

# **Small Business Success Awards 2004**

**Bergen Community College SBDC  
Christopher Garcia and Sean Morgan  
Northeastern Environmental Resolutions, LLC  
Hewitt**



**973-853-0063**

**Early in 2004, Christopher Garcia and Sean Morgan sought the assistance of the Bergen SBDC's Assistant Regional Director, Jeanmarie Tenuto, as they wished to forge a new direction for the business that was initially established in 2002 by Chris Garcia. With Chris' broad business experience and Sean's impressive environmental engineering track record, the two graduates of Rensselaer Polytechnic Institute were in need of guidance regarding the logistics of establishing Northeastern Environmental Resolutions, LLC (NER) in the environmental consulting industry. With Tenuto's guidance, Sean and Chris created and implemented a short-term business plan outlining goals, objectives and a plan of action. This short-term planning has resulted in NER obtaining their goals and assisted in developing major milestones for the company's long-term vision.**

**Garcia and Morgan started attending Bergen Community College SBDC seminars such as "How to Build a Consulting Business" with Regional Director Vince D'Elia and "Selling to the Government" with since retired Procurement Director Madeline Britman before meeting with Tenuto for individual consulting. "Jeanmarie was instrumental in helping us kick-**

**start our plans,” said Garcia. “Sean and I had a raw vision and recognized that we needed to refine our objectives, establish our business plan and execute the necessary details in order to meet our goals.”**

**As part of their relationship building strategy, NER has been active in the public sector as advisors and committee members for the future of the Wallkill River Watershed spanning portions of New Jersey and New York where Morgan spent most of his life. He witnessed many environmental and societal changes occur in that area, developing a deep passion to clean and restore the Wallkill River and its surrounding communities, “Our goal as individuals and an organization is to provide informative and useful solutions in pursuit of smart growth and a clean environment to benefit future generations,” he said.**

**While attending the Commerce and Industry Association of New Jersey’s (CIANJ) annual Environmental Procurement Conference on Tenuto’s suggestion, Morgan and Garcia were able to establish contacts and inked a contract worth roughly \$200,000 annually as a subcontractor for a major oil company providing operations and maintenance at service stations throughout the state of New Jersey. “Sean and I have a real passion for this business,” said Garcia. “We will always be grateful for the fantastic support we’ve received from Jeanmarie, Vincent D’Elia and the staff at the Bergen SBDC.”**



***Christopher Garcia and Sean Morgan (from left) received a membership in the Commerce and Industry Association of NJ from board member Lou Weiss (center) and Deb Romano. Jeanmarie Tenuto and Vince D’Elia guided the duo.***