

ECONOMIC RECOVERY BOARD FOR CAMDEN

August 20, 2007

Waterfront Technology Center at Camden

MINUTES OF THE MEETING

Members of the Board Present: City Council President Angel Fuentes; Judge Theodore Davis, Acting COO; and Public Members: William Hosey, Rodney Sadler, and Rosa Ramirez. Members of the Board Present via conference call: Lopa Kolluri designee for Bradley Abelow, State Treasurer; Maureen Hassett designee for EDA Chairman Carl Van Horn; and Marge DellaVecchia representing Acting DCA Commissioner Chuck Richman.

Also Present: Barbara Mickel, DAG; and EDA staff.

Absent: Secretary Caren Franzini, Reverend J. C. Jones, Vice Chairman; Mayor Gwendolyn Faison; Freeholder Director Louis Cappelli, Jr.; Public Member Robert Milner, and Legislative Members: Assemblyman Joseph Roberts, and Senator Wayne Bryant.

Regional Director Laura Wallick called the meeting to order at 2: 30 pm.

In accordance with the Open Public Meetings Act, Ms. Wallick announced that notice of this meeting has been sent to the *Star Ledger*, the *Times*, the *Courier Post* and the *Philadelphia Inquirer* at least 48 hours prior to the meeting, and that a meeting notice has been duly posted on the Secretary of State's bulletin board at the State House.

A quorum of the ERB Board was present.

MINUTES OF BOARD MEETING

Ms Wallick asked for a motion to approve the minutes to the July 24, 2007 ERB meeting.

MOTION TO APPROVE: Mr. Fuentes SECOND: Ms. Ramirez AYES: 8

Ms. Wallick announced that the CRA Parkade Building/Roosevelt Plaza (P17939) project would be held until the next meeting.

Ms. Wallick presented the first item before the board, Gestalt, LLC (P17076). Ms. Wallick stated that the Members are being asked to approve a modification to Gestalt's Business Lease Incentive Grant to increase the grant amount from a total of \$168,225 to \$179,025. The increase in the grant amount is being sought by Gestalt as a condition of amending their Lease Agreement with the NJEDA for an additional 1,080 s.f. of conference room space at the Waterfront Technology Center in Camden to commence September 1, 2007. Ms. Wallick pointed out that Gestalt would lease the very conference room the board meeting was being held in. The additional \$10,800 is based on the increased space and the equivalent incentive rebate amount over the remaining term of the grant.

Ms. Wallick stated that on September 27, 2005, the Members approved a Business Lease Incentive Grant in an amount not to exceed \$300,000 for a term of 5 years to Gestalt who was

seeking to lease up to 20,000 +/- square feet of research and development space at the Waterfront Technology Center in Camden. The company was also approved by the Members of the EDA to receive a Business Employment Incentive award to relocate approximately 100 of its employees from King of Prussia, Pennsylvania to Camden, New Jersey and create an additional 25 new jobs. Gestalt is a leading provider of technology solutions that enable organizations to make better decisions and maximize the value of current IT investments.

Ms. Wallick went on to say that subsequent to approval, Gestalt finalized its lease negotiations with the NJEDA for 11,215 sf on the fourth floor of the WTCC with lease terms of \$18.64 psf gross for the first five years and \$20.18 psf gross for years six through ten. Currently, the fourth floor conference room is available to all WTCC tenants and is adjacent to Gestalt's leased premises. A new conference room on the first floor of the building is being constructed and will be available for all tenant use. With the construction of the new conference room on the first floor, Gestalt is seeking to lease the fourth floor conference room to expand its operations.

MOTION TO APPROVE: Mr. Hosey SECOND: Mr. Sadler AYES: 8

Ms. Wallick presented that next item on the agenda, the Qualified Municipality Capital and Economic Recovery Financial Plan memo. Ms. Wallick stated that the members were being asked to approve the submission of the Qualified Municipality Capital and Economic Recovery Financial Plan to the New Jersey Legislature as required by Section 45 (d) of the Municipal Rehabilitation and Economic Recovery Act (the "Act").

Ms. Wallick pointed out that Section 45 of the Act requires several reports to be submitted to the legislature in the interest of monitoring the implementation of the Strategic Revitalization Plan. These reports provide information on the status of the sale of bonds to finance projects, the expenditure of bond proceeds, and the projection of any additional financial obligations of the Authority or its sister agencies to support projects approved by the ERB. Section 45(d) of the Act states that the Board shall submit to the legislature on or before August 1st of each year, a Qualified Municipality Capital and Economic Recovery Financial Plan designed to implement the financing of the proposed projects in the PPL. The Financial Plan is to contain an enumeration of the bonds, notes or other obligations of the EDA. In addition, the Financial Plan shall contain proposed amounts to be appropriated and expended, as well as any amounts that the EDA intends to obligate in the ensuing fiscal year.

Ms. Wallick stated that the Authority closed on the sale of \$175 million in taxable and tax-exempt bonds in May 2003 to fund revitalization projects. The adoption of the Program Guide and Application opened the door for applications and to date, staff has reviewed approximately 106 applications of which 56 are approved for a total of approximately \$138 million in grants, recoverable grants and loans. In addition, \$16 million was approved for the Business Lease Incentive and the Business Improvement Incentive Programs of which 10 projects have been approved for approximately \$1.8 million. The 66 projects total approximately \$140 million of investment leveraging \$480 million in other public and private financing, resulting in the creation of approximately 1000 full time jobs and generating approximately \$1.5 million in additional annual revenue to the City.

Ms. Wallick stated that in order to fulfill the Board's responsibility towards submitting the Financial Plan, staff is recommending approval of the attached Financial Plan, which consists of

1) a summary of funding for projects approved within the five established categories, 2) a listing of the statutorily authorized higher education and hospital expansion projects and 3) the anticipated funding of ERB and EDA projects for the ensuing year.

MOTION TO APPROVE: Judge Davis SECOND: Council Pres. Fuentes AYES: 8

Bill Hosey asked how many represented Camden residents were included in the 1000 full time jobs. Ms. Wallick responded that a survey of closed projects that was done previously stated that 1400 Camden residents were employed in full time and part time capacities.

Maureen Hassett stated that the survey letter will be sent out again to get updates on the employment figures.

Ms. Wallick then stated that for informational purposes only the next 2 projects were approved under delegated authority in July 2007. The first item myLEADERBOARD, Inc. (P18651), located in Camden, was formed in 2005. Ms. Wallick pointed out that the company is a service provider of real time event information transmitted electronically to spectators at professional and top amateur golf tournaments. The company was approved for a Business Lease Incentive Grant in the amount of \$18,477 and will lease space at the Authority's Waterfront Technology Center. They currently have seven employees and anticipate creating fourteen additional jobs within the next two years.

Ms. Wallick stated the second project, Agilence, Inc. (P18571), located in Camden, was formed in 2006. She pointed out that the company delivers event-based video analytics to the retail, transportation, and gaming markets through a series of software products markets as the eVision Office Suite. The company was approved for a Business Lease Incentive Grant in the amount of \$39,600 and will also lease space at the Authority's Waterfront Technology Center. The company currently has thirteen employees and anticipates creating twenty-one additional jobs within the next two years.

Ms. Wallick requested comments from the Members.

There were no comments.

Ms. Wallick requested comments from the public.

Pamela Robb, President of the Northgate II Tenant's Association addressed the board about a myriad of conditions at the housing complex that need to be addressed. She mentioned the newly renovated community room that is closed on the weekends, drafty windows that leak in some apartments, an air handler that doesn't work properly, new cabinets that were put in over an existing roach infestation that has existed for over 20 years and a lobby that was not senior friendly. Ms. Robb requested board members do an unannounced walk thru of the facility and provided her phone number to the members.

Marge DellaVecchia stated that she would make herself and her property Manager available for an unannounced inspection of the complex.

Council President Fuentes commended Ms. Robb for making herself available to and being an advocate for her tenant neighbours and should not be the lone soldier.

Judge Davis asked who the onsite manager was. Ms. Robb stated the Onsite Manager is Ms. Torres, and many residents no longer feel comfortable complaining to her, because of her typical response that they are the only person complaining.

Judge Davis asked who the management company was. Ms. Robb responded that it was Peter O'Connor.

Mr. Hosey left the meeting at 3:10 pm.

Mr. Colandrus "Kelly" Francis, President Camden County NAACP, inquired about the status of the CRA Parkade Building/Roosevelt Plaza. He stated that he read a newspaper article stating the two office buildings would be built on the site. Ms. Wallick stated that in June 2007, the board amended the use of ERB funds allow the \$3 million ERB infrastructure grant to be used exclusively for acquisition of the leasehold interest in the building contingent upon the CRA securing an amendment to the Downtown Redevelopment Plan and subdivision approval to allow for commercial development around the perimeter of the project site. The ERB grant will become recoverable from the proposed commercial development.

Mr. Francis stated that it made more sense to him to also include construction of buildings in addition to a park, as a park would provide no revenue to the City.

Mr. Francis also stated that he is a member of the executive board of Fair Share and has known Peter O'Connor for over 30 years and without his efforts there would be no Northgate II. He stated that Mr. O'Connor's career has been spent fighting for affordable housing and pointed to the Mount Laurel decision as proof.

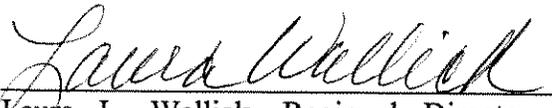
Council President Fuentes asked Mr. Francis if he could persuade his board to listen to complaints of the residents by hosting a meeting in the Northgate community room. Mr. Francis stated he was amenable and will attempt to coordinate a meeting.

Several board members stated they would like to attend such a meeting. Mr. Francis stated that when scheduled it would be open to the public.

Leona Tanker, Executive Director, Camden County Workforce Investment Corp. addressed the board at the invitation of Council President Fuentes. She asked the board if they could work together to secure another site in Cramer Hill for the Camden One Stop Express, as many residents are unable to get to the main center on Mt. Ephraim Avenue. She also stated that the North Camden One Stop was ideal and they would want to keep that in place, but funding was needed. Maureen Hassett stated she would reach out to DOL Commissioner for assistance in this regard.

There being no further business, on a motion by Council President Fuentes and seconded by Judge Davis, the meeting was adjourned at 3:30 pm.

Certification: The foregoing and attachments represent a true and complete summary of the actions taken by the State Economic Recovery Board for the City of Camden at its meeting.


Laura L. Wallick, Regional Director – South
Business Development, EDA