2014 Trenton Business Week Program

21st Annual Trenton Business Week, "Rediscover the Spirit of our Capital City"
October 20 -23, 2014

Monday, October 20, 2014

Kick Off Networking & Awards Breakfast

October 20, 2014 8:00 AM - 10:00 AM Wyndham Garden Trenton



The opening event featured Mayor Eric Jackson and presentation of the Trenton Business of the Year Awards.

2014 Trenton Business Awards

Small Business of the Year: Crest Paper Products



Crest Paper Products

Francis DiManno, President
457 Mulberry Street, Trenton, NJ 08638

Crest Paper Products provides quality goods including paper products, janitorial supplies, food service supplies, and health care products to large and small businesses and institutions in a multistate area. The company specializes in innovative ideas in packaging, food service, and janitorial maintenance with thousands of products from leading manufacturers.

Most Improved Appearance: New Jersey Business & Industry Association



New Jersey Business & Industry Association Michele Siekerka, President

New Jersey Business & Industry Association provides information, services and advocacy to its member companies in order to build a more prosperous New Jersey. Its 20,000 plus members, as a group, employ more than one million people. NJBIA was founded in 1910 as a group of manufacturers who wanted to share ideas and to have a say in governmental policies. Today

it is largest statewide employer association whose members represent every industry in New Jersey including manufacturers, retail and wholesale businesses, and service providers. NJBIA recently relocated from their old headquarters on West State Street to a new, spacious, multi story building on West Lafayette Street in downtown Trenton.

Most Successful New Business: Jireh Restaurant



Jireh Restaurant Juan Peralda, Owner 687 South Clinton Ave, Trenton, NJ 08611 (609) 656-2333

Jireh Restaurant is a popular Guatemalan restaurant located near the Roebling Market at the corner of Dye Street and South Clinton Avenue. Jireh specializes in Hispanic cuisine including Pupusas which are stuffed, grilled tortillas. The restaurant prides itself on its home

cooked food and very reasonable prices. They provide a wide range of Guatemalan food.

SPECIAL AWARD: "Trenton Business Ambassador"



Don Addison is the President of Photos by Don. As a freelance photographer, he prides himself on great service and professionalism in documenting important moments. Don's past positions include Director of Community Relations, Greater Trenton Area YMCA; Division Chief, Mercer County Office of

Economic Opportunity and Affirmative Action; and Customer Service Manager, Xerox Corporation.

While Don has obtained outstanding professional success, he has also been a remarkable contributor to his community for

many, many years. Don is a member of the MIDJersey Chamber of Commerce and cochairs its Ewing Chapter, a Deacon of the Union Baptist Church of Trenton, on the Red Cross Disaster Team Mercer, a member of the Lawrence Township Growth & Redevelopment Committee, a member of the Ewing Patriots Committee and a volunteer with Capital Health Hopewell for Pastoral & Clergical Care.

Don is never just a "member." He approaches any commitment with energy and enthusiasm and a huge capacity for giving. His contribution to the City of Trenton and Mercer County business communities over the years has been invaluable.

Creative Marketing of Trenton Awards

In addition to the business awards, four organizations will receive "Creative Marketing Awards" for their efforts in attracting thousands of people to Trenton.

The Trenton African American Cultural Festival

Latarsha Burke, Executive Director

Candice Frederick, Marketing/Media

The Trenton African American Cultural Festival (formerly the Trenton African American Pride Festival) is an annual celebration of history, culture, heritage and art. The goal is to inspire an appreciation for the diversity, influence and contributions of the African Diaspora. The festival offers an Artist Row Stage, and two stages of music and dance including Caribbean music. The 2015 festival is presently being planned.

The Rockhopper Creative

Joseph Kuzemka, Owner

The Rockhopper Creative is an award winning graphic design house located in Trenton which offers creative marketing solutions for small and large businesses. During the past 17 years, the firm has created marketing campaigns, direct mail packages, annual reports posters and website graphics.

Clients include Johnson & Johnson, Arm & Hammer, Artworks Trenton, Art All Night, and DeLorenzo's Pizza. Mr. Kuzemka has served as Chair and Creative Director for Art All Night. He recently promoted the Capital City Food Truck Battle with Trenton Social Restaurant.

Exit 7A Creative Services & Studios

Scott Miller, Owner

Exit 7A is a media production firm and studio which does live sound for events and offers video production. The owner of the company is Scott Miller. Mr. Miller recently promote the Pork Roll Festival in Trenton, which is slated to become an annual event. Exit 7A recently provided promo videos and

photography for the Trenton Half Marathon. The company offers audio and videoing recording, vocal recording, audio video editing and graphic design.

Guatemala Merchants Association

Estuardo Arriola, President

The Guatemalan Merchants Association is a 501c3 nonprofit of business persons and citizens that seek to foster economic growth, and to encourage social and spiritual improvement of the Guatemalan community. The Association forms strategic alliances with other organizations to develop programs for the community. In conjunction with other groups, the Association sponsors the Independence Parade in September. They also offer student scholarships.

Do You Know What Your Business is Worth?

You are a business owner currently, but you would like to know just what your business is worth. Come and learn the techniques for valuing a business, such as the "rules of thumb", and mostly importantly, the benefits of having this knowledge in your back pocket. Included in Gary's presentation will be an explanation of multi-dimensional valuation and why it is important to your business - using the valuation information in partnership disputes, bank financing, business succession and sales. Understand common mistakes and hallmarks for this useful information. Did you know that a proper valuation can speed up a sale by 6 months on average? Let Gary bring this mindset into focus for you as a business owner.



Presenter:

Gary W. Herviou, Managing Director A Neumann & Associates, LLC www.neumannassociates.com

Starting a Business in NJ - The Steps You Need to Take

October 20, 2014 10:00 AM - 11:30 AM

Wyndham Garden Trenton, 1 West Lafayette Street, Trenton, NJ 08608

The decision to start a business is an exciting time for any entrepreneur. However, there are many steps you will need to take to protect yourself from potential liability, and also to understand legal, insurance and tax issues. Erich has walked this walk as an entrepreneur and now, at UCEDC, trains and mentors entrepreneurs statewide. He will discuss the importance of naming and registering your business as well as what is required if you have employees or contractors. Learn the mechanics of starting your business and get started in the right way.



Erich Peter is the Director of Training & Technical Assistance for UCEDC, a statewide non-profit economic development corporation. In this role, Mr. Peter is responsible for managing the organization's training workshops, small business mentoring program, ISO 9001 consortium, as well as its Entrepreneurial Training Initiative, a six week workshop that takes aspiring business owners from assessing their business readiness to the completion of a professional business plan.

Erich comes to UCEDC with experience as both a corporate finance and management professional as well as an entrepreneur. Mr. Peter began his career in the public accounting industry and worked with a wide variety of businesses. Subsequently, he worked in the energy industry for

7 years in various management and financial roles. Mr Peter then owned and operated a local printing company for six years before selling the business and joining the UCEDC team in his current role. www.ucedc.com.

Bring the SBDC A-Team Experts to YOUR Site

October 20 - 24, 2014



Make appointment through the SBDC website for Monday afternoon, October 20 through Friday, October 24 between 8:00am-4:00pm.

Or call America's SBDC at 609-771-2947 to reserve your onsite

EVERY SINGLE Business in Mercer County faces challenges in their operations, facing problems or forging growth. Bring America's Small Business Development Center A Team at the College of New Jersey to your business for help. For securing financing, managing human resources, creating lean process, marketing, sales, whatever your concern, the A TEAM Experts will come on site to ASSESS and ANALYZE your challenge, ADVISE you with recommendations and help you create an ACTION Plan at no charge to you during Trenton Business Week.

To reserve an appointment on site that your business is ENTITLED to supported by federal, state and county funds, call America's SBDC at 609-771-2947 to reserve your onsite appointmentOct 20 - Oct 24 between 8am-4pm. Be prepared to let them know what challenges you want to address so they match the appropriate consultant to provide you guidance.

Reception Proudly Hosted by the Capital Region Minority Chamber and the Hispanic Community

October 20, 2014 5:30 PM - 7:30 PM Wyndham Garden Trenton, 1 West Lafayette Street, Trenton, NJ 08608



The Capital Region Minority Chamber of Commerce and The Hispanic Community Cordially invite you to say

WELCOME ~ BIENVENIDA Francis Blanco

The First Latina to be appointed chief of staff in the City of Trenton

\$30 per person RSVP to CRMCC office, 609-631-8802 Checks can be made out to CRMCC ~ 485 Hamilton Ave, Trenton, NJ 08609

Protecting your Creative Artwork with Legal Tools

October 20, 2014 7:30 PM - 8:30 PM



Artworks, 19 Everett Alley, Trenton, NJ 08611

Stephen Slusher is a patent attorney and Chief Legal Officer for a publicly-traded biotechnology company in central New Jersey. Previously he was a partner in an intellectual property law firm. The program will focus on practical considerations of copyright and intellectual property law for artists and creative entrepreneurs.

Tuesday, October 21, 2014

Build Your Brand - Boost Your Profits With Social Media

October 21, 2014 8:30 AM - 9:30 AM

Wyndham Garden Trenton, 1 West Lafayette Street, Trenton, NJ 08608

Social media is becoming increasingly more important to include in your marketing and sales strategy. So why should you care and how can you utilize these tools to build trust, show your expertise, and provide resources to clients and potential clients? What strategies will give you the best return on your investment?

Join Lisa Kanda, social media consultant and trainer; business and marketing advisor; and strategic planning consultant; to discover how social media is vital to building your brand and increasing customer loyalty to lead to more referrals, leads and sales.



Lisa Kanda is president and chief results officer at Elkay Corporate Advisors, LLC, an award winning consulting firm specializing in strategic business and marketing planning; social media training and implementation; and executive coaching services to businesses, entrepreneurs and individuals. www.elkayadvisors.com

Lisa is also an adjunct professor at Monmouth University and a consultant to the Monmouth/Ocean Small Business Development Center. She is co-instructor of the Digital Blueprint Certificate Program for the

MOSBDC.http://www.mosbdc.com/training/digital-blueprint-certificate-program/

Buying a Franchise - What do You Need to Know?

October 21, 2014 8:30 AM - 9:30 AM Wyndham Garden Trenton, 1 West Lafayette Street, Trenton, NJ 08608

Learn what you need to know to become a successful franchise owner. Understand what franchises are available in this region/state, compare the support and training you might expect from the franchisor, learn how to interpret the required UFOC statement, and be guided through the opportunities and pitfalls of this successful business model.



Using her deep knowledge of franchising, Alison Warner is a Franchise Specialist with FranNet of NJ and NYC which helps potential and current entrepreneurs discover whether franchising is the right business opportunity for them. She matches her clients with the right franchise opportunity for them based on their likes/dislikes, goals, lifestyle, interests and investment level. Alison has a background in franchising, working as an Operations Advisor for a major franchise. She has helped dozens of franchised small retail shops become more profitable by effectively marketing their business, and trained business owners and their employees in operations,

sales, marketing, POS software, graphic design, production, and light installation.

At **FranNet**, we partner with aspiring entrepreneurs to help determine the best franchise opportunities to match their goals, skill set and lifestyle. Whether you're interested in an initial consultation to determine if franchise ownership is right for you or you're ready to purchase a franchise business, Alison Warner at FranNet can provide the valuable research and advice you need to feel truly confident in your decision.

Social Media - Choosing, Setting up and Optimizing

October 21, 2014 9:30 AM - 10:30 AM Wyndham Garden Trenton
During your time with Jennifer she will break down the three important pieces of social media for any small business owner - how to set-up and optimize your social media accounts, how to connect with the right people, and then how to be social without looking like an advertisement. Jennifer will break down each step of the process into small manageable pieces so you can get started or advance your current efforts.

Jennifer Gardella, PhD is a social media consultant dedicated to helping small business owners establish and build their presence on LinkedIn, Twitter, Facebook, and

Google Plus. Working with clients she considers their time and budget providing support through email, phone, and in-person consultations.



You can find Jennifer on her website JenniferGardella.com and on the Huffington Post. In her spare time Jennifer can be found parenting her three teenage daughters, with her special someone, gathered around her dining room table with friends, at the gym, and of course blogging!

Jennifer owns Your Social Media

Hour (www.yoursocialmediahour.com) an email service providing daily support to small business owners at an affordable price point. Her instructions help set-up accounts, connect with the right people, and then be social. Jennifer believes all small business owners should develop a unique social media presence and is honored when they choose to work with her for guidance.

What's in Your Business Toolbox? Resources through the NJ Dept. Of Labor

October 21, 2014 9:30 AM - 10:30 AM Wyndham Garden Trenton

This program will take place on the 2nd floor in the Hotel.

Christopher Murphy, Manager, Statewide Strategic Initiatives and Robert Grimmie, Director, Center for Occupational Employment Information from the New Jersey Department of Labor and Workforce Development will give an overview of the programs and services available to New Jersey business owners to assist with hiring qualified employees; training grants businesses may be eligible to receive to train existing workers or expand their workforces; hiring incentives for businesses that hire workers from specific populations; and human resource services. Additionally, staff will review how business owners can benefit from connecting with the department's Talent Networks and review the advantages of using www.Jobs4Jersey.com

For more detailed information - http://jobs4jersey.com/jobs4jersey/index.html

State of the Capital Address featuring Mayor Eric Jackson

October 21, 2014 11:30 AM - 1:30 PM RHO Waterfront, 50 Riverview Executive Park (Rte 29), Trenton NJ 08611



Join the MIDJersey Chamber in hosting the inaugural State of the Capital, featuring Trenton Mayor Eric Jackson.

The State of the Capital will be one of the highlights of the Capital City's annual Trenton Business Week.

the MIDJersey Chamber of Commerce.

TD Bank Business Networking Reception

October 21, 2014 6:00 PM - 8:00 PM TD Bank, 50 East State Street, Trenton, NJ



Platinum Sponsor TD Bank will once again host the networking reception not to be missed at their 50 East State Street branch! RSVP to jacquelyn.sheridan@td.com or osman.ajmal@td.com.

Cómo Acceder a Capital cuando Prestamistas tienden a decir No (Presented in Spanish)

October 21, 2014 7:00 PM - 8:30 PM Living Hope Empowerment Center, 401 Farragut Ave, Trenton, NJ 08629

¿Fue su préstamo de negocios negado por un banco u otra institución financiera? ¿Está buscando obtener préstamos de entre \$ 500 y \$ 25.000 para su negocio? ¿Desea reparar su crédito? ¿Está pensando en ampliar su negocio, abrir una nueva empresa o la necesidad de comprar equipo, pero no saben cómo obtener ayuda financiera? Este es el lugar correcto para usted! Venga y únase a nosotroseneste evento en el queobtendrá toda la información necesaria sobre cómoaplicar directamente y obtener una respuestadentro de 48 horas si usted está preaprobado. Los asistentes recibirán orientación sobre el crédito, cómo reparar crédito y microcréditos, la forma de aplicar y los documentos necesarios para adquirir un préstamo.

How to Access Capital When Lenders Say No

Was your business loan denied by a bank or other financial institution? Are you looking to obtain loans between \$500-\$25,000 for your business? Would you like to repair your credit? Are you planning to expand your business, open a new adventure or need to buy equipment but do not know how to get financial help? This is the event for you! Come, join us for this event where you can apply directly and obtain an answer if you are pre approved within 48 hrs. Attendees will receive an orientation about credit, how to repair credit, how to apply for microloans and documents needed.



Luis de la Hoz, The Intersect Fund - The Intersect Fund is a lender that equips the least fortunate with the skills and capital to develop successful businesses, generate income and build assets. They provide microloans of \$500 to \$25,000 to low-income, minority and women-owned businesses throughout New Jersey. Their clients are individuals seeking loans to grow their businesses and improve or establish a credit history.



Norma Diaz is from the Dominican Republic and was raised in Perth Amboy, NJ. Norma assists small business owners through teaching and counseling in all aspects of their finances. She currently teaches throughout New Jersey on the topics of individual and small business finances, understanding credit – how to build it and use it wisely, growing a successful businesses and where to access a loan when it is needed. Her motto is "Make your money work for you." Norma graduated from the University of Maryland

with majors in Finance and Management and now has a Masters in Education from Capella University. Her career encompasses legal work, small business loans and residential mortgage counseling for NJ Citizen Action and financial institutions such as Wells Fargo and Provident Bank.

Your Artwork - The Importance of Quality Photos

October 21, 2014 7:00 PM - 8:00 PM Artworks, 19 Everett Alley, Trenton, NJ 08611

As an artist and small business owner, you need your artwork look its best when marketing or showing. Come to this workshop to learn from a successful professional photographer how to: create a quality photo, use light, stage the scene and other pointers. But even more important, learn how to identify the photographer who can take that special photo and hear about the range of fees for quality photography. Photographs are a critical piece of effective marketing — it is the visual preview to pique the interest of potential customers. So no matter who your audience, the photograph is your entrance through the "potential sale" door.

Presenter: Paul Guba

Paul Guba is a professional photographer with over 25 years experience; fulfilling a lifelong artistic passion, he was educated at Rochester Institute of Technology and owned a studio in New York City. His clients are commercial, editorial and marketing firms. In addition, his fine art and documentary photography has been shown at various venues. Having photographed everything from diamond rings to oil tankers and migrant workers to CEOs, Paul treats every photo shoot with the same care and attention to detail. He currently maintains a commercial photography studio in New Jersey. www.paulgubaphoto.com/

Wednesday, October 22, 2014

Central NJ Expo

October 22, 2014 10:00 AM - 3:00 PM Sun National Bank Center, 81 Hamilton Avenue, Trenton, NJ 08611



The 2014 Annual Fall Central NJ Expo is the largest expo and networking event in mid-Jersey for business and consumers. Whether you choose to sponsor, exhibit or attend; this will provide you with the greatest opportunity to meet other exhibitors and consumers from the mid-Jersey region.

Visit the MIDJersey Chamber's Expo site for information about exhibiting.

Thursday, October 23, 2014

Regional Mayoral Roundtable Breakfast

October 23, 2014 8:00 AM - 10:00 AM Trenton Country Club, 201 Sullivan Way, Ewing, NJ

The Princeton Regional Chamber of Commerce believes that the challenges faced by our municipalities are not unique issues and the collective impact is felt across township and municipal government lines by all of us.



Mayors from five communities—Ewing, Hamilton, Lawrence, Robbinsville and Trenton—have commiteed to attend the Second Annual Regional Mayoral Roundtable. As an added feature of this date, this Roundtable will be presented as part of Trenton Business Week programming.

Transportation issues, residential development issues, economic growth

opportunities are but a few of the multiple issues facing all of our municipalities. We believe that solutions are reached earlier, answers more easily resolved and outcomes implemented quicker when we work together.

The "Regional Mayoral Roundtable Breakfast" program was designed with these goals in mind. The public is invited to attend and guests will have the opportunity to network with local officials and Chamber members. We believe that this will be an excellent opportunity for business people, your constituents and others to come together to hear about common concerns that impact all of us.

The breakfast begins at 8 a.m. with networking; the panel will start at 8:30 a.m. and will conclude at 10 a.m.

Registration link (breakfast tickets are

\$30): http://web.princetonchamber.org/events/eventdetail.aspx?EventID=302

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You Need \$ for your Small Business - Hear about Different Funding Sources

October 23, 2014 8:30 AM - 9:30 AM NJBIA, 10 West Lafayette Street, Trenton, NJ

Funding Panel - SBA Microlender; Working Capital Financing; Crowdsourcing; The Intersect Fund



Robert "Bob" Vanaman, Jr. Executive Vice President Allied Financial Corporation of Delaware Valley www.alliedfinancialcorp.com

Allied Financial is a direct lender providing working capital financing to "non-bankable" manufacturers, wholesale/distributors, B2B service companies (including staffing and consulting) and non-bonded contractors with credit requirements from \$25,000 to \$1.5 million. We are able to fund early stage/start-up companies and established businesses that are experiencing financial challenges. We are very experienced entrepreneurial lenders that are able to quickly structure customized funding programs for our customers to help them to grow and prosper.



Kevin Lewis, CEO

Kevin Lewis is the CEO and Founder of Lewis Education Group. Lewis Education Group provides consulting services in Small Business Development with a major focus on financing and capital acquisition. He and his wife have partnered together to create an eight-phase system for developing successful Crowdfunding campaigns and have helped over 90% of their clients reach their Crowdfunding campaign goals. In addition,

Kevin is the author of Crowdfundamentals: How to Raise \$100K in 30 Days and Everything You Dared to Know about Entrepreneurship. He also developed the instructor's manuals for the Introduction to Entrepreneurship and Managing Growing Ventures courses at Rutgers University.

Explanation of Crowdfunding:

With the passing of President Obama's JOBS Act in April 2013, the word of the day seems to be crowdfunding. While this concept has arguably been around for centuries, it is still formally recognized as a new industry to many consumers, particularly those outside the United States. Crowdfunding is by definition, "the practice of funding a project or venture by raising many small amounts of money from a large number of people, typically via the Internet."

Nancy Finn

Director of Local Partnerships
THE INTERSECT FUND

intersectfund.org

Nancy Finn, Director of Local Partnerships for The Intersect Fund is responsible for the coordination of fund development activities and acts as liaison to local community, church and civic organizations. Previously a member of the Fund's Board of Directors and Loan Committee, Nancy joined the staff in August 2012. She has over 30 years of experience in fundraising and community organizing for non-profits in New Jersey and New York.

The Intersect Fund is a rapidly growing, non-profit microlender and certified CDFI that invests in people who need help to build strong businesses that create and sustain jobs. We provide business training, coaching and microloans to low-income, minority and women-owned businesses throughout New Jersey.

Intersect Fund clients are individuals seeking loans to grow their businesses and improve or establish a credit history. Since 2009 The Intersect Fund has provided more than 550 loans totaling more than \$1,900,000. Our business training provides one-on-one coaching and technical assistance for barely existing businesses to more established business seeking to register businesses, manage cash flow, find new customers and develop new marketing strategies. This "just in time" approach has strengthened more than 1,000 businesses. For more information go to: www.intersectfund.org.



Nathalia A. Giraldo
Regional Business Assistance Corporation (RBAC)
www.rbacloan.com

Nathalia A. Giraldo is the Director of Financial Programs for RBAC. She oversees all functions related to loan referrals, credit review, operations, marketing and portfolio risk management. RBAC has a loan portfolio of almost \$100MM. Nathalia has 10 years experience working in economic development, including with the United Nations outreach in Latin America and the Caribbean and with RBAC assisting small businesses in accessing capital in the tri-

state region. She holds a Non-for-profit Management certificate from Columbia University and dual degree on Management Science and Economics from Kean University.

Nonprofit Grant Sources - Rethinking Social Entrepreneurship

October 23, 2014 10:30 AM - 12:00 PM

Thomas Edison State College, 101 West State Street, Prudence Hall, Trenton, NJ 08608

Social Entrepreneurship (SE) combines a number of activities devoted to making a difference in the lives of people. It embraces business techniques to address social issues in innovative ways. Through SE, the nonprofit sector can identify programs and revenue sources which can be the catalyst for inroads into intractable social issues. This workshop will explain social entrepreneurship and innovation as well as the how-to's of developing opportunities. Also learn how this emerging and exciting sector within nonprofits can be one of the answers for leaders who are enterprising and focused on creating a high impact nonprofit. Senior management and influencers should attend. Join us and learn. Registration is limited.



Edward (Eddie) LaPorté is the Executive Director of the NJ Office of Faith Based Initiative where he has been leading its efforts for the past 8 years. He is also an adjunct professor at Rutgers University and Kean University where he teaches social entrepreneurship.

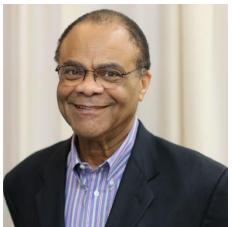
He is an alumnus of both Rutgers University, undergrad and Kean University, MPA program. In 2007 Eddie was honored by the Metuchen Edison Area Branch of the NAACP's 31st Annual Freedom Fund Award Gala where he received the W.E.B. Dubois Cultural Award.

Eddie's vision of moving the social sector into an entrepreneurial way of thinking is best highlighted by the changes in funding that are occurring in the NJOFBI since 2013 to the present. The NJOBI has supported and encourages the growth of social entrepreneur ventures and the implementation of socially innovative programs that are designed to not only measure for impact but achieve transformative community change.

Addison Keep It Local Networking Event

October 23, 2014 5:30 - 7:30PM

The College of New Jersey, 2000 Pennington Road, Ewing, NJ 08628



To honor **Don Addison** who always teaches and practices connecting businesses and organizations in our local area, we are gathering local businesses to come, get connected, and support our local B2B opportunities.

In celebration of Don Addison, donations are welcomed to support the Trenton High School Inspirational Choir. Please bring checks payable to *Trenton HS Inspirational Choir*. Networking is free. **Preregistration is required.**

Turn into campus from Pennington Road and then follow the red, white and blue business event signage to the location.