



Press Release

New Jersey Small Business Owners Discuss Obstacles to Success

For Immediate Release

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CAMDEN, N.J., Feb. 27, 2006 – New Jersey small businesses are the lifeblood of the state’s economy, adding new jobs and creating economic growth while large corporations continue to downsize and outsource operations. In spite of their contributions, small businesses owners expressed concerns about the business climate during the “Listening to Small Business” forum at the Business Resource Center in Camden on Friday. Representatives from the New Jersey Small Business Development Centers (NJSBDC) network and the Department of Labor and Workforce Development listened as small business owners discussed the challenges and obstacles they face at all levels of government.

More than two dozen business owners and representatives participated in this session. They heard from small business owners Loretta Mattie of Dynasty Group, LTD and Ed Hanker of EJH Executive Business Management Services, LLC. NJSBDC Associate State Director Deborah Smarth, Rutgers-Camden Small Business Development Center Regional Director Gary Rago, and Sherie Jenkins of the Business Resource Center were on hand to listen to the concerns and recommendations of the small business owners. Both Ms. Mattie and Mr. Hanker are NJSBDC clients, crediting Gary Rago, and the Rutgers Camden SBDC with helping structure the launch of their businesses.

Ms. Mattie is the principal of a growing building materials supply company. She started with a line of credit resulting from her work with the Rutgers Camden SBDC after being turned down by several banks. The Rutgers Camden SBDC helped Mr. Hanker bridge his extensive corporate experience to the small business market and build his consulting business.

“We’re proud of our record at the Camden-Rutgers SBDC and heartened by the fact that our assistance to small business owners result in success stories like those of Loretta Mattie and Ed Hanker,” said Rago.

Both Mattie and Hanker lost corporate jobs within the past several years and have succeeded in starting and growing their business. Both clients appeared at the session to share their stories, give credit to this local SBDC and encourage others to use the Rutgers Camden SBDC as a tool of empowerment if they want to succeed. Other attending business owners discussed the challenges of getting businesses started, finding financing, and even how to cope with payment delays in contracting with larger corporations. Small business owners voiced concerns, alleging regular problems in the procedure for appealing erroneous penalties for State sales taxes that had

already been paid. Others asked about programs to promote filmmaking in southern New Jersey and to assist service-related disabled veterans and minority or women owned business in garnering contracts with State and Federal agencies.

Ms. Smarth told the gathering, “In a day and age when people are being downsized out of jobs due to corporate restructuring and outsourcing practices, it is so important to make it easier, not more difficult, for small business owners to start and grow their operations. State government has to be super-friendly since entrepreneurs and small business owners have limited resources in the earlier and mid-stages of growth.” Smarth outlined the business support services that NJSBDC provides to small businesses through its 11 regional offices, including the Rutgers-Camden SBDC, which serves Burlington, Camden, Gloucester and Salem Counties. She also assured the audience that the concerns and requests for services gathered at today’s events would be compiled into a report that NJSBDC will present to the state legislature and its appropriate committees.

In 2005, the NJSBDC provided assistance to more than 23,000 small business owners with more than 7,000 receiving one-to-one personalized management consulting; facilitated \$105.5 million in financing through loans, procurement contracts and grants; and helped create or retain 10,000 jobs. The network is a federal-state-educational partnership funded by the US Small Business Administration, the NJ Commerce, Economic Growth and Tourism Commission, the Rutgers Business School and other educational institutions which host SBDC regional centers throughout the State.

NJSBDC has previously held “Listening to Small Business” forums and walking tours in South Orange, Long Branch, Perth Amboy, Atlantic City, Sayreville and Cape May. The findings and recommendations from the seven forums around the state will be compiled in an official report to the State Legislature and presented to its legislative leadership, Governor Jon Corzine, and key members of his staff, for future action in the Spring.

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The New Jersey Small Business Development Centers (NJSBDC) network is the premier provider of comprehensive services and programs for small business in New Jersey, helping businesses expand their operations, manage their growth or start new ventures. The NJSBDC network consists of 11 service centers with a presence in every county. Expert staff and practicing business consultants help established small business owners and aspiring entrepreneurs to develop business plans, find financing, identify new markets and expand their operations.