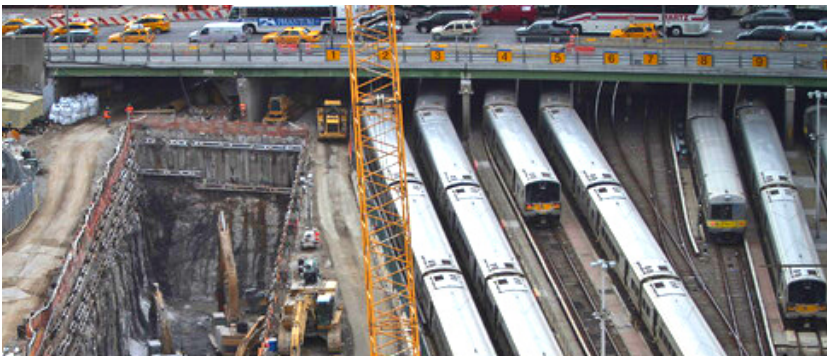




YOUR ESSENTIAL SOURCE FOR UNION COUNTY BUSINESS INFORMATION



GATEWAY TUNNEL PROJECTED EXPECTED TO START SUMMER 2023



New Jersey and New York expected to split the cost for phase 1 costing each state an estimated 386.2 Million.

With Union County having 4 stops on the Northeast Corridor Line news of the Gateway Tunnel Project finally coming to fruition is great news for the area. The Northeast Corridor (NEC) is the most heavily used passenger rail line in the U.S., with more than 2,000 intercity and commuter trains supporting approximately 800,000 daily passenger trips across eight states and Washington D.C.

With construction expected to start this summer, the project is set to modernize the critical stretch of tracks that run underneath the Hudson river into portions of New Jersey. It was in July of 2022 when Governor Phil Murphy of New Jersey and New York Governor Kathy Hochul have agreed to split the cost of the project. "Everybody is now rowing in the same direction," said Kris Kolluri, CEO of the Gateway Development Commission. The agreement has essentially given the project the greenlight.

According to the Port Authority, phase 1 of the project will cost \$2.7 Billion. The federal government has agreed to pay 60 percent of the cost which leaves New Jersey and New York paying an estimated 386.2 Million.

As the area marches forward after the pandemic, commuter demand is actually expected to increase as much as 10% above pre-pandemic levels. Much of this can be credited due to employer demands for a return to the office.

According to gatewayprogram.org the tunnel project will stimulate the economy by generating \$19 billion in economic activity over the Project's construction period as well as create over 72,000 direct, indirect and induced jobs over the construction period.

Governor Murphy is stated that the Gateway Project is "the most significant transportation project not just in New Jersey, but in the entire United States."

*A Message
From Our*

Commissioner
Chairman



Chairman Sergio Granados
Union County Board of County Commissioners

Welcome to the Economic Development Newsletter, a service of the Union County Department of Economic Development. This publication builds on our Union County Means Business outreach and networking initiative, which launched in 2012 to help our business community recover from the global financial crash of 2008.

The beginning of the COVID-19 pandemic in 2020 gave new urgency to this outreach mission. We redoubled our efforts to ensure that business owners, managers and entrepreneurs can make the most of the resources available to them, including access to emergency funding through the federal CARES Act.

As Chairman this year, I am introducing a slate of new business and workforce initiatives to keep our economy moving forward in the face of new challenges, both local and global.

This newsletter will help keep you informed and up to date on upcoming events and new programs as they roll out. Please share it with your contacts, follow Union County on social media, and reach out to my office with any concerns or comments you may have.

Sincerely,

Sergio Granados

Sergio Granados
Chairman, Union County Board of County Commissioners



Union County Means
BUSINESS

UNION COUNTY MEANS BUSINESS PANEL TAKES OVER KEAN UNIVERSITY



On October 4th, 2022 Union County Means Business teamed up with its respected partners to host a panel at Kean University's Donald R. Conklin Conference Center which highlighted six Union County businesses that were successful coming out the Covid-19 pandemic.

The event was titled "Strategic Resilience: Panel on adapting business in the event of an economic emergency" as a part of Union County Means Business Lunch & Learn series.

The panel masterfully offered insight on the day to day innerworkings and the challenges navigated by businesses during the pandemic as well as provided the unique strategies they implemented.

The event was hosted by County Commissioner Rebecca Williams and moderated by NJSBDC's Regional Director Rafael Mata.

The panel consisted of 6 business owners throughout Union County. The panelists were Charlotte Diakite of A3 Contracting, Mike Kelly of Garden State Strength and Fitness., Gladys Vonglahn of Gladys Cleaning Service LLC, Koron Barley of Headquarterz Hair Studio, Lee Frankel of Cross roads - Restaurant, Bar & Music Venue and lastly Kevin Castor of Melao's Cafe & Creamery.

For upcoming Union Means Business Events make sure to visit www.ucnj.org/ucmb



www.ucnj.org





Union County **WOMEN** Mean
BUSINESS

A Working Women's Summit 2022
Lessons in Leadership

RECAP



Pictured left to right: Commissioner Alexander Mirabella, Assemblywoman Linda Carter, County Clerk Joanne Rojappi, Commission Bette Jane Kowalski, NJ Health Commissioner Judith Persichilli, Commissioner Kimberly Palmieri-Moulded, Commissioner , Commissioner Rebecca Williams, Deputy County Manager Amy C. Wagner



October 25, 2022 Union County WOMEN Mean Business returned with its "A Working Women's Summit 2022" that took place at Galloping Hall Golf Course in Kenilworth.

This event was the eighth installment of the annual series, first initiated by Assemblywoman Linda Carter, then Union County Freeholder in 2013. Like others, this Union County Women Mean Business Summit was an initiative of the Union County Board of County Commissioners, in collaboration with their community partners.

Influential women business owners and entrepreneurs of all ages from all over Union County and the state gathered to network, engage in conversation, as well as receive valuable insight from the workshops being offered.

New Jersey Department of Health Commissioner Judith Persichilli served as the event's Keynote Speaker.

Commissioner Persichilli has been alongside Gov. Murphy leading the state's response to the COVID-19 pandemic. It was announced at the event by County Commissioner Rebecca Williams that State Health Commissioner Persichilli was recently honored by Governor Phil Murphy with the naming of the NJ Department of Health Building in Trenton after her.

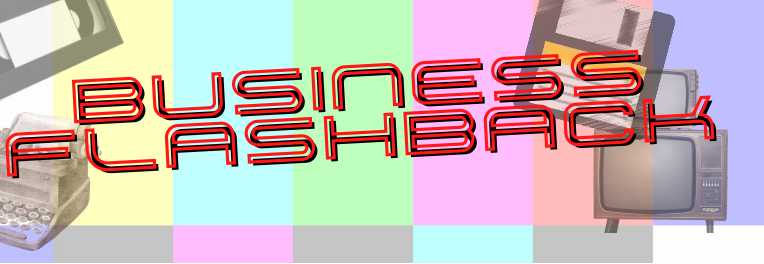
The event's presenters included Cherron Rountree, President and Partner of Direct Development and Sally Glick, Principal and Chief Growth Strategist of SOBELCO.

Moderators included Marcella Gencaelli, former VP Chair and Event Chairwoman of the Suburban Chamber of Commerce and Kay LiCausi, President and CEO of Hoboken Strategy Group.

Panelist at the event included: Dr. Peter Bolo, Psychiatrist, at Atlantic Health Katie Tempesta, Director of Human Resources, for JCT Solutions Jahlisa Jones, Senior Talent Acquisition at Provident Bank, Mary Adelman, Business Counselor at UCEDC, Sneh Kadakia, Founder and CEO, from HERE. Radiance "Rae" Ashe, Owner, HEIGHTMagazine and Felice Twaddle, Treasurer of the New Jersey CannaBusiness Association.

For more information on Union County WOMEN mean business please visit
<https://ucnj.org/ucwmb/>





CHAMBER HIGHLIGHTS



PICTURED: BOXED CEO CHIEH HUANG

The year was 2017 when Union County Means Business hosted its Lunch and Learn at the Stage House Tavern in Mountainside, NJ featuring Boxed.com Co-Founder and CEO Chieh Huang. Boxed is an app-driven, online national bulk retail company.

Established in 2013, it was named one of the next "billion dollar startups" by Forbes in 2015. Founded in New Jersey, one of Boxed nationwide fulfillment centers is a fully automated, 150,000 square foot facility located in Union Township.

Huang's story on starting the company from his garage was shared at the Lunch and Learn and shown to be very inspirational to our local business owners and entrepreneurs.

Boxed.com has grown to new heights since the CEO's appearance at the Union County Means Business event and is now trading on the NYSE.

According to foodtradenews.com Boxed.com has a valuation of around \$900 Million.

Stay tuned for upcoming Union County Means Business Lunch and Learn events where we are sure to have more influential speakers.

The Greater Elizabeth Chamber of Commerce is the largest business association in Elizabeth and surrounding towns and is your ally in representing and advancing your business interests. Our Chamber is the conduit that channels your interests to the opinion leaders and policy makers in the community.

The Greater Elizabeth Chamber of Commerce encourages businesses and organizations to proactively work together to promote and improve the business environment, build responsible partnerships that sustain prosperity and success and create a community that prides itself in providing the best place to work, live and do business.

For more information please visit <https://www.elizabethchamber.com/>



The Suburban Chamber of Commerce represents the active, involved business sectors in Summit, Berkeley Heights, and New Providence, three great communities that each have a hometown feel, are home to several world-renowned corporations, and are just 35 minutes away from Wall Street and everything New York City has to offer.

Our website features resources, places to visit, directory of business, upcoming events and much much more.

For more information please visit <https://www.suburbanchambers.org/>

BUSINESS.NJ.GOV GET MINORITY AND/OR WOMEN BUSINESS ENTERPRISE CERTIFICATION

M/WBE is a certificate issued by the state to identify minority and/or women owned business or enterprises. This certification may help when obtaining contracts with government entities or as subcontractors to a larger government contract.

A minority and/or woman-owned business or enterprise (M/WBE) can get certified with the State of New Jersey. While the New Jersey state government does not give special consideration to vendors that hold M/WBE certifications, some local government contracts do give special consideration.

A woman or a minority-owned business can apply.

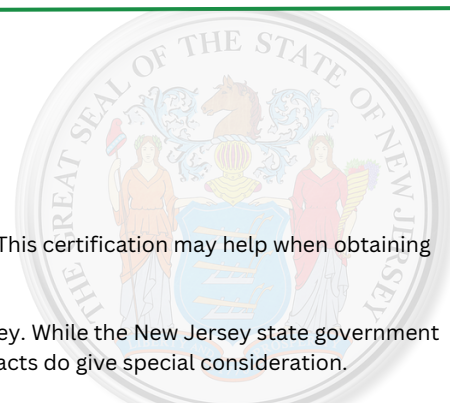
A Minority means a person who is: 1) Asian American, a person having origins in any of the original peoples of the Far East, Southeast Asia, Indian Subcontinent, Hawaii, or the Pacific Islands; 2) American Indian or Alaskan native, a person having origins in any of the original peoples of North America. 3) Black, a person having origins in any of the black racial groups in Africa; or 4) Hispanic, a person of Spanish or Portuguese culture, with origins in Mexico, South or Central America, or the Caribbean Islands.

A "Woman" or "women" means an individual, regardless of race, who self-identifies her gender as a woman, without regard to the individual's designated sex at birth.

Qualifying Businesses and Enterprises

1. A sole proprietorship, owned and controlled by a minority or woman;
2. A partnership or joint venture, owned and controlled by minorities and/or women in which at least 51% of the ownership interest is held by minorities and/or women and the management and daily business operations of which are controlled by one or more of the minorities and/or women who own it;
3. A corporation or other entity, whose management and daily business operations are controlled by one or more minorities and/or women who own it, and which is at least 51% owned by one or more minorities and/or women, or, if stock is issued, at least 51% of the stock is owned by one or more minorities and/or women.

For more information: Please visit business.nj.gov/pages/mwbe





Union County Means
BUSINESS

BUSINESS RESOURCES



ABOUT THE NJSBDC

A partnership program with the U.S. Small Business Administration, the Small Business Development Center (SBDC) at Kean University works with small business owners and entrepreneurs, offering a variety of educational and business resources to help them develop and grow their businesses. Counseling and training is available on how to finance, market and manage a small business. Kean University students and staff are encouraged to take advantage of SBDC services, including the periodic workshops offered at no cost to the University community. The New Jersey SBDC network also provides opportunities for students to participate in research and get first-hand business experience under the supervision of faculty and business professionals. The NJSBDC at Kean University has many of its upcoming events and workshops featured on the NJSBDC website. You may find these events and register with the provided QR Code.



The Union County NJSBDC office is located at America's Small Business Development Center at Kean University at 1000 Morris Ave Hall 303Y, Union, NJ 07083.



The state of New Jersey will receive more than \$255 million in funding through the federal State Small Business Credit Initiative, the New Jersey Economic Development Authority announced in December 2022.

The EDA will utilize the funding to develop six programs that will provide financial and technical assistance to small and microbusinesses, as well as early-stage, innovation-focused companies, located in New Jersey.

Administered by the U.S. Department of the Treasury, SSBCI is a federal program designed to catalyze lending and investment of private capital into small businesses, particularly those that would not otherwise have access to funding.

SSBCI supports the expansion of businesses owned by Socially and Economically Disadvantaged Individuals, by allocating at least \$27.5 million to benefit SEDI-owned businesses statewide.

Additional details on each of the NJEDA programs will be announced in the coming weeks.

Source:

<https://www.roi-nj.com/2022/12/21/finance/eda-receives-255m-in-federal-grants-to-support-small-business-community/>

Be sure to visit the *Union County Means Business* website often for updates on new resources available to your company as well as information on upcoming events designed to help strengthen business in and around Union County.

UPCOMING EVENTS

FEBRUARY

WEDNESDAY
22



will be hosting its "Business After Hours Networking Event". Come meet the members of GECC and its vibrant business community of high-performing organizations and professionals. The evening is complete with Food and Networking, at The Annex at City Tavern at 1109 Elizabeth Avenue. ADMISSION: Members: FREE • Non-Members: \$10



MARCH

WEDNESDAY
8



will host "The Power of Capital Part I with Chase from 4:30PM to 6:30PM. This will be a free event and will take place at Kean University-Hynes Hall Room 303Y Vermella Complex 1011H Morris Ave Union, NJ. Please note: Upon registration for this seminar you will be provided additional information. You can register through the QR Code link.



APRIL

WEDNESDAY
19



is offering a free webinar that provides practical understanding of marketing research techniques and tools. Learn how to develop a marketing strategy by utilizing free resources to access customer demographics, spending habits, and possible trends in your industry. Starts at 6PM. For more information, contact Dr. Jairo Borja at jborka@ucedc.com



THE UNION COUNTY BOARD OF COUNTY COMMISSIONERS



Sergio **GRANADOS**
Chairman



Kimberly **PALMIERI-MOUDED**
Vice-Chairwoman



James E. **BAKER, Jr.**



Joseph C. **BODEK**



Dr. Angela R. **GARRETSON**



Bette Jane **KOWALSKI**



Lourdes M. **LEON**



Alexander **MIRABELLA**



Rebecca **WILLIAMS**

Edward T. Oatman
County Manager

Amy Crisp Wagner
Deputy County Manager

James E. Pellettiere
Clerk of the Board

UNION COUNTY
We're Connected to You!

