.

In 2001, Ms. Fernot received a patent for her Fernot Retractor Stabilizer, a piece of surgical equipment that better stabilizes a patient's head while keeping instruments close at hand. Since then, she has been successfully marketing her product to ENT operating rooms in hospitals nationwide.

"I learned about UCEDC through my original manufacturer, D&D Technologies, who receives help from UCEDC in marketing their products to the government," Ms. Fernot said. "D&D knew I needed a small business loan to get my invention into the marketplace."

"I came to UCEDC for financing to expand my marketing efforts. With attractive financing, I am well positioned to increase the number of contracts I have with hospitals and surgical facilities."

According to Ellen McHenry, Director of Financial Programs for UCEDC, "Patricia Fernot's entrée into small business clearly demonstrates the value of having industry-specific experience. Her professional career as a surgical nurse adds value to her marketing efforts. She completely understands the need for the product's end users—other surgeons and nurses—and she can speak to her customers with that knowledge behind her."

In addition to running her business, Ms. Fernot continues to work as a surgical nurse, perhaps with an eye towards her next invention.

You can learn more about Samanghen at their website: www.entsafety.com/

Spotlight on Procurement

Beyond financing, UCEDC also offers free technical assistance to New Jersey companies interested in obtaining government contracts. Our government procurement specialists can help you or your clients identify and pursue contracting opportunities with the federal, state and local governments. This can be a huge step for small businesses, as government agencies spend billions of dollars each year on an enormous variety of goods and services.

Here's how it works:

- Meet with a UCEDC government contract specialist to identify contracting and subcontracting opportunities.
- You and your UCEDC government contract specialist complete the forms to register your company to receive daily "bid-match" notices of potential contracts for your particular goods and services.
- UCEDC continues to provide your company with direct leads to key purchasing agents specializing in your company's product or service.
- UCEDC assists your company with preparing and submitting your bid as well as administering pre- and post-award contract requirements.

Moreover, UCEDC offers free technical workshops throughout the year for businesses interested in marketing and selling to the federal, state and local agencies.

If you are ready to take your business to this level, or interested in learning more about procurement, contact Maryann Williams at mwilliams@ucedc.com or call 908-527-1166.

Welcome!

Jeff Nemeth, Controller. A native of Union County, Jeff joins UCEDC from a long career in accounting and consulting for New Jersey-based manufacturers. At home Jeff enjoys golf, gardening, and hiking. Jeff is married with three children. He can be reached at jnemeth@ucedc.com.

Alicia Falletti, Procurement Specialist. Alicia comes to UCEDC from the Greater New York Economic Development Center, where she worked in the procurement department for over seven years. Alicia also brings event management and marketing experience to our corporation. Alicia enjoys singing and playing guitar in her spare time. She can be reached at afalletti@ucedc.com

Nagina Grandison, Accounts Manager. Nagina comes to UCEDC with a background in bookkeeping and finance. In addition to working full-time, Nagina is pursuing her BA in accounting at Kean University. Nagina enjoys a host of athletic activities such as working out and running.

September-October Calendar

In addition to its own programs, UCEDC partners with like-missioned strategic partners to bring valuable technical workshops to the NJ small business community. To learn more about any event, visit our website (<http://www.ucedc.com/events-ucedc.php>)

Buying A Business or Franchise. *Wed. September 17, 6-8pm.* Capital One Bank, 1735 Morris Ave., Union Register through Kean University's SBDC at 908-737-4220.

NJEDA Women & Minority Owned Businesses Financing Information Session. *Wednesday, September 17 (Newark), Thursday, September 18 (Cherry Hill), Friday, September 19 (North Brunswick) and Thursday, September 25 (Wall).* Learn about the Economic Development Authority's financing programs for women and minority-owned businesses. Call 609-777-4880 to register.

Selling to the Federal Government. *Thursday, September 18, 9am to 1pm.* 1085 Morris Ave., Union. Learn what it takes to sell your company's products to the Federal government. Sponsored by UCEDC. Register at 908-527-1166.

Union County Green Conference, *Friday, October 3, all day.* Visit www.ucnj.org/home.cfm to learn more and register.

Small Business Tax Workshop, *Wednesday, October 8, 9am to 12pm* at the Scotch Plains Public Library. Register through Kean University's SBDC at 908-737-4220.

Check out our new website

Now all the information you need to work with UCEDC is at your fingertips at our redesigned website, www.ucedc.com! Whether it's a list of our workshops or access to a loan application, you'll find it easily on our new site.

In addition, the new website provides demographic reports and county-by-county resource guides. Users can also request appointments with our government contracts procurement team directly through the site.

"The goal for the redesign," states Paige Sato, Director of Business Development, "was driven by our desire to make sure that our clients and community partners could find what they needed quickly and easily. We think the new design is a lot more intuitive to navigate and a bit more fun with all the new client pictures."