



MEMORANDUM

TO: Members of the Authority
FROM: Caren S. Franzini
Chief Executive Officer
DATE: December 11, 2007
SUBJECT: Agenda for Board Meeting of the Authority December 11, 2007

1. **Notice of Public Meeting**
2. **Roll Call**
3. **Approval of Previous Month's Minutes**
4. **Chief Executive Officer's Monthly Report to the Board**
5. **Bond Projects**
6. **Loans/Grants/Guarantees**
7. **BEIP**
8. **Board Memorandums**
9. **Real Estate**
10. **Authority Matters**
11. **Public Comment**
12. **Adjournment**

NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY

November 13, 2007

Waterfront Technology Center, Camden, NJ

MINUTES OF THE MEETING

Members of the Authority present: Carl Van Horn, Chairman; Joseph McNamara, Vice Chairman; Lopa Kolluri, representing the State Treasurer; Bernie Piaia representing the Commissioner of Education; Michael Sheridan representing the Commissioner of the Department of Banking and Insurance; Marilyn Davis representing the Commissioner of the Department of Labor and Workforce Development; Angie McGuire representing the NJ Commerce Commission; Timothy Carden, and Philip Kirschner, and Thomas Manning; Public Members; Carmen Twillie Ambar, Raymond Burke, and Elliot Kosoffsky, Alternate Public Members and Rodney Sadler, Non-Voting Member.

Absent from the meeting: Steve Plofker, Charles Sarlo, and Richard Tolson, Public Members.

Also present: Caren Franzini, Chief Executive Officer of the Authority; bond counsel for the Authority; Bette Renaud, Deputy Attorney General, and guests.

Chairman Van Horn called the meeting to order at 10:08 a.m. and welcomed new board member Elliott Kosoffsky, (who abstained from voting on matters presented today).

Pursuant to the Internal Revenue Code of 1986, Ms. Franzini announced that this was a public hearing and comments are invited on any Private Activity bond projects presented today.

In accordance with the Open Public Meetings Act, Ms. Franzini announced that notice of this meeting has been sent to the *Star Ledger* and the *Trenton Times* 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.

MINUTES OF AUTHORITY MEETING

The next item of business was the approval of the October 9, 2007 meeting minutes of the Board. A motion was made to approve the minutes by Mr. Kirschner, seconded by Mr. Piaia and was approved by the 11 members present.

The next item was the presentation of the Chief Executive Officer's Monthly Report to the Board. **(For Informational Purposes Only)**

The next item was a presentation by EDA Staff members Laura Wallick and Mike Wiley on the activities of the Economic Recovery board for Camden and the EDA's Innovation Zone, centered at the Waterfront Technology Center. Mayor Gwendolyn Faison welcomed all present to the City of Camden, urged them to return again and thanked the EDA staff for all their work in the City.

BOND RESOLUTIONS

PROJECT: MZR Real Estate, L.P.* **APPL.#18065**
for the benefit of Art Guild, Inc.
LOCATION: West Deptford Twp./Gloucester Cty. **BUSINESS:** Exhibit design & fabrication Co.
PROCEEDS FOR: bldg. const./equip. purch.
FINANCING: \$2,900,000 Tax-Exempt Bond \$4,900,000 Taxable Bond
MOTION TO APPROVE: Ms. Ambar **SECOND:** Mr. Kirscher **AYES: 11**
RESOLUTION ATTACHED AND MARKED EXHIBIT 1
PUBLIC HEARING: Yes
PUBLIC COMMENT: none

PROJECT: PSEG Power LLC **APPL. #19263**
LOCATION: Various **BUSINESS:** Energy & energy services co.
PROCEEDS FOR: bldg. const.
FINANCING: \$27,500,000 Tax-Exempt Bond
MOTION TO APPROVE: Mr. Manning **SECOND:** Ms. Davis **AYES: 10**
RESOLUTION ATTACHED AND MARKED EXHIBIT 2
PUBLIC HEARING: Yes
PUBLIC COMMENT: none
Chairman Van Horn abstained, because the company donated money to the research center he directs.

COMBINATION PRELIMINARY AND BOND RESOLUTIONS

PROJECT: The Actors' Fund of America for the benefit of* **APPL.#19803**
The Lillian Booth Actors Home
LOCATION: Englewood City/Bergen Cty. **BUSINESS:** Not-for-profit organization
PROCEEDS FOR: bldg. exp./renov.
FINANCING: \$7,000,000 Tax Exempt Bond
MOTION TO APPROVE: Mr. Sheridan **SECOND:** Mr. Piaia **AYES: 11**
RESOLUTION ATTACHED AND MARKED EXHIBIT 3
PUBLIC HEARING: Yes
PUBLIC COMMENT: None

PROJECT: Heath Village **APPL.#20097**
LOCATION: Hackettstown Town/Warren Cty. **BUSINESS:** Not-for-profit health care provider
PROCEEDS FOR: refunding
FINANCING: \$7,710,000 Tax Exempt Bond \$1,040,000 Taxable Bond
MOTION TO APPROVE: Mr. Sheridan **SECOND:** Mr. Piaia **AYES: 11**
RESOLUTION ATTACHED AND MARKED EXHIBIT 4
PUBLIC HEARING: Yes

PUBLIC COMMENT: none

PROJECT: The House of the Holy Comforter
LOCATION: West Orange Twp./Essex Cty. **APPL.#20085**
PROCEEDS FOR: refinance **BUSINESS:** Not-for-profit organization
FINANCING: \$3,265,000 Tax Exempt Bond
MOTION TO APPROVE: Mr. Piaia **SECOND:** Mr. McNamara **AYES: 11**
RESOLUTION ATTACHED AND MARKED EXHIBIT 5

Mr. Carden entered the meeting at 10:35.

PROJECT: Young Men's Christian Association of Montclair, NJ **APPL.#20074**
for the benefit of The Helen and Bill Geyer YMCA Family Center
LOCATION: Montclair Twp./Essex Cty. **BUSINESS:** Not-for-profit organization
PROCEEDS FOR: refinance
FINANCING: \$7,600,000 Tax Exempt Bond (part of \$10,200,000 tax exempt bond with P20073)

PROJECT: Young Men's Christian Association of Montclair, NJ **APPL.#20073**
LOCATION: Montclair Twp./Essex Cty. **BUSINESS:** Not-for-profit organization
PROCEEDS FOR: refunding
FINANCING: \$2,600,000 Tax Exempt Bond (part of \$10,200,000 tax exempt bond with P20074)
MOTION TO APPROVE: Mr. Piaia **SECOND:** Mr. Sheridan **AYES: 12**
RESOLUTION ATTACHED AND MARKED EXHIBIT 6
PUBLIC HEARING: Yes
PUBLIC COMMENT: none

PRELIMINARY RESOLUTIONS

PROJECT: Innores Corporation for the benefit of **APPL.#19955**
Pflaumer Brothers, Inc.
LOCATION: Ewing Twp./Mercer Cty. **BUSINESS:** Mfr. of specialty paints & coatings
PROCEEDS FOR: bldg. acqui.
MOTION TO APPROVE: Mr. Piaia **SECOND:** Mr. Sheridan **AYES: 12**
RESOLUTION ATTACHED AND MARKED EXHIBIT 7

PROJECT: Republic Services, Inc. **APPL.#19891**
LOCATION: Various **BUSINESS:** Solid waste collection company
PROCEEDS FOR: equip. purch.
MOTION TO APPROVE: Mr. Carden **SECOND:** Mr. McNamara **AYES: 12**
RESOLUTION ATTACHED AND MARKED EXHIBIT 8

PROJECT: Services for Children with Hidden Intelligence, Inc. **APPL.#20075**
LOCATION: Lakewood Twp./Ocean Cty. **BUSINESS:** Not-for-profit private school
PROCEEDS FOR: refinance
MOTION TO APPROVE: Mr. Sheridan **SECOND:** Ms. Ambar **AYES:** 12
RESOLUTION ATTACHED AND MARKED EXHIBIT 9
PUBLIC HEARING: Yes
PUBLIC COMMENT: none

PROJECT: Young Men's Christian Association of Trenton **APPL.#19599**
LOCATION: Trenton City/Mercer Cty. **BUSINESS:** Not-for-profit organization
PROCEEDS FOR: land acqu./bldg. const..
MOTION TO APPROVE: Mr. McNamara **SECOND:** Mr. Piaia **AYES:**12
RESOLUTION ATTACHED AND MARKED EXHIBIT 10

PROJECT: Omni Bakery **APPL.#19883**
LOCATION: Vineland City/Cumberland Cty. **BUSINESS:** contract bakery manufacturer
PROCEEDS FOR: new production equipment.
MOTION TO APPROVE: Mr. Sheridan **SECOND:** Ms. Davis **AYES:**12
RESOLUTION ATTACHED AND MARKED EXHIBIT 11
PUBLIC HEARING: Yes
PUBLIC COMMENT: none

DIRECT LOANS

PROJECT: Arde, Inc. **APPL.#19152**
LOCATION: Carlstadt Borough/Bergen Cty. **BUSINESS:** Mfr. of lightweight tanks
PROCEEDS FOR: expan./reloc.
FINANCING: \$200,000
MOTION TO APPROVE: Mr. Carden **SECOND:** Ms. Ambar **AYES:**12
RESOLUTION ATTACHED AND MARKED EXHIBIT 12

STATEWIDE LOAN POOL

PROJECT: Hopewell Adult Medical Day Care, LLC & **APPL.#19494**
Roseville Health Care
LOCATION: Newark City/Essex Cty. **BUSINESS:** Adult day care facility
PROCEEDS FOR: refinance
FINANCING: \$2,230,000 bank loan with a \$500,000 (22%) Authority participation
This project was withheld from consideration.

LOCAL DEVELOPMENT FINANCING FUND

PROJECT: Passaic Family Head Start, Inc. **APPL.#19974**
LOCATION: Passaic City/Passaic Cty. **BUSINESS:** Not-for-profit preschool

PROCEEDS FOR: bldg. purch.

FINANCING: \$300,000 Local Development Financing Fund loan

MOTION TO APPROVE: Mr. Piaia **SECOND:** Mr. Manning **AYES:** 12

Subject to review of deed to ensure no restriction on use of building.

RESOLUTION ATTACHED AND MARKED EXHIBIT 13

SMART GROWTH PRE-DEVELOPMENT FUND

PROJECT: Morning Star Community Development
Renewal Corp.

APPL.#18565

LOCATION: Linden City/Union Cty.

BUSINESS: Not-for-profit developer

PROCEEDS FOR: architectural expenses

FINANCING: \$225,000 Smart Growth loan.

Subject to review of any church/state issues by Attorney General's office.

MOTION TO APPROVE: Mr. Carden **SECOND:** Mr. Kirschner **AYES:** 12

RESOLUTION ATTACHED AND MARKED EXHIBIT 14

CAMDEN ECONOMIC RECOVERY BOARD

The next item was the approval to increase the infrastructure project funding limit from \$60 million to \$70 million.

MOTION TO APPROVE: Mr. Sheridan **SECOND:** Mr. Kirschner **AYES:** 12

RESOLUTION ATTACHED AND MARKED EXHIBIT 15

The next item was the approval to extend the ERB Business Incentive Grant Programs an additional 12 months through September 20, 2008. In addition, approval was sought to amend the level of funding from \$16 million to \$10.5 million, to a maximum allocation of \$500,000 for the Business Improvement Incentive Program (BII), and \$10 million for the Business Lease Incentive Program (BLI). Further, approval was sought to modify the BII program criteria to allow the full amount of the grant to be disbursed upon completion of the building improvements, and to limit to each individual property owner a maximum of three grants..

MOTION TO APPROVE: Ms. Davis **SECOND:** Mr. Manning **AYES:** 12

RESOLUTION ATTACHED AND MARKED EXHIBIT 16

The next item was the approval to amend the level of funding for Business Incentive Programs from \$16 million to \$10.5 million, which would increase the available funding under the Demolition and Redevelopment Financing Fund \$246,471 to \$5,746,471. From this amount, 5% of the initial fund amount equal to \$2,150,000 is being requested to be reallocated to the Downtown Revitalization Fund leaving a balance of \$3,596,471. In addition, the CEO and COO are seeking to reallocate 20% of the Economic Recovery Planning Fund equal to \$700,000 to the Downtown Revitalization and Recovery Fund leaving a balance of \$1,166,005.

MOTION TO APPROVE: Mr. Carden **SECOND:** Ms. Ambar **AYES:** 12

RESOLUTION ATTACHED AND MARKED EXHIBIT 17

The next item was the approval to modify the Fairview Parking Courts project to allow for a reallocation of the \$791,694 ERB infrastructure grant due to a change in project scope, subject to

receipt of an executed license agreement between the City of Camden and RPM Management, LLC (RPM).

MOTION TO APPROVE: Mr. Sheridan **SECOND:** Mr. Piaia **AYES:** 12
RESOLUTION ATTACHED AND MARKED EXHIBIT 18

PETROLEUM UNDERGROUND STORAGE TANK PROGRAM

The following commercial projects was presented under the Petroleum Underground Storage Tank Grant Program.

MOTION TO APPROVE: Mr. Piaia **SECOND:** Mr. Sheridan **AYES:** 12
RESOLUTION ATTACHED AND MARKED EXHIBIT 19

PROJECT: BNF NJ LLC for the benefit of Ultimate Car Care **APPL.#19594**
LOCATION: Neptune Twp./Monmouth Cty.
PROCEEDS FOR: site remediation
FINANCING: \$102,915 Petroleum Underground Storage Tank Remediation, Upgrade and Closure Fund Grant

PROJECT: Orlovsky Brothers Service **APPL.#18966**
LOCATION: Clifton City/Passiac Cty.
PROCEEDS FOR: site investigation
FINANCING: \$207,966 Petroleum Underground Storage Tank Remediation, Upgrade and Closure Fund Grant

The next item was the Petroleum Underground Storage Tank Program Delegated Authority Approvals for the month of October 2007. (For Informational Purposes Only)

HAZARDOUS DISCHARGE SITE REMEDIATION FUND PROGRAM

The following projects were presented under the Hazardous Discharge Site Remediation Fund Program (municipal grants, and one commercial loan).

MOTION TO APPROVE: Mr. Carden **SECOND:** Mr. Piaia **AYES:** 12
RESOLUTION ATTACHED AND MARKED EXHIBIT 20

PROJECT: City of Bayonne (Route 440 Corridor East) **APPL.#20086**
LOCATION: Bayonne City/Hudson Cty.
PROCEEDS FOR: site investigation/remediation
FINANCING: \$378,484 Hazardous Discharge Site Remediation Fund

PROJECT: Bergen County (Area 1 & 2 Overpeck Park) **APPL.#20210**
LOCATION: Teaneck Twp./Bergen Cty.
PROCEEDS FOR: remedial investigation

FINANCING: \$175,089 Hazardous Discharge Site Remediation Fund grant

PROJECT: City of Clifton (former National Standard) **APPL.#20183**

LOCATION: Clifton City/Passaic Cty.

PROCEEDS FOR: remedial investigation

FINANCING: \$588,967 Hazardous Discharge Site Remediation Fund grant

PROJECT: Township of East Amwell (Meszaros Auto Wrecking) **APPL.#19484**

LOCATION: East Amwell Twp./Hunterdon Cty.

PROCEEDS FOR: remedial investigation

FINANCING: \$202,444 Hazardous Discharge Site Remediation Fund grant

PROJECT: City of Paterson - Department of Community Dev. **APPL.#19833**

LOCATION: Paterson City/Passaic Cty.

PROCEEDS FOR: remedial investigation

FINANCING: \$641,996 Hazardous Discharge Site Remediation Fund grant

PROJECT: Wyckoff Cleaners, Inc. **APPL.#19031**

LOCATION: Wyckoff Twp./Bergen Cty.

PROCEEDS FOR: remedial remediation

FINANCING: \$132,418 Hazardous Discharge Site Remediation Fund loan

The next item was the Hazardous Discharge Site Remediation Fund Program Delegated Authority Approvals for the month of October 2007. **(For Informational Purposes Only)**

The next item was the approval for the following: i) authorization for NJDEP to implement the day care provider grant program pursuant to the terms mutually agreed to by the EDA and DEP, and ii) authorization for the Chief Executive Officer, or any other person authorized under the EDA's operating authority, to execute an amendment to the HDSRF MOU for the purpose of setting forth the respective duties and responsibilities of the EDA and DEP in connection with the implementation of the day care provider grant program, subject to final review and approval of the Attorney General's Office.

MOTION TO APPROVE: Mr. Carden **SECOND:** Mr. Piaia **AYES:** 12

RESOLUTION ATTACHED AND MARKED EXHIBIT 21

EDISON INNOVATION FUND

The next item was the approval of terms detailed in the Edison R&D Fund memo, consent to entering into an MOU (upon DAG's approval) with NJCST, and request to authorize staff to submit amendments to the program rules as substantially presented for promulgation and adoption in the NJ Register, subject to final review and approval by the Office of the Attorney General and Office of Administrative Law.

MOTION TO APPROVE: Ms. Ambar **SECOND:** Mr. Kirchner **AYES:** 12

RESOLUTION ATTACHED AND MARKED EXHIBIT 22

The next item was approval to clarify and amend the venture fund investment guidelines as approved by the Board in December 2006.

MOTION TO APPROVE: Mr. McNamara **SECOND:** Ms. Ambar **AYES:** 12
RESOLUTION ATTACHED AND MARKED EXHIBIT 23

BUSINESS EMPLOYMENT INCENTIVE PROGRAM

PROJECT: Alpharma Inc., Alpharma Pharmaceuticals LLC **APPL.#20004**
and Alpharma

LOCATION: Bridgewater Twp./Somerset Cty. **BUSINESS:** Global pharmaceutical co.

GRANT AWARD: 75% Business Employment Incentive grant, 10 years

MOTION TO APPROVE: Mr. McNamara **SECOND:** Mr. Carden **AYES:**
RESOLUTION ATTACHED AND MARKED EXHIBIT 24

PROJECT: Critical Links, Inc. **APPL.#20016**

LOCATION: TBD **BUSINESS:** Networking company

GRANT AWARD: 30% Business Employment Incentive grant, 10 years

MOTION TO APPROVE: Mr. Sheridan **SECOND:** Mr. Piaia **AYES:** 12
RESOLUTION ATTACHED AND MARKED EXHIBIT 24

PROJECT: Interstate Waste Services, Inc., **APPL.#20071**
Interstate Waste Holding Co., Inc.

LOCATION: Ramsey Borough/Bergen Cty. **BUSINESS:** Waste management company

GRANT AWARD: 50% Business Employment Incentive grant, 10 years

MOTION TO APPROVE: Mr. Sheridan **SECOND:** Ms. Davis **AYES:** 12
RESOLUTION ATTACHED AND MARKED EXHIBIT 24

PROJECT: Mimeo.com, Inc. **APPL.#19978**

LOCATION: Elizabeth City/Union Cty. **BUSINESS:** Online printing & binding co.

GRANT AWARD: 75% Business Employment Incentive grant, 10 years

MOTION TO APPROVE: Mr. Sheridan **SECOND:** Mr. Manning **AYES:** 12
RESOLUTION ATTACHED AND MARKED EXHIBIT 24

PROJECT: Shasun Pharma Solutions, Inc. **APPL.#19911**

LOCATION: Piscataway/Middlesex Cty. **BUSINESS:** Mfr. of pharmaceutical ingredients

GRANT AWARD: 55% Business Employment Incentive grant, 10 years

MOTION TO APPROVE: Mr. Piaia **SECOND:** Ms. Ambar **AYES:** 12
RESOLUTION ATTACHED AND MARKED EXHIBIT 24

BOARD MEMORANDUMS

The next item was the approval of the following projects under Delegated Authority for the month of October 2007: (For Informational Purposes Only)

New Jersey Business Growth Fund: 1916 Partners, LLC, and Davis Plastic Surgery, Inc; Edge of Aspen LLC; Roll CH, LLC, and International Sports Centre of CH, LLC; Superior Tool & Manufacturing Co., Inc.; Village Capital & Investment LLC.

The next item was the approval for an additional \$3 million in senior bank debt as part of the borrower's (Archive Systems, Inc.) change in relationship banks to Comerica Bank, an experienced technology lender.

MOTION TO APPROVE: Mr. Sheridan **SECOND:** Ms. Davis **AYES:** 12
RESOLUTION ATTACHED AND MARKED EXHIBIT 25

The next item was to be discussed in Executive Session (Somerset County Cultural Arts)

REAL ESTATE

The next item was the approval of an agreement and ground lease with L'Oreal USA Products, Inc. (L'Oreal) for the development of a 200,000 to 300,000 sf research and development facility on the Authority's expansion site for the Technology Centre of New Jersey on Route 1 in North Brunswick. The project will result in L'Oreal's investment of approximately \$125 million over the next five years and retain 390 jobs in New Jersey.

MOTION TO APPROVE: Mr. Sheridan **SECOND:** Mr. Manning **AYES:** 12
RESOLUTION ATTACHED AND MARKED EXHIBIT 26

The next item was the approval was to grant Drexel University, a tenant at the Waterfront Technology Center in Camden (WTCC), a license to place an antenna on the southwest corner of the WTCC roof.

MOTION TO APPROVE: Mr. Carden Sheridan **SECOND:** Mr. Piaia **AYES:** 12
RESOLUTION ATTACHED AND MARKED EXHIBIT 27

AUTHORITY MATTERS

The next item was to approve increases in current Delegations for write-offs and settlements up to \$300,000 upon recommendation by a Director and two Executive Signers: CEO and SVP - Operations or two (2) SVPs.

MOTION TO APPROVE: Ms. Ambar **SECOND:** Mr. Sheridan **AYES:** 12
RESOLUTION ATTACHED AND MARKED EXHIBIT 28

The next item was the approval of two new loan products that will further EDA's efforts, in support of the Governor's Economic Growth Strategy, to provide assistance to small, women and minority-owned businesses and to expand the product offerings of the Urban Fund, and

minority-owned businesses and to expand the product offerings of the Urban Fund, and authorization to promulgate amendments to the rules to effectuate the new programs, subject to the review and approval of the Attorney General's Office.

MOTION TO APPROVE: Ms. Sheridan **SECOND:** Mr. Carden **AYES:** 12
RESOLUTION ATTACHED AND MARKED EXHIBIT 29

The next item was the approval for the adoption of rules proposed in December 2006 for the Business Employment Incentive program with new recommendations for the calculation of the 20% cap to be proposed as new rules.

The recommendation regarding delegated authority was held from discussion.

MOTION TO APPROVE: Mr. Sheridan **SECOND:** Ms. Ambar **AYES:** 12
RESOLUTION ATTACHED AND MARKED EXHIBIT 30

The next item was the adjourn the public session of the meeting and to enter Executive Session to discuss potential litigation matters.

MOTION TO APPROVE: Mr. Carden **SECOND:** Ms. Ambar **AYES:** 12
RESOLUTION ATTACHED AND MARKED EXHIBIT 31

EXECUTIVE SESSION

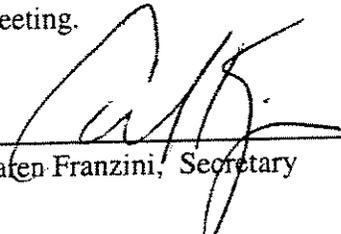
Chairman Van Horn noted that the Board had met in Executive Session to discuss several matters that involve or may involve potential litigation, for which information would be available upon the conclusion of the legal matters. In addition, a personnel matter was discussed which is currently pending and for which information may be made available if appropriate upon conclusion of the matter.

PUBLIC COMMENT

Rich Highland of the Garibaldi Group, which represents Interstate Waste Services in finding space to operate in New Jersey, thanked the Board for their approval of a Business Incentive Improvement grant and noted that the incentive was critical in bringing businesses to New Jersey.

There being no further comment, on a motion by Mr. Carden, seconded by Mr. McNamara, the Board agreed to adjourn the meeting at 12:25 p.m.

Certification: The foregoing and attachments represent a true and complete summary of the actions taken by the New Jersey Economic Development Authority at its meeting.



Caren Franzini, Secretary



MEMORANDUM

TO: Members of the Authority

FROM: Caren S. Franzini
Chief Executive Officer

DATE: December 11, 2007

RE: Chief Executive Officer's Report to the Board

The following includes highlights of EDA projects for the month of November:

EDISON INNOVATION FUND

In November, the EDA finalized a \$750,000 Edison Innovation Fund investment with Dynamic Mobile Data Systems, Inc., a communications software business in Franklin Township that offers fleet management, vehicle dispatch and field service tools. Dynamic Mobile Data will use the funding for the development and marketing of a new software product suite that will permit users to customize wireless data communications to their individual needs. The financing, which will supplement \$950,000 in venture funds, will enable the company to create 15 new jobs. The EDA also provided a 25-percent participation and a 25-percent guarantee in connection with a \$1-million Commerce Bank loan to Dynamic Mobile Data in 1990 that was used for working capital and equipment needs.

Additionally, Velox Semiconductor Corporation, also of Franklin Township, executed a Business Employment Incentive Program agreement with the EDA during the month worth an estimated \$277,000 over 10 years. Velox, which is developing and commercializing gallium nitride semiconductors to address size and efficiency problems in the power supply industry, also closed a \$1-million Edison investment in April. The company plans to create 35 new fabrication and engineering jobs within the next two years.

As part of Life Sciences Week (Nov. 26-Dec. 3), which was proclaimed by Governor Corzine to recognize the contributions of the industry to the state's economy, the EDA had an opportunity to tour Tris Pharma's facilities in Monmouth Junction, South Brunswick Township. The EDA has supported Tris Pharma, a pharmaceutical company engaged in the research and development of drug delivery technologies, since March 2002 and has helped the company grow from a staff of eight to more than 70 in the last five years. Most recently, the EDA provided \$4.9 million in tax-exempt bonds issued under the Edison Innovation Fund to support the company's growth. Tris Pharma epitomizes the kind of company that the Edison Fund was designed to support and is truly a success story for the state.

NEW JERSEY URBAN FUND

Princeton Hydro, LLC secured a \$799,000 loan from PNC Bank that was backed by a 25-percent EDA guarantee under the New Jersey Business Growth Fund program in November. The company, a provider of ecological engineering and management services, will use the funding to purchase property in Gloucester City to facilitate business expansion. The new facility will enable Princeton Hydro to move its 35 current employees to the City, and add eight new jobs.

The Vision of Hope Family Life Campus in Newark finalized an \$83,000 grant under the Hazardous Discharge Site Remediation Fund program in November. The funding will be used to complete site investigation work on property Vision of Hope owns that has potential environmental areas of concern. Once investigation and possible remediation activities are completed, Vision of Hope plans to redevelop the project site as a charter elementary and middle school and community service center.

CORE ACTIVITY

Tax-exempt bond financing totaling \$1.5 million was finalized in November that will enable B&M Building Co., LLC to purchase and renovate a \$13,000 manufacturing facility in Livingston for its related entity, Signal Sign Co, LLC. The bonds were directly purchased by North Fork Bank. Signal Sign manufactures signs for such well-known national and international accounts as Marriott Hotels, Discovery Channel Stores and Bloomberg. The plant will employ 14 full-time skilled and semi-skilled craftspersons, two of which will be new positions.

The EDA also closed a \$750,000 participation in a \$1.6-million Sun National Bank loan to RMJ Laboratories, Inc. that will allow the cosmetic products company to purchase new equipment, refinance existing debt and make minor renovations to its Edison facility. Expansion of RMJ's manufacturing capabilities will enable the company to add 15 new jobs.

OTHER NEWS

The EDA issues news releases about its projects, resources and people to local and regional media on a regular basis. In an effort to share more of our good news with Board members as it happens, we plan to e-mail copies of our news releases to you as they are distributed.

Speaking Engagements:

Throughout the month of November, EDA representatives participated as attendees, exhibitors or speakers at 13 events, including the R&D Council of New Jersey's Edison Patent Awards presentation in Basking Ridge, the New Jersey Alliance for Action's Construction Forecast in Trenton, the New Jersey State League of Municipalities in Atlantic City, the Regional Planning Partnership's annual meeting in Princeton, and the New Jersey Technology Council's Award Gala in Jersey City.





BOND RESOLUTIONS

**NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY
PROJECT SUMMARY - STAND-ALONE BOND PROGRAM**

APPLICANT: Cascade Corporation

P18549

PROJECT USER(S): Courthouse Convalescent and Rehabilitation * * - indicates relation to applicant
Eastern Shore Nursing and Rehabilitation Center *

PROJECT LOCATION: Various Middle Township (T) Cape May County

GOVERNOR'S INITIATIVES:

() NJ Urban Fund () Edison Innovation Fund (X) Core () Ready for Growth

APPLICANT BACKGROUND:

Cascade Corporation is a 501(c)(3) not-for-profit corporation wholly-owned by Del Mar Healthcare, Inc., a California 501(c)(3) not-for-profit corporation. Cascade is a provider of long term healthcare in Cape May County operating two 120-bed skilled nursing homes, Courthouse Convalescent and Rehabilitation Center (which also includes an outpatient adult day care program, known as Magnolia Day Care) and Eastern Shore Nursing and Rehabilitation Center. The projects are in compliance with 110 full-time employees and occupancy rates of 92% (nursing home) and 76% (adult day care) at the Courthouse facility; and 105 full-time employees and an occupancy rate of 90% at the Eastern Shore facility.

In 1992, Authority assistance of \$5,405,000 in tax-exempt and taxable bonds originally enabled Courthouse Assoc. to refund the outstanding balance of a 1984 EDA bond issued to purchase 2.5 acres and construct the 38,000 sq. ft. nursing home located on Magnolia Lane in Middle Twp. The 1992 Bonds were underwritten by Herbert J. Sims & Co. as serial bonds due through 2/1/2011 at various interest rates from 7.7% to 13%.

In 1993, Authority assistance of \$4,100,000 in tax-exempt and taxable bonds originally enabled Eastern Shore Nursing and Convalescent Center, Inc. to refund the outstanding balance of a 1982 EDA bond issue used to purchase 27 acres and construct the 36,000 sq. ft. nursing home located on Rt. 9 North in Middle Twp. The 1993 Bonds were underwritten by Herbert J. Sims as serial bonds due through 2/1/2014 at various interest rates from 7% to 9.25%.

Further, Authority assistance in 1996 enabled Cascade Corporation to purchase the Eastern Shore and Courthouse facilities, which included the assumption of the balance then due on the 1992 Courthouse refunding bonds and 1993 Eastern Shore refunding bonds described above. The 1996 tax-exempt bond issue of \$6,565,000 consisted of \$3,510,000 Series A - Courthouse Convalescent Center Project and \$3,055,000 Series B - Eastern Shore Nursing and Convalescent Center Project. The 1996 Bonds were privately placed by Meridian Capital Markets and the GMS Group for a maximum of 30 years as serial bonds with fixed interest rates ranging from 5.875% to 8.25%.

The applicant is a not-for-profit, 501(c)(3) entity for which the Authority may issue tax-exempt bonds as permitted under Section 103 and Section 145 of the 1986 Internal Revenue Code as amended, and is not subject to the State Volume Cap limitation, pursuant to Section 146(g) of the Code.

APPROVAL REQUEST:

Authority assistance will enable the Applicant to (i) refinance the \$1,390,000 balance of a taxable note due to Northwest Human Services, Inc. (originally \$1,750,000, 6.8% due May 2015), (ii) finance architectural upgrades and renovations to the existing space in the health care facilities, and (iii) pay costs of issuance.

This Application is being presented in conjunction with P18482 to refund the outstanding balance of several prior EDA Bonds, for a total tax-exempt and taxable bond issue not to exceed \$14 million.

FINANCING SUMMARY:

BOND PURCHASER: Herbert J. Sims & Co. (Underwriter)

<p>AMOUNT OF BOND: \$660,000 (max.) Series A Tax-exempt (Part of an estimated \$14 million tax-exempt and taxable bond issue with P18482)</p> <p>TERMS OF BOND: 35 years (max.); Variable interest rate, reset weekly, initially not to exceed 6.5% with a maximum rate of 12% (Estimated rate as 11/16/07 is 3.75%)</p>	<p>\$1,780,000 (max.) Series C Taxable (Part of an estimated \$14 million bond issue with P18482)</p> <p>10 years (max.); Fixed rate not to exceed 10.5% (Estimated rate as of 11/17/07 is 5%)</p>
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ENHANCEMENT: (L/C - Bank of America - 3.0 Yr.)

PROJECT COSTS:

Refinancing	\$1,390,000
Renovation of existing building	\$660,000
Contingency	\$300,000
Finance fees	\$50,000
Legal fees	\$40,000
TOTAL COSTS	\$2,440,000

JOBS: At Application 215 Within 2 years 4 Maintained 0 Construction 20

PUBLIC HEARING: 06/12/07 (Published 05/28/07) **BOND COUNSEL** McCarter & English

APPROVAL OFFICER: T. Wells

**NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY
PROJECT SUMMARY - REFUNDING BOND PROGRAM**

APPLICANT: Cascade Corporation

P18482

PROJECT USER(S): Courthouse Convalescent and Rehabilitation * - indicates relation to applicant
Eastern Shore Nursing and Rehabilitation Center *

PROJECT LOCATION: Various Middle Township (T) Cape May

GOVERNOR'S INITIATIVES:

() NJ Urban Fund () Edison Innovation Fund (X) Core () Ready for Growth

APPLICANT BACKGROUND:

Cascade Corporation is a 501(c)(3) not-for-profit corporation wholly-owned by Del Mar Healthcare, Inc., a California 501(c)(3) not-for-profit corporation. Cascade is a provider of long term healthcare in Cape May County operating two 120-bed skilled nursing homes, Courthouse Convalescent and Rehabilitation Center (which also includes an outpatient adult day care program, known as Magnolia Day Care) and Eastern Shore Nursing and Rehabilitation Center. The projects are in compliance with 110 full-time employees and occupancy rates of 92% - nursing home and 76% - adult day care, at the Courthouse facility; and 105 full-time employees and an occupancy rate of 90% at the Eastern Shore facility.

In 1992, Authority assistance of \$5,405,000 in tax-exempt and taxable bonds originally enabled Courthouse Assoc. to refund the outstanding balance of a 1984 EDA bond issued to purchase 2.5 acres and construct the 38,000 sq. ft. nursing home located on Magnolia Lane in Middle Twp. The 1992 Bonds were underwritten by Herbert J. Sims & Co. as serial bonds due through 2/1/2011 at various interest rates from 7.7% to 13%.

In 1993, Authority assistance of \$4,100,000 in tax-exempt and taxable bonds originally enabled Eastern Shore Nursing and Convalescent Center, Inc. to refund the outstanding balance of a 1982 EDA bond issue used to purchase 27 acres and construct the 36,000 sq. ft. nursing home located on Rt. 9 North in Middle Twp. The 1993 Bonds were underwritten by Herbert J. Sims as serial bonds due through 2/1/2014 at various interest rates from 7% to 9.25%.

Further, Authority assistance in 1996 enabled Cascade Corporation to purchase the Eastern Shore and Courthouse facilities, which included the assumption of the balance then due on the 1992 Courthouse refunding bonds and 1993 Eastern Shore refunding bonds described above. The 1996 tax-exempt bond issue of \$6,565,000 consisted of \$3,510,000 Series A - Courthouse Convalescent Center Project and \$3,055,000 Series B - Eastern Shore Nursing and Convalescent Center Project. The 1996 Bonds were privately placed by Meridian Capital Markets and the GMS Group for a maximum of 30 years as serial bonds with fixed interest rates ranging from 5.875% to 8.25%.

The applicant is a not-for-profit, 501(c)(3) entity for which the Authority may issue tax-exempt bonds as permitted under Section 103 and Section 145 of the 1986 Internal Revenue Code as amended, and is not subject to the State Volume Cap limitation, pursuant to Section 146(g) of the Code.

REFUNDING REQUEST:

Authority assistance will enable the Applicant to refund the outstanding balance of all of the prior EDA Bonds aggregating in the amount of \$10,660,000 plus costs of issuance.

This Application is being presented in conjunction with P18549 for capital expenditures and to refinance a taxable note for a total tax-exempt and taxable bond issue not to exceed \$14,000,000.

FINANCING SUMMARY:

BOND PURCHASER: Herbert J. Sims & Co. (Underwriter)

AMOUNT OF BOND: \$6,505,000 (max.) Series A Tax-exempt
 \$5,055,000 (max.) Series B Tax-exempt
 (Part of an estimated \$14,000,000 tax-exempt and taxable bond issue with P18549)

TERMS OF BOND: 35 years (max.); Variable interest rate, reset weekly, initially not to exceed 6.5% with a maximum rate of 12% (Estimated rate as of 11/16/07 is 3.75%)

ENHANCEMENT: (L/C - Bank of America - 3.0 Yr.)

PROJECT COSTS:

Principal amount of bond to be refunded	\$10,660,000
Accrued interest to redemption date	\$340,000
Finance fees	\$280,000
Legal fees	\$230,000
Contingency	\$50,000
TOTAL COSTS	\$11,560,000

PUBLIC HEARING: 06/12/07 (Published 05/28/07) **BOND COUNSEL:** McCarter & English
APPROVAL OFFICER: T. Wells

**NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY
PROJECT SUMMARY - STAND-ALONE BOND PROGRAM**

APPLICANT: Heath Village

P20532

PROJECT USER(S): Same as applicant

* - indicates relation to applicant

PROJECT LOCATION: 430 Schooley's Mountain Road Hackettstown Town (T) Warren

GOVERNOR'S INITIATIVES:

() NJ Urban Fund () Edison Innovation Fund (X) Core () Ready for Growth

APPLICANT BACKGROUND:

Heath Village (Heath) has been providing health care services and retirement housing since 1966, and has established itself as a leader in serving the mature market. The applicant's facility is situated on a 100+ acre campus, comprised of over 200 independent apartments, a 10-unit cottage community, 45 hotel-style studio apartments, a 40-bed Residential Health Care Facility, and a 99-bed comprehensive Health Care Center. The House of the Holy Comforter, dba Canterbury Village, a related entity, was approved for bond financing at the Authority's November 2007 Board meeting.

The applicant is a 501(c)(3), not-for-profit entity for which the Authority may issue tax-exempt bonds as permitted under Section 103 and Section 145 of the 1986 Internal Revenue Code, as amended, and is not subject to the State Volume Cap limitation, pursuant to Section 146(g) of the Code.

APPROVAL REQUEST:

Authority assistance will enable the applicant to reimburse itself for expenditures made to renovate and expand the Lobby, Clubroom, Activities Center, conversion and restructuring of space to create a Resident Dining Bistro/Cafe, and Fitness Center using converted space available with the relocation of the Maintenance Offices and Maintenance Shop.

The Authority approved at its November, 2007 meeting assistance to enable the applicant to refund tax-exempt bonds issued by the Authority in June 1996 (P08841) for \$12,450,000 used to advance refund a 1991 issue, and two bonds in August 1999 (P10895) for \$1,493,950 used to advance refund a portion of the 1996 bond issue, and (P10903) for \$2,701,050 which was new money for leasehold improvements. The applicant projects gross savings, based on today's lower interest rates, of \$742,000 over the bond term. The aforementioned application (P20097) is being re-presented at the December Board meeting in conjunction with this new money request.

FINANCING SUMMARY:

BOND PURCHASER: North Fork Bank, a Division of Capital One (Direct Purchase)

AMOUNT OF BOND: Series A
\$1,200,000 Tax-Exempt Bond
(Part of a \$9,950,000 Tax-Exempt and Taxable bond issue)

TERMS OF BOND: 10 years; variable interest rate equal to the tax-exempt equivalent of one-month Libor plus 130 basis points. On the closing date, the Borrower will enter into a swap agreement to a fixed rate for 10 years estimated to be 4.24% as of 10/19/2007.

ENHANCEMENT: N/A

PROJECT COSTS:

Refinancing	\$1,200,000
TOTAL COSTS	\$1,200,000

JOBS: At Application 138 Within 2 years 2 Maintained 0 Construction 0

PUBLIC HEARING: 12/11/07 (Published 11/27/07) **BOND COUNSEL:** McCarter & English

DEVELOPMENT OFFICER: P. Ceppi

APPROVAL OFFICER: M. Krug

**NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY
PROJECT SUMMARY - REFUNDING BOND PROGRAM**

APPLICANT: Heath Village

P20097

PROJECT USER(S): Same as applicant

* - indicates relation to applicant

PROJECT LOCATION: 430 Schooley's Mountain Road Hackettstown Town (T) Warren County

GOVERNOR'S INITIATIVES:

() NJ Urban Fund () Edison Innovation Fund (X) Core () Ready for Growth

APPLICANT BACKGROUND:

Heath Village (Heath) has been providing health care services and retirement housing since 1966, and has established itself as a leader in serving the mature market. The applicant's facility is situated on a 100+ acre campus, comprised of over 200 independent apartments, a 10-unit cottage community, 45 hotel-style studio apartments, a 40-bed Residential Health Care Facility, and a 99-bed comprehensive Health Care Center. The House of the Holy Comforter, dba Canterbury Village, a related entity, was approved for bond financing at the Authority's November 2007 Board meeting.

The applicant is a 501(c)(3), not-for-profit entity for which the Authority may issue tax-exempt bonds as permitted under Section 103 and Section 145 of the 1986 Internal Revenue Code, as amended, and is not subject to the State Volume Cap limitation, pursuant to Section 146(g) of the Code.

REFUNDING REQUEST:

Authority assistance will enable the applicant to refinance tax-exempt bonds issued by the Authority in June 1996 (P08841) for \$12,450,000 to advance refund a 1991 issue, and two bonds in August 1999 (P10895) for \$1,493,950 to advance refund a portion of the 1996 bond issue, and a second issue (P10903) for \$2,701,050 which was new money for leasehold improvements. The applicant projects gross savings, based on today's lower interest rates, of \$742,000 over the bond term.

Heath is requesting at the Authority's December 2007 board meeting an additional \$1.2 million tax-exempt bond (P20532) to enable the applicant to reimburse itself for expenditures made to renovate and expand the Lobby, Clubroom, Activities Center, conversion and restructuring of space to create a Resident Dining Bistro/Cafe, and Fitness Center using converted space available with the relocation of the Maintenance Offices and Maintenance Shop.

FINANCING SUMMARY:

BOND PURCHASER: North Fork Bank, a Division of Capital One (Direct Purchase)

AMOUNT OF BOND: Series A

\$7,710,000 Tax-Exempt Bond
(Part of a \$9,950,000 Tax-Exempt and Taxable bond issue)

Series B

\$1,040,000 Taxable Bond
(Part of a \$9,950,000 Tax-Exempt and Taxable bond issue)

TERMS OF BOND: 10 years; variable interest rate equal to the tax-exempt equivalent of one-month Libor plus 130 basis points. On the closing date, the Borrower will enter into a swap agreement to a fixed rate for 10 years estimated to be 4.24% as of 10/19/2007.

10 years; variable interest rate equal to the one-month Libor plus 130 basis points. The taxable bond will convert to a tax-exempt bond, at the May 1, 2009 call date of the 1999 bonds. At time of conversion to a tax-exempt bond, the same rate index will prevail on a tax-exempt equivalent basis. On the closing date, the Borrower will enter into a swap agreement to a fixed rate for 10 years estimated to be 4.24% as of

10/19/2007.

ENHANCEMENT: N/A

PROJECT COSTS:

Principal amount of bond to be refunded	\$8,750,000
Finance fees	\$135,000
Redemption premium	\$27,250
TOTAL COSTS	<u>\$8,912,250</u>

PUBLIC HEARING: 12/11/07 (Published 11/27/07) BOND COUNSEL McCarter & English

DEVELOPMENT OFFICER: P. Ceppi

APPROVAL OFFICER: M. Krug

PROJECT SUMMARY - STAND-ALONE BOND PROGRAM

APPLICANT: Omni Baking Company

P19883

PROJECT USER(S): Same as applicant

* - indicates relation to applicant

PROJECT LOCATION: 2621 Freddy Lane

Vineland City (T/UA)

Cumberland

GOVERNOR'S INITIATIVES:

(X) NJ Urban Fund () Edison Innovation Fund () Core () Ready for Growth

APPLICANT BACKGROUND:

Omni Baking Company (Omni), a general partnership formed in Sept 1996 in Pennsauken, is a contract bakery manufacturer capable of producing fresh and frozen baked products. The partnership is equally owned by Four Lads, Inc, whose shareholders are the principals of Ginsburg Bakery, Inc of Atlantic City, and D.L.A. whose shareholders are the officers of Amoroso Baking Company of Philadelphia. The Authority has been an active supporter of Omni's growth with a BEIP grant (P12829), Tax-Exempt financing (P12818) and LDF loan (P12829) following the applicant's move from Pennsauken in 2001 to a 53,700 s.f. facility in Vineland, and a 7,500 s.f expansion in Vineland in 2003. As a result of a new 5 year contract with Amoroso Bakery, Omni will require a 26,000 s.f. expansion to meet its production obligations. Among Omni's customers are New York Frozen Foods, Inc, a specialty retail packaged bread company who has made a capital investment in Omni through their production equipment on Omni's premises, and a large northeast Italian Bakery.

To meet the requirements of the new Amoroso contract, which commences February 2008, Omni is adding 26,000 s.f. of space with an estimated cost of \$18.2 million for the expansion and equipment acquisition. The Authority approved at its December 2000 Board meeting a (P12829) BEIP grant under which the applicant has created 224 jobs and received \$125,000 to date; at the January 2001 Board meeting the Authority approved a \$6 million (P12818), 10 year variable rate tax-exempt bond and a \$2 million LDF loan (P12923) with a 10 year term at 5%, and a current balance of \$872,000.

APPROVAL REQUEST:

Authority assistance will enable Omni to construct a 26,000 s.f. addition to its Vineland facility and acquire new production equipment to meet its production goals according to the new Amoroso contract.

FINANCING SUMMARY:

BOND PURCHASER: Brown Brothers Harriman (Direct Purchase)

AMOUNT OF BOND: \$7,600,000 Tax-Exempt Bond

TERMS OF BOND: 15 years; two years interest only, variable interest rate equal to Libor minus 30 bp, subject to a floor of 3.5%. On the closing date, the Borrower has the option to enter into a swap agreement to a fixed rate for 15 years, estimated to be 4.85% as of 11/19/2007.

ENHANCEMENT: N/A

PROJECT COSTS:

Purchase of equipment & machinery	\$14,811,000
Construction of new building or addition	\$2,500,000
Renovation of existing equipment & machinery	\$935,000
Closing Costs	\$200,000
TOTAL COSTS	\$18,446,000

PUBLIC HEARING: 11/13/07 (Published 10/30/07) **BOND COUNSEL:** Dilworth, Paxson, LLP

DEVELOPMENT OFFICER: D. Bennis **APPROVAL OFFICER:** M. Krug

**NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY
PROJECT SUMMARY - STAND-ALONE BOND PROGRAM**

APPLICANT: Services for Children with Hidden Intelligence, Inc.

P20075

PROJECT USER(S): Same as applicant

* - indicates relation to applicant

PROJECT LOCATION: 345 Oak Street

Lakewood Township (T/UA)

Ocean

GOVERNOR'S INITIATIVES:

(X) NJ Urban Fund

() Edison Innovation Fund

() Core

() Ready for Growth

APPLICANT BACKGROUND:

Services for Children with Hidden Intelligence, Inc. is a 501(c)(3) not-for-profit corporation, which owns and operates The School for Children with Hidden Intelligence (SCHI). SCHI, established in 1995, is a private school that specifically educates multiply handicapped children with special needs from throughout New Jersey. The school is staffed with dedicated teachers and experienced therapists and offers services to children with developmental delays from birth to twenty-one years of age.

SCHI's enrollment has grown from 5 children in 1995 to over 150 children today. It offers educational and therapeutic services by certified professional staff members to children who have disabilities as varied as autism, Down syndrome, and cerebral palsy, among others. SCHI emphasizes maintaining a low teacher to pupil ratio along with individualized educational programs designed to fit each child's specific needs. SCHI's unique curriculum gives special children the opportunity to benefit from a wide range of subjects including art, music, computers as well as math and science courses. Regular classroom faculty is augmented and complimented by specialists in various occupations: physical, occupational and speech therapy, behavior modification and social work.

With financings from Sovereign Bank (\$8.4 million; LIBOR+250 bps) and Services for Hidden Intelligence Foundation, a related entity, (\$3.9 million; 0% interest), a new 250-student capacity, 64,000 sf, 24-classroom facility with indoor space for physical therapies had been built on 13 acres. The new facility was occupied in April 2007.

The applicant is a 501(c)(3), not-for-profit entity for which the Authority may issue tax-exempt bonds as permitted under Section 103 and Section 145 of the 1986 Internal Revenue Code, as amended, and is not subject to the State Volume Cap limitation, pursuant to Section 146(g) of the Code.

APPROVAL REQUEST:

The applicant is requesting Authority assistance to refinance existing conventional debt and related costs plus costs of issuance.

FINANCING SUMMARY:

BOND PURCHASER: RBC Capital Markets (Placement Agent)

AMOUNT OF BOND: \$13,290,000 (Max.) Tax-Exempt Bond

TERMS OF BOND: 25 years; variable rate; reset weekly; not to exceed 12%. On the closing date, the Borrower will enter into a swap agreement for 20 years to a fixed rate estimated to be 5% as of 11/29/2007.

ENHANCEMENT: (L/C - Fulton Bank - 3.0 Yr.)

PROJECT COSTS:

Refinancing	\$12,300,000
Other	\$500,000
Cost of Issuance	\$330,000

Letter of Credit Fee

\$160,000

TOTAL COSTS

\$13,290,000

JOBS: At Application 130 Within 2 years 20 Maintained 0 Construction 0

PUBLIC HEARING: 11/13/07 (Published 10/30/07) BOND COUNSEL: Wolff & Samson

DEVELOPMENT OFFICER: R. Fischer APPROVAL OFFICER: D. Sucsuz



AMENDED BOND RESOLUTIONS

**NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY
PROJECT SUMMARY - REFUNDING BOND PROGRAM**

APPLICANT: The Gill St. Bernard's School

P20364

PROJECT USER(S): Same as applicant

* - indicates relation to applicant

PROJECT LOCATION: 23 St. Bernard Road

Peapack-Gladstone Borough (N) Somerset

GOVERNOR'S INITIATIVES:

() NJ Urban Fund () Edison Innovation Fund (X) Core () Ready for Growth

APPLICANT BACKGROUND:

The Gill St. Bernard's School is an independent, nonsectarian, coeducational college preparatory day school founded in 1900 with a present enrollment of 677 students in grades pre-kindergarten through grade 12. The School is located on 72 acres with 16 buildings in Chester Twp. (Morris County)/Peapack Gladstone Borough (Somerset County). The collegiate style setting includes separate lower, middle and upper school buildings, gymnasium, athletic center, theater/art gallery, classroom and various administrative buildings.

In 1998, the Applicant received Authority assistance of \$8,230,000 in tax exempt bonds to advance refund the outstanding balance of a 1995 tax-exempt bond in the amount of \$6,800,000 plus \$750,000 for reimbursement of cost overruns from the original project and \$680,000 to cover the defeasance costs and other costs of issuance with the 1998 Bonds. The 1998 Series Bonds were privately placed by Ryan Beck & Co. for 27 years at a fixed interest rate of 6.00%. The original tax exempt bond financing of \$9.6 million, closed in January 1995, proceeds of which were used to construct a 19,428 sf gymnasium and a 36,712 sf elementary school facility together with renovations to its existing 10 building campus.

The applicant is a not-for-profit, 501(c)(3) entity for which the Authority may issue tax-exempt bonds as permitted under Section 103 and Section 145 of the 1986 Internal Revenue Code as amended, and is not subject to the State Volume Cap limitation, pursuant to Section 146(g) of the Code.

REFUNDING REQUEST:

The Applicant requests Authority assistance to current refund the 1998 Bonds plus pay costs of issuance in the total amount of \$7,400,000.

FINANCING SUMMARY:

BOND PURCHASER: Bank of America (Direct Purchase)

AMOUNT OF BOND: \$7,400,000 (Tax exempt)

TERMS OF BOND: 25 years; Variable rate based on the tax exempt equivalent of 30-day LIBOR plus 125 basis points. On the date of closing, the Borrower will enter into a swap agreement to a fixed rate, estimated at 5.39% as of 12/3/2007.

ENHANCEMENT: N/A

PROJECT COSTS:

Principal amount of bond to be refunded	\$7,395,000
Legal fees	\$37,500
Finance fees	\$30,500
TOTAL COSTS	\$7,463,000

PUBLIC HEARING: 12/11/07 (Published 11/27/07) BOND COUNSEL: Wolff & Samson
DEVELOPMENT OFFICER: R. Gomez APPROVAL OFFICER: T. Wells



MEMORANDUM

TO: Members of the Authority

FROM: Caren S. Franzini
Chief Executive Officer

SUBJECT: NJEDA/School Facilities Construction Bonds,
2004 Series H and 2006 Series R
P15810 and P17704

DATE: December 11, 2007

BACKGROUND

A.G. Edwards & Sons, Inc. ("A.G. Edwards") acts as broker-dealer and remarketing agent within the Authority's School Facilities Construction Bond Program, specifically as broker-dealer for the 2004 Series H Bonds in the principal amount of \$300 million which were issued on May 18, 2004 as 7 and 28 day auction rate bonds; and as remarketing agent for the \$100 million 2006 sub-Series R-2 Bonds which were issued on November 2, 2006, initially issued as weekly, variable rate bonds. On October 1, 2007, A.G. Edwards was acquired by Wachovia Corporation.

MODIFICATION REQUEST

In connection with the acquisition, A.G. Edwards has requested that the Authority consent to an assignment of the 2004 Series H broker-dealer agreement to Wachovia Securities LLC, a subsidiary of Wachovia Corporation; and an amendment to the 2006 Series R-2 remarketing agreement to effectuate the assignment of the remarketing agent duties to Wachovia Bank, N.A.

The assignment of the broker-dealer and remarketing agent duties has been reviewed and approved by the Office of Public Finance. The Attorney General's Office and bond counsel, McManimon & Scotland, have also reviewed the Modification Request.

Professionals for this transaction were selected in compliance with Executive Order No. 26. McManimon & Scotland was selected as Bond Counsel through a competitive RFQ process performed by the Attorney General's office on behalf of Treasury for State appropriation backed transactions.

RECOMMENDATION

Based on the above, staff recommends the Board consent to the assignment of the 2004 Series H broker-dealer agreement and the amendment of the 2006 Series R-2 remarketing agreement of the School Facilities Construction Bonds, in connection with the acquisition of A.G. Edwards by Wachovia Corporation; subject to receipt and review of all documents, instruments, certifications and other necessary documentation by the Authority, State Treasurer, Office of Public Finance, Attorney General's Office and Bond Counsel.

PRELIMINARY RESOLUTIONS

**NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY
PROJECT SUMMARY - STAND-ALONE BOND PROGRAM**

APPLICANT: SBJ Development, LLC

P19984

PROJECT USER(S): Stealth Microwave, Inc.

* - indicates relation to applicant

PROJECT LOCATION: 1014 Whitehead Road, Ext.

Ewing Township (N)

Mercer

GOVERNOR'S INITIATIVES:

() NJ Urban Fund

(X) Edison Innovation Fund

() Core

() Ready for Growth

APPLICANT BACKGROUND:

Stealth Microwave, Inc. ("Stealth"), founded in 1996, designs and manufactures linear and ultra-linear power amplifiers for the commercial wireless industry and for military applications. Their products range from 300 MHz to 14 GHz frequencies with output powers ranging from 1 Watt to 360 Watts. While offering more than 160 standard models in their product line, they also provide custom concept-to-product amplifier design and manufacturing to a wide range of companies and industries.

Since June 2005, Stealth Microwave, Inc. has been a wholly-owned subsidiary of Micronetics, Inc., a publicly traded company. Micronetics, Inc., directly and/or through its subsidiaries, manufactures microwave and radio frequency (RF) components and integrated subassemblies used in a variety of defense, aerospace and commercial applications.

The Project Facility is a 21,000 sf existing warehouse/office building. SBJ Development, LLC will acquire and lease the Project Facility to Stealth to be used as a manufacturing facility.

APPROVAL REQUEST:

Authority assistance will enable the Applicant to acquire and renovate an existing 21,000 sf building to lease to Stealth Microwave, Inc. for use in its light manufacturing operations.

FINANCING SUMMARY:

BOND PURCHASER:

AMOUNT OF BOND:

TERMS OF BOND:

ENHANCEMENT: N/A

PROJECT COSTS:

Acquisition of existing building	\$2,200,000
Renovation of existing building	\$400,000
Cost of Issuance	\$80,000
Engineering & architectural fees	\$20,000
TOTAL COSTS	\$2,700,000

JOBS: At Application 39 Within 2 years 9 Maintained 0 Construction 12

PUBLIC HEARING:

BOND COUNSEL: McManimon & Scotland

DEVELOPMENT OFFICER: R. Gomez

APPROVAL OFFICER: D. Sucsuz



DIRECT LOANS

**NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY
PROJECT SUMMARY - DIRECT LOAN PROGRAM**

APPLICANT: Carlin Realty

P19091

PROJECT USER(S): Community Programs, Inc.

* - indicates relation to applicant

PROJECT LOCATION: 423 Landis Ave

Vineland City (T/UA)

Cumberland

GOVERNOR'S INITIATIVES:

(X) NJ Urban Fund () Edison Innovation Fund () Core () Ready for Growth

APPLICANT BACKGROUND:

Carlin Realty is the real estate holding company of a commercial building located in Vineland, NJ. The building is leased to the related operating company, Community Programs, Inc., (CPI or the Company). CPI operates an adult medical day care center known as Community Medical Day Care Center. The Company has been in operation for more than 20 years under the same ownership.

The Company's business is to fulfill the health needs of Medicaid recipients and those who are served through the New Jersey Department of Health and Senior Services Home Care Expansion Program. CPI services also provides an alternative to an institutionalized setting such as a nursing home.

This project involves the refinancing of existing debt and the funding of costs associated with an upgraded elevator and minor roof repairs to a 20,000 square foot commercial property located in Vineland, NJ. Carlin Realty will be the borrower of project financing. CPI will provide a corporate guarantee.

APPROVAL REQUEST:

Approval of a \$500,000 direct loan is proposed.

FINANCING SUMMARY:

LENDER: NJEDA

AMOUNT OF LOAN: \$500,000

TERMS OF LOAN: Fixed for five years at the time of closing at the five year US Treasury plus 1.00% with a floor of 4.00%. Five-year term.

PROJECT COSTS:

Refinancing	\$2,510,000
Elevator/Roof repair	\$125,000
Soft Costs	\$120,500
TOTAL COSTS	<u><u>\$2,755,500</u></u>

JOBS: At Application 36 Within 2 years 2 Maintained 0 Construction 0

DEVELOPMENT OFFICER: H. Friedberg

APPROVAL OFFICER: D. Lawyer



STATEWIDE LOAN POOL PROGRAM

**NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY
PROJECT SUMMARY - STATEWIDE LOAN POOL PROGRAM**

APPLICANT: Coastal Investments of Pleasantville, LLC

P19878

PROJECT USER(S): Platinum Carwash, LLC *

* - indicates relation to applicant

PROJECT LOCATION: 855 New Road

Pleasantville City (T/UA)

Atlantic

GOVERNOR'S INITIATIVES:

(X) NJ Urban Fund () Edison Innovation Fund () Core () Ready for Growth

APPLICANT BACKGROUND:

Coastal Investments of Pleasantville, LLC ("CIP") is a newly formed real estate holding company that was established for the acquisition, development and management of the property located at 855 New Road in Pleasantville. The company intends to construct a carwash at the project site that will be occupied by the related, start-up company, Platinum Carwash, LLC ("Platinum"). Thomas Collins and Paul Melchiorre own both entities jointly.

The project has a total estimated cost of \$1.85 million. Sun National Bank has approved a \$1.2 million construction loan and a \$900,000 permanent mortgage contingent upon a 33% EDA participation. The proceeds will be used in combination with a \$300,000 UEZ loan and a \$650,000 equity contribution.

APPROVAL REQUEST:

Approval is requested for a \$300,000 (33%) participation in the \$900,000 loan from Sun National Bank.

FINANCING SUMMARY:

LENDER: Sun National Bank

AMOUNT OF LOAN: \$900,000 bank loan with a \$300,000 (33%) Authority Participation.

TERMS OF LOAN: Fixed at the FHLB five year advance rate plus 175 basis points. 5 year term, 25 year amortization.

TERMS OF PARTICIPATION: Rate will be fixed at US Treasury plus 1% at time of closing with a floor of 4%, or floating at Prime minus 2% with a floor of 3%. 5 year term; 25 year amortization.

PROJECT COSTS:

Land	\$650,000
Purchase of equipment & machinery	\$600,000
Construction of new building or addition	\$340,000
Working capital	\$169,000
Engineering & architectural fees	\$71,000
Finance fees	\$20,000
TOTAL COSTS	<u><u>\$1,850,000</u></u>

JOBS: At Application 0 Within 2 years 6 Maintained 0 Construction 10

DEVELOPMENT OFFICER: D. Bennis

APPROVAL OFFICER: S. Brady



LOCAL DEVELOPMENT FINANCING FUND

**NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY
PROJECT SUMMARY - LOCAL DEVELOPMENT FINANCING FUND PROGRAM**

APPLICANT: ABC Sign Factory, LLC

P20292

PROJECT USER(S): DCI Signs and Awnings, Inc. *

* - indicates relation to applicant

PROJECT LOCATION: 110 Riverside Avenue

Newark City (T/UA)

Essex

GOVERNOR'S INITIATIVES:

(X) NJ Urban Fund () Edison Innovation Fund () Core () Ready for Growth

APPLICANT BACKGROUND:

ABC Sign Factory, LLC ("ABC") is a newly formed real estate holding company that was established for the acquisition of the commercial property located at 110 Riverside Avenue in Newark. The property will be occupied by DCI Signs & Awnings, Inc. ("DCI"), a related company. DCI was formed in 1994 by the current owner, Daniellis "Danny" Castillo, as a provider of commercial signage.

ABC has entered into an agreement to purchase the project property for \$1.1 million. North Fork Bank has approved a \$770,000 mortgage contingent upon a \$258,000 LDFF loan, which will be used to partially fund the real estate acquisition. Of note, North Fork has approved a bridge loan for the proposed LDFF loan to enable the company to finalize the purchase prior to year-end as time is of the essence. In addition, North Fork will be providing a \$100,000 working capital loan.

APPROVAL REQUEST:

Approval is requested for a \$258,000 LDFF loan as proposed.

FINANCING SUMMARY:

LENDER: LDFF

AMOUNT OF LOAN: \$258,000

TERMS OF LOAN: Rate fixed at closing at ½ of the Federal Discount rate with a floor of 3%, 10 year term; 20 amortization with a rate reset at the end of year 5 at the then prevailing LDFF rate.

PROJECT COSTS:

Acquisition of existing building	\$1,100,000
Finance fees	\$5,000
	<hr/>
TOTAL COSTS	\$1,105,000
	<hr/> <hr/>

JOBS: At Application 14 Within 2 years 6 Maintained 14 Construction 0

DEVELOPMENT OFFICER: R. Gomez

APPROVAL OFFICER: S. Brady



NEW MARKETS LOAN PROGRAM

**NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY
PROJECT SUMMARY - NEW MARKETS TAX CREDITS PROGRAM**

APPLICANT: Danic Two, LLC

P19949

PROJECT USER(S): Atalanta Corporation *
J.F. Braun & Sons, Inc. *

* - indicates relation to applicant

PROJECT LOCATION: 1 Atalanta Plaza Elizabeth City (T/UA) Union

GOVERNOR'S INITIATIVES:

(X) NJ Urban Fund () Edison Innovation Fund () Core () Ready for Growth

APPLICANT BACKGROUND:

This project involves the construction of a 72,995 square foot commercial building consisting of warehouse and office space. The new building will be owned by a newly formed real estate holding company, Danic Two, LLC., ("Danic" or the "Borrower") and occupied via a lease agreement by related operating companies Atalanta Corporation ("Atalanta" or the "Company") and J.F. Braun & Sons, Inc., ("Braun"). The new facility is being constructed to accommodate significant business growth at Atalanta and to centralize certain off site storage capacity.

APPROVAL REQUEST:

Approval is requested for a \$5,500,000 New Markets Tax Credit loan.

FINANCING SUMMARY:

LENDER: NJCDE-3
AMOUNT OF LOAN: \$5,500,000
TERMS OF LOAN: 3%, interest only for 7 years.

PROJECT COSTS:

Construction of new building or addition	\$14,000,000
Land	\$1,500,000
Soft Costs	\$600,000
Purchase of equipment & machinery	\$500,000
Interest during construction	\$400,000
TOTAL COSTS	\$17,000,000

JOBS: At Application 116 Within 2 years 65 Maintained 0 Construction 420

DEVELOPMENT OFFICER: M. Abraham

APPROVAL OFFICER: D. Lawyer

**NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY
PROJECT SUMMARY - NEW MARKETS TAX CREDITS PROGRAM**

APPLICANT: Southview, LLC

P19320

PROJECT USER(S): Phylco, Ltd. d/b/a Doctors Subacute Care *

* - indicates relation to applicant

PROJECT LOCATION: 59 Birch Street

Paterson City (T/UA)

Passaic

GOVERNOR'S INITIATIVES:

(X) NJ Urban Fund () Edison Innovation Fund () Core () Ready for Growth

APPLICANT BACKGROUND:

Dr. Stuart Rauch acquired the White Beach Nursing Home of Paterson in June of 2005 with the intent to convert into a state-of-the-art sub-acute care facility. The facility was renamed Phylco, Ltd. d/b/a Doctors Subacute Care to reflect its role as a post acute healthcare center to serve residents of the local Paterson community. An affiliated real estate holding company, Southview, LLC was formed to purchase the facility building and related fixtures and leases them solely to Phylco., Ltd. Both entities are owned equally by Dr. Rauch and his spouse Phyllis Rauch.

The conversion from long term skilled nursing facility to active sub-acute rehabilitation and treatment center includes extensive physical plant improvements (i.e. increase gross space along with new rehab rooms and furniture, kitchen and equipment, bathrooms, dining room furniture, sprinklers, HVAC, plumbing and electrical) which have been ongoing since March of 2006. The facility will be licensed for 49 beds by New Jersey Department of Health and Senior Services.

APPROVAL REQUEST:

North Fork Bank has been providing construction financing for the project (balance is \$6.7 million as of 10/31/07 with maximum limit of \$7.237 million). In addition to this construction loan, the Bank has provided a \$561,000 bridge loan and a \$250,000 line of credit (mainly to cover additional interest and certain other project costs). Other permitted soft costs and working capital totaling approximately \$507,000 will be rolled into the permanent financing of \$8.555 million which will be split evenly between the Bank and NJEDA. Approval is recommended for the \$4,277,500 NMTC loan.

FINANCING SUMMARY:

LENDER: New Jersey CDE-3
AMOUNT OF LOAN: \$4,277,500
TERMS OF LOAN: 3% fixed, interest only for seven years

PROJECT COSTS:

Renovation of existing building	\$7,237,000
Interest during construction	\$849,435
Finance fees	\$299,250
Working capital	\$119,315
Legal fees	\$50,000
TOTAL COSTS	\$8,555,000

JOBS: At Application 50 Within 2 years 7 Maintained 0 Construction 217

DEVELOPMENT OFFICER: M. Abraham

APPROVAL OFFICER: M. Conte



CAMDEN ECONOMIC RECOVERY BOARD



TO: Members of the Authority

FROM: Caren S. Franzini
Chief Executive Officer

DATE: December 11, 2007

RE: Parkside Business & Community in Partnership, Inc.-Park Boulevard II
P15437

Request:

The Members of the Authority are asked to approve a modification to the Parkside Business & Community in Partnership, Inc. (PBCIP) Park Boulevard II project to extend the term of the \$395,825 soft loan until December 23, 2008.

Background:

At its December 23, 2003 Meeting, the ERB Members approved a \$395,825 soft loan for the substantial renovation of eleven (11) market-rate housing units of a twenty-two (22)-unit homeownership project in the Parkside section of Camden. This project represented Phase II of PBCIP's Park Boulevard project, which includes the renovation of approximately 150 properties along and near Park Boulevard. The goal of the Park Boulevard Project is to help stabilize the community by transforming the gateway of the neighborhood, creating the initial investment and promoting the revitalization of the area. PBCIP has completed Phase I of the Park Boulevard Project, which included the renovation of 11 units. The New Jersey Housing and Mortgage Financing Agency (HMFA) provided funding for Phase I of the project and assisted the Authority in the feasibility evaluation of the Phase II project. HMFA has also provided financial support for Phase II of the project and recommended approval of the ERB soft loan.

The approval of the ERB soft loan is scheduled to expire on December 23, 2007 due to the definition of a revitalization project. The Guide to Program Funds (Guide) states that the project must be "started in two years and completed in four years." Therefore, PBCIP is requesting an exception to the Guide by extending the term to December 23, 2008 in order to complete the homeownership project.

Project Update:

Initially, PBCIP worked with Martell Construction Co., Inc. (Martell), a Penns Grove based construction firm, which completed the renovation of 4 units. As the project progressed, it became apparent that Martell under-bid the project by 25%. This resulted in an under-funded project. In addition, during construction, one of the units experienced a \$30,000 change order to rebuild an entire structural wall. Lastly, the MONI program provided a maximum subsidy of \$25,000 per unit, which was insufficient to complete the project.

The Reinvestment Fund was the lender for the project and required that construction funds be paid as each unit was completed. This however limited the economies of scale and slowed the pace of completing the project. During this time, HMFA developed a new funding program, Choices in Home Ownership Incentives Created for Everyone (CHOICE) that provides up to \$100,000 subsidy per unit in the City of Camden. In the summer of 2007, PBCIP was approved a \$1,548,884 CHOICE subsidy for Phase IIB. PBCIP is now working with PNC Bank to co-lend construction funds for the Phase IIB. PNC Bank has provided a Term Sheet and plans to approve the funding shortly.

PBCIP has worked with several experienced partners to help build this project, including Cicada Architects of Philadelphia, and Arline Construction Services, LLC of Camden. Arline Construction Services, LLC has completed 2 units and has been selected as the contractor to renovate the remaining 16 homeownership units. Seventy percent of the construction workforce resides in Camden. Also, 70% of the vendors are located in Camden.

The Park Boulevard Phase II homeownership project has been separated into 2 components. Phase IIA consists of 2 market-rate and 4 moderate-income units, all of which have been completed and sold to Camden residents. Phase IIB is a 16-unit low- moderate-income project that includes 9 market-rate, 5 low-income, and 2 moderate-income units. The 1400-sq.ft. homes are located on Princess, Kenwood, and Langham Avenues. The sales prices for Phase IIB homes are \$55,000 for the low-income units, \$69,600 and for the moderate-income units, and \$78,000 for the market rate units. The prices for the moderate and market-rate units increased from \$60,000 and \$65,000 respectively due to an increase in construction costs. All 9 market-rate units and one moderate unit are under agreements of sale. The units are projected for completion by September 1, 2008.

To date, the ERB has disbursed \$71,968 to PBCIP for the renovation of 2 market rate units, which have been sold. The remaining \$323,857 ERB soft loan is available for the renovation of 9 market rate units.

Phase II project costs have increased by 34.6%, from \$2,705,325 to \$4,135,549. Below are the original permanent sources and uses of the 22-unit project:

Sources of Funds

\$ 1,350,000	Sales Proceeds
650,000	NJ HMFA MONI/CHOICE Programs
243,500	City of Camden HOME Program
66,000	NJ HMFA Acquisition Fund
395,825	ERB Soft Loan
\$2,705,325	Total

Uses of Funds

\$176,000	Acquisition
1,999,800	Renovations
135,350	Development fees (legal, architectural, engineering, and etc.)
116,995	Interest during Construction
277,180	Developer's and related fees
\$2,705,325	Total

The permanent sources and use of funds for the 6 completed units are listed below:

Source of Funds

\$389,200	Sales Proceeds
390,927	All other subsidies
140,481	HMFA acquisition subsidy
\$920,608	Total

Uses of Funds

\$ 145,481	Acquisition
612,180	Construction
34,234	Architect fees
8,368	Legal fees
4,500	Audit/accounting
600	Appraisal
568	Marketing
381	Utilities
8,352	Real Estate Taxes
19,924	Insurance
1,970	Fees/permits
10,063	Title/Closing Fees
17,500	Sales commissions
2,296	Miscellaneous
43,074	Developer Fee
3,312	Lender Fees
7,805	Interest
\$920,608	Total

Phase IIB has a total project cost of \$3,214,941. PNC Bank and HMFA will each provide a \$605,726 construction loan for Phase IIB. The CHOICE Subsidy at 90% during construction totals \$1,393,995. The developer's equity of \$63,494, and the HOME funds are also available during construction. Below are the permanent sources and uses of funds for the project.

Sources of Funds

\$ 1,116,200	Sales Proceeds
1,548,884	NJ HMFA CHOICE Program
226,000	City of Camden HOME Program
323,857	ERB Soft Loan
\$3,214,941	Total

Uses of Funds

\$ 42,500	Acquisition
1,811,265	Residential Structures
40,000	Building Permits
72,000	Environmental Clearances
61,200	Surety & Bonding
24,000	Legal Fees
10,000	Appraiser
10,000	Construction Cost Certificate/Audit
3,500	HAS (Affordable Housing Units) Fee
64,000	Marketing Expenses/Advertising
65,800	Architectural/Engineering Fees
209,394	Carrying and Financing Costs
225,335	Contingency
57,500	Construction Management
198,447	Contractor Fee
320,000	Developer Fee
\$3,214,941	Total

Recommendation

Staff has reviewed the application for consistency with the Act, the Strategic Revitalization Plan, and the City of Camden's Master Plan. The Park Boulevard Phase II project meets all eligibility and statutory requirements and will enhance the overall revitalization of the Parkside section of Camden. Accordingly, the Members are asked to approve the exception of the Guide and to extend the \$395,825 soft loan term until December 23, 2008, subject to the review and approval of the Economic Recovery Board at its December meeting.



Caren Franzini



**RENEWAL COMMUNITY COMMERCIAL
REVITALIZATION DEDUCTION PROGRAM**



TO: Members of the Authority

FROM: Caren S. Franzini
Chief Executive Officer

SUBJECT: 2007 Allocation - Commercial Revitalization Deduction Program

DATE: December 11, 2007

BACKGROUND

The Renewal Community Commercial Revitalization Deduction Program (CRD) was established under Section 14001 of the Internal Revenue Code. In accordance with this section, the Authority was designated the Community Revitalization Agency (CRA) for New Jersey with responsibility for developing a plan, mechanism and process for awarding and monitoring the annual allocations. A Renewal Community (RC), as defined by the US Department of Housing & Urban Development, is a community in need of increased opportunities for affordable housing, employment opportunities and economic revitalization. The designated RCs in New Jersey, Newark and Camden, are each qualified for a \$12 million allocation per year. Costs eligible for the CRD include new construction of a qualified building or the costs associated with substantial rehabilitation of an existing qualified building. The CRD may be claimed "up front" for 50% of the qualified costs, or, 100% if claimed over 10 years. This deduction is considered accelerated depreciation as the costs are typically depreciated over a 40-year period. The three applicants listed below are electing to claim the 100% deduction over 10 years.

Applicants - CRD Request

Applicant	Project Cost	Requested CRD	% of Total Requests	Pro Rata
37 Branford Place Associates for Dubrow Management Corp.	\$12,458,000	\$10,000,000	69.9%	\$8,388,000
New Hill Development Urban Renewal LLC	\$ 5,774,500	\$ 3,306,850	23.11%	\$2,773,200
1084-1092 Broad Street Urban Renewal LLC	\$ 4,811,328	\$ 1,000,000	6.99%	\$ 838,800
	\$23,043,828	\$14,306,850	100%	\$12,000,000

The Authority received three applications for the 2007 round of allocations of the Commercial Revitalization Deduction, from Newark, for \$14,306,850, an amount in excess of the \$12,000,000 allocation. Accordingly, the allocation will be awarded on a pro rata basis. There is no allocation request from entities in Camden. Since inception of the program through 2006 Newark entities have been awarded \$16 million in CRD allocations and Camden \$950,000. Applications scoring seven or more points out of a total of 13 will received an allocation of the CRD. Please note the scoring is comprised of two components: Threshold Criteria determined by the respective CRD community, and General Criterial determined by the Authority. The General Criteria focus is on creation of jobs and charitable giving in the past and anticipated in the future.

37 Branford Place Associates Limited Liability Company for Dubrow Management Corp.

37-57 Branford Place
Newark, Essex County

Dubrow Management Corporation (Dubrow), the project developer, was formed in 1986 by David Dubrow, who has two decades of experience as owner, manager and developer of properties throughout Northern New Jersey. Dubrow's expertise includes development, effective management and award-winning recycling of distressed residential commercial and industrial properties. The firm offers a full range of services, ranging from real estate development, construction oversight, hands-on property management and leasing. Dubrow owns and manages a portfolio of over 500,000 s.f. of space. Dubrow is projecting 44 new jobs in 2010 as tenants move into the building.

37 Brandford Place Associates Limited Liability Company for Dubrow Management Corp. fulfilled Newark's requirements to be classified a Tier Two project with the endorsement of Cory A. Booker, Mayor. The project is a three-story masonry building purchased in 2004, that was formerly used for commercial purposes. Property is located between Halsey Street and Washington Street. There are two attached structures in the complex, with a City owned portion of a former movie theater to be acquired from the City by February 2008. The applicant received site plan approval to develop 56 dwelling units, approximately 13,000 s.f. of first floor retail space and 79 on-site parking spaces. There will be 42 one-bedroom units, 13 two-bedroom units and one studio. The project is anticipated to be completed by 2009, with job creation by the retail vendors to start in 2010. Management anticipates its annual cash contribution to local charities will be at least \$10,000, approximately 2% to 3% of projected net income. David Dubrow will be joining the Real Estate Board of Newark, which requires three hours of time on a monthly basis.

1084-1092 Broad Street Urban Renewal, LLC

1084-1092 Broad Street
Newark, Essex County

1084-1092 Broad Street Urban Renewal LLC (LLC), formed in July 2006, is a single person LLC with net income or loss flowing to the sole stockholder, Antonio Pereira, personal tax return. The LLC acquired several properties from the City of Newark and private entities to create a 60,000 s.f. site on Broad Street, for construction of a new Rite Aid Pharmacy to serve this

neighborhood. Rite Aid will lease 14,600 s.f. for the new store and commit to a 20-year lease. Rite Aid is projecting the creation of 25 new jobs to staff the new store. The site will accommodate 53 on-site parking spaces, with a double drive-thru for pharmacy use. Site work has commenced and project completion is anticipated by May 2008. Mr. Periera has developed over 65 multi-family "for sale" units in the City of Newark, with an aggregate investment in excess of \$13 million.

1084-1092 Broad Street Urban Renewal, LLC fulfilled Newark's requirements to be classified a Tier Two project with the endorsement of Cory A. Booker, Mayor. While no evidence of significant prior charitable contributions relative to the CRD program requirement was provided, the applicant has indicated they plan on contributing cash or "in kind" through volunteer activities to organizations in Newark with an aggregate cash value of 2% to 3% of projected net income.

New Hill Development Urban Renewal LLC

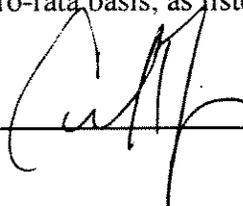
243-247 Parkhurst Street
Newark, Essex County

New Hill Development Urban Renewal LLC (New Hill) was formed in 2007 to purchase and renovate an office building in downtown Newark that was abandoned 30 years ago. The building will be totally renovated with a new interior, facade, roof and elevators. When completed, the building will have for rental approximately 40,000 s.f. of office space and 10,000 s.f. for commercial space. No leases have been signed to date. The principals have begun talking with banks and restaurants to rent out the first floor, with negotiations already in process with law firms, accounting firms, engineering and architectural firms for the space. According to the shareholders there is significant interest due to the proximity to City Hall, the new Arena and the Federal Building.

New Hill Development Urban Renewal LLC fulfilled Newark's requirements to be classified a Tier Two project with the endorsement of Cory A. Booker, Mayor. While no evidence or prior charitable contributions to Newark organization was presented, the applicant has indicated a commitment to contribute \$15,000 to scholarship funds such as the CURA Scholarship Fund for Hispanic Students, Portugese American Scholarship Foundation, and for African American Students.

Recommendation

As part of the application review process, the CRD Steering Committee, consisting of representatives from NJ Commerce Commission, NJ Housing and Mortgage Finance Agency, NJ Department of Labor and Authority staff met on December 3, 2007 and reviewed the three applications. Based on the Steering Committee's approval recommendation, staff recommends approval of the applicants with the allocations on a pro-rata basis, as listed above.



Prepared by: Michael Krug



**PETROLEUM UNDERGROUND STORAGE TANK
PROGRAM**



MEMORANDUM

TO: Members of the Authority
FROM: Caren S. Franzini
Chief Executive Officer
DATE: December 11, 2007
SUBJECT: NJDEP Petroleum UST Remediation, Upgrade & Closure Fund Program

The following commercial projects have been approved by the Department of Environmental Protection for grants to perform upgrade, site investigation, closure and site remediation. The scope of work is described on the attached project summaries.

Grant:

Edward Tieman. \$113,633

Total UST funding for December 2007 **\$113,633**

Prepared by: Lisa Petrizzi

**NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY
PROJECT SUMMARY - UNDERGROUND STORAGE TANK GRANT**

APPLICANT: Edward Tieman

P18791

PROJECT USER(S): Same as applicant

* - indicates relation to applicant

PROJECT LOCATION: 551 Burlington Avenue

Delanco Township (N)

Burlington

GOVERNOR'S INITIATIVES:

() NJ Urban Fund

() Edison Innovation Fund

(X) Core

() Ready for Growth

APPLICANT BACKGROUND:

In June 1999, Edward Tieman, owner of the project site, which is currently being used as a garage, received a grant totaling \$197,732 to remove four underground storage tanks, perform site remediation and soil and groundwater investigations. The applicant is now requesting another supplemental grant to perform additional soil and groundwater investigations. The NJDEP has determined that the project costs are technically eligible.

Financial statements provided by the applicant demonstrate that the applicant's financial condition conforms to the financial test for a conditional hardship grant.

APPROVAL REQUEST:

The applicant is now requesting another grant in the amount of \$113,632 to fund these costs, for a total funding to date of \$311,364.

The NJDEP oversight fee of \$11,363 is the customary 10% of the grant amount. This estimate assumes that the work will not require a high level of NJDEP involvement and that reports of an acceptable quality will be submitted to the NJDEP.

FINANCING SUMMARY:

GRANTOR: Petroleum UST Remediation, Upgrade & Closure Fund

AMOUNT OF GRANT: \$113,633

TERMS OF GRANT: No Interest; 5 year repayment provision on a pro-rata basis

PROJECT COSTS:

Upgrade, Closure, Remediation	\$113,633
NJDEP oversight cost	\$11,363
EDA administrative cost	\$250
TOTAL COSTS	\$125,246

APPROVAL OFFICER: L. Petrizzi



TO: Members of the Authority

FROM: Caren S. Franzini
Chief Executive Officer

DATE: December 11, 2007

SUBJECT: Petroleum Underground Storage Tank Program - Delegated Authority Approvals
(For Informational Purposes Only)

Pursuant to the Board's approval on May 9, 2006, the Chief Executive Officer ("CEO") and Sr. Vice-President ("SVP") of Operations have been given the authority to approve initial grants under the Hazardous Discharge Site Remediation Fund and Petroleum Underground Storage Tank programs up to \$100,000 and supplemental grants up to an aggregate of \$100,000.

In August 2006, the Petroleum Underground Storage Tank Program legislation was amended to allow funding for the closure and/or replacement of non-leaking residential underground storage tanks. The limits allowed under the amended legislation is \$1,200 for the closure and \$3,000 for the closure and replacement of a non-leaking residential underground storage tank.

Below is a summary of the Delegated Authority approvals processed by Program Services for the month of November 2007.

Applicant	Description	Grant Amount	Awarded to Date
Harriet Allan P19786	Initial grant for upgrade, closure and remediation	\$3,669	\$3,669
Alexander & Linda Aulisi / P19548	Initial grant for upgrade, closure and remediation	\$13,194	\$13,194
Edward & Charlotte Bayley / P20121	Supplemental grant for site remediation	\$5,679	\$21,455
Sophie & Thomas Boylan / P19793	Initial grant for upgrade, closure and remediation	\$10,145	\$10,145

Lorraine Collins P20034	Initial grant for upgrade, closure and remediation	\$28,034	\$28,034
Carol Conger P20030	Initial grant for upgrade, closure and remediation	\$9,156	\$9,156
Glenn Dugan P20031	Initial grant for upgrade, closure and remediation	\$8,190	\$8,190
Richard & Maureen Frisch / P19247	Initial grant for upgrade, closure and remediation	\$20,790	\$20,790
Ettha Griffiths P19619	Initial grant for upgrade, closure and remediation	\$9,919	\$9,919
Margaret Horsch P19472	Initial grant for upgrade, closure and remediation	\$5,367	\$5,367
Ryan Levens P20080	Initial grant for upgrade, closure and remediation	\$4,272	\$4,272
Frank Lukany P20083	Supplemental grant for upgrade, closure and remediation	\$18,979	\$26,359
Constantine Lydakakis P19865	Initial grant for upgrade, closure and remediation	\$16,725	\$16,725
Rosanne Mazia P19328	Initial grant for upgrade, closure and remediation	\$9,027	\$9,027
Kurt & Christine Morello / P19986	Supplemental grant for upgrade, closure and remediation	\$7,042	\$15,874
Helga Morisse P20123	Initial grant for upgrade, closure and remediation	\$15,786	\$15,786
Frank & Phyllis Morris / P19435	Initial grant for upgrade, closure and remediation	\$3,742	\$3,742
Geraldine Mulligan P20021	Initial grant for upgrade, closure and remediation	\$4,477	\$4,477
Newark Gospel Tabernacle Church P19585	Supplemental grant for upgrade, closure and remediation	\$59,292	\$104,982 *\$59,292 aggregate delegated authority supplemental approval
Michael & Georgina O'Neill / P19017	Initial grant for upgrade, closure and remediation	\$8,235	\$8,235
Michael Orlovsky P19614	Initial grant for upgrade, closure and remediation	\$5,828	\$5,828

John Palmquist P19868	Initial grant for upgrade, closure and remediation	\$8,884	\$8,884
Barbara Parzatka P20020	Initial grant for upgrade, closure and remediation	\$16,220	\$16,220
Joseph & Julia Pizzuott-Pomaco P20015	Supplemental grant for site remediation	\$44,064	\$155,469 *\$44,064 aggregate delegated authority supplemental approval
David Rozene P19863	Initial grant for upgrade, closure and remediation	\$3,826	\$3,826
Fred & Hildi Schneider / P19982	Initial grant for upgrade, closure and remediation	\$20,721	\$20,721
Roberta Tammaro P20066	Initial grant for upgrade, closure and remediation	\$19,205	\$19,205
Valentine Tumelis P19981	Initial grant for upgrade, closure and remediation	\$19,963	\$19,963
Michael Urbain P20012	Initial grant for upgrade, closure and remediation	\$18,193	\$18,193
Sue Wolinski P20179	Initial grant for upgrade, closure and remediation	\$68,064	\$68,064
Noronda Wright P19872	Initial grant for upgrade, closure and remediation	\$2,300	\$2,300
31 Grants	Total Delegated Authority funding for Leaking Tank applications in November 2007	\$488,988	

Stephen Adamowicz P19651	Grant to remove an underground storage tank	\$1,200	\$1,200
Larry & Donna Adelman / P19921	Grant to remove an underground storage tank and install an aboveground storage tank	\$1,568	\$1,568
David & Rita Adlin P19772	Grant to remove an underground storage tank and install an aboveground storage tank	\$3,000	\$3,000
Francesco & Diane Antonini / P19936	Grant to remove an underground storage tank and install an aboveground storage tank	\$3,000	\$3,000

Margaret Augustine P20122	Grant to remove an underground storage tank and install an aboveground storage tank	\$3,000	\$3,000
Judith Ann Ball P20258	Grant to remove an underground storage tank and install an aboveground storage tank	\$2,800	\$2,800
Gary & Marilyn Beres P20153	Grant to remove an underground storage tank	\$1,200	\$1,200
Keith Blair P19914	Grant to remove an underground storage tank and install an aboveground storage tank	\$3,000	\$3,000
Donald & Carol Bloch P20173	Grant to remove an underground storage tank and install an aboveground storage tank	\$2,914	\$2,914
John V. Bobinski P19777	Grant to remove an underground storage tank and install an aboveground storage tank	\$3,000	\$3,000
Neil Bonyor P19928	50% grant to remove an underground storage tank and install an aboveground storage tank	\$1,500	\$1,500
Michelle & Richard Boyer / P20169	Grant to remove an underground storage tank and install an aboveground storage tank	\$3,000	\$3,000
John S. Buchanec P20111	Grant to remove an underground storage tank and install an aboveground storage tank	\$3,000	\$3,000
Jackie Bullock P19943	Grant to remove an underground storage tank and install an aboveground storage tank	\$2,650	\$2,650
Thomas & Karen Byrne / P20077	Grant to remove an underground storage tank and install an aboveground storage tank	\$2,400	\$2,400
John & Jean Cannon P19915	Grant to remove an underground storage tank and install an aboveground storage tank	\$3,000	\$3,000
Paul & Mirella Caristi P19837	Grant to remove an underground storage tank and install an aboveground storage tank	\$2,557	\$2,557

Giuseppe & Marianne Carlomagno / P20158	Grant to remove an underground storage tank and install an aboveground storage tank	\$3,000	\$3,000
JoAnn Carrara P20149	Grant to remove an underground storage tank and install an aboveground storage tank	\$3,000	\$3,000
Kenneth Carswell P19997	Grant to remove an underground storage tank and install an aboveground storage tank	\$3,000	\$3,000
David & Denise Cassell / P20092	Grant to remove an underground storage tank and install an aboveground storage tank	\$3,000	\$3,000
Yvonne E. Cenicola P19892	Grant to remove an underground storage tank	\$1,200	\$1,200
Mary Cerchio P19924	Grant to remove an underground storage tank and install an aboveground storage tank	\$3,000	\$3,000
Jayne Cirello P19925	Grant to remove an underground storage tank and install an aboveground storage tank	\$2,526	\$2,526
Thomas Connors P19901	Grant to remove an underground storage tank and install an aboveground storage tank	\$2,565	\$2,565
Philip & Linda Considine / P20299	Grant to remove an underground storage tank	\$1,050	\$1,050
Eugene & Helen Conquy / P19941	Grant to remove an underground storage tank and install an aboveground storage tank	\$3,000	\$3,000
Heather Cooper P19814	Grant to remove an underground storage tank and install an aboveground storage tank	\$2,700	\$2,700
Mark & Maureen Cunard / P19706	Grant to remove an underground storage tank and install an aboveground storage tank	\$3,000	\$3,000
Christopher & Meredith Curley P20247	Grant to remove an underground storage tank and install an aboveground storage tank	\$2,692	\$2,692

Frederick & Judith Daniels / P20352	Grant to remove an underground storage tank and install an aboveground storage tank	\$3,000	\$3,000
Julie DeGeorge P19845	Grant to remove an underground storage tank	\$1,200	\$1,200
Antoinette Dipaula P20106	Grant to remove an underground storage tank and install an aboveground storage tank	\$3,000	\$3,000
Brandon & Bonnie Dirkson / P19917	Grant to remove an underground storage tank and install an aboveground storage tank	\$3,000	\$3,000
Richard Donato P19896	Grant to remove an underground storage tank and install an aboveground storage tank	\$2,700	\$2,700
Michael & Beth Dreher / P19988	Grant to remove an underground storage tank and install an aboveground storage tank	\$3,000	\$3,000
John Ellis P19885	Grant to remove an underground storage tank and install an aboveground storage tank	\$3,000	\$3,000
Ronald & Carolyn Ellison / P19855	Grant to remove an underground storage tank and install an aboveground storage tank	\$3,000	\$3,000
James Epperly, Sr. P19694	Grant to remove an underground storage tank and install an aboveground storage tank	\$2,545	\$2,545
Emilia Esteban P20150	Grant to remove an underground storage tank and install an aboveground storage tank	\$3,000	\$3,000
Nick & Harriet Fama P19659	Grant to remove an underground storage tank	\$1,200	\$1,200
William & Susan Ferry / P20163	Grant to remove an underground storage tank and install an aboveground storage tank	\$3,000	\$3,000
Thomas B. Fiore P19942	Grant to remove an underground storage tank and install an aboveground storage tank	\$3,000	\$3,000

Chiam & Elisheva Fisher / P20087	Grant to remove an underground storage tank and install an aboveground storage tank	\$3,000	\$3,000
John Flake P18929	50% grant to remove an underground storage tank and install an aboveground storage tank	\$1,500	\$1,500
Phuc & Rebecca Flanagan / P20237	Grant to remove an underground storage tank and install an aboveground storage tank	\$3,000	\$3,000
Santo & Lori Fontana P20010	Grant to remove an underground storage tank and install an aboveground storage tank	\$2,895	\$2,895
Barbara Forlenza P19994	Grant to remove an underground storage tank and install an aboveground storage tank	\$2,916	\$2,916
Charles & Kathleen Gerndt / P19989	Grant to remove an underground storage tank and install an aboveground storage tank	\$2,860	\$2,860
Anthony & Mildred Gernhardt / P19890	Grant to remove an underground storage tank and install an aboveground storage tank	\$2,911	\$2,911
Salvatore Giambarrese / P19849	Grant to remove an underground storage tank and install an aboveground storage tank	\$3,000	\$3,000
Stanley & Anne Golemski / P20051	Grant to remove an underground storage tank and install an aboveground storage tank	\$3,000	\$3,000
Phil & Gail Griffiths P20201	Grant to remove an underground storage tank	\$1,200	\$1,200
Catharina Haas P20199	Grant to remove an underground storage tank and install an aboveground storage tank	\$2,862	\$2,862
Dennis & Linda Halm P20054	50% grant to remove an underground storage tank and install an aboveground storage tank	\$1,318	\$1,318
Cheri Harris P19998	Grant to remove an underground storage tank	\$1,200	\$1,200

Ray Hatke P20219	Grant to remove an underground storage tank and install an aboveground storage tank	\$3,000	\$3,000
William & Sheryl Healy / P20104	Grant to remove an underground storage tank and install an aboveground storage tank	\$2,917	\$2,917
David Hegedus P19920	Grant to remove an underground storage tank	\$1,200	\$1,200
Alice Herchakowski P20128	Grant to remove an underground storage tank and install an aboveground storage tank	\$3,000	\$3,000
Thomas & Barbara Hilliard / P20060	Grant to remove an underground storage tank	\$1,095	\$1,095
Michele & Gregory Hobaugh / P20146	Grant to remove an underground storage tank and install an aboveground storage tank	\$2,350	\$2,350
Cheryl Howard P19757	Grant to remove an underground storage tank and install an aboveground storage tank	\$2,982	\$2,982
Scott & Enza Isgett P20250	Grant to remove an underground storage tank and install an aboveground storage tank	\$3,000	\$3,000
Robert & Evelyn Jacob / P19821	Grant to remove an underground storage tank and install an aboveground storage tank	\$3,000	\$3,000
Scott & Colleen Jakl P20214	Grant to remove an underground storage tank and install an aboveground storage tank	\$3,000	\$3,000
Patricia Karl P20233	Grant to remove an underground storage tank and install an aboveground storage tank	\$3,000	\$3,000
Claire Karlsen P20044	Grant to remove an underground storage tank and install an aboveground storage tank	\$3,000	\$3,000
Hugh & Lea Ann Kays / P20139	Grant to remove an underground storage tank and install an aboveground storage tank	\$3,000	\$3,000
Linda Kemble P19488	Grant to remove an underground storage tank	\$1,105	\$1,105

Irene V. King P19945	Grant to remove an underground storage tank and install an aboveground storage tank	\$3,000	\$3,000
Eileen & Lawrence Kirsch / P19695	Grant to remove an underground storage tank	\$1,200	\$1,200
Paul LaMarca P20045	Grant to remove an underground storage tank and install an aboveground storage tank	\$3,000	\$3,000
Charles Lambusta P20056	Grant to remove an underground storage tank	\$1,113	\$1,113
Byong & Jung Lee P20001	Grant to remove an underground storage tank and install an aboveground storage tank	\$3,000	\$3,000
Anthony & Carol Liguori / P20090	Grant to remove an underground storage tank and install an aboveground storage tank	\$2,175	\$2,175
David & Susan Lovelace / P20126	Grant to remove an underground storage tank and install an aboveground storage tank	\$2,410	\$2,410
Thomas & Jeanmarie Lynch / P20224	Grant to remove an underground storage tank and install an aboveground storage tank	\$3,000	\$3,000
Richard Mansfield P20105	Grant to remove an underground storage tank and install an aboveground storage tank	\$3,000	\$3,000
Robert & Roseann Marcella / P20011	Grant to remove an underground storage tank and install an aboveground storage tank	\$2,850	\$2,850
Maria Martins P19905	Grant to remove an underground storage tank	\$1,200	\$1,200
Nicola & Rita Mazzaferro / P20202	Grant to remove an underground storage tank	\$1,200	\$1,200
Stephanie Meade P20223	Grant to remove an underground storage tank and install an aboveground storage tank	\$3,000	\$3,000
Rick & Suzanne Miele / P20058	50% grant to remove an underground storage tank and install an aboveground storage tank	\$1,200	\$1,200

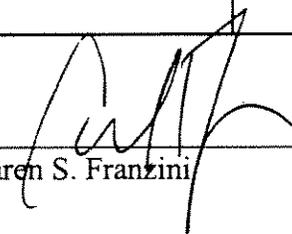
Michael Mindish P19995	Grant to remove an underground storage tank and install an aboveground storage tank	\$2,950	\$2,950
Mary Mironchik P20093	Grant to remove an underground storage tank and install an aboveground storage tank	\$2,917	\$2,917
Sabata & Mary Ann Miseo / P20148	Grant to remove an underground storage tank and install an aboveground storage tank	\$2,997	\$2,997
Andrienne Morris P19847	Grant to remove an underground storage tank and install an aboveground storage tank	\$3,000	\$3,000
David & Barbara Murphy / P20243	Grant to remove an underground storage tank and install an aboveground storage tank	\$3,000	\$3,000
Margaret Murphy P19906	50% grant to remove an underground storage tank and install an aboveground storage tank	\$1,500	\$1,500
Nick & Nancy Novellino / P19960	Grant to remove an underground storage tank and install an aboveground storage tank	\$2,906	\$2,906
William & Shirley Oliver / P20155	Grant to remove an underground storage tank and install an aboveground storage tank	\$2,674	\$2,674
Jim O'Mahony P19828	Grant to remove an underground storage tank and install an aboveground storage tank	\$3,000	\$3,000
Jon Ong P19992	Grant to remove an underground storage tank	\$950	\$950
Roy & Jeanne Ortiz P20218	Grant to remove an underground storage tank and install an aboveground storage tank	\$3,000	\$3,000
Kathleen & Joseph Pangaro / P19961	Grant to remove an underground storage tank and install an aboveground storage tank	\$3,000	\$3,000
James Papandrea P20059	Grant to remove an underground storage tank and install an aboveground storage tank	\$2,912	\$2,912

John & Florence Parker / P20061	Grant to remove an underground storage tank and install an aboveground storage tank	\$2,550	\$2,550
Richard Parker P20008	Grant to remove an underground storage tank and install an aboveground storage tank	\$3,000	\$3,000
Angelo & Donna Patane / P20005	Grant to remove an underground storage tank and install an aboveground storage tank	\$3,000	\$3,000
Ashish & Shital Patel P20099	Grant to remove an underground storage tank and install an aboveground storage tank	\$2,760	\$2,760
Stephen & Tracy Piacentino / P20127	Grant to remove an underground storage tank and install an aboveground storage tank	\$3,000	\$3,000
Ronald Pinkiewicz P19841	Grant to remove an underground storage tank and install an aboveground storage tank	\$3,000	\$3,000
Robert & Mary Porcellini / P20193	Grant to remove an underground storage tank	\$1,200	\$1,200
Bradley & Peggy Pordon / P19887	Grant to remove an underground storage tank and install an aboveground storage tank	\$2,974	\$2,974
Joseph & Kimberley Post / P20195	Grant to remove an underground storage tank and install an aboveground storage tank	\$3,000	\$3,000
Denise & Thomas Powers / P20118	Grant to remove an underground storage tank and install an aboveground storage tank	\$3,000	\$3,000
Mike Pugliese P20110	Grant to remove an underground storage tank and install an aboveground storage tank	\$3,000	\$3,000
Christopher Raimann P19700	Grant to remove an underground storage tank and install an aboveground storage tank	\$2,911	\$2,911
Donald & Kristine Rasile / P20114	Grant to remove an underground storage tank and install an aboveground storage tank	\$3,000	\$3,000

Elayne Reilly P19972	Grant to remove an underground storage tank and install an aboveground storage tank	\$2,600	\$2,600
Kenneth & Elizabeth Reilly / P20103	Grant to remove an underground storage tank and install an aboveground storage tank	\$2,578	\$2,578
David & Kelly Rein P20161	Grant to remove an underground storage tank	\$1,200	\$1,200
Imant Reinwalds P19968	Grant to remove an underground storage tank	\$1,200	\$1,200
James & Heather Ricalde / P19970	Grant to remove an underground storage tank and install an aboveground storage tank	\$3,000	\$3,000
Robert & Wendy Riccio / P20131	Grant to remove an underground storage tank and install an aboveground storage tank	\$2,800	\$2,800
George & Emma Rodriguez / P20055	Grant to remove an underground storage tank and install an aboveground storage tank	\$2,550	\$2,550
Kim Anzaldo Russo P20196	Grant to remove an underground storage tank	\$1,200	\$1,200
Carmela Sanna P20088	Grant to remove an underground storage tank and install an aboveground storage tank	\$2,500	\$2,500
Janyth Schaaf P19391	Grant to remove an underground storage tank	\$1,200	\$1,200
Patricia Schalk P20043	50% grant to remove an underground storage tank	\$600	\$600
Yuergen & Cynthia Schuetz / P19902	Grant to remove an underground storage tank and install an aboveground storage tank	\$2,958	\$2,958
Jackie Senatore P20109	Grant to remove an underground storage tank and install an aboveground storage tank	\$3,000	\$3,000
Mario & Iluminada Serrano / P19929	Grant to remove an underground storage tank and install an aboveground storage tank	\$2,785	\$2,785

Stacey & Joseph Slowinski / P20226	Grant to remove an underground storage tank	\$1,200	\$1,200
James O. Smith P19842	Grant to remove an underground storage tank and install an aboveground storage tank	\$3,000	\$3,000
Dawn Snell P19792	Grant to remove an underground storage tank and install an aboveground storage tank	\$3,000	\$3,000
James & Margaret Sadt / P19856	Grant to remove an underground storage tank and install an aboveground storage tank	\$3,000	\$3,000
Fred Spector P20108	Grant to remove an underground storage tank and install an aboveground storage tank	\$2,894	\$2,894
Jeffrey A. Spector P20215	Grant to remove an underground storage tank and install an aboveground storage tank	\$2,527	\$2,527
Mark Spreen P20257	Grant to remove an underground storage tank and install an aboveground storage tank	\$3,000	\$3,000
Johanna Spriet P20232	Grant to remove an underground storage tank and install an aboveground storage tank	\$3,000	\$3,000
Claudio & Bernadete Stabile / P20113	Grant to remove an underground storage tank and install an aboveground storage tank	\$2,602	\$2,602
Dean & Tanine Stead P19999	Grant to remove an underground storage tank and install an aboveground storage tank	\$3,000	\$3,000
Timothy Stephens P20235	Grant to remove an underground storage tank and install an aboveground storage tank	\$3,000	\$3,000
Lawrence Steward P19897	Grant to remove an underground storage tank and install an aboveground storage tank	\$2,531	\$2,531
Sean & Lisa Strouth P19679	Grant to remove an underground storage tank	\$1,200	\$1,200

James Thoubboron P20052	Grant to remove an underground storage tank and install an aboveground storage tank	\$3,000	\$3,000
Sandra Torgensen & Joseph Ramirez T. P20101	Grant to remove an underground storage tank and install an aboveground storage tank	\$3,000	\$3,000
Rita Thull P20229	Grant to remove an underground storage tank and install an aboveground storage tank	\$3,000	\$3,000
John & Frances Verlangieri / P20165	Grant to remove an underground storage tank and install an aboveground storage tank	\$3,000	\$3,000
Steven & Laurie Wehner / P19930	Grant to remove an underground storage tank and install an aboveground storage tank	\$2,832	\$2,832
Gloria White James P19850	Grant to remove an underground storage tank and install an aboveground storage tank	\$2,700	\$2,700
Jason Whitosky & Joey Becker / P19666	Grant to remove an underground storage tank and install an aboveground storage tank	\$3,000	\$3,000
Dorothy Wilds P19584	Grant to remove an underground storage tank and install an aboveground storage tank	\$3,000	\$3,000
Herb & Caroline Witke / P20208	Grant to remove an underground storage tank and install an aboveground storage tank	\$2,989	\$2,989
Diane & Michael Woods / P19987	Grant to remove an underground storage tank	\$1,200	\$1,200
Rosina Yriart P19954	Grant to remove an underground storage tank and install an aboveground storage tank	\$2,983	\$2,983
148 Grants	Total Delegated Authority funding for Non-Leaking Tank applications in November 2007	\$372,873	


Caren S. Franzini

BUSINESS EMPLOYMENT INCENTIVE PROGRAM

**NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY
PROJECT SUMMARY - BUSINESS EMPLOYMENT INCENTIVE PROGRAM**

APPLICANT: Mizco International, Inc

P19347

PROJECT LOCATION: 80 East Essex Avenue Woodbridge Township Middlesex County

GOVERNOR'S INITIATIVES:

(X) NJ Urban Fund () Edison Innovation Fund () Core () Ready for Growth

APPLICANT BACKGROUND/ECONOMIC VIABILITY:

Mizco International, Inc (Mizco), formed in 1990 in Brooklyn, is the oldest and largest manufacturer of aftermarket accessories for wireless phones, digital cameras, MP3 and iPods under the Cellular Innovations and Digipower brands. The applicant is a family owned business and employs 70 people at the Brooklyn Army Terminal. Digipower is well known as a specialist for manufacturing aftermarket batteries for all cell phone and digital camera models on the market. At peak production the applicant assembles 7,000 battery packs per day. A number of the products are manufactured overseas. The applicant's customer base includes 5,000 speciality retailers, with distribution to over 17,000 store fronts throughout the United States. Mizco is economically viable.

MATERIAL FACTOR:

Mizco is requesting a BEIP grant to support moving 85 jobs from Brooklyn to Avenel, Woodbridge Township, Middlesex County. Under consideration is expanding in Brooklyn or moving to a 300,000 s.f. facility in Woodbridge. Project costs are estimated to be \$6.8 million. A favorable decision by the Authority to award the BEIP grant is a material factor in the applicant's decision to establish its business in New Jersey.

APPROVAL REQUEST:

PERCENTAGE: 70%

TERM: 10 years

The Members of the Authority are asked to approve the proposed BEIP grant and award percentage to encourage Mizco International, Inc to increase employment in New Jersey. The recommended award percentage is based on the company meeting the criteria as set forth on the attached Formula Evaluation and is contingent upon receipt by the Authority of evidence that the company has met said criteria to substantiate the recommended award percentage. If the criteria met by the company differs from that shown on the Formula Evaluation, the award percentage will be raised or lowered to reflect the award percentage that corresponds to the actual criteria that have been met.

TOTAL ESTIMATED GRANT AWARD OVER TERM OF GRANT: \$ 357,000
(not to exceed an average of \$50,000 per new employee over the term of the grant)

NJ EMPLOYMENT AT APPLICATION: 0

ELIGIBLE BEIP JOBS: Year 1 50 Year 2 35 Base Years Total = 85

ANTICIPATED AVERAGE WAGES: \$35,000

ESTIMATED PROJECT COSTS: \$6,800,000

ESTIMATED GROSS NEW STATE INCOME TAX - DURING 10 \$510,000

ESTIMATED NET NEW STATE INCOME TAX - DURING 15 \$408,000

PROJECT IS: (X) Expansion (X) Relocation Brooklyn NY

CONSTRUCTION: () Yes (X) No

PROJECT OWNERSHIP HEADQUARTERED IN: New York

APPLICANT OWNERSHIP: (X) Domestic () Foreign

DEVELOPMENT OFFICER: R. Gomez

APPROVAL OFFICER: M. Krug

FORMULA EVALUATION

<u>Criteria</u>		<u>Score</u>
1. Location:	Woodbridge Township	N/A
2. Job Creation	85	2
	Targeted : _____ Non-Targeted : <u> X </u>	
3. Job at Risk:	0	0
4. Industry:	wholesale	0
	Designated : _____ Non-Designated : <u> X </u>	
5. Leverage:	3 to 1 and up	2
6. Capital Investment:	\$6,800,000	2
7. Average Wage:	\$ 35,000	2

TOTAL: 8

Bonus Increases (up to 80%):

Located in Planning Area 1 or 2 of the State's Development and Redevelopment Plan	20%	<u>20%</u>
Located in Planning Area 1 or 2 of the State's Development and Redevelopment Plan AND creation of 500 or more jobs	30%	_____
Located in a former Urban Coordinating Council or other distressed municipality as defined by Department of Community Affairs	20%	<u>20%</u>
Located in a brownfield site (defined as the first occupants of the site after issuance of a new no-further action letter)	20%	_____
Located in a center designated by the State Planning Commission, or in a municipality with an endorsed plan	15%	_____
10% or more of the employees of the business receive a qualified transportation fringe of \$ 30.00 or greater.	15%	_____
Located in an area designated by the locality as an "area in need of redevelopment"	10%	_____
Jobs-creating development is linked with housing production or renovation (market or affordable) utilizing at least 25% of total buildable area of the site	10%	_____
Company is within 5 miles of and working cooperatively with a public or non-profit university on research and development	10%	_____

Total Bonus Points: 40 %

Total Score :

Total Score per formula:	8 = 30 %
Construction/Renovation :	0 %
Bonus Increases :	40 %
Total Score (not to exceed 80 %):	70 %

**NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY
PROJECT SUMMARY - BUSINESS EMPLOYMENT INCENTIVE PROGRAM**

APPLICANT: QRxPharma, Inc.

P20458

PROJECT LOCATION: 1400 Route 206

Bedminster Township (N) Somerset County

GOVERNOR'S INITIATIVES:

() NJ Urban Fund (X) Edison Innovation Fund () Core () Ready for Growth

APPLICANT BACKGROUND/ECONOMIC VIABILITY:

QRxPharma, Inc. (QRx), originally formed in 2002 in Queensland, Australia, is a clinical-stage specialty pharmaceutical company with a core focus on the development and commercialisation of pain therapy products with the licenses to the patents for dual opioid technology. In May 2007, the applicant was successful raising \$50 million and is now listed on the Australian Stock Exchange. The funds will be used to support the applicant's Phase 3 clinical trails of its lead drug compound, Q8003IR. The Applicant's preclinical and clinical pipeline includes other technologies in the fields of neurodegenerative disease and venomics. QRx's drug development strategy re-positions existing therapies for new clinical uses, abbreviating the path from bench to bedside, accelerating the go-to-market strategy, providing for a streamlined regulatory approval process, and creating new opportunities for commercialisation. The applicant is economically viable.

MATERIAL FACTOR:

QRx is requesting a BEIP grant to support creating 27 executive and high tech jobs to staff the applicant's new U.S. headquarters. The site search has been narrowed down to Maryland, and New Jersey, where they have currently have offices. Project costs are estimated to be \$320,000. A favorable decision by the Authority to award the BEIP grant is a material factor in the applicant's decision to establish its corporate office in New Jersey.

APPROVAL REQUEST:

PERCENTAGE: 50%

TERM: 10 years

The Members of the Authority are asked to approve the proposed BEIP grant and award percentage to encourage QRxPharma, Inc. to increase employment in New Jersey. The recommended award percentage is based on the company meeting the criteria as set forth on the attached Formula Evaluation and is contingent upon receipt by the Authority of evidence that the company has met said criteria to substantiate the recommended award percentage. If the criteria met by the company differs from that shown on the Formula Evaluation, the award percentage will be raised or lowered to reflect the award percentage that corresponds to the actual criteria that have been met.

TOTAL ESTIMATED GRANT AWARD OVER TERM OF GRANT: \$ 1,089,897
(not to exceed an average of \$50,000 per new employee over the term of the grant)

NJ EMPLOYMENT AT APPLICATION: 3

ELIGIBLE BEIP JOBS: Year 1 12 Year 2 15 Base Years Total = 27

ANTICIPATED AVERAGE WAGES: \$163,333

ESTIMATED PROJECT COSTS: \$320,000

ESTIMATED GROSS NEW STATE INCOME TAX - DURING 10 \$2,179,793

ESTIMATED NET NEW STATE INCOME TAX - DURING 15 \$2,179,793

PROJECT IS: (X) Expansion () Relocation

CONSTRUCTION: () Yes (X) No

PROJECT OWNERSHIP HEADQUARTERED IN: _____

APPLICANT OWNERSHIP: () Domestic (X) Foreign Australia

DEVELOPMENT OFFICER: S. di Stefano

APPROVAL OFFICER: M. Krug

FORMULA EVALUATION

<u>Criteria</u>	<u>Score</u>
1. Location: Bedminster Township	N/A
2. Job Creation 27	1
Targeted : _____ Non-Targeted : <u> X </u>	
3. Job at Risk: 3	0
4. Industry: Pharmaceuticals	2
Designated : <u> X </u> Non-Designated : _____	
5. Leverage: 3 to 1 and up	2
6. Capital Investment: \$320,000	0
7. Average Wage: \$ 163,333	4

TOTAL: **9**

Bonus Increases (up to 80%):

Located in Planning Area 1 or 2 of the State's Development and Redevelopment Plan	20%	<u>20%</u>
Located in Planning Area 1 or 2 of the State's Development and Redevelopment Plan AND creation of 500 or more jobs	30%	_____
Located in a former Urban Coordinating Council or other distressed municipality as defined by Department of Community Affairs	20%	_____
Located in a brownfield site (defined as the first occupants of the site after issuance of a new no-further action letter)	20%	_____
Located in a center designated by the State Planning Commission, or in a municipality with an endorsed plan	15%	_____
10% or more of the employees of the business receive a qualified transportation fringe of \$ 30.00 or greater.	15%	_____
Located in an area designated by the locality as an "area in need of redevelopment"	10%	_____
Jobs-creating development is linked with housing production or renovation (market or affordable) utilizing at least 25% of total buildable area of the site	10%	_____
Company is within 5 miles of and working cooperatively with a public or non-profit university on research and development	10%	_____

Total Bonus Points: 20 %

Total Score :

Total Score per formula:	9 = 30 %
Construction/Renovation :	0 %
Bonus Increases :	20 %
Total Score (not to exceed 80 %):	50 %

**NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY
PROJECT SUMMARY - BUSINESS EMPLOYMENT INCENTIVE PROGRAM**

APPLICANT: StemCyte, Inc

P20457

PROJECT LOCATION: 840 Bear Tavern Road Ewing Township (N) Mercer County

GOVERNOR'S INITIATIVES:

() NJ Urban Fund (X) Edison Innovation Fund () Core () Ready for Growth

APPLICANT BACKGROUND/ECONOMIC VIABILITY:

StemCyte, Inc. (Stem), formed in 1997, is a leading, global umbilical cord blood ("UCB") stem cell transplantation and therapeutic products company. StemCyte, headquartered in Southern California has UCB storage facilities in both California and Taiwan which collect, process and store UCB stem cells to be used as therapeutic treatments. Stem cells are used to replace or initiate the production of other cells that are damaged or missing due to disease. UCB stem cells are already in clinical use and have been used in approximately 8,000 transplants worldwide. With an inventory of over 25,000 units, the Company's stem cell bank represents one of the largest and most ethnically diverse sources of unrelated stem cell transplantation products. StemCyte's products are currently being used to treat two to three patients per week worldwide who suffer from a variety of blood cancers and immune and genetic disorders. The applicant is economically viable.

MATERIAL FACTOR:

StemCyte is requesting a BEIP grant to support creating 12 new executive level jobs to staff the new corporate headquarters and therapeutics program in the Northeastern, U.S. Under consideration are sites in Ewing, Mercer County, and Pennsylvania. Project costs are estimated to be \$20,000. A favorable decision by the Authority to award the BEIP grant is a material factor in the applicant's decision to establish its corporate office in New Jersey.

APPROVAL REQUEST:

PERCENTAGE: 70%
TERM: 10 years

The Members of the Authority are asked to approve the proposed BEIP grant and award percentage to encourage StemCyte, Inc to increase employment in New Jersey. The recommended award percentage is based on the company meeting the criteria as set forth on the attached Formula Evaluation and is contingent upon receipt by the Authority of evidence that the company has met said criteria to substantiate the recommended award percentage. If the criteria met by the company differs from that shown on the Formula Evaluation, the award percentage will be raised or lowered to reflect the award percentage that corresponds to the actual criteria that have been met.

TOTAL ESTIMATED GRANT AWARD OVER TERM OF GRANT: \$ 589,059
(not to exceed an average of \$50,000 per new employee over the term of the grant)

NJ EMPLOYMENT AT APPLICATION: 0

ELIGIBLE BEIP JOBS: Year 1 6 Year 2 6 Base Years Total = 12

ANTICIPATED AVERAGE WAGES: \$148,055

ESTIMATED PROJECT COSTS: \$20,000

ESTIMATED GROSS NEW STATE INCOME TAX - DURING 10 \$841,512

ESTIMATED NET NEW STATE INCOME TAX - DURING 15 \$673,210

PROJECT IS: (X) Expansion () Relocation

CONSTRUCTION: () Yes (X) No

PROJECT OWNERSHIP HEADQUARTERED IN: California

APPLICANT OWNERSHIP: (X) Domestic () Foreign

DEVELOPMENT OFFICER: S. di Stefano

APPROVAL OFFICER: M. Krug

FORMULA EVALUATION

<u>Criteria</u>		<u>Score</u>
1. Location:	Ewing Township	N/A
2. Job Creation	12	1
	Targeted : <u> X </u> Non-Targeted : _____	
3. Job at Risk:	0	0
4. Industry:	Biotechnology	2
	Designated : <u> X </u> Non-Designated : _____	
5. Leverage:	3 to 1 and up	2
6. Capital Investment:	\$20,000	0
7. Average Wage:	\$ 148,055	4

TOTAL: **9**

Bonus Increases (up to 80%):

Located in Planning Area 1 or 2 of the State's Development and Redevelopment Plan	20%	<u>20%</u>
Located in Planning Area 1 or 2 of the State's Development and Redevelopment Plan AND creation of 500 or more jobs	30%	_____
Located in a former Urban Coordinating Council or other distressed municipality as defined by Department of Community Affairs	20%	<u>20%</u>
Located in a brownfield site (defined as the first occupants of the site after issuance of a new no-further action letter)	20%	_____
Located in a center designated by the State Planning Commission, or in a municipality with an endorsed plan	15%	_____
10% or more of the employees of the business receive a qualified transportation fringe of \$ 30.00 or greater.	15%	_____
Located in an area designated by the locality as an "area in need of redevelopment"	10%	_____
Jobs-creating development is linked with housing production or renovation (market or affordable) utilizing at least 25% of total buildable area of the site	10%	_____
Company is within 5 miles of and working cooperatively with a public or non-profit university on research and development	10%	_____

Total Bonus Points: 40 %

Total Score :

Total Score per formula: 9 = 30 %
Construction/Renovation : 0 %
Bonus Increases : 40 %
Total Score (not to exceed 80 %): 70 %

**NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY
PROJECT SUMMARY - BUSINESS EMPLOYMENT INCENTIVE PROGRAM**

APPLICANT: Voxware, Inc.

P20439

PROJECT LOCATION: 300 American Metro Boulevard Hamilton Township (T) Mercer County

GOVERNOR'S INITIATIVES:

() NJ Urban Fund (X) Edison Innovation Fund () Core () Ready for Growth

APPLICANT BACKGROUND/ECONOMIC VIABILITY:

Voxware, Inc., incorporated in 1993, is a leading supplier of software for voice-driven warehousing operations. The company provides open, standards-based software for speech-based logistics that optimize the full spectrum of warehouse operations for greater accuracy, productivity and flexibility in supply chain execution. Its Voxware 3.0 product line targets the mobile, front line workforce in distribution centers, providing an interactive means of utilizing the powers of hearing and speech to optimize various logistics tasks. Voxware, Inc.'s current corporate headquarters is in Lawrenceville, New Jersey with operating offices in Cambridge, Massachusetts, the United Kingdom, Belgium, France and Germany. It is a publicly traded small company and its stock (VOXW) is listed with the NASDAQ stock exchange. Currently it has 76 employees and 24 of those employees are located in New Jersey. The Company is economically viable, and is considering relocating its headquarters to a larger space.

MATERIAL FACTOR:

Voxware, Inc. is seeking a BEIP grant to support creating 14 additional jobs in New Jersey. The company has indicated that a favorable decision by the Authority to award the BEIP grant is a material factor in the Applicant's decision to remain and expand in New Jersey rather than moving to Pennsylvania. The company is estimating the project costs to accommodate the relocation and expansion will be approximately \$443,000. Authority staff recommends the award of the proposed BEIP grant for four (4) years.

APPROVAL REQUEST:

PERCENTAGE: 80%
TERM: 4 years

The Members of the Authority are asked to approve the proposed BEIP grant and award percentage to encourage Voxware, Inc. to increase employment in New Jersey. The recommended award percentage is based on the company meeting the criteria as set forth on the attached Formula Evaluation and is contingent upon receipt by the Authority of evidence that the company has met said criteria to substantiate the recommended award percentage. If the criteria met by the company differs from that shown on the Formula Evaluation, the award percentage will be raised or lowered to reflect the award percentage that corresponds to the actual criteria that have been met.

TOTAL ESTIMATED GRANT AWARD OVER TERM OF GRANT: \$ 141,753
(not to exceed an average of \$50,000 per new employee over the term of the grant)

NJ EMPLOYMENT AT APPLICATION: 24

ELIGIBLE BEIP JOBS: Year 1 9 Year 2 5 Base Years Total = 14

ANTICIPATED AVERAGE WAGES: \$89,300

ESTIMATED PROJECT COSTS: \$443,000

ESTIMATED GROSS NEW STATE INCOME TAX - DURING 4 \$177,192

ESTIMATED NET NEW STATE INCOME TAX - DURING 6 \$124,035

PROJECT IS: (X) Expansion (X) Relocation Lawrenceville, NJ

CONSTRUCTION: (X) Yes () No

PROJECT OWNERSHIP HEADQUARTERED IN: New Jersey

APPLICANT OWNERSHIP: (X) Domestic () Foreign

DEVELOPMENT OFFICER: K. Coviello

APPROVAL OFFICER: D. Sucsuz

FORMULA EVALUATION

<u>Criteria</u>		<u>Score</u>
1. Location:	Hamilton Township	N/A
2. Job Creation	14	1
	Targeted : <u> X </u> Non-Targeted : _____	
3. Job at Risk:	24	1
4. Industry:	Advanced computing	2
	Designated : <u> X </u> Non-Designated : _____	
5. Leverage:	3 to 1 and up	2
6. Capital Investment:	\$443,000	0
7. Average Wage:	\$ 89,300	4

TOTAL: **10**

Bonus Increases (up to 80%):

Located in Planning Area 1 or 2 of the State's Development and Redevelopment Plan	20%	<u>20%</u>
Located in Planning Area 1 or 2 of the State's Development and Redevelopment Plan AND creation of 500 or more jobs	30%	_____
Located in a former Urban Coordinating Council or other distressed municipality as defined by Department of Community Affairs	20%	<u>20%</u>
Located in a brownfield site (defined as the first occupants of the site after issuance of a new no-further action letter)	20%	_____
Located in a center designated by the State Planning Commission, or in a municipality with an endorsed plan	15%	_____
10% or more of the employees of the business receive a qualified transportation fringe of \$ 30.00 or greater.	15%	_____
Located in an area designated by the locality as an "area in need of redevelopment"	10%	<u>10%</u>
Jobs-creating development is linked with housing production or renovation (market or affordable) utilizing at least 25% of total buildable area of the site	10%	_____
Company is within 5 miles of and working cooperatively with a public or non-profit university on research and development	10%	_____

Total Bonus Points: **50 %**

Total Score :

Total Score per formula:	10 = 35 %
Construction/Renovation :	5 %
Bonus Increases :	50 %
Total Score (not to exceed 80 %):	80 %



**HAZARDOUS DISCHARGE SITE REMEDIATION FUND
PROGRAM**



MEMORANDUM

TO: Members of the Authority
FROM: Caren S. Franzini, Chief Executive Officer
DATE: December 11, 2007
SUBJECT: Hazardous Discharge Site Remediation Fund Program

The following commercial and municipal projects have been approved by the Department of Environmental Protection for grants to perform remedial investigation and remedial action activities. The scope of work is described on the attached project summaries.

Municipal Grants:

Camden Redevelopment Agency (Harrison Avenue Landfill)	\$4,770,150
Harrison Redevelopment Agency (Spiegel Trucking, Inc.)	\$4,003,046
City of Hoboken (Old Todd Shipyard)	\$ 877,193
Milltown-Ford Avenue Redevelopment Agency (Milltown-Ford Ave.)	\$5,000,000
Total	\$14,650,389

Total HDSRF funding for December 2007 \$14,650,389

Prepared by: Lisa Petrizzi

**NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY
PROJECT SUMMARY - HAZARDOUS SITE REMEDIATION - MUNICIPAL GRANT**

APPLICANT: Camden Redevelopment Agency (Harrison Avenue Landfill) P20557

PROJECT USER(S): Same as applicant * - indicates relation to applicant

PROJECT LOCATION: Harrison Avenue and State Street Camden City (T/UA) Camden

GOVERNOR'S INITIATIVES:

(X) NJ Urban Fund () Edison Innovation Fund () Core () Ready for Growth

APPLICANT BACKGROUND:

Camden Redevelopment Agency received grants totaling \$4,888,877 between 2005 and 2007 to perform Remedial Investigation (RI) and Remedial Action (RA) activities at the project site. The project site, identified as Blocks 809; 809.01; 810 and Lots 7-12; 18; 4, 5, 6, 18, located in a Brownfield Development Area (BDA), is a former landfill which has potential environmental areas of concern (AOC's). The City of Camden currently owns the project site and has satisfied Proof of Site Control. It is the City's intent, upon completion of the environmental investigation activities, to redevelop the project site into a recreation center.

NJDEP has approved this request for supplemental RI and RA grant funding on the above-referenced project site and finds the project technically eligible under the HDSRF program, Category 2, Series A. The grant has been calculated off of 75% of the RA costs (\$4,545,150) and adding the RI costs (\$225,000). According to the Legislation, a grant can be awarded to a municipality, county or redevelopment entity authorized to exercise redevelopment powers up to 75% of the costs of RA for projects within a BDA. The total annual amount allowed for a municipality, county or redevelopment entity that contains a BDA is \$5,000,000 per calendar year. This grant will not exceed this limit for Camden Redevelopment Agency for 2007.

APPROVAL REQUEST:

The applicant is requesting additional grant funding in the amount of \$4,770,150 for the approved project costs, for a total funding to date of \$9,659,027.

FINANCING SUMMARY:

GRANTOR: Hazardous Discharge Site Remediation Fund

AMOUNT OF GRANT: \$4,770,150

TERMS OF GRANT: No Interest; No Repayment

PROJECT COSTS:

Remedial Action	\$6,060,200
Remedial investigation	\$225,000
EDA administrative cost	\$500
TOTAL COSTS	\$6,285,700

APPROVAL OFFICER: L. Petrizzi

**NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY
PROJECT SUMMARY - HAZARDOUS SITE REMEDIATION - MUNICIPAL GRANT**

APPLICANT: Harrison Redevelopment Agency (Spiegel Trucking, Inc.)

P20376

PROJECT USER(S): Same as applicant

* - indicates relation to applicant

PROJECT LOCATION: 600 Cape May Street

Harrison Town (T)

Hudson

GOVERNOR'S INITIATIVES:

() NJ Urban Fund

() Edison Innovation Fund

(X) Core

() Ready for Growth

APPLICANT BACKGROUND:

Harrison Redevelopment Agency received a grant in the amount of \$862,940 in October 2007 under P19800 to perform Remedial Investigation (RI) and Remedial Action (RA) activities. The project site is a warehouse which has potential environmental areas of concern (AOC's). The Harrison Redevelopment Agency received a Brownfield Development Area designation which contains this project and currently owns the project site satisfying Proof of Site Control. It is the Agency's intent, upon completion of the environmental investigation activities, to redevelop the project site for recreation.

NJDEP has approved this request for a supplemental Remedial Investigation (RI) and Remedial Action (RA) grant funding on the above-referenced project site and finds the project technically eligible under the HDSRF program, Category 2, Series A. The grant has been calculated by adding the RI (\$91,090) and 75% of RA (\$3,868,736) plus the oversight costs (\$43,220).

A grant can be awarded to a municipality, county or redevelopment entity authorized to exercise redevelopment powers for a project within a BDA up to 75% of the costs of the remedial action. The total annual amount allowed for a municipality, county or redevelopment entity that contains a BDA is \$5,000,000 per calendar year. This grant will not exceed this limit for Harrison Redevelopment Agency for 2007.

APPROVAL REQUEST:

The Harrison Redevelopment Agency is requesting grant funding to perform RI and RA in the amount of \$4,003,046 at the Spiegel Trucking, Inc. project site, for a total funding to date of \$4,865,986.

FINANCING SUMMARY:

GRANTOR: Hazardous Discharge Site Remediation Fund

AMOUNT OF GRANT: \$4,003,046

TERMS OF GRANT: No Interest; No Repayment

PROJECT COSTS:

Remedial Action	\$5,158,315
Remedial investigation	\$91,090
NJDEP oversight cost	\$43,220
EDA administrative cost	\$500
TOTAL COSTS	\$5,293,125

APPROVAL OFFICER: L. Petrizzi

**NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY
PROJECT SUMMARY - HAZARDOUS SITE REMEDIATION - MUNICIPAL GRANT**

APPLICANT: City of Hoboken (Old Todd Shipyard)

P20186

PROJECT USER(S): Same as applicant

* - indicates relation to applicant

PROJECT LOCATION: Park Avenue & 15th Street

Hoboken City (T/UA)

Hudson

GOVERNOR'S INITIATIVES:

(X) NJ Urban Fund

() Edison Innovation Fund

() Core

() Ready for Growth

APPLICANT BACKGROUND:

The City of Hoboken received grant funding to perform a Preliminary Assessment (PA) and Site Investigation (SI) in the amount \$70,768 at the Todd Shipyards project site in May 1996 under P08736 and a grant to perform Remedial Investigation (RI) in the amount of \$19,893 in May 2007 under P16258. The project site, which was a former Shipyard, is currently vacant and has additional areas of environmental concerns (AOC's) based on the investigation activities performed to date. NJDEP is currently requiring and has approved the Remedial Action (RA) for the project site. The City of Hoboken currently owns the project site and has satisfied Proof of Site Control. It's the City's intent, upon completion of the environmental investigation activities, to redevelop the project site into Hoboken Cove Park.

NJDEP has approved RA grant funding on the above-referenced project site and finds the project technically eligible under the HDSRF Program, Category 2, Series A. The grant has been calculated by adding 75% of the RA (\$797,448) and the oversight costs (\$79,745).

A grant can be awarded to a municipality, county or redevelopment entity authorized to exercise redevelopment powers up to 75% of the costs of the RA for projects involving the redevelopment of contaminated property for recreation/open space. The property will be preserved for recreation and conservation purposes by conveyance of a development easement, conservation restriction or easement, or other restriction or easement permanently restricting development.

APPROVAL REQUEST:

The City of Hoboken is now requesting additional grant funding to perform RA activities required by NJDEP in the amount of \$877,193 at the Old Todd Shipyard project site, for total funding to date of \$967,854.

FINANCING SUMMARY:

GRANTOR: Hazardous Discharge Site Remediation Fund

AMOUNT OF GRANT: \$877,193

TERMS OF GRANT: No Interest; No Repayment

PROJECT COSTS:

Remedial Action	\$1,063,264
NJDEP oversight cost	\$79,745
EDA administrative cost	\$500
TOTAL COSTS	\$1,143,509

APPROVAL OFFICER: L. Petrizzi

**NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY
PROJECT SUMMARY - HAZARDOUS SITE REMEDIATION - MUNICIPAL GRANT**

APPLICANT: Milltown-Ford Avenue Redevelopment Agency (Milltown-Ford Ave P20530)

PROJECT USER(S): Same as applicant

* - indicates relation to applicant

PROJECT LOCATION: 2-130 Ford Avenue

Milltown Borough (N)

Middlesex

GOVERNOR'S INITIATIVES:

() NJ Urban Fund

() Edison Innovation Fund

(X) Core

() Ready for Growth

APPLICANT BACKGROUND:

The Milltown-Ford Avenue Redevelopment Agency received grant funding totaling \$6,657,596 between 2004 and 2007 to perform Site Investigation (SI), Remedial Investigation (RI) and Remedial Action (RA) activities. The project site is the former Michelin Tire Company and is located in a Brownfield Development Area (BDA). The Milltown-Ford Avenue Redevelopment Agency intends to acquire the project site and has satisfied Proof of Site Control. It is the Agency's intent, upon completion of the environmental investigation activities, to redevelop the project site for mixed-use development.

NJDEP has approved the request for RA funding on the above-referenced project site and finds the project technically eligible under the HDSRF Program, Category 2, Series A. The grant has been calculated off of 75% of the RA costs (\$4,705,251) and adding the oversight costs (\$294,749). According to the Legislation, a grant can be awarded to a municipality, county or redevelopment entity authorized to exercise redevelopment powers up to 75% of the costs of RA for projects within a BDA. The total annual amount allowed for a municipality, county or redevelopment entity that contains a BDA is \$5,000,000 per calendar year. This grant will not exceed this limit for Milltown-Ford Avenue Redevelopment Agency for 2007.

APPROVAL REQUEST:

The applicant is requesting additional grant funding in the amount of \$5,000,000 for the approved project costs, for a total funding to date of \$11,657,596. Any expenditure for a RA in a BDA in which the applicant does not have an ownership interest, shall constitute a debt of the property owner to the fund. The lien that is filed on real property shall be removed upon transfer of ownership of the property to the applicant.

FINANCING SUMMARY:

GRANTOR: Hazardous Discharge Site Remediation Fund

AMOUNT OF GRANT: \$5,000,000

TERMS OF GRANT: No Interest: A lien in the amount of \$5,000,000 will be placed on the property and will constitute a debt of the property owner. In the event the property is transferred to the applicant, the lien will be removed.

PROJECT COSTS:

Remedial Action	\$6,273,668
NJDEP oversight cost	\$294,749
EDA administrative cost	\$500
TOTAL COSTS	\$6,568,917

APPROVAL OFFICER: L. Petrizzi



TO: Members of the Authority

FROM: Caren S. Franzini
Chief Executive Officer

DATE: December 11, 2007

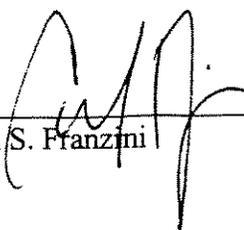
SUBJECT: Hazardous Discharge Site Remediation Fund - Delegated Authority Approvals
(For Informational Purposes Only)

Pursuant to the Board's approval on May 9, 2006, the Chief Executive Officer ("CEO") and Sr. Vice-President of Operations ("SVP") have been given the authority to approve initial grants under the Hazardous Discharge Site Remediation Fund and Petroleum Underground Storage Tank programs up to \$100,000 and supplemental grants up to an aggregate of \$100,000.

Below is a summary of the Delegated Authority approval processed by the Division of Program Services for the month of November 2007.

Applicant	Description	Grant Amount	Awarded to Date
Borough of Pine Beach (Former Admiral Farragut) P19295	Supplemental grant to perform remedial investigation to redevelop for recreation/green acres re-use	\$64,303	\$104,233 *\$64,303 aggregate supplemental delegated authority approval
Crest Community Development Corp. P18354	Initial grant to perform preliminary assessment	\$20,494	\$20,494

Borough of Buena (Mazzoni Property) P20136	Supplemental grant to perform remedial investigation to redevelop for commercial or light industrial	\$85,622	\$322,657 *85,622 aggregate supplemental delegated authority approval
Vision of Hope Family Life Campus P20137	Initial grant to perform site investigation to redevelop as a School	\$82,885	\$82,885
4 Grants	Approved in November 2007	\$253,304	



 Caren S. Franzini

Prepared by: Lisa Petrizzi



BUSINESS EMPLOYMENT INCENTIVE PROGRAM

**NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY
PROJECT SUMMARY - BUSINESS EMPLOYMENT INCENTIVE PROGRAM**

APPLICANT: Mizco International, Inc

P19347

PROJECT LOCATION: 80 East Essex Avenue Woodbridge Township Middlesex County

GOVERNOR'S INITIATIVES:

(X) NJ Urban Fund () Edison Innovation Fund () Core () Ready for Growth

APPLICANT BACKGROUND/ECONOMIC VIABILITY:

Mizco International, Inc (Mizco), formed in 1990 in Brooklyn, is the oldest and largest manufacturer of aftermarket accessories for wireless phones, digital cameras, MP3 and iPods under the Cellular Innovations and Digipower brands. The applicant is a family owned business and employs 70 people at the Brooklyn Army Terminal. Digipower is well known as a specialist for manufacturing aftermarket batteries for all cell phone and digital camera models on the market. At peak production the applicant assembles 7,000 battery packs per day. A number of the products are manufactured overseas. The applicant's customer base includes 5,000 speciality retailers, with distribution to over 17,000 store fronts throughout the United States. Mizco is economically viable.

MATERIAL FACTOR:

Mizco is requesting a BEIP grant to support moving 85 jobs from Brooklyn to Avenel, Woodbridge Township, Middlesex County. Under consideration is expanding in Brooklyn or moving to a 300,000 s.f. facility in Woodbridge. Project costs are estimated to be \$6.8 million. A favorable decision by the Authority to award the BEIP grant is a material factor in the applicant's decision to establish its business in New Jersey.

APPROVAL REQUEST:

PERCENTAGE: 70%

TERM: 10 years

The Members of the Authority are asked to approve the proposed BEIP grant and award percentage to encourage Mizco International, Inc to increase employment in New Jersey. The recommended award percentage is based on the company meeting the criteria as set forth on the attached Formula Evaluation and is contingent upon receipt by the Authority of evidence that the company has met said criteria to substantiate the recommended award percentage. If the criteria met by the company differs from that shown on the Formula Evaluation, the award percentage will be raised or lowered to reflect the award percentage that corresponds to the actual criteria that have been met.

TOTAL ESTIMATED GRANT AWARD OVER TERM OF GRANT: \$ 357,000

(not to exceed an average of \$50,000 per new employee over the term of the grant)

NJ EMPLOYMENT AT APPLICATION: 0

ELIGIBLE BEIP JOBS: Year 1 50 Year 2 35 Base Years Total = 85

ANTICIPATED AVERAGE WAGES: \$35,000

ESTIMATED PROJECT COSTS: \$6,800,000

ESTIMATED GROSS NEW STATE INCOME TAX - DURING 10 \$510,000

ESTIMATED NET NEW STATE INCOME TAX - DURING 15 \$408,000

PROJECT IS: (X) Expansion (X) Relocation Brooklyn NY

CONSTRUCTION: () Yes (X) No

PROJECT OWNERSHIP HEADQUARTERED IN: New York

APPLICANT OWNERSHIP: (X) Domestic () Foreign

DEVELOPMENT OFFICER: R. Gomez

APPROVAL OFFICER: M. Krug

FORMULA EVALUATION

<u>Criteria</u>		<u>Score</u>
1. Location:	Woodbridge Township	N/A
2. Job Creation	85	2
	Targeted : _____ Non-Targeted : <u> X </u>	
3. Job at Risk:	0	0
4. Industry:	wholesale	0
	Designated : _____ Non-Designated : <u> X </u>	
5. Leverage:	3 to 1 and up	2
6. Capital Investment:	\$6,800,000	2
7. Average Wage:	\$ 35,000	2
TOTAL:		8

Bonus Increases (up to 80%):

Located in Planning Area 1 or 2 of the State's Development and Redevelopment Plan	20%	<u>20%</u>
Located in Planning Area 1 or 2 of the State's Development and Redevelopment Plan AND creation of 500 or more jobs	30%	_____
Located in a former Urban Coordinating Council or other distressed municipality as defined by Department of Community Affairs	20%	<u>20%</u>
Located in a brownfield site (defined as the first occupants of the site after issuance of a new no-further action letter)	20%	_____
Located in a center designated by the State Planning Commission, or in a municipality with an endorsed plan	15%	_____
10% or more of the employees of the business receive a qualified transportation fringe of \$ 30.00 or greater.	15%	_____
Located in an area designated by the locality as an "area in need of redevelopment"	10%	_____
Jobs-creating development is linked with housing production or renovation (market or affordable) utilizing at least 25% of total buildable area of the site	10%	_____
Company is within 5 miles of and working cooperatively with a public or non-profit university on research and development	10%	_____

Total Bonus Points: 40 %

Total Score :

Total Score per formula: 8 = 30 %
Construction/Renovation : 0 %
Bonus Increases : 40 %
Total Score (not to exceed 80 %): 70 %

FORMULA EVALUATION

<u>Criteria</u>		<u>Score</u>
1. Location:	Bedminster Township	N/A
2. Job Creation	27	1
	Targeted : _____ Non-Targeted : <u> X </u>	
3. Job at Risk:	3	0
4. Industry:	Pharmaceuticals	2
	Designated : <u> X </u> Non-Designated : _____	
5. Leverage:	3 to 1 and up	2
6. Capital Investment:	\$320,000	0
7. Average Wage:	\$ 163,333	4

TOTAL: 9

Bonus Increases (up to 80%):

Located in Planning Area 1 or 2 of the State's Development and Redevelopment Plan	20%	<u> 20% </u>
Located in Planning Area 1 or 2 of the State's Development and Redevelopment Plan AND creation of 500 or more jobs	30%	_____
Located in a former Urban Coordinating Council or other distressed municipality as defined by Department of Community Affairs	20%	_____
Located in a brownfield site (defined as the first occupants of the site after issuance of a new no-further action letter)	20%	_____
Located in a center designated by the State Planning Commission, or in a municipality with an endorsed plan	15%	_____
10% or more of the employees of the business receive a qualified transportation fringe of \$ 30.00 or greater.	15%	_____
Located in an area designated by the locality as an "area in need of redevelopment"	10%	_____
Jobs-creating development is linked with housing production or renovation (market or affordable) utilizing at least 25% of total buildable area of the site	10%	_____
Company is within 5 miles of and working cooperatively with a public or non-profit university on research and development	10%	_____

Total Bonus Points: **20 %**

Total Score :

Total Score per formula:	9 = 30 %
Construction/Renovation :	0 %
Bonus Increases :	20 %
Total Score (not to exceed 80 %):	50 %

FORMULA EVALUATION

<u>Criteria</u>	<u>Score</u>
1. Location: Ewing Township	N/A
2. Job Creation 12 Targeted : <u> X </u> Non-Targeted : _____	1
3. Job at Risk: 0	0
4. Industry: Biotechnology Designated : <u> X </u> Non-Designated : _____	2
5. Leverage: 3 to 1 and up	2
6. Capital Investment: \$20,000	0
7. Average Wage: \$ 148,055	4
TOTAL:	9

Bonus Increases (up to 80%):

Located in Planning Area 1 or 2 of the State's Development and Redevelopment Plan	20%	<u>20%</u>
Located in Planning Area 1 or 2 of the State's Development and Redevelopment Plan AND creation of 500 or more jobs	30%	_____
Located in a former Urban Coordinating Council or other distressed municipality as defined by Department of Community Affairs	20%	<u>20%</u>
Located in a brownfield site (defined as the first occupants of the site after issuance of a new no-further action letter)	20%	_____
Located in a center designated by the State Planning Commission, or in a municipality with an endorsed plan	15%	_____
10% or more of the employees of the business receive a qualified transportation fringe of \$ 30.00 or greater.	15%	_____
Located in an area designated by the locality as an "area in need of redevelopment"	10%	_____
Jobs-creating development is linked with housing production or renovation (market or affordable) utilizing at least 25% of total buildable area of the site	10%	_____
Company is within 5 miles of and working cooperatively with a public or non-profit university on research and development	10%	_____

Total Bonus Points: **40 %**

Total Score :

Total Score per formula:	9 = 30 %
Construction/Renovation :	0 %
Bonus Increases :	40 %
Total Score (not to exceed 80 %):	70 %

**NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY
PROJECT SUMMARY - BUSINESS EMPLOYMENT INCENTIVE PROGRAM**

APPLICANT: Voxware, Inc.

P20439

PROJECT LOCATION: 300 American Metro Boulevard Hamilton Township (T) Mercer County

GOVERNOR'S INITIATIVES:

() NJ Urban Fund (X) Edison Innovation Fund () Core () Ready for Growth

APPLICANT BACKGROUND/ECONOMIC VIABILITY:

Voxware, Inc., incorporated in 1993, is a leading supplier of software for voice-driven warehousing operations. The company provides open, standards-based software for speech-based logistics that optimize the full spectrum of warehouse operations for greater accuracy, productivity and flexibility in supply chain execution. Its Voxware 3.0 product line targets the mobile, front line workforce in distribution centers, providing an interactive means of utilizing the powers of hearing and speech to optimize various logistics tasks. Voxware, Inc.'s current corporate headquarters is in Lawrenceville, New Jersey with operating offices in Cambridge, Massachusetts, the United Kingdom, Belgium, France and Germany. It is a publicly traded small company and its stock (VOXW) is listed with the NASDAQ stock exchange. Currently it has 76 employees and 24 of those employees are located in New Jersey. The Company is economically viable, and is considering relocating its headquarters to a larger space.

MATERIAL FACTOR:

Voxware, Inc. is seeking a BEIP grant to support creating 14 additional jobs in New Jersey. The company has indicated that a favorable decision by the Authority to award the BEIP grant is a material factor in the Applicant's decision to remain and expand in New Jersey rather than moving to Pennsylvania. The company is estimating the project costs to accommodate the relocation and expansion will be approximately \$443,000. Authority staff recommends the award of the proposed BEIP grant for four (4) years.

APPROVAL REQUEST:

PERCENTAGE: 80%

TERM: 4 years

The Members of the Authority are asked to approve the proposed BEIP grant and award percentage to encourage Voxware, Inc. to increase employment in New Jersey. The recommended award percentage is based on the company meeting the criteria as set forth on the attached Formula Evaluation and is contingent upon receipt by the Authority of evidence that the company has met said criteria to substantiate the recommended award percentage. If the criteria met by the company differs from that shown on the Formula Evaluation, the award percentage will be raised or lowered to reflect the award percentage that corresponds to the actual criteria that have been met.

TOTAL ESTIMATED GRANT AWARD OVER TERM OF GRANT: \$ 141,753
(not to exceed an average of \$50,000 per new employee over the term of the grant)

NJ EMPLOYMENT AT APPLICATION: 24

ELIGIBLE BEIP JOBS: Year 1 9 Year 2 5 Base Years Total = 14

ANTICIPATED AVERAGE WAGES: \$89,300

ESTIMATED PROJECT COSTS: \$443,000

ESTIMATED GROSS NEW STATE INCOME TAX - DURING 4 \$177,192

ESTIMATED NET NEW STATE INCOME TAX - DURING 6 \$124,035

PROJECT IS: (X) Expansion (X) Relocation Lawrenceville, NJ

CONSTRUCTION: (X) Yes () No

PROJECT OWNERSHIP HEADQUARTERED IN: New Jersey

APPLICANT OWNERSHIP: (X) Domestic () Foreign

DEVELOPMENT OFFICER: K. Coviello

APPROVAL OFFICER: D. Sucsuz

FORMULA EVALUATION

<u>Criteria</u>		<u>Score</u>
1. Location:	Hamilton Township	N/A
2. Job Creation	14	1
	Targeted : <u> X </u> Non-Targeted : _____	
3. Job at Risk:	24	1
4. Industry:	Advanced computing	2
	Designated : <u> X </u> Non-Designated : _____	
5. Leverage:	3 to 1 and up	2
6. Capital Investment:	\$443,000	0
7. Average Wage:	\$ 89,300	4

TOTAL: **10**

Bonus Increases (up to 80%):

Located in Planning Area 1 or 2 of the State's Development and Redevelopment Plan	20%	<u>20%</u>
Located in Planning Area 1 or 2 of the State's Development and Redevelopment Plan AND creation of 500 or more jobs	30%	_____
Located in a former Urban Coordinating Council or other distressed municipality as defined by Department of Community Affairs	20%	<u>20%</u>
Located in a brownfield site (defined as the first occupants of the site after issuance of a new no-further action letter)	20%	_____
Located in a center designated by the State Planning Commission, or in a municipality with an endorsed plan	15%	_____
10% or more of the employees of the business receive a qualified transportation fringe of \$ 30.00 or greater.	15%	_____
Located in an area designated by the locality as an "area in need of redevelopment"	10%	<u>10%</u>
Jobs-creating development is linked with housing production or renovation (market or affordable) utilizing at least 25% of total buildable area of the site	10%	_____
Company is within 5 miles of and working cooperatively with a public or non-profit university on research and development	10%	_____

Total Bonus Points:

50 %

Total Score :

Total Score per formula:	10 = 35 %
Construction/Renovation :	5 %
Bonus Increases :	50 %
Total Score (not to exceed 80 %):	80 %



BOARD MEMORANDUMS

MEMORANDUM

TO: Members of the Authority
FROM: Caren S. Franzini, Chief Executive Officer
DATE: December 11, 2007
SUBJECT: Projects Approved Under Delegated Authority - **For Informational Purposes Only**

The following projects were approved under delegated authority in November 2007:

New Jersey Business Growth Fund:

Alben Management LLC (P20342) is located in East Orange City, Essex County. Alben Management LLC is the holding company who owns the project property used by Technical Aids to Independence, Inc. (TAI). TAI was formed in 1972 as an OEM of electronic wiring harnesses commonly used in computer networking applications. PNC has approved a loan of \$975,000 with a five year, 25% guarantee, not to exceed \$243,750. The loan proceeds will be used to refinance an existing mortgage. The company currently has 25 employees and anticipates creating eight positions within the next two years.

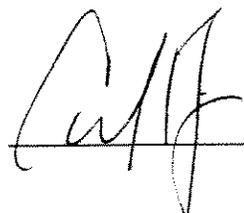
PNC Business Growth Fund - Modification:

WJ Castle, PC & Associates and Castle Clan, LLC (P18533) is located in Hainesport, Burlington County. WJ Castle, PC & Associates and Castle Clan, LLC is requesting a \$150,000 increase in the PNC bank loan amount from \$1,300,000 with a 50% guarantee, not to exceed \$650,000, to \$1,450,000 with a 50% guarantee, not to exceed \$725,000. The loan proceeds will be used to refinance the entire balance of two mortgages on the project property. The company currently has ten employees and anticipates creating fourteen additional jobs within the next two years.

Preferred Lender Program:

JNC International, Inc. or Nominee (P20343) is located in Brooklyn, NY. JNC International, Inc. t/a Crystal Temptations was formed in 1992 as a manufacturer and distributor of confectionary gifts and designer of candy containers. JNC International, Inc. will move from the leased New York location to North Arlington Borough, Bergen County. North Fork Bank has approved a \$2,025,000 loan with a \$500,000 (24.69%) participation. Loan proceeds will be used for the purchase and renovation of commercial property in North Arlington. The company will bring 40 new jobs to New Jersey.

Prepared by: S. Mania





MEMORANDUM

TO: Members of the Authority

FROM: Caren S. Franzini
Chief Executive Officer

DATE: December 11, 2007

SUBJECT: MBT Urban Renewal, LLC
P #14826
\$1,217,914 Local Development Financing Fund loan

Request:

Approval is requested to subordinate the EDA's second mortgage to a new second mortgage loan in the amount of \$750,000 provided by Provident Bank. The funds will be used as additional equity contribution to a mixed use redevelopment project in Newark.

Background:

The Borrower is owned by Leslie Lustbader (33.3%), Jared Lustbader (33.3%) and Kenneth Fromer (33.3%) who are professional real estate developers experienced in urban development projects. The Borrower developed and currently operates a 19,200 square foot shopping center at 297-321 Springfield Ave., Newark, NJ. adjacent to a new 206-unit Hope VI residential development in Newark's under-served central ward. The project is fully leased by tenants including a Duane Reade pharmacy, an AutoZone auto store, and a Dunkin Donuts shop. Since 2006, all tenants have been paying full rents, common area maintenance expenses and real estate taxes. Cash flow from the project has stabilized, and the income of the property has increased significantly since opening.

On 6/10/03, the Members approved a \$1,380,000 Local Development Financing Fund loan to MBT Urban Renewal, LLC to support the development project. The LDFF was supplemented by a first mortgage loan from Provident Bank in amount of \$1,380,000 and \$470,000 in equity. The principals also contributed \$386,000 to cover loses due to vacancies and free rent during 2004 and 2005. Mr. Lustbader is also a guarantor on an EDA participation loan for High Urban Renewal, LLC that closed in 1996 and has a balance of \$127,401 currently outstanding. Aggregate Authority exposure is \$1,345,315.

Provident Bank has approved a \$750,000 loan to the Borrower, subject to the Authority's consent to be secured with a second mortgage on the project property. The principals will invest the proceeds of the loan as equity in a proposed \$30,000,000 mixed use development on Ferry Street in Newark. The principals own the land and have already contributed \$1,500,000 in equity towards this project. Additional equity will pay for architectural and engineering services required for planning board approval later this month, and to pay for future design consultants and to complete construction drawings. The project, which will consist of rental apartments and 4,000 sf of commercial space, will be presented for the City Planning Board approval on December 17th. Construction is anticipated to begin in the summer of 2008.

<u>Collateral Analysis:</u>	<u>As approved:</u>	<u>As proposed:</u>
Provident 1st mortgage	\$1,380,000	\$1,312,349 (balance at 11/2007*)
Provident 2nd mortgage		\$ 750,000
NJEDA mortgage	<u>\$1,380,000</u>	<u>\$1,217,914</u>
Total loans	\$2,760,000	\$3,280,263
Appraised value:	\$2,600,000	\$4,600,000**
LTV	106%	71%

The Authority loan is personally guaranteed by Leslie Lustbader, Jared Lustbader and Kenneth Fromer.

* Provident Bank's loan is repaid based upon 25 year amortization, while the EDA loan is based upon 20 year amortization.

**An updated appraisal will be ordered by Provident Bank. In the event the value of the property is below anticipated \$4,600,000, the amount of the second mortgage will be reduced to comply with a loan requirement of a maximum LTV of 73%.

Recommendation:

The principals have significant experience in urban development projects and a long-term relationship with the EDA with all obligations having been met as agreed. Approval of \$750,000 in additional bank debt and subordination to Provident's second position lien in the same amount is recommended, as the funds will be contributed as equity in the upcoming \$30,000,000 redevelopment project on Ferry St. in Newark.

Based on the foregoing, recourse to the principals, and that cash flow and LTV are satisfactory, it is recommended that the Members approve the Borrower's request subject to receipt of a copy of the bank's appraisal satisfactory to staff.



Prepared by: Natalia Nagovsky



MEMORANDUM

TO: Members of the Authority

FROM: Caren S. Franzini
Chief Executive Officer

DATE: December 11, 2007

SUBJECT: NewSpring Commerce Health Ventures II, L.P. ("Commerce Health" or the "Fund")
P19020
101 JFK Parkway, 4th Floor
Short Hills, Essex County, New Jersey 07078

Modification Request:

Approval is requested to remove the condition of our investment that the Authority's consent is required for both new limited and general partners. This condition has been found to be too restrictive and will affect Commerce Health's ability to obtain future commitments as well as the Authority's ability to close its \$5 million limited partnership investment. Removing this condition will also make the Authority's approval more consistent with prior venture fund approvals.

Background:

On September 11, 2007, the Board approved a \$5 million limited partnership investment in Commerce Health.

NewSpring Capital, LLC ("NewSpring Capital" or the "Company"), a "family" of private equity funds in the Mid-Atlantic region, is establishing Commerce Health, a diversified healthcare equity fund that will invest in companies in the healthcare services, life sciences and medical devices fields. Commerce Health will be NewSpring Capital's second healthcare fund managed by the investing partners and is targeting \$100 million of capital commitments.

Formed in 1999, NewSpring Capital is headquartered in Radnor, PA and has a second office in Short Hills, NJ. The NJ office opened in early 2006 and represented a relocation from New York. The Company has grown from a single \$90 million fund to a "family" of three funds representing more than \$340 million of capital under management. The three funds consist of Commerce Health Ventures, NewSpring Ventures, and NewSpring Mezzanine Ventures.

It has not been the practice of the Authority to require its approval for the addition or replacement of general and limited partners when it invests in a venture funds. Consideration of the general partners and the partnership regarding investments of this nature, begins with staff's due diligence before recommending investment. Once the Authority joins the limited partnership for a fund as a limited partner, the limited partnership agreement governs the method and extent of limited partner involvement in changes to the composition of the partners of the fund. In this Fund, the limited partnership agreement is in substantially final form and is expected to have the following provisions regarding changes to the general and limited partners:

Limited partners having 70% of the interest in the limited partnership will have the ability to remove the general partner and choose another general partner. In the event the general partner wishes to withdraw from the partnership, limited partners having 70% of the interest in the limited partnership must give their consent and all of the limited

partners, including the Authority, may approve a replacement general partner. Further, before the end of the investment period, if there is no principal left in the general partner, the Advisory Board, on which the Authority will have a representative, may approve a replacement.

With regard to the limited partners, the general partner within certain parameters is usually in control of who joins the partnership. In this Fund, the general partner may admit additional limited partners during the 18-month period after the closing date. Certain representations in each limited partner's subscription agreement are required of a limited partner regarding money-laundering and its level.

Since this Fund has not closed yet, it is possible that the final limited partnership agreement may differ to a minor extent from the above recitation; however, there will be involvement by the limited partners in the composition of the general partner and requirements for the limited partners that will be consistent with industry practice for this type of investment.

To date, Commerce Health has reached slightly more than \$50 million in commitments from investors. They have identified four companies for possible investment, and expect to be in a position to make their first investment soon after the initial close. The other conditions of investment as described in the original board approval will remain the same.

♦ **Recommendation:**

Approval to delete the limited and general partner consent condition is recommended.



Prepared by: David A. Lawyer, Senior Credit Underwriter



REAL ESTATE



MEMORANDUM

TO: Members of the Authority

FROM: Caren S. Franzini
Chief Executive Officer

RE: The Technology Centre of New Jersey Operating Budget – 2008

DATE: December 11, 2007

Summary

I am requesting the Members' approval of the attached 2008 operating budget (the 2008 budget) for the Technology Centre of New Jersey, L.L.C. (LLC).

Background

The LLC is the entity formed by the Authority's joint venture with the AFL-CIO Building Investment Trust (BIT). The Authority, through its Real Estate Division, is the LLC's managing member. As managing member, the Authority is charged with the day-to-day operations of the Technology Centre, including the preparation of an annual operating budget.

Attached, for your review and approval, is the Technology Centre's 2008 budget, which includes projected revenues, budgeted expense categories and various returns to the investors. The 2008 budget is based on projections using 2007 actual costs and revenues with inflationary adjustments where anticipated.

For comparison, attached are the forecasted year-end 2007 expenditures which indicate that the project will have sufficient revenue to support the 2008 budget. Since its inception, the Centre has not missed a preferred return payment to its LLC partner. The Technology Centre's 2008 projected Return on Investment is approximately 8%. The Authority's 2008 annual total Return on Equity is estimated to be 3%. Please note that the EDA equity includes the Authority's direct resources, as well as non-cash items and third party grants. Pursuant to the Operating Agreement, the Authority has obtained the BIT's approval of annual budgets.

Recommendation

I am requesting that the Members approve the attached 2008 budget for the Technology Centre of New Jersey, L.L.C.



Caren Franzini

Attachment

Prepared by: Jill Quiles

I:\REALSTWP\BOARD\TechBudget-2008.wpd

**Technology Centre of New Jersey
2008 Operating Budget**

	2008 Budget	2007 Projected
INCOME:		
<i>Rental Income & Reimbursables</i>		
Rutgers/White House	0	\$0
Chubb	424,700	\$477,400
Merial	1,245,500	\$1,166,000
Tech III: Rutgers	934,200	\$935,900
Tech III: Vacant	75,500	\$0
Medpointe	671,800	\$632,800
Cambrex	1,507,100	\$1,418,600
Tech IV: Ground Lease (to EDA)	219,400	\$195,300
Tech IV: Advance Care Bldg	0	\$0
Commercialization Center	293,400	\$270,000
Commercialization Center (Expansion)	<u>321,800</u>	<u>\$267,300</u>
 Total Rental Income	 5,693,400	 5,363,300
 <i>Interest Income</i>		
Total Income	<u>111,000 *</u>	<u>\$31,000</u>
	5,804,400	5,394,300
EXPENSES:		
Utilities	\$60,900	\$52,500
Maintenance	\$300,200	\$337,100
Landscaping/Snow Removal	\$400,000	\$408,700
Waste	\$17,600	\$15,500
Management	\$270,700	\$158,500
Insurance	\$135,400	\$134,100
Marketing	\$25,000	\$1,000
PILOT	\$1,089,200	\$1,022,900
Annual Audit	\$20,000	\$22,500
Consulting (A&E, Environmental, Appraisal)	\$17,500	\$6,100
Contingency/Miscellaneous	<u>\$30,000</u>	<u>\$100</u>
 Total Expenses	 <u>\$2,366,500</u>	 <u>\$2,159,000</u>
 NET CASH FLOW:	 <u>\$3,437,900</u>	 <u>\$3,235,300</u>

*Note: 2008 Interest Income includes interest earnings from the Reserve, Replacement and Investment Account and 2007 did not.



AUTHORITY MATTERS



MEMORANDUM

TO: Members of the Authority

FROM: Caren Franzini, Chief Executive Officer

DATE: December 11, 2007

RE: Strategic Business Plan Review

I am pleased to share with the Members the attached 2008 Strategic Business Plan that has been discussed with the Policy Committee and Audit Committee and referred to the full Board for its review and approval. The plan reflects our core mission to broaden New Jersey's economic base by providing our customers with the necessary financial and technical support to grow businesses, create jobs and renew communities.

2007 Organizational Accomplishments

As I reflect on the past year, I am struck by the rewarding effort the EDA undertook in reviewing its organizational structure to ensure that we are best equipped to carry out key responsibilities in support of the Governor's Economic Growth Strategy and to advance our Strategic Business Plan. Working with consultants Mercer Delta and Harding Resources, senior management analyzed the EDA's functional areas to create an organizational design that has several benefits:

Increased business development focus through the creation of industry desks and segments and strengthening of regional sales teams;

Emphasis on increased market research tied to product development and marketing, with greater level of accountability for keeping products competitive and aligned with the needs of customer through creation of a new Customer Solutions division;

Focus on alignment between "front end" and operating units to provide for improved customer satisfaction and process efficiencies;

Enhanced integration of performance assessment and monitoring with programmatic and personnel management, financial and internal controls;

More appropriate span of control for the Chief Executive Officer to ensure improved managerial oversight and accountability; and

Emphasis on human resources and professional development in building the leadership team and building Human Resource's role as a key strategic partner in managing the organization.

After months of collaboration and planning, in June we rolled out the new organizational structure that creates five new operating divisions and initiated a Transition phase to manage the implementation of the structure. Significant work was done to develop employment position details that would support realigned business functions and provide long-term opportunities for career pathing, leadership development and attraction and retention of superior employees. We end the year with the five new Senior Vice President leadership team in place, increased utilization of our Camden and Newark offices to support the regional sales effort and much of the transition work complete. In addition, we welcome Anne Kurzenberger as the new Director of Human Resources. Anne will be a strategic partner to the leadership team and her considerable background in coaching, leadership and professional development will be essential to our efforts to build the organization and achieve success in our key business objectives.

2007 Strategic Plan Review

As the Board is aware, our 2007 Strategic Business Plan focused on several key initiatives in support of the Governor's Economic Growth Strategy - the New Jersey Urban Fund, Edison Innovation Fund, the Ready for Growth program - as well as our core financing products. As we have reported to the Board on a monthly basis, we were successful in meeting our investment goals for our core financing activity, Urban and Edison Funds. (summary attached).

2008 Strategic Business Plan

The 2008 Strategic Business Plan reaffirms our key business objectives to: 1) grow New Jersey's economy and; 2) strengthen the financial resources of the Authority. It outlines the key strategies we will undertake in 2008 to continue our implementation of the New Jersey Urban Fund, the Edison Innovation Fund, and Ready for Growth program areas as well as to initiate enhancements to our financing products for our customers through the new Customer Solutions Division, complemented by the launch of our marketing campaign. Highlighted objectives include:

Increase the number of member institutions participating in the Preferred Lender program by 25%

Deploy \$75 million in investments in the nine endorsed urban centers, as well as an additional \$125 million in the state's urban aid cities to advance the NJ Urban Fund

Identify two new intermediary partners for small business lending

Deploy \$27 million in direct and venture investments to advance the Edison Innovation Fund for small-midsize companies

Bring to market two sites to advance the Ready for Growth program

The enabling initiatives outlined in the plan detail the objectives of our operating units in Human Resources, Technology, Marketing, Governance/Communications and Business Support to ensure that the structural framework for achieving our plan is strong. The plan is supported by the accompanying 2008 Fiscal Plan which reflects operating revenues, administrative expenses and program costs commensurate with the expansion of our Edison, Urban, Core and Ready for Growth program initiatives.

Our plan is a blueprint for service delivery based on customers' needs, targeted application of resources to achieve the State's and the Authority's economic growth strategies, and strong fiscal and performance-based management. The plan is additionally supported by operational plans generated by our five divisions and our goal setting and performance measurement process is aligned with the strategic business plan so that compensation is tied to individual achievement of goals that support the EDA's business objectives. Our success will be reflected in the financial performance and progress reporting that we will review with the Audit, Director's Loan Review and Policy Committees on a quarterly basis and share with the Office of Economic Growth in an annual assessment of the Economic Growth Strategy's achievements.

The management of the EDA is strongly committed to achieving our objectives and will look to the Board for guidance as we move forward. Accordingly, I recommend the plan to the full Board for its review and approval and look forward to providing the Members with regular reports on our progress in realizing our plan.



Prepared by: Maureen Hassett

Attachment: 2007 Summary, 2008 Strategic Business Plan

SUMMARY OF 2007 KEY INITIATIVES

(Stats are YTD 2007)

NJ Urban Fund (2007 Goal: \$185MM)

To date, in 2007, the EDA has closed 119 projects, providing \$184.5 million in assistance to targeted projects in urban aid cities. This assistance, which supports nearly 3,000 current jobs, and the estimated creation of nearly 4,100 new jobs, will result in total project costs of nearly \$320.5 million.

Edison Innovation Fund (2007 Goal: \$45MM in direct investments, \$150MM overall)

To date, in 2007, EDA has closed 11 Edison Innovation Fund direct investments totaling \$9.75 million. These investments involve other funding sources totaling over \$37.5 million. Total investment associated with these projects is over \$45.3 million. These investments support the creation of nearly 280 new jobs, and 170 existing jobs.

EDA has also executed BEIP grants worth over \$44.8 million to 19 technology and life sciences companies since January 1, 2007. These grants support the creation of nearly 1,930 new jobs within two years, and involve total project investments of nearly \$82.7 million. These companies also reported a total of nearly 6,870 jobs in New Jersey at the time of application.

Through its lease incentives, lending and bond financing resources, the EDA has assisted nine technology and life sciences projects with over \$26.6 million. These projects support the creation of 156 new jobs, 241 existing jobs, and involve total project costs of nearly \$40 million. In Fall 2007, EDA also provided \$60 million in assistance to 92 companies through the Technology Business Tax Certificate Transfer Program.

EDA assistance, combined with nearly \$20 million in grants provided through the Commission on Science and Technology, brings total Edison Innovation Fund investments to over \$160 million in 2007.

Core Financing Activity (2007 Goal: \$240 million)

Since the beginning of 2007, the EDA has been tracking progress on core initiatives, which are exclusive of the Edison Innovation Fund and NJ Urban Fund. Since the beginning of the year, the EDA has closed 111 projects, providing nearly \$280 million to businesses, nonprofits and municipalities. This assistance, which supports over 3,650 current jobs, and the estimated creation of nearly 2,490 new jobs, will result in total project costs of over \$735 million.

Ready for Growth (2007 Goal: Selection of Consultant/Program Development)

Additionally, while we had a delayed start in launching the Ready for Growth initiative, we are currently drafting a Request for Proposals, creating an incentive package tied to designated sites, and are well on our way to roll out the program in first quarter 2008, working with members of our state-agency team.

NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY
2008 STRATEGIC BUSINESS PLAN

OUR MISSION:

To broaden New Jersey's economic base by providing our customers with the necessary financial and technical support to grow businesses, create jobs and renew communities.

OUR VISION:

To be a leading economic development organization nationally recognized for supporting the achievement of a vibrant State economy and smart growth land use development.

KEY BUSINESS OBJECTIVES:

GROW THE ECONOMIC BASE FOR NEW JERSEY
ENHANCE EDA'S FINANCIAL STRENGTH

KEY STRATEGIES:

Core Financing Enhancement
New Jersey Urban Fund
Edison Innovation Fund
Ready For Growth Program

ENABLING INITIATIVES:

Technology
Human Resources
Governance and Communications
Marketing
Business Support

CORE FINANCING ENHANCEMENTS

The EDA's Core Financing programs and related products annually assist hundreds of businesses, manufacturers, health and social service agencies and other nonprofit organizations through bonds, loan financing and guarantees. Additionally, the EDA provides grant and incentive funding to businesses for environmental investigation, remediation to municipalities and for employment creation.

Objective: Support customer success, stimulate business growth and expand employment opportunities for NJ residents by increasing application intake, and shorten application to closing timeframe, to focus resources on manufacturers, nonprofit organizations and medium/large-sized businesses.

Strategies:

- Market the EDA and state resources to targeted customer segments and key market areas through the deployment of appropriate tactics resulting in increased awareness and production.
 - Maximize cross selling opportunities and product bundling by developing and implementing staff training on product offerings and coordinating with state agencies.

- Establish, maintain and deepen relationships with economic development professionals, organizations and financial institutions to generate new business
 - Educate potential partners by creating a calendar of scheduled periodic presentations and/or EDA hosted events with financial institutions, accountants, attorneys, and consultants and industry groups along with urban aid municipalities, county improvement authorities and other state agencies.
 - Increase the amount of business generated by NJ's growing community bank industry through concerted outreach efforts to community banks, including calling plans that provide collaboration between regional and industry sales force.
 - Increase the number of member institution participating in the Preferred Lender program by marketing the new, more flexible program parameters.

- Ensure EDA’s core assistance products and services are customer-driven and responsive to changing market conditions.
 - Develop and implement survey tools to generate feedback from customers and the EDA “customer team” staff.
 - Develop a plan to selectively network with industry related professionals and business owners to keep current with industry best practices, including innovative financing tools being utilized to advance economic development.
 - Evaluate customer satisfaction and EDA processes to improve efficiency by scheduling periodic review of individual products or programs.

- Foster customer retention and repeat business by ensuring proactive management of customer relationships and improving teamwork and communication internally and externally.
 - Provide a process that designates ownership of customer from application to deal structuring and supports facilitation through approval and closing.
 - Define all team members from appropriate divisions on individual transactions, communicate the team to the customer on a timely basis and ensure that all pertinent information is communicated to the team on an ongoing basis to streamline interaction with customer.

- Develop highly skilled, professional business development officers to enhance customer fulfillment and increase application to closing ratio.
 - Create detailed written processes to facilitate efficient service delivery to both internal team and external customers and institute cross-divisional training to enhance process flow.
 - Provide training to internal team on industry best practices, i.e., warrants, bonds

- Measure: Increase net new growth in exposure
- Measure: Increase the number of member institution participating in the Preferred Lender program by 25%
- Measure: Initiate or advance one new real estate development project

Objective: Expand support and access to capital for small, minority-owned and women-owned businesses in support of the Governor’s Economic Growth Strategy.

Strategies:

- Market EDA and state resources to small businesses, minorities' and women's enterprises through employment of appropriate tactics resulting in increased production and awareness.
 - Actively participate in the implementation of the statewide TA model with the Governor's ACE Inter-Agency Team in order to expand access to and awareness of technical assistance offerings by determining technical assistance needs and offerings; and roles and responsibilities of service providers for execution
 - Deploy pilot expedited approval small business product by developing marketing materials to raise awareness and increase production. Develop assessment tool and monitoring plan to guide implementation and evaluate success of this new product.
- Measure: Host at least 4 events targeted to our business partners

NEW JERSEY URBAN FUND

*The vision of the NJ Urban Fund is to provide a set of tools that will unlock the economic potential of the State's underperforming urban areas to bring about visible, substantive revitalization, employment creation, improved standards of living and increased access to capital. In 2008, the Fund will be repositioned to focus resources on **the nine designated urban centers in the New Jersey Redevelopment Plan – Atlantic City, Camden, East Orange, Elizabeth, Jersey City, New Brunswick, Newark, Paterson and Trenton**. Strategies are focused on Small Businesses, Medium/Large Businesses, Real Estate Developers and Non profit organizations.*

Objective: Use the Urban Fund resources in the State's nine urban centers to attract private sector investment and to build upon existing assets such as well-developed infrastructure, and renowned educational, medical and cultural institutions to spur revitalization.

Strategies:

- Deploy focused marketing and communications plan to increase awareness of product offerings designed to attract private investment to designated urban areas with staff point person in each of the nine cities.
- Deploy new URBAN PLUS loan product to drive business assistance and mixed-use development in cities.
- Review tax incentive, technical and financial assistance programs in order to provide enhanced benefits to the nine designated urban centers in the State Development and Redevelopment Plan.
- Develop metrics for measuring the impact of our investment
- Develop highly skilled, professional business development officers to enhance customer fulfillment and increase application to closing ratio through training.
 - Measure: Commit \$75 million to be deployed (measured against closed transactions) by Year End 2008 in the nine targeted cities
 - Measure: Commit \$125 million to be deployed (measured against closed transactions) by Year End 2008 in Urban Aid cities
 - Measure: At least monthly meetings to be held with key relationships in each of the nine targeted cities
 - Measure: Initiate or advance two new real estate projects in the nine targeted cities

Objective: Build out organizational capacity and programmatic focus on New Jersey's urban areas to enhance services to businesses and local government.

Strategies:

- Hire Urban Development Director to lead planning for Urban Fund and segment activities
- Forge strong collaboration with ACE Urban team and Office of Smart Growth to advance catalytic projects in urban areas
- Develop individual plans with business development officers to "build out" their industry and geography resources and increase domain expertise by developing networks.
- Ensure that communication with the customers is clear and consistent, with an emphasis on articulating easy to understand review and approval processes by creating and refining process outlines for each step in the customer process.

Objective: Launch new fund to attract private investment targeted at the nine cities, which would attract companies and spur business growth and to advance redevelopment planning, commercial and mixed-use development.

Strategies:

- Develop business plan to identify goals, strategies and success benchmarks for the new fund. Plan will identify possible investment opportunities for partners that will allow for shared success in implementing the Governor's Urban Strategy, as well as the appropriate legal structure to capture and deploy capital.
- Identify NJ-based investors and develop pitch book to present the plan.
- Review various legal and financial structures to administer the funds.

Objective: Revitalize and refocus the Fund for Community Economic Development.

Strategies:

- Encourage existing partners to continue and increase their commitment to the Fund, explore targeting resources and prioritization of funding for the nine designated cities.

- Identify and attract new partners to the Fund in order to increase available capital
- Review existing products to ensure they meet the needs of the nine designated urban centers.

Objective: Small Businesses –to support and advance the start-up and growth of women-owned, minority owned and small businesses (under \$6 million in revenue) with new capital sources and technical assistance.

Strategy:

- The Urban Fund will further its investments in intermediary lending partners to broaden the state’s reach in assisting small business to grow in urban areas.
- Measure: By June 2008, the EDA will explore additional investment opportunities in existing partner funds and introduce up to two new intermediary partners for this lending strategy that has significant potential to provide greater access to capital for the State’s small businesses

Objective: Nonprofits – to support and encourage nonprofit CDCs undertaking strategic community development through technical assistance, operational and project support

Strategies:

- With State partners on the ACE team, engage the non-profit community development organizations that are essential to the success of urban redevelopment to determine ways to adapt existing financial resources so that they can be better utilized to meet the needs of these organizations and to bring projects to market more quickly. As an action step, the State’s ACE Urban Strategy team is currently reviewing the operational and finance needs of these non-profits, including training and capacity building, grant funding for planning and feasibility studies, and flexible financing and tools for land assemblage.
- Increase awareness of available resources for urban businesses and redevelopment – By December 2007, the EDA will launch *Urban Steps*, a newsletter highlighting activities and resources offered by the EDA as well as other programs offered by state agencies in order to increase awareness of those programs and products targeted at the State’s urban areas.
- With ACE team, define EDA’s role in urban inter-agency team coordinated by the Department of Community Affairs Office of Smart Growth that will provide a single point of entry and assistance to urban project developers and to cities seeking help in identifying state resources to move projects forward.

EDISON INNOVATION FUND

The Edison Innovation Fund is an integrated set of resources to support technology and life science initiatives throughout the stages of discovery, development, and commercialization. Implementation has been advanced by the NJ Economic Development Authority and Commission on Science and Technology, in consultation with the Commission on Higher Education. Resources from the Fund are focused on information technology, life science, stem cell, clean energy and communications technologies. The Fund addresses the need for early stage capital for emerging technology businesses and the desire to increase patent generation and technology transfer from NJ's public research institutions to these businesses.

Objective: Provide the highest risk/early stage capital to the market in an easy to access (for the customer) and easy to process (for the EDA) vehicle, which leverages the skills, capital and know how of the private capital markets and increases early stage funding.

Strategies:

- Develop angel financing product that eliminates the underutilized angel guarantee program and is created in collaboration with the angel community in the State to derive a better alternative.
 - Roll out the wrap around \$100k product for the Edison R&D fund; evaluate its acceptance in the Q42007 initial offering and amend any terms, process, etc which may be warranted based on market feed back.
 - Explore further venture fund, match funding opportunities which target the early stage market with emphasis on simplifying the review process for these early stage investments by balancing staff review with more reliance on partner due diligence.
- Measure: In 2008, the TLS staff will continue to execute on investment transactions within the Edison Innovation Fund. This will include an estimated \$15 million of new direct investments (approximately 20 companies) through the Edison Innovation Commercialization and Growth Fund.
- Measure: The uncommitted \$12 million of venture investments will be deployed in an opportunistic manner that aligns with the EDA's investment strategy.

Objective: Refine alignment of Technology & Life Sciences Division along industry and geographical focus and develop staff capacity in order to increase collaboration and gain market awareness and acceptance of the EDA in the State's tech clusters.

Strategies:

- Develop individual plans with venture and innovation zone officers to “build out” their industry and geography resources and increase domain expertise by developing networks that include companies, key contacts, federal contracts, and research opportunities.
- Increase staff knowledge on venture transactions, capital markets and other unique aspects of the Edison Innovation Fund opportunities by developing and implementing a training plan to include industry experts from the market, supplemented with educational trainers, independent study. Develop a new employee-training guide to supplement the current Edison Innovation Fund manual.
- Develop and implement clean energy resource plan through the finalization and implementation of an MOU with BPU allowing for targeted deployment of funds matching the Governor's key investment targets such as solar manufacturing.
- Work with the NJ Commission on Science and Technology to identify opportunities for referrals and financing of companies supporting the stem cell research initiative in the Governor's growth strategy.
- Ensure that communication with the customers is clear and consistent, with an emphasis on articulating easy to understand review and approval processes by creating and refining process outlines for each step in the customer process.

Objective:

Support life science and technology companies in NJ through the provision of flexible work and lab space that addresses gap in marketplace and advances efforts to conduct cutting edge research aligned with Governor's strategic initiatives.

Strategies:

- Advance Innovation Zone real estate solution strategy by implementing the fit-out plan for the Technology Centre in the Greater New Brunswick zone, finalizing programming, design and financing plan for Digital Century in Newark, and initializing feasibility for Camden WTCC Building 2.

- Advance stem cell facility initiative by bringing pre-development proposals to the Board for approval, issuing bonds, and developing plans for fiscal monitoring and construction management.
- Advance EDA's role as project manager for Camden stem cell facility and develop design documents, construction timeline and financing plan.
- Partner with Commission on Science and Technology to develop RFP for consultant to review NJ incubator model, review best practices and make recommendations for investment and management of state-supported incubators.

➤ Measure: Initiate or advance two real estate projects in Innovation Zones

READY FOR GROWTH

The Ready for Growth (RFG) initiative combines coordinated state resources and financial assistance to municipalities to address the redevelopment challenges facing New Jersey, including high costs, aging infrastructure, and a lack of sufficiently sized parcels. In particular, RFG seeks to encourage the development of commercial or industrial facilities that advance the economic growth potential of those industries that can provide the State with strategic advantages for job creation and wealth generation. To that end, the State is partnering with local communities and developers to encourage the redevelopment of selected idle sites for key industry facility projects. Planning for the initiative is lead by the EDA and supported by a state inter-agency team comprised of the Department of Environmental Protection, the Department of Community Affairs and the Department of Transportation.

Objective: To bring to market in 2008 two key facility projects that support important industry in an expedited manner, to develop underutilized or environmentally contaminated sites to provide tax ratable revenues to municipalities.

Strategies:

- Finalize the industry cluster analysis and mapping and develop facility and site specifications for a Request for Proposal, to be issued in November 2007 to solicit municipalities' involvement in the site selection process.
- Create a companion RFG incentive package that will detail technical, permitting, marketing and financial assistance to be offered to the successful designated site partners.
- Review RFP responses through January 2008, with selection of the Ready for Growth Sites slated for March 2008. Following site designation, the State will partner with communities to analyze steps to prepare a site for redevelopment and coordinate state efforts to support necessary infrastructure improvements.

Objective: To increase the visibility of the State to the relocation and development communities in order to attract businesses, grow jobs and provide high wage job opportunities for New Jersey residents.

Strategies:

- Create communications plan to build awareness and generate interest in program.
- By June 2008, working collaboratively among state agencies, local public officials, chambers of commerce, and local economic development corporations, deploy campaign to market the sites to the targeted industry sectors, with rollout of the campaign in mid 2008.

ENABLING INITIATIVES

TECHNOLOGY PLAN

Objectives:

Enhance the effectiveness of our technology enablers in support of the EDA's business objectives.

Improve client satisfaction by providing best practice solutions in acceptable time frames.

Strategies:

Develop an integrated ITS business plan that identifies the people, system and process requirements to support our overall strategic objectives, and the necessary investments to carry out plan.

Create a best-in-class mobile network to enhance organization's remote capability.

Re-engineer customer relationship management and financial databases to align with critical organization information/reporting needs.

HUMAN RESOURCES PLAN

Objective: Deliver the Human Resources support needed to attract, develop, motivate and retain the talent needed by EDA to successfully execute its business objectives and strategic plan.

Strategies:

- Provide coaching and consultation to the EDA leaders and managers on change management, organization effectiveness, leadership development, organization design, and improving the overall working environment of EDA.
- Implement plan for recruiting, staffing, selecting, hiring and on-boarding of qualified candidates that includes designing the right positions, identifying new and innovative means of finding the right candidates, implementing selection processes and equipping hiring managers with interviewing and selection skills,

implementing recruiting metrics, and developing an employment brand which allows the Authority to market itself successfully to candidates

- Develop and implement plan to enhance the competencies and skills of EDA's employees to meet the current and future needs of the organization and successfully execute EDA's strategy and goals that includes leadership development, succession planning, career path and development plans in place for every employee, and measuring the implementation and results of those plans.
- Assess the current training and development needs of the organization and put in place plans and processes for providing the training and development needed, both systemically and for individuals and teams.
- Continue review of compensation plan and other forms of reward and recognition as a critical component of attracting, motivating and retaining talent and which is based on a performance management system that supports and drives pay-for-performance and a special recognition system that clearly articulates the criteria for recognition.
- Use training, the Intranet and the Employee Handbook to ensure that all EDA employees understand the HR systems, programs and processes, how they are administered, and how they link to the execution of EDA's vision, mission and goals.

GOVERNANCE AND COMMUNICATIONS PLAN

Objective: Deploy a strategic planning process that aligns with the Governor's Economic Development strategy, allows for input from the operating Divisions and Board, and achieves results through individual goal setting and performance management.

Strategies:

- Implement enhanced Strategic Planning cascade to achieve objectives, translate strategies to implementation and inform goal setting and performance management process for all EDA employees.
- Develop performance metrics and reporting plan that maintains consistent success metrics and prioritizes need to develop internal reports to monitor results and inform the leadership team.

Objective: Enhance how EDA communicates results both internally and externally with the public, policy makers and news media to create awareness and build a positive image of EDA.

Strategies:

- Develop strategic relationships with appropriate media and communicate with key business reporters and editors on regular basis on initiatives, progress made and story opportunities to facilitate coverage that increases awareness of EDA's services.
- Develop strategic promotional plan that creates greater awareness of and support for the EDA's initiatives through public relations efforts that focus on business and other professional organizations as well as the general business community.

Objective: Develop policy and legislative initiatives and responses that support achievement of EDA's mission and business objectives.

Strategy:

- Implement legislative outreach plan that identify key legislative leaders and develop communications strategies for increasing awareness of EDA's capabilities and accomplishments and for developing support for legislation of importance to advancing EDA's objectives.

Objective: Enhance relationships with Board members, encourage their counsel in more strategic and policy development areas and further membership interests in the Authority so as to utilize their service more effectively in ambassadorial roles.

Strategies:

- Develop Governance action plan to consolidate Board and committee functions and transfer responsibilities to the Governance and Communications Division to streamline processes and improve customer experience with the agenda process.
- Create Board development plan that encourages members' counsel in more strategic and policy development areas and furthers members' interests in the Authority so as to utilize their service more effectively in advisory and ambassadorial roles.
- Conduct assessment exercises in order to enhance the value and productivity of Board and Employee (Leadership team, Quarterly Staff Operations meetings, Management) meetings.

MARKETING PLAN

Objective: Drive awareness and image of the EDA among key target audience segments and Position the EDA as the premier financing, technical assistance and real estate resource for businesses by the provision of EDA products and services that address business needs and gaps in the marketplace.

Strategies:

- Develop marketing plan and messaging for EDA products and services in alignment with the State marketing effort
 - Detailed plans for each target segment will be created and fit under the overall EDA marketing plan with a consistent look and feel

- Market key messages to those customer segments, which were identified in 2007. In addition, develop specific collateral for each customer segment.
 - Small, women and minority owned businesses
 - Manufacturing
 - Nonprofit
 - Professional services (banks, lawyers, CPA's) and financing partners
 - Tech / Life Sciences
 - Real Estate

Objective: Create highly relevant and effective marketing materials to increase interest in EDA products, to result in an increase in applications for EDA products.

Strategies:

- Overhaul EDA web site to improve navigation, clarify product offerings and drive interest from targeted audiences. The enhanced web site will include search function, updated product information, user-friendly navigation, ability to identify type of user visiting the site and their need, etc. Interactive features will allow tracking by measuring click through rates.
- Develop key pieces of literature in Spanish
- Develop additional pieces of literature to promote EDA's Technical Assistance Program for applicable businesses
- Identify ways to measure key marketing tactics
- Deploy standard events tactics consistently for each event to measure ROI and build a model to determine future event participation
- Create separate materials for Tech/Life Science targets for the Edison Innovation Fund. This new material will incorporate information about EDA, Higher Education, and CST.

BUSINESS SUPPORT PLAN

Objective: To provide necessary business support to enhance the overall financial strength of EDA, and to have adequate internal controls for policies, practices, and procedures.

Strategies

- Develop an Internal Process Management Group to efficiently manage our procurement and compliance processes, and consider formulation of an enhanced risk management function.
- Provide an internal audit function to enhance overall internal control practices.
- Assimilate a new external Auditor firm into our annual audit process.
- Enhance financial and accounting reporting to Senior Management and Board Committees



NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY

MEMORANDUM

TO: Members of the Authority

FROM: Caren Franzini
Chief Executive Officer

DATE: December 11, 2007

SUBJECT: 2008 Fiscal Plan

The following is the NJEDA proposed Fiscal Plan for 2008. This plan was developed collaboratively and incorporates the subject matter expertise of program and support staff, and has been reviewed and recommended for Board approval by our Audit Committee.

Our enhanced planning process has yielded a plan that is fiscally responsible and supports the proposed 2008 Strategic Business Plan. The NJEDA has implemented an organization structure that supports the new initiatives that have been deployed in support of the Governor's Economic Growth Strategy. This new organization was developed around our new initiatives – The New Jersey Urban Fund, Edison Innovation Fund, and Ready for Growth program, as well as to continue to effectively manage our core financial programs.

Revenues and Operating Earnings

With Net Operating Earnings of \$12.7MM, the 2008 Fiscal Plan continues to align with the Authority's fundamental asset allocation premise: current year operational and non-operational revenues will fund current operational expenses and program costs.

At \$20.5MM, and 5.2% over Plan, 2007 Operating Revenues are a reflection of our new organizational structure and strong HR recruitment efforts. As new initiatives are implemented, existing initiatives are enhanced and real estate development initiatives are retooled, the 2008 Plan projects Operating Revenues of \$21.1MM, a 3% increase over current year.

2007 Non-operating Revenues of \$30.1MM are projected to be slightly over Plan. Due to enhanced production efforts in Reinvestment direct lending and capital investments; accelerated award payouts in the Managed Initiatives such as Underground Storage Tanks and Economic Recovery Board; and a conservative 1% decrease in rates, 2008 projected Non-operating Revenues of \$22.5MM are 25.3% under current year.

Personnel & Administration

By way of background, one of the recommendations that grew out of our redesign initiative was a staff plan for the Authority, which included 172 positions. The growth in staffing was anticipated to occur through a phased approach over a two-year period, which began in 2007. The 2007 approved personnel plan was 162 employees. Currently, there is a 5% vacancy, which represents 9 vacant positions. The 2008 plan assumes active recruitment to reduce the current vacancies and anticipates staffing to the recommended level of 172. These additional positions are in support of our initiatives - New Jersey Urban Fund, Ready for Growth, Edison Innovation Fund - and to meet the significant increase in application and processing related to the legislative expansion of the underground storage tank removal and remediation program.

Total personnel and benefits expense projected in the 2008 Plan is \$16.9 MM that is higher than the 2007 Plan as expected. The overall increase of \$2.2MM reflects the significant increase in the pension expense, as EDA's assessment increases from 60% to 80% of its full pension obligation; a 6.5% increase in health related benefits, and the impact of the higher staffing level.

The 2008 projected general administration expenses reflect the modest increase of \$163.5M over the 2007 Plan. To date, 2007 actual expenses in this area are flat to plan.

Information Technology Strategic Business Planning

We have retained an IT consultant for the purpose of assessing the current state of our IT system, define the optimal framework for our business, and chart an implementation process. This study will be completed by year-end. This Budget does not reflect any costs/expenses from this review. To the extent management determines it is necessary to implement recommendations, we will present to the Audit Committee, and subsequently to the Board, and request an amendment to this Fiscal Plan.

Program Costs

Program Costs represent expenditures that closely align with a program initiative or specific project. Although certain costs are projected to increase (e.g. Asset Management), the revenues (e.g. Operating Lease) associated with these projects will proportionally increase. At \$8.6 MM, the 2008 projection is \$1.2MM, 15.8%, over 2007 Plan. These expenditures align with our proposed business strategies and are expected to contribute to our revenue stream either in 2008 or later. The significant items follow:

- At \$4.2MM, Asset Management Costs reflect increased tenant occupancy. A material amount of these costs are offset by rental income at the Camden Waterfront Technology Center and the Tech Center. Also, Real Estate Development staff proposes to fit out 3,600 sf of retail space in the Trenton Office Complex to establish a retail incubator in downtown Trenton. This incubator will complement our ETI initiative
- External special counsel legal fees of \$425M are projected for technology financings, real estate development litigation, and the crafting of the Authority approved OPEB Trust.
- Marketing continues to be an important component of our program cost, and essential for the success of our Business Plan. The projected budget of \$1.2 MM will be utilized to promote the Edison Innovation Fund, the NJ Urban Fund and the Ready for Growth Program; identify new market opportunities through advertising, direct and event sponsorships; improve customer segment, industry and geographic outreach efforts; and increase the effectiveness of our web-based communications to the constituency.
- \$720M is projected for initiatives in the feasibility stage; some of which, have been previously approved by the Board: e.g. feasibility expenditures for the Digital Century Center Project, and the Ready for Growth and "Portfields" initiatives. In addition, we have provided \$300M contingency funding to new program/project development.

In conclusion, I recommend approval of this plan as a fiscally responsible means by which to accomplish the Authority's responsibilities under the Governor's Economic Growth Strategy and the key business objectives articulated in the accompanying 2008 Strategic Business Plan.



Prepared By: Greg Ritz
Revised 12/11/07 to reflect Board Action
Attachment

NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY

2008 FISCAL PLAN

	2007 Fiscal Plan	2007 Projected Actual	Actual Over/(Under) Plan	% Variance	2008 Fiscal Plan
Operating Revenue:					
Financing Fees	\$2,969,400	\$2,770,000	(\$199,400)	-6.7%	\$3,601,900
Lease Revenue					
Capital	102,400	102,400			102,400
Operating	4,693,300	4,683,500	(9,800)		5,241,200
Total Lease Revenue	4,795,700	4,785,900	(9,800)	-0.2%	5,343,600
Interest from Notes	7,014,800	6,985,900	(28,900)	-0.4%	8,424,400
Agency Fees	1,237,600	1,190,600	(47,000)		1,084,100
Program Services	992,800	1,522,400	529,600		1,110,400
Real Estate Development Fees	2,415,200	1,958,100	(457,100)		1,483,600
Loss recoveries	75,000	1,258,000	1,183,000		75,000
Late Fees and Other	20,300	56,000	35,700		22,000
Total Operating Revenue	19,520,800	20,526,900	1,006,100	5.2%	21,145,000
Non Operating Revenue:					
Grant Income		133,300	133,300		167,700
Interest from Investments	27,407,600	27,673,900	266,300		20,501,300
Service Fees/Surcharges	1,670,200	2,309,500	639,300		1,820,500
Total Non Operating Revenue	29,077,800	30,116,700	1,038,900	3.6%	22,489,500
Total Revenue	48,598,600	50,643,600	2,045,000	4.2%	43,634,500
Administrative Expenses					
Personnel and Benefits	14,675,000	13,462,700	(1,212,300)		16,928,500
General and Administrative	3,449,000	3,442,300	(6,700)		3,612,500
Total Administrative Expenses	18,124,000	16,905,000	(1,219,000)	-6.7%	20,541,000
Costs & Losses					
Interest	1,756,800	1,760,000	3,200		1,725,000
Program	7,455,800	6,815,400	(640,400)		8,636,100
Total Costs	9,212,600	8,575,400	(637,200)	-6.9%	10,361,100
Total Expenses & Costs	27,336,600	25,480,400	(1,856,200)	-6.8%	30,902,100
Net Operating Earnings	\$21,262,000	\$25,163,200	\$3,901,200	18.3%	\$12,732,400

NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY

2008 FISCAL PLAN

Revenue Detail

	2007 Fiscal Plan	2007 Projected Actual	Actual Over/(Under) Plan	% Variance	2008 Fiscal Plan
Financing Fees					
Application Fees	\$500,400	\$710,500	\$210,100		\$771,800
Bond Closing Fees-Private	1,417,400	950,000	(467,400)		1,425,000
Bond Closing Fees-State		150,000	150,000		
Bond refunding Fees-Private	527,500	285,000	(242,500)		302,500
Bond refunding Fees-State					
Commitment Fees	164,800	215,500	50,700		287,000
Guarantee Closing Fees	195,000	178,000	(17,000)		415,900
Loan Closing Fees	79,300	151,000	71,700		314,700
Structured Closing Fees	75,000	125,000	50,000		75,000
Other	10,000	5,000	(5,000)		10,000
Total Financing Fees	2,969,400	2,770,000	(199,400)	-6.7%	3,601,900
Lease Revenue					
Capital Lease-NY Daily News	102,400	102,400			102,400
Operating Lease Revenue					
Commercialization Ctr & Expansion	885,600	843,700	(41,900)		947,400
Technology Centre of NJ	2,260,400	2,441,700	181,300		2,697,500
Trenton Marine Terminal	102,300	73,000	(29,300)		73,000
TOC-Renaissance Place	282,900	342,800	60,800		323,300
Waterfront Tech Ctr at Camden	1,141,200	968,300	(172,900)		1,200,000
Victor Building	21,800	14,000	(7,800)		
Total Operating Lease Revenue	4,693,300	4,683,500	(9,800)	-0.2%	5,241,200
Agency Fees					
Board of Public Utilities Clean Energy	120,000	100,000	(20,000)		5,000
Commercial Revitalization	3,500	5,000			50,000
Corporation for Business Assistance NJ	85,000	60,000	(25,000)		6,000
DEP Recycling	6,000	3,000	(3,000)		1,000
Historic Trust Fund	1,000	500	(500)		5,000
Market Transition Facilities	5,000	5,000			367,100
NJ Development Authority	367,100	367,100			450,000
NJ Local Development Financing Fund	450,000	450,000			150,000
New Markets Tax Credit	150,000	150,000			50,000
Office of Sustainable Business	50,000	50,000			1,084,100
Total Agency Services	1,237,600	1,190,600	(48,500)	-3.9%	
Program Services					
BEIP Service Fees	905,600	1,005,400	99,800		1,023,200
Tech Ctr Allocation	87,200	102,000	14,800		87,200
Venture Fund Distributions		415,000	415,000		1,110,400
Total Program Services	992,800	1,522,400	529,600	53.3%	
Real Estate Developmnt and Mgt Fees					
Development Fees					
Camden State Office Building					25,000
Digital Century			(250,000)		250,000
Greystone	1,277,200	1,277,200			634,600
Hammonon	100,000		(100,000)		100,000
Higher Education Student Assist (HESA)	200,000		(200,000)		25,000
HUMC/High Tech Incubator	15,000	15,000			
Liberty Science Center		290,000	290,000		
LIEDTKA (SJPC)	25,000		(25,000)		25,000
Newark State Office Building					25,000
Seton Hall Law	25,000		(25,000)		
University Heights		1,000	1,000		1,000
Urban Industrial Project	25,000		(25,000)		
Urban Commercial Project	25,000		(25,000)		
Waterfront Parking Construction	100,000		(100,000)		
Total Development Fees	2,042,200	1,583,200	(459,000)	-22.5%	1,085,600
Management Fees					
Commerc Center-Comm on Science	5,000	6,900	1,900		5,000
NJ Performing Arts Center	25,000	25,000			25,000
State Office Buildings	63,000	63,000			73,000
Technology Center of NJ	250,000	250,000			265,000
Waterfront Parking Lot	30,000	30,000			30,000
Total Management Fees	373,000	374,900	1,900	0.5%	398,000
Total RE Developmnt&Mngt Fees	2,415,200	1,958,100	(457,100)	-18.9%	1,483,600
Service Fees/Surcharges					
Hazard Surcharges	1,670,200	2,309,500	639,300		1,820,500
Total Service Fees/Surcharges	1,670,200	2,309,500	639,300	38.3%	1,820,500

NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY

**2008 Fiscal Plan
Administrative Expenses**

	2007 Approved Budget	2007 Projected Actual	Actual Over/(Under) Budget	%	2008 Preliminary Budget
				Variance	
SALARY EXPENSE	\$10,591,600	\$9,943,000	\$648,600	6.1%	\$12,140,000
FRINGE BENEFITS					
Social Security	786,300	703,000	83,300		882,500
Pension Costs	303,700	303,700			549,500
Non-health related Ins.	145,300	108,000	37,300		168,000
Health Insurance	1,627,200	1,265,000	362,200		1,879,400
Post-employment benefits obligation	633,700	633,700			633,700
Prescription Ins.	438,300	380,000	58,300		504,400
Dental Care Ins.	130,200	109,000	21,200		150,700
Vision Care	18,700	17,300	1,400		20,300
TOTAL FRINGE BENEFITS	<u>4,083,400</u>	<u>3,519,700</u>	<u>563,700</u>	<u>13.8%</u>	<u>4,788,500</u>
TOTAL PERSONNEL AND FRINGE	<u>\$14,675,000</u>	<u>\$13,462,700</u>	<u>\$1,212,300</u>	<u>8.3%</u>	<u>\$16,928,500</u>
% Total Fringe/Salaried Employees	<u>38.6%</u>	<u>35.4%</u>			<u>39.4%</u>
% Total Fringe/Total Personnel & Fringe	<u>27.8%</u>	<u>26.1%</u>			<u>28.3%</u>
Total Salaried Employees	<u>162</u>	<u>153</u>	<u>9</u>		<u>172</u>

NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY
2008 Fiscal Plan
Administrative Expenses

	2007 Approved Budget	2007 Projected Actual	Actual (Over)/Under Budget	% Variance	2008 Preliminary Budget
PERSONNEL RELATED					
Part-time Employees	\$55,000	\$54,000	\$1,000		\$75,000
Temporary Agencies	60,000	99,000	(39,000)		100,000
Publications & Subscriptions	10,600	11,000	(400)		13,500
Automobile	17,000	14,000	3,000		43,300
Local Travel & Meetings	70,000	43,000	27,000		60,000
Personal Automobile Allowance	30,000	10,000	20,000		15,000
Conference	25,000	20,000	5,000		27,000
Professional Training	192,000	137,000	55,000		235,000
Parking	118,000	112,500	5,500		126,000
TOTAL PERSONNEL RELATED	577,600	500,500	77,100	13.3%	694,800
CONTRACT SERVICES					
Financial Audit	159,500	119,000	40,500		112,000
Annual Report	58,000		58,000		
Executive Placement	40,000	65,000	(25,000)		
Human Resource Consultation	20,000	20,000			
Information Technology Assessment Study		95,000	(95,000)		175,000
Program Organizational Consultation	80,000	80,000			37,500
Governor's Authorities Unit Assessment	37,500	37,500			
TOTAL CONTRACT SERVICES	395,000	416,500	(21,500)	-5.4%	324,500
INFORMATION SYSTEMS					
System Maintenance	312,200	312,400	(200)		339,500
System Supplies	15,000	15,000			15,000
System Software	73,000	82,000	(9,000)		65,000
System Hardware	172,000	172,000			99,000
Major Projects	75,000	75,000			90,000
Disaster Recovery	61,000	61,000			26,000
Dedicated Phone Trunk Lines	26,000	33,300	(7,300)		35,000
Online Subscriptions	62,800	62,800			101,000
External Services Providers	88,700	95,500	(6,800)		107,000
TOTAL INFORMATION SYSTEMS	885,700	909,000	(23,300)	-2.6%	877,500
OFFICE OPERATIONS					
Telephone	195,000	192,000	3,000		200,000
Utilities	225,000	204,300	20,700		249,500
Postage & Delivery	49,000	42,600	6,400		50,100
Rent	126,000	126,000			126,000
Insurance-liability & property	310,000	285,000	25,000		310,000
Equipment Maintenance	23,300	25,500	(2,200)		37,500
Furniture/Equipment lease/purchase	166,800	290,700	(123,900)		222,400
Stationary & Supplies	101,600	86,600	15,000		99,000
TOTAL OFFICE OPERATIONS	1,196,700	1,252,700	(56,000)	-4.7%	1,294,500
BUILDING MANAGEMENT					
Facility Management	90,000	89,000	1,000		99,800
Building Security Guard	30,000	38,000	(8,000)		71,800
Janitorial	106,700	78,700	28,000		79,000
Taxes/PILOT	50,500	50,600	(100)		52,000
Grounds	6,000	4,000	2,000		6,000
Mechanical Maintenance	67,800	46,300	21,500		48,600
TOTAL BUILDING MANAGEMENT	351,000	306,600	44,400	12.6%	357,200
GENERAL	43,000	57,000	(14,000)	-32.6%	64,000
TOTAL GEN'L & ADMIN. EXPENSE	\$3,449,000	\$3,442,300	\$6,700	0.2%	\$3,612,500
TOTAL ADMINISTRATIVE	\$18,124,000	\$16,905,000	\$1,219,000	6.7%	\$20,541,000

NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY

2008 FISCAL PLAN

Program Cost Detail

	2007 Fiscal Plan	2007 Projected Actual	Actual Over/(Under) Plan	% Variance	2008 Fiscal Plan
Asset Management					
Maintenance and Repair	5789,600	5836,000	\$46,400		51,081,800
Property Management	131,400	101,100	(30,300)		301,600
Rent	1,144,800	1,138,500	(6,300)		1,243,400
Taxes and PILOT	362,200	390,200	28,000		479,200
Tenant FitOut					360,000
Utilities	704,600	739,000	34,400		758,500
Total Asset Management	3,132,600	3,204,800	72,200	2.3%	4,224,500
Legal					
Deputy Attorney General Contracted Fees	1,145,800	975,000	(170,800)		1,197,600
Special Counsel:					
Technology/Financing	31,800	5,000	(26,800)		150,900
Real Estate		195,000	195,000		250,000
OPEB Trust					25,000
Total Legal	1,177,600	1,175,000	(2,600)	-0.2%	1,622,600
Outreach					
Media Buying	285,000	285,000			312,000
Creative Development	256,600	256,600			255,000
Marketing Outreach	165,000	165,000			167,000
Creative Production	140,000	140,000			266,600
Website	142,400	129,400	(13,000)		129,400
Outreach - General	34,000	34,000			42,500
Public Affairs	12,000	12,000			55,000
Total Outreach	1,035,000	1,022,000	(13,000)	-1.3%	1,227,500
Feasibility Consultation					
Camden Waterfront Landscaping					25,000
Digital Century	400,000	255,000	(145,000)		50,000
Environmental	5,000		(5,000)		5,000
Innovation Zones	150,000	92,000	(58,000)		
NYNJ Port Authority Portfields Initiative	300,000	70,000	(230,000)		127,000
Ready for Growth	310,000	150,000	(160,000)		212,500
New Program Development	50,000		(50,000)		300,000
Total Feasibility Consultation	1,215,000	567,000	(648,000)	-53.3%	719,500
Technical Assistance					
Business Mentoring Program	346,000	346,000			350,000
Total Monitoring	346,000	346,000			350,000
Services					
Appraisals of collateral	10,000		(10,000)		25,000
BEIP Analysis Rutgers	35,000	13,000	(22,000)		22,000
DoL Prevailing Wage Monitoring	99,000	99,000			99,000
Credit Reporting Services	25,500	35,000	9,500		35,000
Realtor Commissions		5,000	5,000		5,000
Technology Due Diligence Consultation	50,000		(50,000)		
F/A Community Initiatives Contract	56,100	56,100			
Total Services	275,600	208,100	(67,500)	-24.5%	186,000
Insurance					
Property & Liability Insurance	178,100	184,000	5,900		195,000
Total Insurance	178,100	184,000	5,900	3.3%	195,000
Other					
Filing Fees	2,700	6,000	3,300		6,000
Program Related Travel & Meetings	58,000	65,000	7,000		65,000
Searches-Titles, Leins, Property	600	2,500	1,900		3,000
Debt Servicing	21,700	20,000	(1,700)		22,000
Other	12,900	15,000	2,100		15,000
Total Other	95,900	108,500	12,600	13.1%	111,000
Total Program Costs	\$7,455,800	\$6,815,400	(\$640,400)	-8.6%	\$8,636,100