

Irvington, NJ

Mayor Sara B. Bost



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Small Business Turnkey And Government Contracting for Small Business

Urban Enterprise

On May 16, 2000, under the stewardship of Mayor, Sara B. Bost, Irvington sponsored a Partner America™ Small Business Conference (a partnership/collaboration between the United States Conference of Mayors and American Management Services). Irvington was one of the first municipalities to host this forum which provides technical assistance to small businesses. Irvington also hosted a special "Partner America Day" to kick off seminars on business improvement. The first such seminar presented success stories about growth and expansion in Irvington, featuring local business leaders, highlighted procurement opportunities from the Federal government and the national recognition received by the Township of Irvington for its Transit Gateway Project, this as a direct result of Mayor Bost's participation in the Mayor's Institute on City Design, which addressed the case study for the Irvington Transit Gateway Project.

Mayor Bost worked diligently with colleagues and legislators on both the state and national levels to establish permanent Urban Enterprise Zones thus transforming a beleaguered urban community into a flourishing municipality while demonstrating the significance of small businesses in communities like Irvington.

According to recent statistics, there are approximately 25 million small businesses in America, which employ 50% of the country's private workforce; create two of every three new jobs, and provide approximately 75% of the net new jobs added to the economy. In Irvington, there are 1400 small businesses.

This type of project greatly benefits the small businesses that operate in Irvington. Seminars that provide knowledge to merchants and business operators enhance their ability to operate their businesses at high levels of success. Thus, the retention of privately owned businesses will increase, create stability, and ultimately improve the quality of life for residents.

The Irvington Urban Enterprise Zone (UEZ), in conjunction with the New Jersey

Institute of Technology (NJIT) Defense Procurement Technical Assistance Center, sponsored an "Introductory Workshop: Government Contracting for Small Business" on October 19, 2000. This seminar, like Partner America Day, was offered at no cost to participants.

This workshop covered the fundamentals of doing business with the federal and state government. During the workshop, NJIT instructed participants on how to apply for Central Contractor Registration (CCR), included an overview of the bidding process and provided resource guides of the State of New Jersey with representatives phone numbers. Participants were also informed of the additional services that the NJIT Defense Procurement Technical Assistance Center provides.

The coordination of programs like these provide resources for the business community and for residents of Irvington that might be interested in starting their own business. The sharing of vital information that previously was either costly or difficult to obtain increases the general knowledge base of the entrepreneur and improves their ability to address quality of life issues. In addition to providing valuable resources, the Irvington UEZ, with the Mayor's involvement, administers programs that provide for graffiti and litter removal, greater police presence, façade improvement grants and development of programs for other essential services that impact upon the daily lives of their citizens. Through the township's economic development activities, stimulated by the UEZ, they have attracted 65 new UEZ businesses as well as created 400 new full-time positions. They have also secured funding for 16 UEZ projects in the amount of \$1.3 million to spur economic revitalization in the Township of Irvington.

Recently, Irvington witnessed its second business improvement district, the Camptown Industrial Business Improvement District. Irvington is one of five Municipalities statewide to have two Business Improvement Districts (BIDs). The Industrial BID will

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Program has been running three years

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provide a reliable funding source to the industrial district to undertake the goals of business retention and attraction; job creation; increased security; stabilization of the ratable base; and a more pleasing environment conducive to business.

The Springfield Avenue Center BID, working in conjunction with Irvington UEZ, has undertaken a beautification project that will enhance the quality of life in the Township and stimulate new economic growth. By purchasing new trash and recycling receptacles, hanging flower baskets and planting new trees along the Irvington center business district, they are providing a clean and aesthetically pleasing shopping and working environment.

Their successful partnership with the private sector, local business owners, the Irvington Chamber of Commerce, Springfield Avenue Center Business Improvement District (SACBID) and the newly-created Camptown Industrial Business Improvement District (CBID) shall enhance the feasibility that all workshops and projects shall be successful. By continuing to offer programs, workshops and training sessions, Irvington is able to provide a venue for partnership with local, state and federal agencies as well as private corporations.