NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY

MEMORANDUM

TO: Members of the Authority

FROM: Caren S. Franzini
Chief Executive Officer

DATE: April 12, 2011

SUBJECT: Agenda for Board Meeting of the Authority April 12, 2011

Notice of Public Meeting

Roll Call

Approval of Previous Month's Minutes

Chief Executive Officer's Monthly Report to the Board

Authority Matters

Bond Projects

Clean Energy Solutions

Loans/Grants/Guarantees

Incentive Programs

Board Memorandums

Executive Session – OPMA Exemption N.J.S.A. 10:4-12b(7)

Public Comment

Adjournment

NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY
March 8, 2011

MINUTES OF THE MEETING

Members of the Authority present: Al Koeppe, Chairman; Matt McDermott representing the Lt. Governor's office; Steve Petrecca representing the State Treasurer; Wayne Staub representing the Commissioner of the Department of Environment Protection; Joe Latoof representing the Department of Labor and Workforce Development; Nancy Graves representing the Commissioner of the Department of Banking and Insurance; Public Members: Joseph McNamara, Vice Chairman; Tim Carden, Steve Plofker, Richard Tolson; Marjorie Perry, Charles Sarlo, Raymond Burke, First Alternate Public Member; Elliot M. Kosoffsky, Second Alternate Public Member; and Kevin Brown, Third Alternate Public Member and Rodney Sadler, Non-Voting Member.

Absent: Public Member Laurence Downes.

Also present: Caren Franzini, Chief Executive Officer of the Authority; Bette Renaud, Wayne Matorelli, and Ed Pillsbury, Deputy Attorneys General; Brandon Minde, Assistant Counsel, Governor's Authorities' Unit and guests.

Chairman Koeppe called the meeting to order at 10 a.m.

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 February 8, 2011 meeting minutes. A motion was made to approve the minutes by Mr. Plofker, seconded by Mr. Brown, and was approved by the 14 voting members present.

The next item of business was the approval of the February 8, 2011 executive session minutes. A motion was made to approve the minutes by Mr. Plofker, seconded by Mr. Brown, and was approved by the 14 voting members present.

The next item of business was the approval of the February 16, 2011 special meeting minutes. A motion was made to approve the minutes by Mr. Carden, seconded by Ms. Perry, and was approved by the 14 voting members present.

The next item of business was the approval of the February 16, 2011 executive session minutes. A motion was made to approve the minutes by Mr. Carden, seconded by Ms. Perry, and was approved by the 14 voting members present.

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

BOND RESOLUTIONS

Bond Resolutions

PROJECT: Church of Our Lady of the Angels **APPL.#33790**

LOCATION: Trenton/Mercer Cty.

PROCEEDS FOR: building renovation

FINANCING: $1,750,000 Tax-Exempt Bond

MOTION TO APPROVE: Mr. Carden SECOND: Mr. Latoof AYES: 14
RESOLUTION ATTACHED AND MARKED EXHIBIT: 1

PROJECT: Kontos Foods, Inc. and related entities **APPL.#33790**

LOCATION: Paterson/Passaic Cty.

PROCEEDS FOR: building acquisition

FINANCING: $5,760,000 Tax-Exempt Bond and $3,200,000 Tax-Exempt Bond

MOTION TO APPROVE: Mr. Carden SECOND: Mr. Latoof AYES: 14
RESOLUTION ATTACHED AND MARKED EXHIBIT: 2

PRELIMINARY RESOLUTIONS

PROJECT: Camden Academy Charter High School **APPL.#34890**

LOCATION: Camden/Camden Cty.

PROCEEDS FOR: building renovation

MOTION TO APPROVE: Mr. Carden SECOND: Mr. Brown AYES: 14
RESOLUTION ATTACHED AND MARKED EXHIBIT: 3

PROJECT: Ilan High School **APPL.#35701**

LOCATION: Ocean Twp./Monmouth Cty.

PROCEEDS FOR: building acquisition and renovation

MOTION TO APPROVE: Mr. Brown SECOND: Ms. Perry AYES: 14
RESOLUTION ATTACHED AND MARKED EXHIBIT: 4

Mr. McDermott entered the meeting.

PROJECT: Newark Teachers Village Urban Renewal, L.L.C. **APPL.#35260**

LOCATION: Newark/Essex Cty.

PROCEEDS FOR: building construction

MOTION TO APPROVE: Mr. Plofker SECOND: Mr. McNamara AYES: 12
RESOLUTION ATTACHED AND MARKED EXHIBIT: 5

Mr. Sarlo abstained because his firm has had prior discussion with the developer RBH – TRB Newark Holdings.

Mr. Carden abstained because he is on the board of an organization that is expected to become a tenant of the Teacher's Village.

Ms. Perry abstained because her firm may have an opportunity to work on the project.

PROJECT: Women In Support of the Million Man March, Inc. **APPL.#35518**

LOCATION: Newark/Essex Cty.

PROCEEDS FOR: building renovation

MOTION TO APPROVE: Ms. Perry SECOND: Mr. Carden AYES: 15
RESOLUTION ATTACHED AND MARKED EXHIBIT:6

CLEAN ENERGY SOLUTIONS

The next item is to approve in substantially final form the attached Memorandum of Understanding between the Board of Public Utilities and the Authority concerning the partnership to implement three programs to be administered by EDA in 2011 – the new Edison Innovation Green Growth Fund, the new Energy Efficiency Revolving Loan Fund, and an updated Clean Energy Manufacturing Fund.

MOTION TO APPROVE: Mr. McNamara SECOND: Mr. Brown AYES: 15
RESOLUTION ATTACHED AND MARKED EXHIBIT: 7

DIRECT LOANS

PROJECT: Harry's Oyster Bar, LLC **APPL.#35002**

LOCATION: Atlantic City/Atlantic Cty.

PROCEEDS FOR: building renovation and equipment purchase

FINANCING: $1,500,000 direct loan

MOTION TO APPROVE: Mr. Carden SECOND: Ms. Perry AYES: 15
RESOLUTION ATTACHED AND MARKED EXHIBIT: 8

MAIN STREET ASSISTANCE PROGRAM

PROJECT: C.G.T. Construction, Inc. and American Air Systems Group, Inc. **APPL.#35157**

LOCATION: Edison/Middlesex Cty.

PROCEEDS FOR: working capital

FINANCING: $250,000 guarantee (50%) of a $500,000 working capital line of credit

MOTION TO APPROVE: Mr. Brown SECOND: Mr. Latoof AYES: 15
RESOLUTION ATTACHED AND MARKED EXHIBIT: 9

CAMDEN ECONOMIC RECOVERY BOARD

PROJECT: New Jersey Community Capital (NJCC) - Camden POWER **APPL.#35126**

LOCATION: Camden/Camden Cty.

FINANCING: $500,000 non-recoverable Residential Neighborhood Financing Fund grant

MOTION TO APPROVE: Mr. Plofker SECOND: Ms. Perry AYES: 15
RESOLUTION ATTACHED AND MARKED EXHIBIT: 10

PETROLEUM UNDERGROUND STORAGE TANK PROGRAM

The following projects were presented under the Petroleum Underground Storage Tank Program.

MOTION TO APPROVE: Mr. Carden SECOND: Ms. Perry AYES: 15
RESOLUTION ATTACHED AND MARKED EXHIBIT: 11

PROJECT: Anthony Colaluca, Jr. (Boulevard Fuel, Inc.) **APPL.#34469**

LOCATION: Middlesex/Middlesex Cty.

PROCEEDS FOR: upgrade, closure and site remediation

FINANCING: $116,872 Petroleum UST Remediation, Upgrade, & Closure Fund Grant

PROJECT: Michael Markulin **APPL.#34317**

LOCATION: Perth Amboy/Middlesex Cty.

PROCEEDS FOR: upgrade, closure and site remediation

FINANCING: $172,588 Petroleum UST Remediation, Upgrade, & Closure Fund Grant

PROJECT: Augusto Palermo **APPL.#30724**

LOCATION: Freehold/Monmouth Cty.

PROCEEDS FOR: site remediation

FINANCING: $194,075 Petroleum UST Remediation, Upgrade, & Closure Fund Grant

PROJECT: Mary Piscitelli **APPL.#30609**

LOCATION: Union Twp./Union Cty.

PROCEEDS FOR: site investigation

FINANCING: $134,775 Petroleum UST Remediation, Upgrade, & Closure Fund Grant

The next item is a summary of all Petroleum Underground Storage Tank Program Delegated Authority Approvals for the month of February 2010. **(For Informational Purposes Only)**

HAZARDOUS DISCHARGE SITE REMEDIATION FUND PROGRAM

The following municipal projects were presented under the Hazardous Discharge Site Remediation Fund Program.

MOTION TO APPROVE: Mr. Carden SECOND: Ms. Perry AYES: 14
RESOLUTION ATTACHED AND MARKED EXHIBIT: 12

PROJECT: Township of Neptune (Former Chidnese Property) **APPL.#34354**

LOCATION: Neptune/Monmouth Cty.

PROCEEDS FOR: site investigation

FINANCING: $60,524 Hazardous Discharge Site Remediation Fund

PROJECT: City of Newark (Lionetti Oil) **APPL.#32258**

LOCATION: Newark/Essex Cty.

PROCEEDS FOR: remedial investigation

FINANCING: $106,169 Hazardous Discharge Site Remediation Fund

PROJECT: City of Newark (Northern New Jersey Oil) **APPL.#32303**

LOCATION: Newark/Essex Cty.

PROCEEDS FOR: remedial investigation

FINANCING: $218,808 Hazardous Discharge Site Remediation Fund

The next item is a summary of the Hazardous Discharge Site Remediation Fund Program Delegated Authority Approvals for the month of February 2011. **(For Informational Purposes Only)**

EDISON INNOVATION FUND

The next item is to approve the utilization of up to $2 million for the creation of 3 new Edison Innovation funds to support loan programs to support emerging technology and life sciences businesses in New Jersey.

MOTION TO APPROVE: Mr. Carden SECOND: Mr. Brown AYES: 15
RESOLUTION ATTACHED AND MARKED EXHIBIT: 13

INCENTIVE PROGRAMS

BUSINESS RETENTION AND RELOCATION ASSISTANCE GRANT PROGRAM

The next item is to approve revisions to the proposed amendments to the rules implementing the Business Retention and Relocation Assistance Grant (BRRAG) Program that were approved by the EDA Board at its February 8, 2011 meeting.

MOTION TO APPROVE: Mr. Carden SECOND: Mr. Plofker AYES: 15
RESOLUTION ATTACHED AND MARKED EXHIBIT: 14

Ms. Franzini left the meeting at this time.

BUSINESS INCENTIVE EMPLOYMENT PROGRAM & BUSINESS RETENTION AND RELOCATION ASSISTANCE GRANT PROGRAM

PROJECT: Church & Dwight Co. ,Inc. **APPL.#35667**
LOCATION: Princeton/Mercer **BUSINESS:** manufacturing
GRANT AWARD: 45% **Business Employment Incentive grant**, 10 years

MOTION TO APPROVE: Mr. Plofker SECOND: Ms. Perry AYES: 15
RESOLUTION ATTACHED AND MARKED EXHIBIT: 15

PROJECT: Church & Dwight Co.,Inc. **APPL.#35855**
LOCATION: Lakewood/Ocean **BUSINESS:** manufacturing
GRANT AWARD: 80% **Business Employment Incentive grant**, 10 years

MOTION TO APPROVE: Mr. Latoof SECOND: Mr. Brown AYES: 15
RESOLUTION ATTACHED AND MARKED EXHIBIT: 15

PROJECT: Church & Dwight Co.,Inc. **APPL.#35855**
LOCATION: Various **BUSINESS:** manufacturing

GRANT AWARD: $10,000,000 (estimate), 5 years **Business Retention and Relocation Assistance Grant**

MOTION TO APPROVE: Mr. Carden SECOND: Mr. Brown AYES: 15
RESOLUTION ATTACHED AND MARKED EXHIBIT: 16

PROJECT: Citibank, N.A. and Affiliates **APPL.#35753**
LOCATION: Jersey City/Hudson **BUSINESS:** financial services
GRANT AWARD: 80% **Business Employment Incentive grant**, 10 years

MOTION TO APPROVE: Mr. Plofker SECOND: Mr. Brown AYES: 15
RESOLUTION ATTACHED AND MARKED EXHIBIT: 15

PROJECT: Evonik Degussa Corporation and subsidiary **APPL.#35585**
LOCATION: TBD **BUSINESS:** advanced materials
GRANT AWARD: 40% **Business Employment Incentive grant,** 10 years

MOTION TO APPROVE: Ms. Perry SECOND: Mr. Brown AYES: 15
RESOLUTION ATTACHED AND MARKED EXHIBIT: 15

GRANT AWARD: $1,017,000 (estimate), 2 years **Business Retention and Relocation Assistance Grant**

MOTION TO APPROVE: Mr. Carden SECOND: Ms. Perry AYES: 15
RESOLUTION ATTACHED AND MARKED EXHIBIT: 17

PROJECT: Ferraro Foods, Inc. and Affiliates **APPL.#35673**
LOCATION: Piscataway/Middlesex **BUSINESS:** transportation & logistics
GRANT AWARD: 60% **Business Employment Incentive grant**, 10 years

MOTION TO APPROVE: Mr. Carden SECOND: Mr. McNamara AYES: 15
RESOLUTION ATTACHED AND MARKED EXHIBIT: 15

GRANT AWARD: $1,129,500 (estimate), 2 years **Business Retention and Relocation Assistance Grant**

MOTION TO APPROVE: Ms. Perry SECOND: Mr. Latoof AYES: 15
RESOLUTION ATTACHED AND MARKED EXHIBIT: 18

PROJECT: ICUP, Inc. **APPL.#35666**
LOCATION: Pennsauken/Camden **BUSINESS:** wholesale
GRANT AWARD: 65% **Business Employment Incentive grant**, 10 years

MOTION TO APPROVE: Mr. Latoof SECOND: Mr. McNamara AYES: 15
RESOLUTION ATTACHED AND MARKED EXHIBIT: 15

PROJECT: Excalibur Group, Inc.
LOCATION: Perth Amboy/Middlesex **BUSINESS:** medical device technology
GRANT AWARD: $159,750 (estimate), 1 year **Business Retention and Relocation Assistance Grant**

MOTION TO APPROVE: Mr. Carden SECOND: Mr. Latoof AYES: 15
RESOLUTION ATTACHED AND MARKED EXHIBIT: 19

BOARD MEMORANDUMS

PROJECT: Foundation for Educational Administration, Inc. **APPL.#22322&22636**

LOCATION: Monroe Twp./Middlesex Cty.

FINANCING: $4,000,000 Stand-Alone bond

REQUEST: Consent to either (a) a change in the reset date and call date on the existing bond to 5 years from the modification date or (ii) an interest rate change in the current fixed interest rate of 4.59% on the bond to the tax-exempt equivalent of LIBOR + 220 b.p. with a 5 year interest rate swap and call date; with a 7 year swap and call date or with a 10 year swap and call date.

MOTION TO APPROVE: Mr. Tolson SECOND: Ms. Perry AYES: 15
RESOLUTION ATTACHED AND MARKED EXHIBIT: 20

PROJECT: Metro Packaging & Imaging, Inc. **APPL.#25779 & 25847**

LOCATION: Wayne/Warren Cty.

FINANCING: $1,084,000 (50%) Statewide Loan Pool participation in $2,168,000 bank loan and $350,000 (25%) Main Street participation in $1.4 million bank loan

REQUEST: Consent to the subordination on the new loan in exchange for a reduction in overall EDA exposure via the payoff of EDA's loan and improvement in our collateral position to pari passu on the $1.96 million SLP loan.

MOTION TO APPROVE: Mr. McNamara SECOND: Mr. Kosoffsky AYES: 15
RESOLUTION ATTACHED AND MARKED EXHIBIT: 21

PROJECT: Barclay's Bank Plc./ **APPL.#16324**
Lehman Brothers Holdings, Inc. (LBHI)

LOCATION: Various

FINANCING: $49,800,000 Structured Financing

REQUEST: Extend the closing date from March 31, 2011 to September 30, 2011 on the transfer of Barclays of EDA's assets purchased by LBHI pursuant to a structured finance agreement.

MOTION TO APPROVE: Mr. Carden SECOND: Mr. Brown AYES: 15
RESOLUTION ATTACHED AND MARKED EXHIBIT: 22

The next item is a summary of projects approved under Delegated Authority in February 2011. **(For Informational Purposes Only)**

New Jersey Business Growth Fund: Enviroprobe Service, Inc. and ETBF, LLC; Essex Coatings, LLC; Kaplanova Insurance Agency, LLC; Ralph & Rachelle Di Clemente and Daily Bread LLC d/b/a Bennie's Bread; RJ Medical Holdings LLC; Wayson LLC.

New Jersey Main Street Program: 22 Jackson Drive Associated, LLC

Preferred Lender Program: 502 Pleasant Valley, LLC

ECONOMIC DEVELOPMENT SITE GRANT PROGRAM

The next item is to confirm the eligibility of 25 Lafayette, LLC/Robert C. Halgas as a qualified project under Burlington County's EDSF grant.

MOTION TO APPROVE: Mr. Plofker SECOND: Mr. Carden AYES: 15
RESOLUTION ATTACHED AND MARKED EXHIBIT: 23

The next item is to approve a $1.793 million grant from the Economic Development Site Fund to the Camden County Improvement Authority for the development and construction of a new residential dormitory facility for Rutgers University in Camden City.

MOTION TO APPROVE: Mr. Plofker SECOND: Mr. McNamara AYES: 15
RESOLUTION ATTACHED AND MARKED EXHIBIT: 24

REAL ESTATE

The next item is to approve the award of leasing brokerage services contracts (2011 – RED – RFQ/P-BRK-0013) to Jones Lang LaSalle for the Technology Centre of New Jersey and the Waterfront Technology Center at Camden.

MOTION TO APPROVE: Mr. Brown SECOND: Mr. Kosoffsky AYES: 14
RESOLUTION ATTACHED AND MARKED EXHIBIT: 25

Mr. Sarlo abstained because his firm has recently worked on a joint proposal with Jones Lang LaSalle.

EXECUTIVE SESSION

The next item was to adjourn the public session of the meeting and enter into Executive Session to discuss potential litigation related to a real estate contract matter.

MOTION TO APPROVE: Mr. Latoof SECOND: Mr. Kosoffsky AYES: 15
RESOLUTION ATTACHED AND MARKED EXHIBIT: 26

The Board returned to Public Session.

The next item was to approve a payment for additional work to the Vitetta Group, Inc of up to $40,000 pending review by staff and the Attorney General's office.

MOTION TO APPROVE: Mr. Plofker SECOND: Mr. Tolson AYES: 15
RESOLUTION ATTACHED AND MARKED EXHIBIT: 27

PUBLIC COMMENT

There was no comment from the public.

There being no further business, on a motion by Mr. McNamara, and seconded by Mr. Mr. Kosoffky, the meeting was adjourned at 12:40pm.

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.

Maureen Hassett, Assistant Secretary

NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY

MEMORANDUM

TO: Members of the Authority

FROM: Caren S. Franzini
Chief Executive Officer

DATE: April 12, 2011

RE: Chief Executive Officer's Report to the Board

EDA NEWS

City of Newark Celebrates Two Major Economic Development Projects

In March, the City of Newark announced the expansion of the Newark Screens movie theater and the groundbreaking of the new Courtyard by Marriott hotel next to the Prudential Center. Both projects have been approved for state assistance and will to create new jobs and leverage significant capital investment in the city.

The Newark Screens expansion project, which was approved in January for a reimbursement of just over $1.2 million through the Economic Recovery and Growth (ERG) Program, involves the expansion of the facility by 20,000 square feet and doubling the theater from six to 12 screens. The project is expected to create 12 new, permanent jobs, 27 construction jobs, and leverage just over $7.2 million in capital investment. Attending this announcement was professional basketball player and Newark native Shaquille O'Neal, whose development company was instrumental in moving this project forward.

The Courtyard at Marriott, which was approved for a reimbursement of just over $6.5 million under the ERG program, will be Newark's first new hotel in close to four decades. When opened, the hotel will have 150 rooms, 14,000 square feet of ground floor retail space and 3,000 square feet of conference space. Located next to the Prudential Center, the hotel will be an attractive component to efforts to bring major sporting and entertainment events to the City of Newark. The project is expected to create 57 permanent new jobs, 175 construction jobs, and leverage nearly $33 million in capital investment.

Lt. Governor Kim Guadagno Visits with Camden Businesses

In late March, Lt. Governor Kim Guadagno and I visited the City of Camden to meet with businesses, Mayor Dana Redd, and the city's local business leaders. We had the opportunity to tour the headquarters of Catapult Learning, a company which utilized BEIP assistance to relocate from Philadelphia to Camden.

FINANCING ACTIVITY

In the first three months of 2011, EDA closed financing and incentives totaling over $305 million for 41 projects that are expected to spur the creation of nearly 6,500 new, full-time jobs and involve the total investment of over $1.5 billion in New Jersey's economy.

In lending activity, EDA closed financing totaling over $25 million for 26 projects that are expected to spur the creation of just over 100 new, full-time jobs and involve the total investment of over $77 million in New Jersey's economy.

Through our incentive programs, EDA closed on 15 projects totaling over $279 million in estimated benefits that are expected to create nearly 6,400 new, full-time jobs and involve the total investment of over $1.4 billion in New Jersey's economy.

Among the businesses assisted in March:

Direct Success, Inc., which executed a BEIP grant for just over $1.8 million to expand its operations in Wall Township. Direct Success is a full service provider of a broad range of marketing services to the healthcare and pharmaceutical industry. The company chose to expand in New Jersey as opposed to a competing site in Pennsylvania. This BEIP assistance is expected to create 125 new jobs and leverage nearly $2 million in capital investment.

National Mill Industries, Inc. which closed on a $966,665 (25%) participation in a $3.8 million bank loan through the Main Street Business Assistance Program. National Mill Industries is a wholesale distributor of women's apparel, undergarments and lingerie. This assistance will enable the company to consolidate its corporate headquarters, main distribution center, and warehouse facilities into one location in Cranford.

C.G.T. Construction, Inc., which closed on a $250,000 (50%) guarantee of a $500,000 working capital line of credit through the Main Street Business Assistance Program. C.G.T. is a Edison-based full-service construction manager/general construction company offering an extensive range of services including turnkey operations, general contracting, consulting, and project management. This assistance is expected to support the retention of 10 jobs and the creation of an estimated 6 new jobs.

Papertec, Inc., which closed a $300,000 loan under the Small Business Fund to support the company's purchase of machinery and equipment. Papertec is a Garfield-based manufacturer and distributor of plugboard, paper and specialty films. This assistance is expected to support the retention of 10 jobs and the creation of two new jobs.

EVENTS/SPEAKING ENGAGEMENTS/PROACTIVE OUTREACH

EDA representatives participated as speakers, attendees or exhibitors at 19 events in March. These included the NJ Future 2011 Redevelopment Forum in New Brunswick, Newark Regional Business Partnership Annual Reception and Dinner in Newark, NAIOP Annual Public Policy Symposium in New Brunswick, and the NJTC 2011 Venture Conference in Somerset.

Additionally, EDA participated in the groundbreaking for the Saker ShopRite in Somerville and the Westmont Station groundbreaking in Wood-Ridge that EDA supported with a $750M Brownsfield Reimbursement loan.

AUTHORITY MATTERS

NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY

MEMORANDUM

TO: Members of the Authority

FROM: Caren S. Franzini
Chief Executive Officer

DATE: April 12, 2011

RE: 2010 Comprehensive Annual Report

Request

The Members of the Board are requested to approve the Authority's comprehensive annual report for 2010, as required under Executive Order No. 37 (2006).

Background

Each year since inception, as directed under our enabling legislation, the Authority designs and distributes our Annual Report of accomplishments and activities to support economic development in New Jersey. Beginning in 2006, in order to meet the requirements of Executive Order No. 37 (2006), our Annual Report is combined with our audited financial statements and serves as our "comprehensive annual report" for 2010.

The audited financial statements for the year ending December 31, 2010 were prepared pursuant to Generally Accepted Accounting Principles for a government entity. I am also pleased to inform the Board that the independent accounting firm of Ernst & Young has issued an unqualified opinion with regard to the 2010 financial statements.

Certification accompanying the financial statements has been executed by the Chief Executive Officer and the Chief Financial Officer that the EDA has followed its standards, procedures and internal controls.

On March 23, 2010, per its Charter, as well as section 9 of Executive Order 122 (2004), the Audit Committee reviewed the draft comprehensive annual report, including the 2010 audited financial statements prior to release and considered the relevancy, accuracy and completeness of the information presented. Also pursuant to Executive Order 122 (2004), the independent auditor met with the Audit Committee, where it was reported that the financial audit resulted in no negative findings or internal control deficiencies. Subsequent to the meeting and its review of the report, the Committee recommended that the report be presented to the Board for approval.

Under Executive Order No. 37 (2006), the Authority is required to obtain approval of a comprehensive annual report from its Board of Directors. Upon approval, this report will be submitted to the Authorities' Unit, posted to the EDA website, and transmitted electronically to members of the Legislature.

Recommendation:

Authority staff has prepared the comprehensive annual report for 2010 as required under Executive Order No. 37 (2006) and recommends Members' approval in order to submit the report to the Governor's Authorities' Unit, post to Authority website, and transmit to the Legislature.

Prepared by: Nicole Royle

New Jersey Economic Development Authority
Annual Report 2010

NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY

2010 Annual Report

2010 was an exciting year at the New Jersey Economic Development Authority (EDA) as we supported the ambitious economic development agenda of Governor Chris Christie and Lieutenant Governor Kim Guadagno. Despite the economic challenges that continue to face our State and nation, the Christie Administration's focus on making New Jersey a home for growth prompted the introduction of new programs and policies that have boosted the EDA's ability to spur lending activity, generate and maintain jobs, encourage investment in New Jersey's communities, and grow the State's innovation economy.

The EDA's role in stimulating economic growth was enhanced by the Christie Administration's creation of the Partnership for Action, a one-stop shop for all economic development activity in New Jersey. The Partnership operates with three interconnected organizational elements to attract new businesses and help existing businesses thrive. The first part of the Partnership is Choose New Jersey, a privately funded, not-for-profit corporation that will help promote New Jersey as a world-class leader in the competitive global marketplace. The second component is the Business Action Center, reporting directly to Lieutenant Governor Guadagno. The Center officially opened its doors at the end of October, bringing a more focused customer service approach to coordination across State and local government agencies for businesses looking to remain, expand or locate in New Jersey, including both domestic and abroad. The final piece of the Partnership is the EDA as the "bank for business," providing financial assistance through loans, guarantees and tax incentives to sustain New Jersey businesses.

In this role, the EDA finalized over $567.3 million in financing assistance, business incentives and tax credits in 2010 to support New Jersey-based businesses, not-for-profit organizations and municipalities. This support served as a catalyst for more than $1.4 billion in new public/private investment in New Jersey's economy and is expected to lead to the creation of an estimated 5,200 new, permanent jobs and the retention of 12,200 existing jobs. These 2010 results brought the EDA's cumulative financing assistance totals to more than $20.8 billion since it was established in 1974.

Over $567.3 million in financing assistance, business incentives and tax credits in 2010 served as a catalyst for more than $1.4 billion in new public/private investment and is expected to lead to the creation of an estimated 5,200 new, permanent jobs and the retention of 12,200 existing jobs.

The Christie Administration's proactive approach to economic development and commitment to making New Jersey more business friendly has helped to redefine our State in the marketplace. In fact, 20 businesses that received EDA assistance in 2010 chose to relocate operations to New Jersey from Pennsylvania, New York, California, North Carolina, Georgia, Tennessee and Maryland. In his FY2011 budget, Governor Christie made clear that supporting New Jersey's small business community is also a top priority. Despite the tight fiscal environment, the Governor reinstated funding for EDA's Main Street Business Assistance program, helping to support small and mid-sized businesses throughout the State through bank partnerships. The EDA's support of entrepreneurs and small business owners was further bolstered through its strategic partnership with UCEDC, a statewide not-for-profit economic development corporation. In 2010, UCEDC marked a lending milestone, providing over $1 million in loans to minority-owned enterprises, women-owned businesses and start-up companies. Through its other lending programs, the EDA remained steadfast in its support of the State's manufacturing industry. In 2010, 34 manufacturing companies received more than $22 million to maintain and grow their operations in New Jersey.

To support the Christie Administration's commitment to growing New Jersey's innovation economy, the EDA provided nearly $49 million to 39 projects in the technology, life science and clean energy sectors. The EDA worked with the New Jersey Department of Environmental Protection (DEP) and the New Jersey Board of Public Utilities (BPU) to provide assistance to manufacturers of Class I renewable and energy efficiency technologies, as well as to those companies looking to reduce the cost of doing business by installing solar electric systems or combined heat and power production facilities at their business locations. The EDA continued to support the growth of technology and life science sectors, and completed the construction of 20,000 square feet of new wet lab space at the Waterfront Technology Center at Camden. The labs have already attracted A.J. Drexel Plasma Institute, which moved into over 10,550 square feet of the new space in September.

With a focus on revitalizing New Jersey's urban communities and restoring underutilized community assets, the Christie Administration has been instrumental in advancing redevelopment projects that create jobs, spur private investment and improve the quality of life for residents. To support this commitment, the EDA provided more than $80 million in assistance to 140 projects in the State's urban areas that are expected to create over 2,530 new, full-time jobs.

Governor Christie also signed legislation creating the Fort Monmouth Economic Revitalization Authority. This Authority has been charged with implementing a comprehensive conversion and redevelopment plan that will address the Federal government's decision that will result in the closure of the post in September 2011.

In addition, large-scale urban redevelopment projects have been approved under the Urban Transit Hub Tax Credit and Economic Redevelopment and Growth (ERG) programs. When completed, the 18 projects approved to date are expected to lead to the creation of over 5,000 new jobs in East Brunswick, Egg Harbor, Elizabeth, Newark, New Brunswick, Jersey City and Somerville.

As we move ahead in 2011, the EDA looks forward to working with the Christie Administration as a key component of the Partnership for Action to build on the success of the past year. Our record of achievement in 2010 was a result of a talented and dedicated staff, a business philosophy that facilitates quick adaptability to marketplace changes, and productive partnerships with public, private and community organizations across the State. As we continue to cultivate an environment conducive to economic growth and prosperity, the EDA is committed to growing New Jersey's economy through financial assistance, facilitation and partnerships; optimizing internal workforce effectiveness to improve and strengthen the customer experience; and, advancing a financially sustainable business platform to ensure the Authority is able to meet the State's economic development needs.

We hope you take the time to review the pages that follow, which highlight the various ways the EDA supported and encouraged economic development in 2010. We invite you to visit www.njeda.com or the State's business portal at www.NewJerseyBusiness.gov to learn more about opportunities for business growth throughout New Jersey.

Al Koeppe
Chairman of the Board

Caren S. Franzini
Chief Executive Officer

2010 Results

EDA Results 2010	
Projects Assisted	**377**
Total Assistance	**$567.3 million**
Public/Private Investment	**$1.4 billion**
Estimated New Permanent Jobs	**5,200**
Estimated Construction Jobs	**4,531**

EDA Results 1974-2010	
Projects Assisted	**10,780**
Total Assistance	**$20.8 billion**
Public/Private Investment	**$44.4 billion**
Estimated New Permanent Jobs	**309,857**
Estimated Construction Jobs	**318,817**

EDA Mission

The New Jersey Economic Development Authority (EDA) is an independent State agency that serves as the State's "bank for business" by financing small and mid-sized businesses, administering tax incentives to retain and grow jobs, revitalizing communities through redevelopment initiatives, and supporting entrepreneurial development by providing access to training and mentoring programs.

Promoting Business Growth and Expansion in New Jersey

With the leadership of the Lt. Governor and in partnership with the Business Action Center, the EDA helped to encourage the relocation of a variety of businesses from throughout the nation. In July, **Catapult Learning** relocated its corporate headquarters from Philadelphia to the Camden Waterfront, creating an estimated 80 new jobs in the State. Catapult, a national provider of educational services, executed a Business Employment Incentive Program (BEIP) grant worth approximately $1.16 million over 10 years to support its move. A BEIP grant valued at $156,975 also helped encourage **alice + olivia by Stacey Bendet** to open its new location in Secaucus. The clothing design company, which expects to create 70 new jobs in the State, recently moved to its new, 75,000-square-foot facility that will house warehouse and administrative operations.

Other companies like Atlantic Coast Media Group in Jersey City and Pinnacle Foods Group in Cherry Hill commenced expansion projects. **Atlantic Coast Media** executed a $3.96 million BEIP grant tied to the consumer marketing company's plans to create over 300 new jobs in Jersey City and invest nearly $1.2 million in New Jersey's economy. In September, the Lieutenant Governor was on hand to celebrate **Pinnacle Foods'** decision to open a 57,000-square-foot state-of-the-art facility at the Woodcrest Corporate Center in Cherry Hill. This project represents the private investment of more than $6 million and will result in the creation of an estimated 90 new jobs and the retention of over 130 existing jobs. Pinnacle, a leading producer, marketer and distributor of high-quality branded food products, was awarded a $920,000 BEIP grant and a $182,600 Business Retention and Relocation Assistance Grant (BRRAG) to support its expansion and retention project.

EDA awards grants to qualified applicants for up to 10 years under the BEIP program. These grants can equal 10-percent to 80-percent of the total amount of State income taxes generated by the grantees' newly created jobs during the calendar year. The BRRAG program involves the utilization of corporation business tax credits (or insurance premiums tax credits as applicable) to businesses to encourage economic development and job creation while preserving existing jobs in New Jersey. Statutory revisions signed into law by Governor Christie in January 2011 enhance the effectiveness of this key incentive for businesses committed to retaining jobs in New Jersey.

Pinnacle Foods Ribbon Cutting

Pictured (l-r): Debra DiLorenzo, Executive Director, Southern NJ Chamber of Commerce; Caren Franzini, CEO, NJ Economic Development Authority; Rob Andrews, U.S. Representative, 1st Congressional District; Bernie Platt, Mayor of Cherry Hill Township; Bob Gamgort, CEO, Pinnacle Foods Group LLC; Kim Guadagno, Lieutenant Governor, State of New Jersey; John Adler, U.S. Representative, 3rd Congressional District; Jim Beach, State Senator, NJ 6th Legislative District; Lou Greenwald, State Assemblyman, NJ 6th Legislative District; and, Kathy Davis, Deputy Executive Director, Southern NJ Chamber of Commerce.

Advancing Partnerships to Support Small Business

The EDA's work to fuel economic growth and job creation is bolstered by the Authority's strong relationship with New Jersey's banking community. In partnership with commercial banks, approximately 100 small and mid-sized companies and not-for-profit organizations across New Jersey received assistance under the State's small business lending and bond financing programs.

Manhattan Maintenance Company
Pictured (l-r): Nestor Callejas, Adeline Barnes, Taryn J. Peppo, TJ Barnes, Mari Mendez, and Tyrone Barnes.

Fairfield-based **Manhattan Maintenance Company**, a woman- and minority-owned cleaning and janitorial services company, was able to refinance its mortgage, lower its debt service, increase its profit margins, expand into a new niche business line and create 15 new jobs with the help of a $600,000 Provident Bank term loan that included a 25-percent Main Street Business Assistance Program participation. **Global Essence, Inc.** of Freehold closed on a refinancing package from TD Bank consisting of a $2 million asset based line of credit and an $800,000 term loan with a 25-percent participation and 33.33-percent guarantee under the Main Street program. Global Essence was incorporated in 1996 and acts as an importer and exporter of premium flavoring and fragrance ingredients. The woman-owned company operates from a 28,000-square-foot warehouse facility in Freehold.

The Main Street Business Assistance Program was advanced in order to help businesses in New Jersey access capital. The program provides capital to EDA to offer loan guarantees, loan participations and, for the first time in EDA's history, provide line of credit guarantees to eligible businesses.

The Small Business Fund is another way in which the EDA supports small and mid-size businesses in the State. An expedited approval process helps the Small Business Fund program provide below-market rate financing to eligible businesses through direct loans or guarantees, with the choice of a variable or fixed interest rate. Formed in 1910, **Galvanic Printing & Plate Co.** received a $250,000 loan through the Fund to purchase a new press and expand its business capabilities. The Moonachie-based commercial printing company expects to maintain its staff of nearly 60 and create four new jobs. **Riding High Farm** of Allentown closed a $290,000 Small Business Fund loan to support the not-for-profit organization's new Riding High Day Program, which serves the disabled community with training in equine care and farm management. Riding High expects to add three new positions to its staff of 11.

Riding High Farm
Located on Route 526 in Allentown.

Advancing Partnerships to Support Small Business

Through the New Jersey Business Growth Fund, the EDA partners exclusively with PNC Bank to support credit-worthy companies that are retaining or creating jobs in New Jersey. Small and mid-sized businesses may be eligible for up to a $3 million PNC Bank loan with a 25-percent or 50-percent EDA guarantee. In 2010, the program supported 40 businesses across the State that expect to maintain more than 500 existing jobs and create nearly 160 new jobs. Companies that benefited include: **Romanelli's Garden Café**, a Galloway-based restaurant; and, Flemington-based **Mechanical Precision, Inc.**, a machine shop specializing in CNC machining, prototypes, precision welding, machine building, engineering and design. In early 2011, PNC announced it would double its financing commitment from $25 million in 2010 to $50 million in 2011.

An additional small business resource is the Preferred Lender Program, an EDA banking partnership which enables certain banks to utilize a streamlined loan approval process with the EDA, the result of which speeds the flow of capital to growing businesses in New Jersey. This program features a five-day turnaround time for loan approval and applies to transactions in which the EDA buys a participation in bank financing and/or guarantees a portion of a bank loan. The EDA's current Preferred Lenders include: The Bank, Bank of America, Capital One Bank, Citizens Bank, Columbia Bank, Cornerstone Bank, Peapack-Gladstone Bank, PNC Bank, Provident Bank, Roma Bank, Sovereign Bank, Sun National Bank, Susquehanna Bank, TD Bank, and Valley National Bank. Harrison-based **Envision Consultants, Inc.**, a woman-owned construction management consulting firm, received a $590,000 Susquehanna Bank loan with a $177,000 EDA participation to purchase and renovate an adjacent property in Gloucester County to support its expansion. Envision plans to add 11 new jobs to its existing staff of 15.

Envision Consultants' Headquarters
Harrison, Gloucester County

Through the Preferred Lender Program, a number of manufacturing companies were supported in 2010. **Sisco Manufacturing Company** received a $1.35 million Citizens Bank loan with a 30-percent EDA participation to acquire a building that will serve as its new corporate headquarters. This Pennsauken-based manufacturer and distributor of HVAC component parts expects to maintain its staff of 11 and create six new jobs. Incorporated in 1967, **Diamond Chemical Company** of East Rutherford is a family-owned manufacturer of laundry, floor care, housekeeping and industrial products. Through the Preferred Lender Program, the company received a $1.5 million Valley National Bank loan with a 50-percent EDA participation to purchase and install equipment that will allow the company to make its own plastic bottles for internal production. Diamond Chemical plans to add 13 new positions to its staff of 190.

Advancing Partnerships to Support Small Business

Sisco and Diamond Chemical represent two of the 34 manufacturing companies the EDA supported in 2010 through its various programs. **Weiss-Aug Co., Inc.**, a custom manufacturer of precision metal stamping, plastic insert moldings and customer assemblies, benefited from tax-exempt bond financing. The EDA is authorized by the Internal Revenue Service to serve as a conduit to issue tax-exempt private activity bonds to provide long-term, tax advantaged financing, with either a fixed or variable interest rate. Bond Financing gives eligible manufacturing companies and not-for-profit organizations access to low-cost, long term capital. East Hanover-based Weiss-Aug, which performs all of its precision metals and plastic molding manufacturing in New Jersey, received a $3 million in tax-exempt bond proceeds to acquire new manufacturing equipment. The bond was directly purchased by TD Bank. The company expects to maintain its staff of 150 and create 30 new jobs.

In June, Lt. Governor Guadagno visited another manufacturing company that took advantage of tax-exempt bond financing – Carlstadt-based **Tribeca Oven.** The bread bakery and manufacturer received $4 million in tax-exempt bonds to acquire a state-of-the-art thermal-oil oven that will reduce the company's energy bill by 25 percent and enable it to triple production. The bonds were directly purchased by Sun National Bank.

The EDA also teams with not-for-profit economic development corporations to leverage the resources available to aspiring entrepreneurs and business owners in New Jersey. In 2008, the EDA formed a strategic partnership with UCEDC to expand the array of training, technical and financial assistance services available to entrepreneurs and small businesses. Through this partnership, over $1 million in loans were closed in 2010, marking one of UCEDC's highest levels of annual lending. In 2010, the partnership supported ten minority-owned enterprises, 19 women-owned firms and 14 start-up companies that are expected to create nearly 200 new jobs and retain over 230 existing jobs. Businesses that received assistance include **Prep Boyz, LLC**, an Elizabeth-based company that provides bed bug eradication preparation services for homeowners and businesses. Owner Edward Roberts received personalized technical assistance to start his business, followed by a $10,000 microloan in February to improve cash flow, purchase equipment and supplies, and better promote his company. He came back to UCEDC in December for a $15,000 microloan, which enabled him to get a performance bond and a contract with the City of East Orange. Roberts has already added two new employees to his staff of eight.

Prep Boyz
Owner Edward Roberts

The EDA also works in partnership with the New Jersey Small Business Development Centers (SBDCs) network, which is comprised of 11 centers across the State. Small business owners and entrepreneurs can use these centers to develop a business plan, create marketing strategies, learn principles of accounting and financial analysis and identify capital financing. In 2010, more than 4,900 clients were counseled by New Jersey's SBDCs and over 14,000 small business owners and entrepreneurs received training.

Growing New Jersey's Innovation Economy

New Jersey's rich history of scientific research and discovery has had a profound impact on our State, our nation and throughout the world. In 2010, the EDA supported our thriving innovation economy by welcoming four new companies to the State and assisting over 100 expansion and retention projects in the technology, life science and clean energy sectors.

When **Otsuka America Pharmaceutical** was evaluating whether to expand its U.S. corporate headquarters in Maryland or establish a new facility in New Jersey, a State BEIP grant offered by the EDA worth an estimated $1.4 million over ten years was a material factor in the pharmaceutical and medical device company's decision to locate in New Jersey. The company, a subsidiary of Japan-based Otsuka Pharmaceutical Co., Ltd., expects to create 50 new jobs and invest an estimated $2.5 million in its new West Windsor-based facility.

After **Watson Pharmaceuticals, Inc.** determined that it would need a larger facility to accommodate its expected growth, it faced the choice of expanding at its corporate headquarters in California, or maintaining and growing its business in New Jersey. Lieutenant Governor Guadagno was instrumental in ensuring Watson remained in the State through her proactive outreach to the company. New Jersey's BEIP also proved again to be a powerful inducement. The EDA executed a 10-year grant worth an estimated $3 million for Watson to remain and build its business in New Jersey. The company will expand into new administrative headquarters in Parsippany that will ultimately house approximately 500 employees. The company also executed a $289,900 BRRAG to support the retention of 207 existing jobs in the State.

Watson Pharmaceuticals
New administrative headquarters in Parsippany

In addition to larger businesses, New Jersey's extensive incubator network has ensured the cultivation of promising young companies. In fact, the National Business Incubation Association (NBIA) announced in 2010 that they were formalizing their first affiliate relationship in the country with the New Jersey Business Incubation Network (NJBIN). This partnership will serve as a national model for the integration of global best practices in entrepreneurship, business incubation, access to capital, and job creation.

One new addition to NJBIN is **CGC Genetics**, a Portugal-based medical genetics testing laboratory that opened its U.S. headquarters at NJIT's Enterprise Development Center in Newark in April. A BEIP grant will support the creation of 15 new, high-paying technology jobs in the State. Formed in April 2007, **3D Biotek** is a biomedical device company that develops innovative technologies and devices for drug discovery and orthopedic applications. The company, which is located at the Commercialization Center for Innovative Technologies (CCIT) on the EDA's Technology Centre of New Jersey campus in North Brunswick, received a $39,000 EDA loan to help support the development of a platform technology for producing bioactive 3D scaffolds for tissue/organ repair and regeneration.

Growing New Jersey's Innovation Economy

CCIT and the Enterprise Development Center are two of 15 business incubation programs from around the world that have earned the Soft Landings International Incubator designation from the National Business Incubation Association. The honor recognizes incubators that have demonstrated success in helping non-domestic firms enter the U.S. market.

CGC Genetics

In May, Deputy Mayor of Economic and Housing Development Stefan Pryor, Councilman Augusto Amador, Consul General of Portugal in Newark Maria Amélia Paiva, CGC Genetics CEO Purificação Tavares, Portuguese Ambassador to the United States Joao de Vallera, and bcpbank Chairman and CEO Pedro Belo celebrated the addition of CGC Genetics to NJIT's Enterprise Development Center in Newark.

Another important component of the EDA's support for technology and life science companies is the Technology Business Tax Certificate Transfer Program. Since 1999, New Jersey has allowed qualified biotechnology and technology businesses to sell unused net operating losses and R&D tax credits to unrelated profitable corporations. Proceeds can be used to finance growth and operations either as working capital or to fund research. In 2010, a $30 million allocation was utilized by 77 emerging technology and life science companies.

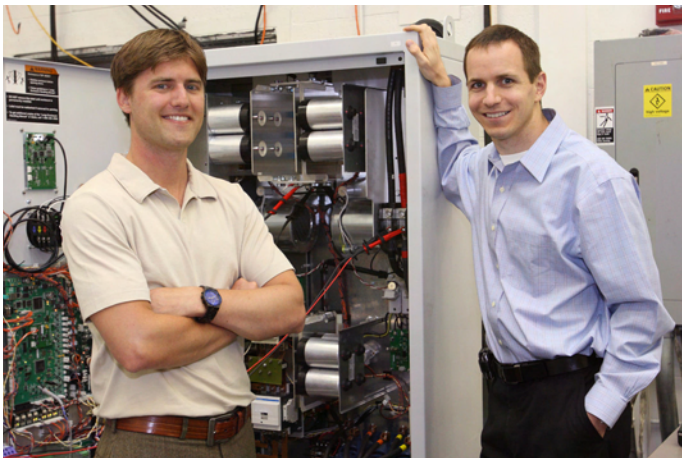
Among those that benefited are Cranbury-based **Cornerstone Pharmaceuticals, Inc.**, a pharmaceutical company engaged in the discovery and development of innovative cancer treatment products and cancer therapies; **BlueNog Corp.** of Piscataway, an enterprise software and solutions company; Boonton-based **Unigene Laboratories, Inc.**, a biopharmaceutical company focusing on the oral and nasal delivery of large-market peptide drugs; and, **Songbird Hearing, Inc.**, a Sarnoff spin-off that develops and manufactures digital hearing aids out of its North Brunswick-based facility.

To support the Christie Administration's commitment to growing New Jersey's clean energy industry, the EDA's goals are to work in partnership with DEP and BPU to create and deploy incentives that encourage businesses to become more energy efficient and lower their operating costs; encourage manufacturing of these energy efficient technologies in New Jersey; and, grow the supply chain in the State. New Jersey's commitment to driving both the demand and supply in the energy industry has already been demonstrated in several ways.

Through the Clean Energy Manufacturing Fund (CEMF), the EDA, in partnership with BPU, offers up to $3.3 million in the form of grants and loans for manufacturers of Class 1 renewable and energy efficiency technologies. Up to $300,000 is available as a grant to assist with the manufacturing site identification and procurement, design and permits. Up to $3 million is available as a loan to support site improvements, equipment purchases and facility construction and completion. One-third of the loan may convert to a performance grant if certain business and technology-based milestones are met.

Growing New Jersey's Innovation Economy

Under CEMF, **Princeton Power Systems, Inc.**, a West Windsor-based company that is developing advanced power conversion technologies, received $3.3 million to help it advance its second-generation grid-tied inverter. This project will leverage an estimated $6.6 million in total public/private investment and the company expects to create 91 new jobs. Princeton Power's technologies, including AC-link™, provide a more reliable and cost-effective means for converting electric power cleanly and efficiently. Its newly opened facility on Washington Road is dedicated to manufacturing inverters and energy storage systems for alternative energy including solar, wind power, and smart grid applications.



Princeton Power Systems
Co-founder and Executive Vice President Darren Hammell (l) and Erik Limpaecher (r), Co-founder and Chief Technology Officer

With the goal of reducing the amount of greenhouse gases produced in New Jersey, the Clean Energy Solutions Capital Investment Grant/Loan (CESCI) Program provided loans and grants to support commercial, institutional, and industrial entity end-use energy efficiency projects, CHP production facilities, and new state-of-the-art efficient electric generation facilities, including renewable energy applications. In 2010, EDA closed six projects for just over $12.3 million in assistance that is expected to create 50 new jobs and leverage over $30 million in private investment.

Nautilus Solar received a total of $5 million to build the largest solar energy facility at a university in the United States. The 3.5 MW solar energy project will comprise of rooftop and parking lot solar installations on the campus of William Paterson University in Wayne. The system is estimated to save the University $4.3 million in energy costs over the next 15 years and will provide 15 to 20 percent of the University's energy needs. This project is leveraging over $15.5 million in total public/private investment and is expected to lead to the creation of an estimated 10 new jobs. The EDA also finalized assistance to **Hausmann Industries, Inc.**, a Northvale-based manufacturer of equipment primarily used in the healthcare industry. The $670,000 loan helped the company purchase a 210kW solar electric system that is estimated to reduce greenhouse gas emissions by 3,212 metric tons over its 25-year life. Hausmann was the first in its industry to introduce a green line of "eco-friendly" treatment tables, carts and medial cabinetry for safer air quality and healthier patients. The company expects to add five new positions to its staff of 81 as it continues to expand in New Jersey.

Hausmann Industries New Solar Electric System
The company offers live renewable energy monitoring at www.hausmann.com/green/liveupdates.html.

Growing New Jersey's Innovation Economy

In 2010, the EDA and BPU also launched the Clean Energy Solutions ARRA Combined Heat and Power (CHP) Program, a competitive solicitation that made project based grants available to commercial, institutional or industrial entities (including public and not-for-profit entities) in New Jersey with a CHP project. The federally allocated funding was available in an amount of $450 per kW of installed electric generation. The EDA has approved six projects for nearly $16 million in assistance. The projects are expected to leverage over $92 million in capital investment. The projects approved for funding include:

- **ACB Energy Partners LLC**, which was approved for a $3.2 million grant to establish a 7.965MW cogeneration plant to expand the District Energy Center in Atlantic City currently serving the Borgata Hotel and Casino;
- **ACR Energy Partners LLC**, which was approved for a $3.2 million grant to construct a 7.965MW cogeneration facility to serve a new casino and development district in Atlantic City;
- **Anheuser-Bush**, which was approved for a $3.2 million grant to establish a 7.965MW cogeneration plant at its Newark brewery;
- **DSM Nutritional Products** of Belvidere, which was approved for a $4 million grant to purchase and install a 9.5MW cogeneration unit;
- **NRG Thermal Energy** of Plainsboro, which was approved for a $1.9 million grant to establish a 4.6MW cogeneration facility that is part of an Energy Center it is developing to serve the new University Medical Center of Princeton at Plainsboro; and,
- **Ocean County College**, which was approved for a $475,200 grant to support the construction of a 1.1MW gas engine generator at the college.

2010 also provided an opportunity for New Jersey to establish itself as a leader in offshore wind development. In June, Governor Christie signed a Memorandum of Understanding with the federal government and fellow East Coast governors to promote the development of offshore wind power. Additionally, three of the first five leases approved by the federal government to explore offshore wind projects are for tracts located off the coast of New Jersey. These projects are expected to yield 1,100MW of offshore wind and represent a long term commitment to implementing New Jersey's Energy Master Plan that will provide developers with a pipeline of projects.

In August, Governor Christie signed the Offshore Wind Economic Development Act to provide tax credits to support the development of offshore wind projects, as well as energy certificates that will provide the reliability needed to get qualified projects financed. Through the Act, the EDA's role will be to administer the tax credits to qualified businesses that construct manufacturing, assembly and water access facilities in support of offshore wind projects. Specifically, a business may be allowed a credit of 100 percent of its capital investment in a qualified wind energy facility, up to $100 million. Eligible wind energy zones are defined in the statue as property located within the South Jersey Port District. To be eligible, businesses must make at least $50 million in new capital investments and employ at least 300 new, full-time employees at the facility.

Encouraging Investments in Urban Communities

The revitalization of New Jersey's cities is a major focus of the Christie Administration and a top priority of the EDA because it is critical to strengthening the State's economy and creating new job opportunities for residents. While urban areas have historically faced challenges in attracting private investment, EDA resources helped to stimulate more than $245.6 million in leveraged investment in 2010. The 140 projects the EDA supported received just over $81 million in assistance and are responsible for the retention of more than 4,640 existing jobs in the State. This assistance will also lead to the creation of an estimated 2,535 new, full-time jobs in New Jersey.

The EDA executed 14 BEIP agreements with companies that expect to create 1,630 new jobs and invest more than $20 million in the communities of Camden, Jersey City, Newark, Montclair, Carteret, and Elizabeth.

Oxford Instruments was considering expanding at its existing Carteret facility or relocating to sites in Maryland and California. A BEIP grant valued at $642,900 over ten years is helping to ensure this company remains and grows in New Jersey. Oxford, which develops and manufactures superconductors for the medical diagnostic market, expects to create 75 new jobs and invest more than $6 million in its expansion project.

In May, Lieutenant Governor Guadagno celebrated **Pitney Bowes** new International Mail Distribution Center in Newark. The relocation and expansion project will lead to the retention of 180 existing jobs and the creation of an estimated 25 new jobs in the city. Pitney Bowes Mail Services is the nation's largest provider of presort services. The company executed a BEIP grant and a BRRAG agreement to support its $5 million project. Prior to deciding to relocate to Newark, the company had been considering moving to a location in New York.

Pitney Bowes

Lt. Governor Guadagno joined Pitney Bowes staff on a tour of the company's new International Mail Distribution Center in Newark following the ribbon cutting ceremony in May.

Encouraging Investments in Urban Communities

The Main Street program also proved to be an important tool for businesses in New Jersey's urban communities.

Kids Palace Inc., a children's clothing, supplies and accessories retailer, received a $500,000 working capital line of credit from Sun National Bank, which included a 50-percent Main Street guarantee. The company expects to maintain its staff of 15 at its location on Main Street in Paterson. Another business, **NexAge Technologies USA** of Woodbridge, is using its $500,000 Bank of America line of credit, backed by a 50-percent Main Street guarantee, to meet working capital needs as it takes advantage of new business opportunities. This IT/software services firm, which is ranked among the Fast 50 Asian American Businesses, expects to create more than 25 new jobs in the next few years. Steel processing and distribution company **Camden Yards Steel** received a $500,000 loan from the EDA in conjunction with $1.3 million in financing from Sun National Bank. Camden Yards Steel, which is located at the Broadway Terminal industrial park complex on the Camden Waterfront, will use the loan for working capital. The company expects to maintain its staff of 28.

NexAge Technologies

A certified Minority Business Enterprise, NexAge Technologies offers technology and regulatory compliance consulting for the life sciences and health care industry; strategic IT consulting staffing; and, web-based work flow automation applications for small businesses.

Twenty-three businesses in the State's urban areas benefited from the New Jersey Business Growth Fund in 2010, including **Jersey Gasoline Corporation**, a Woodbridge-based transporter of petroleum to gas stations throughout Central New Jersey; Asbury Park-based **Knock-Out Graphics, Inc.**, a woman-owned company that provides graphics and printing enhancement services to commercial businesses; and, **Happy Today and Bright Tomorrow**, a learning day care school in Union City. In total, the Fund, which is an EDA partnership with PNC Bank, is expected to create nearly 100 new jobs in New Jersey's cities and help lead to the retention of nearly 340 existing jobs.

In partnership with DEP, EDA manages the Hazardous Discharge Site Remediation Fund (HDSRF) to help restore contaminated properties in New Jersey, many of which are located in the State's urban communities.

In 2010, nearly 60 urban projects shared more than $9.6 million in funding through HDRSRF. EDA and DEP will reimburse $375,000 of the anticipated $500,000 in remediation costs associated with the $15.2 million redevelopment of **Lion's Head Plaza** in Camden County. This project is part of a larger development planned for the communities of Somerdale and Magnolia, which involves the creation of a larger retail area across the two towns. The redevelopment is expected to create 80 construction jobs and 100 permanent jobs upon completion.

With a focus on revitalizing and restoring underutilized community assets, the EDA also has approved larger-scale urban redevelopment projects under the Urban Transit Hub Tax Credit and Economic Redevelopment and Growth (ERG) programs.

Encouraging Investments in Urban Communities

The Urban Transit Hub Tax Credit Program, originally created in 2007, benefits a developer, owner, or tenant making a qualified capital investment within a designated Urban Transit Hub. Under the program, qualified businesses receive tax credits equal up to 100% of the qualified capital investments made within an eight year period. Total credits approved under this program are capped at $1.5 billion, with $150 million allocated towards residential projects which may receive a 20% credit. Businesses may apply for the tax credits within five years of the program's January 13, 2008 effective date and satisfy the capital investment and employment conditions within eight years of that date. Urban Transit Hubs are located within ½ mile of New Jersey Transit, PATH, PATCO, or Light Rail stations in Camden, (expanded to 1 mile), East Orange, Elizabeth, Hoboken, Jersey City, Newark, New Brunswick, Paterson and Trenton.

Since inception, 10 projects have been approved for a total of up to $394 million under the Urban Transit Hub Tax Credit program. These projects, which span Elizabeth, Jersey City, Newark and New Brunswick, are expected to leverage more than $962 million in private investment and lead to the creation of more than 1,400 new, permanent jobs and over 3,815 construction jobs. **RBH-TRB Newark Holdings** was approved for up to $17.38 million under the program to support $ Halsey Street Teacher Village project, which involves an estimated $ 124.2 million in capital investment. The 368,993-square-foot development planned for downtown Newark will include workforce housing, three charter schools and a mix of retail amenities. Teacher Village is the first development phase in the SoMa Newark redevelopment plan, which consists of 12 square blocks and 15 million square feet of development in the city's downtown. When completed, Teacher Village is expected to create 450 construction jobs and 466 full- and part-time jobs. The project was also approved for up to $20.5 million in tax reimbursements for up to 20 years under the ERG program.

Rendering of Halsey Street Teacher Village

The Teacher Village is located on both sides of Halsey Street, connecting the existing University Heights area with the Prudential Center and the rest of downtown Newark's existing core.

The ERG Program provides incentives in the form of new State and local incremental revenues derived from a project to fund a part of the total project costs for which the developers cannot otherwise find financing. The program includes safeguards to ensure that there is a positive economic benefit to the State before project assistance is finalized. In order to be eligible, a financing gap must exist within the project and the overall public assistance provided to the project must result in net benefits to the municipality or State pursuant to a fiscal impact analysis conducted by EDA and approved by the State Treasurer. A financial review is required prior to approval of State and local assistance and a developer seeking an incentive grant is required to contribute its own capital for at least 20% of the project total cost.

Encouraging Investments in Urban Communities

Since inception, 11 projects have been approved for a total of up to $354 million under the ERG program. These projects encompass East Brunswick, Egg Harbor, Elizabeth, Jersey City, Newark Somerville, and Atlantic City and involve more than $1.8 billion in private investment. They are expected to lead to the creation of 9,180 new, permanent jobs and over 7,200 construction jobs. **Saker ShopRites, Inc.** was approved for up to $5 million for up to 20 years under ERG to support the development of a 70,000-square-foot supermarket in Somerville. The $28.1 million project is expected to lead to the creation of 116 construction jobs and 155 permanent jobs. The project is located within a declared redevelopment area and will result in the municipality's first supermarket since 2007.

2010 also marked the creation of the **Fort Monmouth Economic Revitalization Authority (FMERA)**, a new Authority that was created to guide investment, continuity and economic growth to the three Monmouth County communities impacted by the federal government's decision to close Fort Monmouth. FMERA replaced the Fort Monmouth Economic Revitalization Planning Authority (FMERPA) and will advance that entity's Reuse and Redevelopment Plan for economic development, growth and planning, with a focus on technology-based industries. Per the statute, the EDA staffs FMERA and will serve as the redeveloper of the 1,127-acre property.

Fort Monmouth has been a significant presence in Monmouth County and New Jersey since it was established over 94 years ago, and a 2008 report completed by the New Jersey Department of Labor and Workforce Development shows that the base supported 22,000 jobs statewide. As such, the Fort Monmouth Reuse and Redevelopment Plan strives to balance development with the protection and enrichment of natural resources in order to establish a framework that emphasizes the creation of jobs, vibrant neighborhoods, and new housing opportunities. The mix of proposed uses for the site was determined through an extensive interactive process that focused largely on the master plans of Eatontown, Oceanport and Tinton Falls.

As staff to FMERA, EDA created an organizational structure to take on the redevelopment effort. The First FMERA Board meeting took place in September, and in November, Bruce Steadman was selected to serve as the Authority's Executive Director. Steadman is the former President and CEO of the Plattsburgh Airbase Redevelopment Corporation in Plattsburgh, NY, where he led and managed the redevelopment of the former Plattsburgh Air Force Base, totaling 3,500 acres. As FMERA takes the next steps in the closure and redevelopment process, it is critical to remember the enormity of the project and the 20-year timeframe that the Fort Monmouth Economic Revitalization Planning Authority envisioned to implement the comprehensive revitalization plan for the base.

Fort Monmouth

The flags at Fort Monmouth are coming down in September 2011. The redevelopment of the 1,127-acre property will subsequently commence.

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Newark Alliance

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Director
Laborers - Employers Cooperation and Education Trust

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Andrew P. Sidamon-Eristoff
State Treasurer
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Rodney Sadler
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EDA Executive Team

Caren S. Franzini
Chief Executive Officer

Maureen M. Hassett
Senior Vice President
Governance and Communications

Anne Kurzenberger
Chief Talent & Learning Officer

Timothy J. Lizura
Senior Vice President
Finance & Development

Thomas A. Murphy, III
Chief Information Officer

Greg Ritz, CPA
Chief Financial Officer

Certifications Pursuant to E.O. 37

April 12, 2011

In accordance with Executive Order No. 37, the New Jersey Economic Development Authority's 2010 Annual Report also serves as the comprehensive report of the Authority's operations. This report highlights the significant action of the Authority for the year, including the degree of success the EDA had in promoting the State's economic growth strategies and other policies.

The report of independent auditors, Ernst & Young, dated _____, 2011, is attached and completes the EDA's requirements concerning the preparation of a comprehensive report required by Executive Order No. 37.

I, Caren Franzini, certify that during 2010, the Authority has, to the best of my knowledge, followed all of the Authority's standards, procedures and internal controls.

I further certify that the financial information provided to the auditor in connection with the audit is, to the best of my knowledge, accurate and that such information, to the best of my knowledge, fairly represents the financial condition and operational results of the authority for the year in question.

Caren S. Franzini
Chief Executive Officer

I, Greg Ritz, certify that the financial information provided to the auditor in connection with the audit is, to the best of my knowledge, accurate and that such information, to the best of my knowledge, fairly represents the financial condition and operational results of the authority for the year in question.

Greg Ritz, CPA
Chief Financial Officer

ERNST & YOUNG

Ernst & Young LLP
99 Wood Avenue South
P.O. Box 751
Iselin, New Jersey 08830-0471
732 516 4200
www.ey.com

Report of Independent Auditors

Members of the Authority
New Jersey Economic Development Authority

We have audited the accompanying balance sheet of the New Jersey Economic Development Authority (the "Authority"), a component unit of the State of New Jersey, as of December 31, 2010 and the related statements of revenues, expenses and changes in net assets and cash flows for the year then ended. These financial statements are the responsibility of the Authority's management. Our responsibility is to express an opinion on these financial statements based on our audit. The financial statements of the Authority for the year ended December 31, 2009, were audited by other auditors whose report dated March 22, 2010, expressed an unqualified opinion on those statements.

We conducted our audit in accordance with auditing standards generally accepted in the United States. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. We were not engaged to perform an audit of the Authority's internal control over financial reporting. Our audit included consideration of internal control over financial reporting as a basis for designing audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Authority's internal control over financial reporting. Accordingly, we express no such opinion. An audit also includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements, assessing the accounting principles used and significant estimates made by management and evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

In our opinion, the 2010 financial statements referred to above present fairly, in all material respects, the financial position of the Authority as of December 31, 2010, and the changes in its financial position and its cash flows for the year then ended in conformity with US generally accepted accounting principles.

As discussed in Note 2, the Authority adopted Governmental Accounting Standards Board Statement No. 53, *Accounting and Financial Reporting for Derivative Instruments* as of January 1, 2010.

Management's discussion and analysis and the schedule of funding progress as listed in the table of contents are not a required part of the basic financial statements but are supplementary information required by the Governmental Accounting Standards Board. We have applied certain limited procedures, which consisted principally of inquiries of management regarding the

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methods of measurement and presentation of the required supplementary information. However, we did not audit the information and express no opinion on it.

Ernst & Young LLP

_____, 2011

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New Jersey Economic Development Authority

Financial Statements

Years Ended December 31, 2010 and 2009

NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY
(a component unit of the State of New Jersey)
Management's Discussion and Analysis
Years Ended December 31, 2010 and 2009

This section of the New Jersey Economic Development Authority's ("Authority" or "NJEDA") annual financial report presents management's discussion and analysis of the Authority's financial performance during the fiscal years ended on December 31, 2010 and 2009. Please read it in conjunction with the Authority's financial statements and accompanying notes.

2010 FINANCIAL HIGHLIGHTS

- The Authority's total net assets decreased $44.9 million (or 6.4%).
- Current liabilities increased $ 1.6 million (or 7.1%).
- Bonds payable-gross decreased $10.0 million (or 14.0%) due to scheduled debt service payments.
- Capital assets-net decreased $3.6 million (or 3.2%) primarily due to the sale of MSNBC production equipment and offset by leasehold improvements at the Waterfront Technology Center at Camden ("WTCC").

2009 FINANCIAL HIGHLIGHTS

- The Authority's total net assets decreased $26.6 million (or 3.6%).
- Current liabilities decreased $3.1 million (or 11.9%).
- Bonds payable-gross decreased $10.4 million (or 12.8%) due to scheduled debt service payments.
- Capital assets-net decreased $3.6 million (or 3.0%) primarily due to the sale of MSNBC production equipment and offset by the completed tenant fit-out for the Authority's Tech III and Tech IV leasehold improvements at the Technology Centre of New Jersey.

OVERVIEW OF THE FINANCIAL STATEMENTS

This annual financial report consists of three parts: *Management's Discussion and Analysis* (this section), the *basic financial statements and required supplementary information.* The Authority is a self-supporting entity and follows enterprise fund reporting; accordingly, the financial statements are presented using the economic resources measurement focus and the accrual basis of accounting. Enterprise fund statements offer short- and long-term financial information about the activities and operations of the Authority. These statements are presented in a manner similar to a private business engaged in such activities as real estate development, investment banking, commercial lending, construction management and consultation. While detailed sub-fund information is not presented, separate accounts are maintained for each program or project to control and manage money for particular purposes or to demonstrate that the Authority is properly using specific appropriations, grants and bond proceeds.

FINANCIAL ANALYSIS OF THE AUTHORITY

Net Assets. The following table summarizes the changes in Net Assets for the years ended December 31, 2010, 2009 and 2008:

	2010	2009	2008	Current Year % increase/ (decrease)	Prior Year % increase/ (decrease)
Assets:					
Other Assets	$665,927,110	$716,519,427	$753,693,388	(7.1)%	(4.9)%
Capital Assets, net	110,221,663	113,833,398	117,409,324	(3.2)%	(3.0)%
Total Assets	776,148,773	830,352,825	871,102,712	(6.5)%	(4.7)%
Liabilities:					
Long Term Debt	71,277,865	82,689,576	92,006,687	(13.8)%	(10.1)%
Other Liabilities	45,406,406	43,335,850	48,192,168	4.8%	(10.1)%
Total Liabilities	116,684,271	126,025,426	140,198,855	(7.4)%	(10.1)%
Net Assets:					
Invested in Capital Assets, Net of Related Debt	53,969,928	52,623,398	58,654,324	2.6%	(10.3)%
Restricted for School Loan Program	19,512,748	25,686,302	31,239,841	(24.0)%	(17.8)%
Unrestricted	585,981,826	626,017,699	641,009,692	(6.4)%	(2.3)%
Total Net Assets	$659,464,502	$704,327,399	$730,903,857	(6.4)%	(3.6)%

During 2010, the Authority's combined net assets decreased $44.9 million (or 6.4%) due to:

$26.6	Million	Petroleum Underground Storage Tank (PUST) grant award payments and loan disbursements
$5.0	Million	Hazardous Discharge Site Remediation Fund (HDSRF) disbursements
$5.9	Million	Municipal Economic Recovery Initiative grant award payments
$5.7	Million	School Loan Program repayments returned to the State
($2.7)	Million	Business Assistance, Marketing and International Trade transferred from the State
($8.4)	Million	Clean Energy Solutions Capital Investment transferred from the State
$12.8	Million	Other Program Payments and Payments to/from the State

During 2009, the Authority's combined net assets decreased $26.6 million (or 3.6%) due to:

$33.3	Million	PUST grant award payments and loan disbursements
$21.5	Million	HDSRF program disbursements
$11.3	Million	Municipal Economic Recovery Initiative grant award payments
$4.9	Million	School Loan Program repayments returned to the State
($4.6)	Million	Business Assistance, Marketing and International Trade transferred from the State
($25.0)	Million	Main Street Business Assistance program transferred from the State
($28.4)	Million	Clean Energy Solutions Capital Investment transferred from the State
$13.6	Million	Other Program Payments and Payments to/from the State

Operating Activities. The Authority charges financing fees that may include an application fee, commitment fee, closing fee and a document execution fee. The Authority also charges an agency fee for the administration of financial programs for various government agencies; a program service fee for the administration of Authority programs that are service-provider based, rather than based on the exchange of assets such as the commercial lending program; and a real estate development fee for real estate activities undertaken on behalf of governmental entities and commercial enterprises. Interest income on investments, notes and intergovernmental obligations is recognized as earned. Grant revenue is earned when the Authority has complied with the terms and conditions of the grant agreements. The Authority also earns income from operating leases and interest income on lease revenue from capital lease financings. Late fees are charged to borrowers delinquent in their monthly loan payments. All forms of revenue accrue to the benefit of the program for which the underlying source of funds are utilized. The Authority considers all activity, except for the sale of capital assets and interest earned from investments, to be operating activities.

The following table summarizes the changes in operating and nonoperating activities between fiscal year 2010 and 2009:

	2010	2009	2008	Current Year % increase/ (decrease)	Prior Year % increase/ (decrease)
Operating Revenues					
Financing Fees	$5,923,767	$4,242,026	$3,504,883	39.6%	21.0%
Interest Income-Intergovernmental	310,008	420,572	522,998	(26.3)%	(19.6)%
Interest Income-Notes	7,430,780	7,095,531	7,222,905	4.7%	(1.8)%
Lease Revenue	12,239,351	12,208,242	18,599,425	0.3%	(34.4)%
Other	5,883,214	6,931,051	5,552,071	(15.1)%	24.8%
Total Operating Revenues	31,787,120	30,897,422	35,402,282	2.9%	(12.7)%
Operating Expenses					
Administrative Expenses	22,726,721	25,677,921	21,708,790	(11.5)%	18.3%
Interest Expense	2,233,997	3,468,690	4,467,024	(35.6)%	(22.3)%
Depreciation	8,509,698	8,684,083	10,062,085	(2.0)%	(13.7)%
Loss Provisions-Net	11,122,800	5,942,290	11,500,774	87.2%	48.3%
Other	7,002,423	7,967,816	8,123,759	(12.1)%	(1.9)%
Total Operating Expenses	51,595,639	51,740,800	55,862,432	(0.3)%	(7.4)%
Operating Loss	(19,808,519)	(20,843,378)	(20,460,150)	(5.0)%	1.9%
Nonoperating Revenues and (Expenses)					
Interest Income-investments	6,566,194	9,104,441	16,221,076	(27.9)%	(43.9)%
State Appropriations and Program Payments-Net	(31,647,502)	(12,489,446)	(21,967,067)	153.4%	(43.1)%
Other (Expense)/Revenue	26,930	(2,348,075)	11,362,839	(101.1)%	(120.7)%
Total Nonoperating, Net	(25,054,378)	(5,733,080)	5,616,848	337.0%	(202.1)%
Change in Net Assets	(44,862,897)	(26,576,458)	(14,843,302)	68.8%	79.0%
Beginning Net Assets	704,327,399	730,903,857	745,747,159		
Ending Net Assets	$659,464,502	$704,327,399	$730,903,857		

Operating Revenues

During 2010, the Authority's operating revenues were materially impacted by the following:

- Financing fees increased by $1.7 million, due to expanded program offerings.
- Program services revenue decreased by $2.6 million, due to the elimination of HDSRF surcharges.
- Loss Recoveries decreased by $0.4 million.
- Grant Revenue increased by $1.2 million.

During 2009, the Authority's operating revenues were materially impacted by the following:

- Financing fees increased by $0.7 million.
- Lease revenue decreased by $6.4 million, due to increased vacancy at the Tech IV building.
- Program services revenue increased by $1.6 million.
- Loss Recoveries decreased by $0.1 million.

Operating Expenses

In 2010, total operating expenses remained flat, due to a decrease in salaries and benefits expense of $3.0 million, caused in part by a reduction in headcount, and a decrease in marketing expenses of $0.9 million realized through program efficiencies; and offset by an increase in loss provisions of $4.9 million, related to changes in value in certain venture capital funds in which the Authority invests.

In 2009, total operating expenses decreased by $4.1 million, due largely to a decline in loss provisions related to changes in value in the venture capital funds noted above.

Nonoperating Revenues - net

In 2010, nonoperating expenses, net, increased by $19.3 million, due to a reduction in the receipt of State appropriations of $27.4 million, related to the State's suspension of the Regional Greenhouse Gas Initiative ("RGGI"); and offset by a reduction in program payments of $8.3 million, resulting from fewer appropriations to administer.

In 2009, nonoperating expenses, net, increased by $11.3 million, due to a decrease in program payments, net of State appropriations, of $9.5 million; offset by decreases in investment income of $7.1 million, related to declining interest rates; an increase in the unrealized loss on investment securities of $7.2 million; and no gain on the sale of assets, which had netted the Authority $6.5 million in the previous year.

Allowance for Credit Losses

The Authority has aligned its allowance policy to that practiced in the financial services industry. Allowances for doubtful notes and guarantee payments are determined in accordance with guidelines established by the Office of the Comptroller of the Currency. The Authority accounts for its potential loss exposure through the use of risk ratings. These specifically assigned risk ratings are updated to account for changes in financial condition of the borrower or guarantor, delinquent payment history, loan covenant violations, and changing economic conditions.

The assigned risk rating classifications are consistent with the ratings used by the Office of the Comptroller of the Currency. Each risk rating is assigned a specific loss factor in accordance with the severity of the classification. Each month an analysis is prepared using the current loan balances, existing exposure on guarantees, and the assigned risk rating to determine the adequacy of the reserve. Any adjustments needed to adequately provide for potential credit losses are reported as a Loss Provision.

The following table summarizes the Loan Allowance activity for the end of the period from December 31, 2008 through December 31, 2010:

December 31, 2008		
Allowance for loan losses	$22,876,101	
Accrued guarantee losses	3,398,154	
Total allowance		26,274,255
2009 Provision for credit losses-net	6,611,007	
2009 Write-offs	(3,244,946)	3,366,061
December 31, 2009		
Allowance for loan losses	26,593,381	
Accrued guarantee losses	3,046,935	
Total allowance		29,640,316
2010 Provision for credit losses-net	5,634,863	
2010 Write-offs	(3,196,713)	2,438,150
December 31, 2010		
Allowance for loan losses	28,617,717	
Accrued guarantee losses	3,460,749	
Total allowance		32,078,466

The Authority's write-down and Loan Loss Reserve policies closely align with the reporting requirements of the banking industry. When management determines that the probability of collection is less than 50% of the remaining balance, it is the policy to assign a Loss rating to the account. For an account rated as Loss, a loss provision is recognized for the entire loan balance.

Loans are written-off against the Loss Allowance when it is determined that the probability of collection is remote. The recognition of a loss does not automatically release the borrower from the obligation to pay the debt. Should the borrower, guarantors, or collateral position improve in the future, any and all steps necessary to preserve the right to collect these obligations will be taken.

Aggregate gross loan and guarantee exposure at December 31, 2010, was $241,332,069, of which $217,080,929 or 90% is for loans and $24,251,140 for issued loan guarantees. The Authority maintains total Loss Allowance of $32,078,466 or13.29% of total exposure to cover potential losses in the loan and guaranty portfolio.

Total credit losses for the year ended December 31, 2010, were $3,196,712 or 1.32% of the loan and guaranty exposure. Total credit losses for the year ended December 31, 2009, were $3,244,946 or 1.3% of the loan and guaranty exposure

The 2010 Loss Provisions – Net, of $11.1 million, are related to the following detailed information:

$5,614,000	Loan and Guarantee Program activity
$2,288,000	Authority's share in the New Jersey Tech Council Venture Capital Fund
($334,000)	Authority's share in the Edison Venture Capital Funds
$3,464,000	Authority's share in the Garden State Life Sciences Venture Fund
$27,000	Authority's share in Archive

The 2009 Loss Provisions – Net, of $5.9 million, are related to the following detailed information:

$6,472,000	Loan and Guarantee Program activity
($2,000)	Authority's share in the New Jersey Tech Council Venture Capital Fund
($113,000)	Authority's share in the Edison Venture Capital Funds
($800,000)	Authority's share in the Garden State Life Sciences Venture Fund
$500,000	Authority's share in Nistica
($149,000)	Authority's share in Archive

CAPITAL ASSET AND DEBT ADMINISTRATION

Capital Assets. The Authority independently, or in cooperation with a private or governmental entity, acquires, invests in and/or develops vacant industrial sites, existing facilities, unimproved land, equipment and other real estate for private or governmental use. Sites developed and equipment purchased for private use are marketed or leased to businesses that will create new job opportunities and tax ratables for the municipalities. Sites are developed for governmental use for a fee and also may be leased to the State or State entities. For the majority of these leases, future minimum lease rental payments are equal to the debt service payments related to the bonds or notes issued for the applicable property.

The following table summarizes the change in other Capital Assets-Net between fiscal year 2010 and 2009:

	2010	2009	2008	Current Year % increase/ (decrease)	Prior Year % increase/ (decrease)
Land	$23,435,478	$21,253,466	$21,248,262	10.3%	0.0%
Construction in Progress	0	285,986	5,412,464	(100.0)%	(94.7)%
Total Nondepreciable Capital Assets	23,435,478	21,539,452	26,660,726		
Building	97,364,839	97,364,839	97,364,839	0.0%	0.0%
Leasehold Improvements	36,859,763	32,732,932	21,918,368	12.6%	49.3%
Equipment	17,503,229	22,462,990	25,042,893	(22.1)%	(10.3)%
Total Depreciable Capital Assets	151,727,831	152,560,761	144,326,100		
Less Accumulated Depreciation	(64,941,646)	(60,266,815)	(53,577,502)	7.8%	12.5%
Capital Assets-Net	$110,221,663	$113,833,398	$117,409,324	(3.2)%	(3.0)%

The change in Leasehold Improvements resulted from the completion of tenant fit-out of WTCC in the current year and for the Authority's Tech III and Tech IV buildings in the prior year. Additionally, the purchase and sale of production equipment to MSNBC fluctuates each year.

More detailed information about the Authority's capital assets is presented in the Notes to the financial statements.

Capital Debt. At year end, the Authority had $79,881,736 of gross bond and note principal outstanding; a net decrease of 11.8%, due to the paydown of scheduled debt. More detailed information about the Authority's capital debt is presented in the Notes to the financial statements.

The following table summarizes the changes in capital debt between fiscal year 2010 and 2009:

	2010	2009	2008	Current Year % increase/ (decrease)	Prior Year % increase/ (decrease)
Bonds Payable - Gross	$61,190,000	$71,145,000	$81,560,000	(14.0)%	(12.8)%
Notes Payable	18,691,736	19,410,000	19,830,000	(3.7)%	(2.1)%
Total Bonds and Notes Payable	$79,881,736	$90,555,000	$101,390,000	(11.8)%	(10.7)%

CONTACTING THE AUTHORITY'S FINANCIAL MANAGEMENT

This financial report is designed to provide New Jersey citizens, and our customers, clients, investors and creditors, with a general overview of the Authority's finances and to demonstrate the Authority's accountability for the appropriations and grants that it receives. If you have questions about this report or need additional information, contact the Marketing and Policy, NJEDA, P.O. Box 990, Trenton, NJ 08625-0990, or visit our web site at: www.njeda.com.

NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY
BALANCE SHEETS

	December 31, 2010	December 31, 2009
Assets		
Current assets		
Cash and cash equivalents - restricted	$137,698,444	$162,002,519
Cash and cash equivalents - unrestricted	19,928,769	20,995,424
Investments	41,184,534	65,957,748
Receivables		
Notes	18,344,669	17,232,726
Accrued interest on notes	672,916	478,095
Accrued interest on investments	1,426,913	2,216,858
Intergovernmental	831,945	2,137,492
Leases	100,000	100,000
Other receivables	9,015,046	8,232,029
Total receivables	30,391,489	30,397,200
Prepaids and deferred costs	986,234	549,050
Total current assets	230,189,470	279,901,941
Noncurrent assets		
Investments - restricted	6,064,904	6,000,000
Investments - unrestricted	246,110,563	237,135,528
Receivables		
Notes	169,945,736	168,205,671
Notes-restricted	28,790,524	39,641,019
Accrued interest on notes	3,627,230	3,319,438
Accrued interest on notes-restricted	97,379	129,839
Unamortized discount	(27,913)	0
Total notes receivables	202,432,956	211,295,967
Allowance for doubtful notes and guarantees	(28,617,717)	(26,593,381)
Net notes receivable	173,815,239	184,702,586
Intergovernmental restricted	1,627,781	2,531,949
Unamortized discount	(213,545)	(523,552)
Net intergovernmental receivables	1,414,236	2,008,397
Leases-restricted	7,706,869	7,806,869
Unamortized discount	(1,039,397)	(1,142,033)
Net leases receivable	6,667,472	6,664,836
Total receivables	181,896,947	193,375,819
Prepaids and deferred costs	231,328	106,139
Deferred outflow of resources	1,433,898	0
Nondepreciable capital assets	23,435,478	21,539,452
Depreciable capital assets, net	86,786,185	92,293,946
Total capital assets, net	110,221,663	113,833,398
Total noncurrent assets	545,959,303	550,450,884
Total assets	$776,148,773	$830,352,825

See accompanying notes.

NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY
BALANCE SHEETS

	December 31, 2010	December 31, 2009
Liabilities and net assets		
Current liabilities		
Accrued liabilities	$9,794,353	$7,456,298
Deferred lease revenues	1,369,896	1,741,740
Deposits	3,464,408	4,518,957
Bonds payable	7,890,000	7,955,000
Notes payable	1,012,735	450,000
Accrued interest payable	1,005,750	791,544
Total current liabilities	24,537,142	22,913,539
Noncurrent liabilities		
Bonds payable-net	53,598,864	63,729,576
Notes payable	17,679,001	18,960,000
Deferred lease revenues	15,280,794	16,334,642
Accrued guarantee losses	3,460,749	3,046,935
Derivative instrument - interest rate swap	1,433,898	0
Other	693,823	1,040,734
Total noncurrent liabilities	92,147,129	103,111,887
Total liabilities	116,684,271	126,025,426
Net assets		
Invested in capital assets, net of related debt	53,969,928	52,623,398
Restricted for school loan program	19,512,748	25,686,302
Unrestricted	585,981,826	626,017,699
Total net assets	659,464,502	704,327,399
Total liabilities and net assets	$776,148,773	$830,352,825

See accompanying notes.

NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY
STATEMENTS OF REVENUES, EXPENSES, AND CHANGES IN NET ASSETS

	Years ended December 31,	
	2010	**2009**
Operating revenues		
Financing fees	$5,923,767	$4,242,026
Interest income-intergovernmental obligations	310,008	420,572
Interest income-notes	7,430,780	7,095,531
Total interest income	7,740,788	7,516,103
Financing lease revenue	102,637	102,597
Operating lease revenue	12,136,714	12,105,645
Agency fees	1,261,242	1,373,554
Program services	2,044,477	4,619,649
Real estate development	595,522	765,037
Grant revenue	1,188,517	0
Other	793,456	172,811
Total other revenues	18,122,565	19,139,293
Total operating revenue	31,787,120	30,897,422
Operating expenses		
Salaries and benefits	18,773,432	21,769,366
General and administrative	3,953,289	3,908,555
Interest	2,233,997	3,468,690
Program costs	7,002,423	7,967,816
Depreciation	8,509,698	8,684,083
Loss provisions-net	11,122,800	5,942,290
Total operating expenses	51,595,639	51,740,800
Operating loss	(19,808,519)	(20,843,378)
Nonoperating revenues and expenses		
Interest income-investments	6,566,194	9,104,441
Unrealized gain/(loss) in investment securities	26,930	(2,348,075)
Gain on sale of assets-net	0	0
State appropriations-net	51,754,616	79,184,831
Program payments	(83,402,118)	(91,674,277)
Nonoperating expenses - net	(25,054,378)	(5,733,080)
Change in net assets	(44,862,897)	(26,576,458)
Net assets - beginning of year	704,327,399	730,903,857
Net assets - end of year	$659,464,502	$704,327,399

See accompanying notes.

NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY
STATEMENTS OF CASH FLOWS

	Years ended December 31, 2010	2009
Cash flows from operating activities		
Financing fees	$5,242,578	$4,013,332
Interest from notes	8,234,154	9,272,064
Lease rents	10,933,487	11,222,069
Agency fees	1,201,242	1,273,854
Program services	2,736,078	4,554,206
Distributions	153,054	0
Real estate development	592,729	801,560
General and administrative expenses paid	(23,116,262)	(25,541,723)
Program costs paid	(6,394,680)	(7,278,771)
Collection of notes receivable	32,445,815	27,236,253
Guarantee payments recovered	0	0
Loan disbursements	(26,803,979)	(44,698,859)
Deposits received	4,932,049	5,492,095
Deposits released	(5,800,073)	(10,399,422)
Net cash provided by/(used in) operating activities	4,356,192	(24,053,342)
Cash flows from capital and related financing activities		
Payment of bonds and notes payable	(2,398,264)	(3,130,000)
Interest paid on bonds and notes payable	(1,608,333)	(3,008,995)
Issuance and servicing costs paid	(272,353)	0
Purchase of capital assets	(5,641,709)	(5,796,980)
Sale of assets	1,124,894	585,133
Net cash used in capital and related financing activities	(8,795,765)	(11,350,842)
Cash flows from noncapital financing activities		
Program funding received	2,209,715	2,209,723
Deposits received-net	(2,059)	55
Redemption and refunding of bonds payable	(9,115,000)	(9,060,000)
Interest paid on revenue bonds	(1,926,354)	(3,730,264)
Obligations paid	(346,911)	(346,911)
Issuance and servicing costs paid	(546,418)	(597,901)
Appropriations received	207,841,694	200,602,475
Payments to State of New Jersey	(5,738,949)	(4,887,936)
Program payments	(231,113,049)	(210,555,780)
Net cash used in noncapital financing activities	(38,737,331)	(26,366,539)
Cash flows from investing activities		
Interest from investments	7,356,138	9,876,908
Capital investments	(1,143,901)	(340,711)
Investments - purchases	(58,090,426)	(91,331,312)
- redemptions	69,694,363	97,047,694
Net cash provided by investing activities	17,816,174	15,252,579
Net decrease in cash and cash equivalents	(25,360,730)	(46,518,144)
Cash and cash equivalents - beginning of year	182,997,943	229,516,087
Cash and cash equivalents - end of year	$157,637,213	$182,997,943

See accompanying notes.

NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY
STATEMENTS OF CASH FLOWS (continued)

	Years ended December 31, 2010	2009
Reconciliation of operating loss to net cash provided by/(used in) operating activities		
Operating loss	($19,808,519)	($20,843,378)
Adjustments to reconcile operating loss to net cash used in operating activities		
Loss provisions	11,115,694	5,942,290
Depreciation	8,509,698	8,684,083
Amortization of discounts, premiums, deferred loss	(412,644)	(523,169)
Cash provided by nonoperating activities	5,193,457	8,692,161
Change in assets and liabilities		
Notes receivable	5,641,603	(17,460,481)
Guarantee payments receivable	0	0
Accrued interest receivable-notes	(470,658)	105,762
Lease payments receivable	100,000	100,000
Other receivables	(1,620,061)	(429,473)
Prepaids and deferred costs	(558,856)	157,012
Capital investments	(134,487)	(148,389)
Notes payable	(840,000)	(1,355,000)
Accrued liabilities	166,799	(51,495)
Deferred lease revenues	(1,425,692)	(839,788)
Accrued interest payable	(26,506)	(1,201,687)
Deposits	(1,073,636)	(4,881,790)
Net cash provided by/(used in) operating activities	$4,356,192	($24,053,342)
Noncash investing activities		
Unrealized gain/(loss) in investment securities	$26,930	($2,348,075)

See accompanying notes.

Note 1: Nature of the Authority

The New Jersey Economic Development Authority ("Authority") is a public body corporate and politic, constituting an instrumentality and component unit of the State of New Jersey ("State"). The Authority was established by Chapter 80, P.L. 1974 ("Act") on August 7, 1974, as amended and supplemented, primarily to provide financial assistance to companies for the purpose of maintaining and expanding employment opportunities in the State and increasing tax ratables in underserved communities. The Act prohibits the Authority from obligating the credit of the State in any manner.

The Authority primarily offers the following products and services:

(a) Bond Financing

The Authority issues tax-exempt private activity bonds and taxable bonds. The proceeds from these single issue or composite series bonds are used to provide long-term, below-market interest loans to eligible entities, which include certain 501(c)(3) nonprofit organizations, manufacturers, exempt public facilities, solid waste facilities, and local, county, and State governmental agencies for real estate acquisition, equipment, machinery, building construction and renovations. All such bonds are special conduit debt obligations of the Authority, are payable solely from the revenues pledged with respect to the issue, and do not constitute an obligation against the general credit of the Authority.

(b) Loans/Guarantees/Investments and Tax Incentives

The Authority directly provides loans and loan guarantees to for-profit and not-for-profit enterprises for various purposes to include: the acquisition of fixed assets; building construction and renovation; financing for working capital; technological development; and infrastructure improvements. The Authority also may provide financial assistance in the form of convertible debt, and take an equity position in technology and life sciences companies through warrant options. In addition to lending and investing its own financial resources, the Authority also administers several business growth programs supported through State appropriation/allocation, including tax credits for film industry and digital media projects, the technology business tax certificate transfer program, and job growth incentive grants. Other state mandated programs include loans/grants to support hazardous discharge site remediation and petroleum underground storage tank remediation.

(c) Real Estate Development

The Authority independently, or in cooperation with a private or another governmental entity, acquires, invests in and/or develops vacant industrial sites, existing facilities, unimproved land, equipment and other real estate for private or governmental use. Sites developed and equipment purchased for private use are marketed or leased to businesses that will create new job opportunities and tax ratables for municipalities. Sites are developed for governmental use for a fee and also may be leased to the State or State entities.

Component Units

Pursuant to Governmental Accounting Standards Board Statement No. 14, *The Financial Reporting Entity*, the financial statements include the accounts of the Authority and the Camden County Urban Renewal Limited Partnership ("CCURLP"), a blended component unit. CCURLP is a real estate joint venture which provides services for the exclusive benefit of the Authority. All intercompany transactions and balances are eliminated.

The Authority's financial statements do not include the accounts of the New Jersey Community Development Entity ("NJCDE"), a component unit. NJCDE is a separate legal entity whose primary mission is to provide investment capital for low-income communities, on behalf of the Authority, through the allocation of federal New Markets Tax Credits. The Authority does not deem the operations of the NJCDE to be significant to the operations of the Authority. As of December 31, 2010 and 2009, total assets were $3,433,744 and $3,529,244.

Related Party Transactions

The Authority has contracted with several other state entities to administer certain loan programs on their behalf for a fee. In order for the Authority to effectively administer the programs, the Authority has custody of the cash accounts for each program. The cash in these accounts, however, is not an asset of the Authority and, accordingly, the balances in these accounts have not been included in the Authority's balance sheets. The cash balances total $45,793,695 and $91,027,869 at December 31, 2010 and 2009, respectively. The following is a summary of the programs that the Authority manages on behalf of other state entities:

Department/Board	Program	2010	2009
Treasury	Local Development Financing Fund	$25,223,760	$19,518,804
Treasury	Invest New Jersey	29,343	46,929,337
Environmental Protection	DEP Recycling Loan Fund	0	1
Board of Public Utilities	BPU Clean Energy Program	20,540,592	24,579,727

Note 2: Summary of Significant Accounting Policies

(a) Basis of Accounting and Presentation

The Authority is a self-supporting entity and follows enterprise fund reporting; accordingly, the accompanying financial statements are presented using the economic resources measurement focus and the accrual basis of accounting. While detailed sub-fund information is not presented, separate accounts are maintained for each program and include certain funds that are legally designated as to use. Administrative expenses are allocated to the various programs.

In its accounting and financial reporting, the Authority follows the pronouncements of the Governmental Accounting Standards Board ("GASB"). Private-sector standards of accounting and financial reporting issued prior to December 1, 1989, are followed to the extent that those standards do not conflict with or contradict guidance of the GASB. The Authority has elected not to follow subsequent private-sector guidance.

(b) Revenue Recognition

The Authority charges various program financing fees that may include an application fee, commitment fee, closing fee and a document execution fee. The Authority also charges a fee for the administration of financial programs for various government agencies and for certain real estate development and management activities. Fees are recognized when earned. Grant revenue is recognized when the Authority has complied with the terms and conditions of the grant agreements. The Authority recognizes interest income on intergovernmental obligations and lease revenue by amortizing the discount over the life of the related agreement. Operating lease revenue is recognized pursuant to the terms of the lease.

When available, it is the Authority's policy to first use restricted resources for completion of specific projects.

(c) Cash Equivalents

Cash equivalents are highly liquid debt instruments with original maturities of three months or less and units of participation in the State of New Jersey Cash Management Fund ("NJCMF"). The NJCMF is managed by the State's Division of Investment under the Department of the Treasury. All investments must fall within the guidelines set forth by the Regulations of the State Investment Council. The Division of Investment is permitted to invest in a variety of securities to include obligations of the U.S. Government and certain of its agencies, certificates of deposit, commercial paper, repurchase agreements, bankers' acceptances and loan participation notes. Investment guidelines provide that all investments in the NJCMF should mature or are to be redeemed within one year, except that up to 25% of the NJCMF may be invested in eligible securities which mature within 25 months; provided, however, that the average maturity of all investments in the NJCMF shall not exceed one year. Cash equivalents are stated at fair value.

(d) Investments

All investments, except for investment agreements, are stated at fair value. The Authority also invests in various types of joint ventures and uses the equity method to account for its investment when it exercises significant control or influence in the venture. Under the equity method, the investment is shown as a single amount on the balance sheet and the Authority's proportionate share of income or loss is recognized currently, rather than through dividends or disposal.

The fair value of investment securities is the market value based on quoted market prices, when available, or market prices provided by recognized broker dealers. If listed prices or quotes are not available, fair value is based upon externally developed models that use unobservable inputs due to the limited market activity of the instrument.

(e) Amortization of Discounts and Premiums

Interest on capital appreciation bonds is accreted using the interest method over the term of the bonds; for other discounts, the bonds outstanding method is used.

(f) Guarantees Receivable

Payments made by the Authority under its various guarantee programs are reported as Guarantees Receivable. These receivables are expected to be recovered either from the lender, as the lender continues to service the loan, or from the liquidation of the underlying collateral. Recoveries increase Worth [see Note 10].

(g) Allowance for Doubtful Notes and Accrued Guarantee Losses

Allowances for doubtful notes and accrued guarantee losses are determined in accordance with guidelines established by the Office of Comptroller of Currency. These guidelines include classifications based on routine portfolio reviews of various factors that impact collectability.

(h) Operating and Non-Operating Revenues and Expenses

The Authority defines operating revenues and expenses as relating to activities resulting from providing bond financing, direct lending and real estate development to commercial businesses, certain not-for-profit entities, and to local, county and State governmental entities. Non-operating revenues and expenses include income earned on the investment of funds, proceeds from the sale of certain assets, State appropriations and program payments.

(i) Taxes

The Authority is exempt from all Federal and State income taxes and real estate taxes.

(j) Use of Estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States requires management to make estimates and assumptions that affect the amounts reported in the financial statements and accompanying notes. Actual results could differ from those estimates.

(k) Capitalization Policy

Unless material, it is the Authority's policy to expense all expenditures of an administrative nature. Administrative expenditures typically include expenses directly incurred to support staff operations, such as automobiles, information technology hardware and software, office furniture, and equipment.

With the exception of immaterial tenant fit-out costs of retail space that is sublet from the State of New Jersey, the Authority capitalizes all expenditures related to the acquisition of land, construction and renovation of buildings, and procurement of certain production equipment intended for sale or lease to its clients.

(l) Depreciation Policy

Capital assets are stated at cost. Depreciation is computed using the straight-line method over the following estimated economic useful lives of the assets:

Building	20 years
Building Improvements	20 years
Leasehold Improvements	term of the lease
Tenant Fit-Out	term of the lease
Production Equipment	4 to 15 years
Vehicles	expensed
Furniture and Equipment	expensed

(m) Reclassification of 2009 Balances

Certain 2009 balances have been reclassified to conform with current year presentation.

(n) Recent Accounting Standards

In June 2008, GASB issued Statement No. 53, *Accounting and Financial Reporting for Derivative Instruments* ("GASB 53"). This Statement establishes guidance on the recognition, measurement and disclosures related to derivative instruments entered into by governmental entities. GASB 53 requires that derivatives be recorded at fair value. Generally, for derivatives that are effective hedges, changes in fair values are deferred whereas for ineffective hedges, the changes in fair value are recognized in the current period. The Authority adopted GASB 53 effective January 1, 2010, with retrospective application to the earliest period presented. There was not a material effect on the financial statements of the Authority due to the implementation of GASB 53 (see Note 11).

Note 3: Deposits and Investments

(a) Cash and Cash Equivalents

Operating cash is held in the form of Negotiable Order of Withdrawal ("NOW") accounts, money market accounts, and certificates of deposit. At December 31, 2010, the Authority's bank balance was $51,354,064. Of the bank balance, $1,250,000 was insured with Federal Deposit Insurance.

Pursuant to GASB Statement No. 40 "Deposit and Investment Risk Disclosures" ("GASB 40"), the Authority's NOW accounts, as well as money market accounts and certificates of deposit, are profiled in order to determine exposure, if any, to Custodial Credit Risk (risk that in the event of failure of the counterparty the NJEDA would not be able to recover the value of its deposit or investment). Deposits are considered to be exposed to Custodial Credit Risk if they are: uninsured, uncollateralized (securities are not pledged to the depositor), collateralized with securities held by the pledging financial institution, or collateralized with securities held by the pledging financial institution's trust department or agent but not in the government (NJEDA) name. At December 31, 2010, all of the Authority's deposits were collateralized by securities held in its name and, accordingly, not exposed to custodial credit risk.

Cash deposits at December 31, 2010 and 2009 were as follows:

Deposit Type	**2010**	2009
NOW Accounts	$22,253,579	$26,253,580
Money Market Accounts	10,114,557	10,071,000
Certificates of Deposit	6,064,904	6,000,000
Total Deposits	$38,433,040	$42,324,580

(b) Investments

Pursuant to the Act, the funds of the Authority may be invested in any direct obligations of, or obligations as to which the principal and interest thereof is guaranteed by, the United States of America or other obligations as the Authority may approve. Accordingly, the Authority directly purchases permitted securities and enters into interest-earning investment contracts.

As of December 31, 2010 the Authority's total investments amounted to $254,779,183. The Authority's investment portfolio ("Portfolio") is comprised of short to medium term bonds and is managed by a financial institution, for the Authority, per a schedule of permitted investments. These investments include obligations guaranteed by the U.S. Government, Government Sponsored Enterprises, Money Market Funds, Corporate Debt rated at least AA-/Aa3 by Standard & Poors or Moody's, and Repurchase Agreements. The Portfolio is managed with the investment objectives of: preserving capital, maintaining liquidity, achieving superior yields, and providing consistent returns over time. In order to limit interest rate risk, investments are laddered, with maturities ranging from several months to a maximum of four years.

Investment of bond proceeds is made in accordance with the Authority's various bond resolutions. The bond resolutions generally permit the investment of funds held by the trustee in the following: (a) obligations of, or guaranteed by, the State or the U.S. Government; (b) repurchase agreements secured by obligations noted in (a) above; (c) interest-bearing deposits, in any bank or trust company, insured or secured by a pledge of obligations noted in (a) above; (d) NJCMF; (e) shares of an open-end diversified investment company which invests in obligations with maturities of less than one year of, or guaranteed by, the U.S. Government or Government Agencies; (f) non-participating guaranteed investment contracts.

In order to maintain adequate liquidity, significant NJEDA funds are invested in the NJCMF, which typically earns returns that mirror short term interest rates. Monies can be freely added or withdrawn from the NJCMF on a daily basis without penalty. At December 31, 2010 and 2009 the NJEDA balance is $114,268,639 and $136,801,860, respectively.

(c) Special Purpose Investments

Pursuant to the Authority's mission, from time to time, in order to expand employment opportunities in the State and to spur economic development opportunities, the Authority, with the authorization of the Board, will make special purpose investments. These special purpose investments include the following:

The Authority is the managing member of the Technology Centre of New Jersey, L.L.C., a real estate joint venture formed in 1999 to spur the growth of high tech industries in the State. The Centre is situated on a 50 acre site and comprised of infrastructure improvements and buildings. As the managing member, the Authority earns an administrative fee based on 5% of gross rents received from the operation of the Centre. At December 31, 2010 and 2009, the value of the Authority's investment in the Centre is $14,508,736 and $14,655,777, respectively. On behalf of the venture, the Authority prepares an annual report, a copy of which may be obtained by contacting the Authority.

The Authority is also a limited partner in various venture funds formed with the primary purpose of providing venture capital to exceptionally talented entrepreneurs dedicated to the application of proprietary technologies or unique services in emerging markets and whose companies are in the expansion stage. At December 31, 2010 and 2009, the aggregate value of the Authority's investment in these funds is $12,288,026 and $16,280,657, respectively. As a limited partner, the Authority receives financial reports from the managing partner of the funds, copies of which may be obtained by contacting the Authority.

At December 31, 2010 and 2009, the Authority held other equity investments of $372,255 and $398,851 respectively. The investments are held in the form of stock. Value is based on analysis of companies' prospects in conjunction with valuations of comparable companies.

Custodial Credit Risk

Pursuant to GASB 40, the Authority's investments are profiled to determine if they are exposed to Custodial Credit Risk. Investment securities are exposed to custodial credit risk if the securities are uninsured, are not registered in the name of the government (NJEDA), and are held by either: the counterparty (institution that pledges collateral to government or that buys/sells investments for government) or the counterparty's trust department or agent but not in the name of the government. Investment pools such as the NJCMF and open ended mutual funds including Mutual Bond Funds are deemed not to have custodial credit risk. As of December 31, 2010, $260,126,080 in NJEDA investments, comprised of $61,733,977 in U.S. Treasuries, $148,425,351 in U.S. Agencies, $45,988,940 in Corporate bonds, and $3,977,812 in Municipal bonds were not registered in the name of the NJEDA and were held by the counterparty.

Concentration of Credit Risk

The NJEDA limits investments in certain issuers. No more than 5% of NJEDA funds may be invested in individual corporate and municipal issuers; and no more than 30% in individual U.S. Government Agencies. At December 31, 2010 more than 5 percent of NJEDA investments are in Federal Farm Credit Bank, Federal Home Loan Mortgage Corp (FHLMC), and Federal National Mortgage Association (FNMA). These investments are 6.97% ($28,745,886); 7.13% ($29,401,838); and 17.60% ($72,591,057), respectively, of the Authority's total investments. These three investments are included in the U.S. Government Agency category of investments. Investments issued by or guaranteed by the U.S. Government, mutual fund investments, and pooled investments are exempt from this requirement.

Credit Risk

The Authority does not have an investment policy regarding the management of Credit Risk, as outlined above. GASB 40 requires that disclosure be made as to the credit rating of all debt security investments except for obligations of the U.S. government or investments guaranteed by the U.S. government. All investments in Mutual Bond Funds and U.S. Agencies are rated Aaa by Moody's and AAA by Standard & Poors ("S&P"). Corporate bonds were rated AAA ($29,874,149), and AA/AA+/AA- ($16,114,791) by S&P. The NJCMF is not rated.

Interest Rate Risk

The Authority does not have a policy to limit interest rate risk, however, its practice is to hold investments to maturity.

As of December 31, 2010 and 2009, the NJEDA had the following investments and maturities:

Investment Type Debt Securities:	Fair Value as of 12/31/10	Investments Less than 1 Year	Maturities 1-5 Years	Fair Value as of 12/31/09
U.S. Treasuries	$61,733,977	$15,834,204	$45,899,773	$78,954,240
U.S. Agencies	148,425,351	13,103,986	135,321,365	163,135,963
Corporate Bonds	45,988,940	12,246,344	33,742,596	29,208,297
Municipal Bonds	3,977,812	-0-	3,977,812	-0-
Mutual Bond Funds	10,990,438	10,990,438		10,330,994
Certificates of Deposit	6,064,904		6,064,904	6,000,000
NJ Cash Management Fund	114,268,639	114,268,639	-0-	130,801,860
Subtotal, Total Debt Securities	391,450,061	$166,443,611	$225,006,450	418,431,354
Special purpose investments				
Investment in Technology Center Joint Venture	14,508,736			14,655,777
Venture Fund Investments	12,288,026			16,280,657
Other Equity Investments	372,255			398,851
Subtotal	418,619,078			449,766,639
Less amounts reported as Cash Equivalents	(125,259,077)			(141,132,854)
Total Investments	$293,360,001			$308,633,785

Note 4: Notes Receivable

Notes Receivable consist of the following:	**2010**	2009
Economic Development Fund ("EDF") loan and guarantee programs; interest ranging up to 8%; maximum term 10 years	**$40,681,830**	$46,464,017
Economic Recovery Fund ("ERF") loan and guarantee programs; interest ranging up to 8%; maximum term of 10 years	**134,698,926**	125,478,536
Hazardous Discharge Site Remediation ("HDSR") loan program; interest ranging up to 5.5%; maximum term of 8 years	**5,154,094**	5,754,387
Public School Facilities ("PSF") loan program; interest ranging from 1.5% to 5.288%; maximum term of 3 years	**33,149,047**	43,818,937
Municipal Economic Recovery Initiative ("MERI") loan program; interest ranging up to 3%; maximum term of 20 years	**3,397,032**	3,563,539
	$217,080,929	$225,079,416

Aggregate Notes Receivable activity for the year ended December 31, 2010 was as follows:

	Beginning Balance	Loan Disbursements	Loan Receipts	Write-offs, Adjustments, Restructures-Net	Ending Balance	Amounts Due Within One Year
EDF/ERF	$171,942,553	$26,100,643	($19,465,554)	($3,196,886)	$175,380,756	$12,770,804
HDSR	5,754,387	703,337	(1,303,864)	234	5,154,094	1,052,095
PSF	43,818,937	-0-	(10,669,897)	7	33,149,047	10,852,799
MERI	3,563,539	-0-	(166,507)	-0-	3,397,032	163,247
	$225,079,416	$26,803,980	($31,605,822)	($3,196,645)	$217,080,929	$24,838,945

Of the amount's due within one year, as noted above, $7,547,861 due to the Public School Facilities Program ("PSF") is categorized as restricted since it cannot be used to pay other current liabilities.

Note 5: Intergovernmental Receivables

The Authority has various Agreements with the State and State entities relating to the issuance of Bonds. Pursuant to the underlying legislation and resolution, the bond proceeds finance various Authority programs and projects. Pursuant to the terms of the Agreements, the debt service on these bonds is payable solely from scheduled amounts receivable.

The Series 1996 Port bonds are secured solely by loan payments originally scheduled to be made to the Port Authority by various utilities authorities. The Port Authority has assigned the right to receive such loan payments to the Authority.

At December 31, 2010 and 2009, Intergovernmental Receivables are comprised of the following:

	2010	2009
NJ Port District Utilities Authorities Contract	**$2,459,726**	$4,669,441
Unamortized Discount	**(213,545)**	(523,552)
Total Net Intergovernmental Receivable	**$2,246,181**	$4,145,889

Aggregate gross receipts from intergovernmental receivables due through 2015 are as follows:

2011	$831,945
2012	693,055
2013	693,057
2014	120,833
2015	120,836
	$2,459,726

Intergovernmental Receivable activity for the year ended December 31, 2010 was as follows**:**

	Beginning Balance	**Reductions**	**Ending Balance**	**Amount Receivable Within One Year**
Gross Receivable	$4,669,441	($2,209,715)	$2,459,726	$831,945
Discount	(523,552)	310,007	(213,545)	
Net Receivable	$4,145,889	($1,899,708)	$2,246,181	

Note 6: Leases

(a) Leases Receivable

The Authority has various financing leases relating to the issuance of Bonds and Notes Payable. Bond and Note proceeds finance specific projects. The financing leases provide for basic rental payments, by the tenant to the Authority, in an amount at least equal to the amount of debt service on the Bonds and Notes. In the event of default by the tenant to make rental payments, the Authority generally has recourse, including, but not limited to, taking possession and selling or subletting the leased premises and property.

The outstanding leases are as follows:

Lease Description	**2010**	2009
NY Daily News, through 7/30/21	**$7,806,869**	$7,906,869
Unamortized Discount	**(1,039,397)**	(1,142,033)
Aggregate Lease Payments Receivable-Net	**$6,767,472**	$6,764,836

Aggregate gross lease receipts due through 2015 and thereafter are as follows:

2011	$100,000
2012	100,000
2013	100,000
2014	100,000
2015	100,000
2016-2020	500,000
2021	6,806,869
	$7,806,869

Lease payments receivable activity for the year ended December 31, 2010 was as follows:

	Beginning Balance	Reductions	Ending Balance	Amount Receivable Within One Year
Gross Receivable	$7,906,869	($100,000)	**$7,806,869**	$100,000
Discount	(1,142,033)	102,636	**(1,039,397)**	
Net Receivable	$6,764,836	$2,636	**$6,767,472**	

(b) Operating Leases

(i) Authority as Lessor

At December 31, 2010, capital assets with a gross carrying value of $147,847,889 and accumulated depreciation of $57,139,248 are leased to commercial enterprises. These leases generally provide the tenant with renewal and purchase options. Aggregate minimum lease receipts are expected as follows:

2011	$9,684,624
2012	7,993,291
2013	7,178,383
2014	6,554,062
2015	6,477,548
2016-2020	15,334,958
2021-2025	5,269,239
2026-2030	526,923
	$59,019,028

(ii) Authority as Lessee

The Authority leases commercial property, buildings, office space and parking. The leased premises are either sublet to commercial enterprises or utilized by Authority staff. Aggregate rental expense for the current year on commercial property amounted to $619,348; and for property used by the Authority, rental expense amounted to $186,570. Aggregate future lease obligations are as follows:

2011	$921,826
2012	950,195
2013	904,290
2014	914,435
2015	734,169
2016-2020	2,864,674
2021-2025	1,980,786
2026-2030	1,249,000
2031-2035	1,338,860
2036-2040	801,300
2041-2045	665,690
2046-2050	743,250
2051-2054	594,600
	$14,663,075

Note 7: Capital Assets

Capital asset activity for the years ended December 31, 2010 and 2009 was as follows:

	December 31, 2009	Additions	Reductions	Adjustments to Reserve	December 31, 2010
Capital assets not being depreciated:					
Land	$21,253,466	$2,182,012	-0-	-0-	$23,435,478
Construction in progress	285,986	3,840,845	($4,126,831)	-0-	-0-
Capital assets being depreciated:					
Buildings	97,364,839	-0-	-0-	-0-	97,364,839
Leasehold improvements	32,732,932	4,126,831	-0-	-0-	36,859,763
Production equipment	22,462,990	-0-	(5,113,156)	$153,395	17,503,229
Capital assets-gross	174,100,213	10,149,688	(9,239,987)	153,395	175,163,309
Less: accumulated depreciation	60,266,815	8,509,698	(3,834,867)	-0-	64,941,646
Capital assets-net	$113,833,398	$1,639,990	($5,405,120)	$153,395	$110,221,663

	December 31, 2008	Additions	Reductions	Adjustments to Reserve	December 31, 2009
Capital assets not being depreciated:					
Land	$21,248,262	$5,204	-0-	-0-	$21,253,466
Construction in progress	5,412,464	5,688,086	($10,814,564)	-0-	285,986
Capital assets being depreciated:					
Buildings	97,364,839	-0-	-0-	-0-	97,364,839
Leasehold improvements	21,918,368	10,814,564	-0-	-0-	32,732,932
Production equipment	25,042,893	-0-	(2,659,694)	79,791	22,462,990
Capital assets-gross	170,986,826	16,507,854	(13,474,258)	79,791	174,100,213
Less: accumulated depreciation	53,577,502	8,684,083	(1,994,770)	-0-	60,266,815
Capital assets-net	$117,409,324	$7,823,771	($11,479,488)	$79,791	$113,833,398

In 2010, the Authority purchased a surface parking lot, located at the intersection of Barnes and Bank Streets, in Trenton, New Jersey, for the sum of $2,107,623. The lot, which consists of 180 parking spaces is used by Authority employees during normal business hours, and was previously leased by the Authority for the same purpose.

In 2010, the Authority also completed construction of the 5th floor of the Waterfront Technology Center at Camden ("WTCC"), in Camden, New Jersey, creating additional office space for lease to New Jersey businesses.

Note 8: Bonds Payable

The bonds reported in the following table have been issued in order to fund commercial loans, loans to school districts, commercial real estate development and capital construction. The Bonds are secured by lease rental payments, loan repayments and the underlying assets pledged pursuant to the Bond resolutions. In the event of default by the tenant to make rental payments, the Authority generally has recourse, including, but not limited to, taking possession and selling or subletting the leased premises and property.

The Series 1996 Port bonds are secured solely by loan payments originally scheduled to be made to the Port Authority by various utilities authorities. The Port Authority has assigned the right to receive such loan payments to the Authority.

The outstanding issues are as follows:

	2010	2009
$46,815,000 NJEDA Revenue Bonds (Public Schools Small Project Loan Program), 2004 Series, interest ranging from 3% to 5%; due 8/15/11 through 8/15/13. Series 1993 was refunded on 3/15/04.	**$13,535,000**	$17,700,000
$43,000,000 Variable Rate Lease Revenue Bonds, 2003 Series A and B, (Camden Center Urban Renewal Limited Partnership Project); interest rate resets weekly, with maximum of 12% per annum, due annually through 3/15/18	**35,960,000**	36,800,000
$167,500,000 NJEDA Taxable Economic Development Bonds MSNBC/CNBC Project, 1997 Series A and B, interest rate resets monthly, with maximum of 15% annually, due through 10/1/21	**7,600,000**	11,000,000
$18,355,000 NJEDA Taxable Revenue Bonds, North Jersey Port District Utilities Authorities Loan Securitization Program ("Port"), Series 1996, interest ranging from 7.05% to 7.25%; due 2/15/11 through 2/15/12	**4,095,000**	5,645,000
Subtotal	**61,190,000**	71,145,000
Unamortized premium	**298,864**	539,576
	$61,488,864	$71,684,576

At December 31, 2010, aggregate debt service requirements of bonds payable through 2015 and thereafter are as follows:

	Principal	Interest	Total
2011	$7,890,000	$2,417,700	$10,307,700
2012	7,910,000	2,016,091	9,926,091
2013	6,025,000	2,272,524	8,297,524
2014	1,490,000	1,959,184	3,449,184
2015	1,570,000	1,871,140	3,441,140
2016-2020	29,705,000	5,069,901	34,774,901
2021	6,600,000	17,325	6,617,325
	$61,190,000	$15,623,865	$76,813,865

Bonds payable activity for the years ended December 31, 2010 and 2009 was as follows:

	December 31, 2009	**Additions**	**Reductions**	**December 31, 2010**	**Amounts Due Within One Year**
Bonds Payable-gross	$71,145,000	-0-	($9,955,000)	**$61,190,000**	$7,890,000
Unamortized premium	539,576	-0-	(240,712)	**298,864**	
Total Bonds Payable-net	$71,684,576	-0-	($10,195,712)	**$61,488,864**	

	December 31, 2008	**Additions**	**Reductions**	**December 31, 2009**	**Amounts Due Within One Year**
Bonds Payable-gross	$81,560,000	-0-	($10,415,000)	**$71,145,000**	$7,955,000
Unamortized premium	851,687	-0-	(312,111)	**539,576**	
Total Bonds Payable-net	$82,411,687	-0-	($10,727,111)	**$71,684,576**	

Pursuant to GASB Interpretation No. 2, **"Disclosure of Conduit Debt Obligations" (GASBI-2),** there is no requirement to record conduit debt that is simultaneously recorded by the entity that is responsible for its payment. The State of New Jersey records this debt on its financial statements. It is the Authority's opinion that by not reporting the State backed conduit debt and Agency type transactions on its financial statements a more accurate assessment of its financial position and operations exists.

Swap Payments and Associated Debt

Over the remaining life of the Authority's interest rate swap, which expires in 2015, the Authority has debt service requirements on its debt and net swap payments as shown in the table below. These amounts assume that current interest rates on variable-rate bonds and the current reference rates of interest rate swap as of December 31, 2010 will not change. As these rates vary, interest rates on the variable rate bonds and net receipts/payments on the interest rate swap will vary. See Note 11 for information on derivative instruments.

Year	Principal	Interest	Net Swap payment	Total
2011	$900,000	$90,986	$901,476	$1,892,462
2012	965,000	88,680	879,692	1,933,372
2013	1,330,000	86,154	855,694	2,271,848
2014	1,490,000	82,740	823,288	2,396,028
2015	-	26,280	262,005	288,285
	$4,685,000	$374,840	$3,722,155	$8,781,995

Note 9: Notes Payable

Generally, Notes Payable are special obligations of the Authority payable solely from loan payments, lease rental payments and other revenues, funds and other assets pledged under the notes and do not constitute obligations against the general credit of the Authority. Note proceeds are used to fund specific programs and projects and are not commingled with other Authority funds.

The outstanding notes are as follows:	**2010**	2009
Community Development Investments, LLC; interest at 5%; principal & interest due monthly through 4/12/14 with final payment due at maturity on 5/12/14	**$2,000,000**	$2,000,000
City of Camden, NJ; interest at 6%; principal & interest due monthly through maturity on 2/5/16	**3,731,736**	4,000,000
FirstEnergy Corp./JCP&L; interest at 3%; interest only due monthly through 11/12/20; principal due at maturity on 11/12/20	**1,000,000**	1,000,000
Public Service New Millennium Economic Development Fund, LLC; interest at 2%; interest only due monthly through 11/7/20; principal due at maturity on 11/7/20	**5,000,000**	5,000,000
Waterfront Technology Center Construction Loan; variable interest; principal and interest due monthly over 60 month period, through maturity on 1/31/12	**6,960,000**	7,410,000
	$18,691,736	$19,410,000

At December 31, 2010, aggregate debt service requirements of notes payable through 2015 and thereafter are as follows:

	Principal	Interest	Total
2011	$1,012,735	$624,699	$1,637,434
2012	7,679,287	400,262	8,079,549
2013	1,266,592	324,857	1,591,449
2014	1,337,708	253,742	1,591,450
2015	676,834	195,313	872,147
2016-2020	6,718,580	656,290	7,374,870
Total	$18,691,736	$2,455,163	$21,146,899

Notes payable activity for the years ended December 31, 2010 and 2009 was as follows:

December 31, 2009	Additions	Reductions	December 31, 2010	Amounts Due Within One Year
$19,410,000	**$ -0-**	**($718,264)**	**$18,691,736**	**$1,012,735**

December 31, 2008	Additions	Reductions	December 31, 2009	Amounts Due Within One Year
$19,830,000	$ -0-	($420,000)	$19,410,000	$450,000

Note 10: Commitments and Contingencies

(a) Loan and Bond Guarantee Programs

The Authority has a special binding obligation regarding all guarantees to the extent that funds are available in the guarantee accounts as specified in the guarantee agreements. Guarantees are not, in any way, a debt or liability of the State.

(1) Economic Recovery Fund

The guarantee agreements restrict the Authority from approving any loan or bond guarantee if, at the time of approval, the Debt to Worth ratio is greater than 5 to 1. At any time, payment of the guarantee is limited to the amount of Worth within the guarantee program account. Principal payments on guaranteed loans and bonds reduce the Authority's exposure. At December 31, 2010, Debt was $14,312,258 and Worth was $57,881,505, with a ratio of 0.25 to 1.

(2) Economic Growth Composite Bond Program

The Guarantee Agreement relating to Economic Growth Composite Bonds requires the Authority to establish, in trust, a Cash Collateral Account. This obligation to deliver funds to the trustee is a general obligation of the Authority.

To the extent guarantee payments of principal on the bonds cannot be recovered through collateral liquidation, loan restructure, etc., the Authority's aggregate composite exposure is permanently reduced. At December 31, 2010, aggregate exposure and the cash collateral balance are both $63,882.

(3) New Jersey Business Growth Fund

The Authority guarantees between 25% and 50% of specific, low-interest loans to New Jersey companies, made by one of its preferred lenders, with a maximum aggregate exposure to the Authority not to exceed $10 million and, at no time will the Authority pay more than $10 million, net, of guarantee demands. At December 31, 2010, aggregate exposure and related worth within the Business Growth Fund account are both $10,000,000.

(b) Loan Program Commitments and Project Financings

At December 31, 2010 the Authority has $25,704,213 of loan commitments not yet closed or disbursed and $143,243,434 of project financing commitments.

(c) New Markets Tax Credit Program

On December 28, 2005, the Authority loaned $31,000,000 to a limited liability company (“company”), to facilitate their investment in a certified community development entity (“entity”) whose primary mission is to provide loan capital for commercial projects in low-income areas throughout New Jersey. The company also received an equity investment from a private corporation (“corporation”). The company then invested the combined proceeds in the entity, which was awarded an allocation in Federal tax credits under the New Markets Tax Credit Program.

During 2007, the Authority made two additional New Markets commitments. On September 24, 2007 the Authority facilitated a transaction in which $3,500,000 in credits were allocated (no Authority funds were utilized). On September 26, 2007, the Authority loaned $20,296,000 to another company with terms similar to the first transaction.

During 2008, the Authority closed three additional New Markets commitments. A total of $37,000,000 in credits were allocated (no Authority funds were utilized).

In 2009, one New Markets commitment was closed. A total of $12,419,151 in credits were allocated (no Authority funds were utilized).

As part of the seven agreements, the corporation will claim the Federal tax credits in exchange for their investment. Claiming these credits carries the risk of recapture, whereby an event occurs that would negate the credit taken, causing it to be returned with interest. Based on the agreements between the Authority and the respective companies, the Authority will provide a guaranty to the corporation against adverse consequences caused by a recapture event. As of December 31, 2010, the aggregate exposure to the Authority for all of the seven transactions described above is $54,988,324. The Authority has determined the likelihood of paying on the guaranty, at this time, is remote.

Note 11: Derivative Instrument

In connection with its issuance of $43,000,000 Variable Rate Revenue Refunding Bonds, 2002 Series A and B issues, on April 27, 2010, the Authority entered into a fixed interest rate swap agreement (swap) with TD Bank, N.A. ("TD"), for which the fair value as of December 31, 2010 was ($1,433,898). For accounting and financial reporting purposes, the swap is considered a hedging derivative instrument and report as debt and as a deferred outflow on the balance sheet.

Objective and Terms of Hedging Derivative Instrument
The swap is a pay-fixed interest rate swap. The objective is to hedge against changes in cash flows of the 2002 Series A and B CCURLP bonds by limiting interest rate risk. The notional amount of the swap is currently $35,860,000 which was effective as of May 1, 2010 and is due to expire on May 1, 2015. The terms call for the Authority to pay a fixed rate of 2.65% on the Series A bonds (notional amount $15,860,000) and 2.80% on the Series B bonds (notional amount $20,000,000), while receiving a rate based on the one month LIBOR rate. The swap provider is currently rated AA- by Standard & Poor's.

Credit Risk
The Authority is exposed to credit risk to the extent hedging instruments are in asset positions. As of December 31, 2010, the Authority was not exposed to credit risk, as the swap had a negative fair value. Should interest rates change and the fair value of the swap become positive, however, the Authority would be exposed to credit risk in the amount of the swap's fair value. The Authority has no policy in place in order to limit such risk. No counterparty collateral is being held. There are no netting arrangements.

Rollover Risk
The swap agreement is due to expire on May 1, 2015, while the bonds are due to mature in March 2018. Presently, no arrangement has been made to renew the swap or provide for a similar instrument. If the swap is not renewed the Authority would be exposed to interest rate risk on its variable rate bonds. This could unfavorably impact cash flows.

Note 12: Litigation

The Authority is involved in several lawsuits that, in the opinion of the management of the Authority, will not have a material effect on the accompanying financial statements.

Note 13: Employee Benefits

(a) Public Employees Retirement System of New Jersey ("PERS")

The Authority's employees participate in the PERS, a cost sharing multiple-employer defined benefit plan administered by the State. The Authority's contribution is based upon an actuarial computation performed by the PERS. Pursuant to the Pension Security Legislation Act of 1997, the issuance of bonds permitted the pension benefit obligation to be fully funded from 1998 to 2004. Beginning in 2005, the Authority was assessed a portion of its normal contribution, which increased each year until 2009, when 100% of the normal contribution was assessed, and for each year thereafter. For the years ending December 31, 2010, 2009 and 2008, the Authority was assessed $1,029,900, $743,700, and 549,444 respectively. Employees of the Authority are required to participate in the PERS and contribute 5.5% of their annual compensation. The payroll for employees covered by PERS for the years ending December 31, 2010, 2009 and 2008 was $13,183,135, $13,769,583, and $11,114,716 respectively.

The general formula for annual retirement benefits is the final average salary divided by 55, times the employee's years of service. Pension benefits fully vest upon reaching 10 years of credited service. Members are eligible for retirement at age 60 with no minimum years of service required. Members who have 25 years or more of credited service may select early retirement without penalty at or after age 55 and receive full retirement benefits. The PERS also provides death and disability benefits. All benefits and contribution requirements are established, or amended, by State statute.

The State of New Jersey, Department of the Treasury, Division of Pension and Benefits, issues publicly available financial reports that include the financial statements and required supplementary information for the PERS. The financial reports may be obtained by writing to the State of New Jersey, Department of the Treasury, Division of Pension and Benefits, P.O. Box 295, Trenton, New Jersey, 08625-0295.

(b) Postemployment Health Care and Insurance Benefits

The Authority sponsors a single employer postemployment benefits plan that provides benefits in accordance with State statute, through the State Health Benefits Bureau, to its retirees having 25 years or more of service in the PERS and are at least 47 years of age or to employees approved for disability retirement. Health benefits and prescription benefits provided by the plan are at no cost to the retiree. Upon turning 65 years of age, a retiree must utilize Medicare as their primary coverage, with State Health Benefits providing supplemental coverage. In addition, life insurance is provided at no cost to the Authority and the retiree in an amount equal to 3/16 of their average salary during the final 12 months of active employment.

Since the Authority is a participating employer in the State Health Benefits Bureau, the Authority does not issue a separate stand-alone financial report regarding other postemployment benefits. The State of New Jersey, Department of the Treasury, Division of Pension and Benefits, issues publicly available financial reports that include the financial statements for the State Health Benefits Program Funds. The financial reports may be obtained by writing to the State of New Jersey, Department of the Treasury, Division of Pension and Benefits, P.O. Box 295, Trenton, New Jersey, 08625-0295.

The State has the authority to establish and amend the benefit provisions offered and contribution requirements.

Pursuant to GASB Statement No. 45 ("GASB 45"), *Accounting & Financial Reporting by Employers for Postemployment Benefits Other Than Pensions*, the Authority obtained an actuarially determined calculation for this obligation, and has established and funded a trustee administered account to meet it.

The Authority's annual other postemployment benefits ("OPEB") cost for the plan is calculated based on the *annual required contribution of the employer* (ARC), an amount actuarially determined in accordance with the parameters of GASB 45. This represents a level of funding that, if paid on an ongoing basis, is projected to cover normal cost each year, and to amortize any unfunded actuarial accrued liability (UAAL) or excess over a period not to exceed 30 years. The Authority elected to amortize the UAAL over one year in 2006. The Authority's annual OPEB cost for the years ended December 31, 2010 and 2009, and the related information for the Plan are as follows (dollar amounts in thousands):

	2010	2009
Annual required contribution (ARC)	$768	$3,666
Contributions made	768	3,990
(Increase) in net OPEB obligation	-0-	(324)
Net OPEB Obligation - beginning of year	-0-	324
Net OPEB Obligation - end of year	$0	$0

The Authority's annual OPEB cost, the percentage of annual OPEB cost contributed to the Plan and the net OPEB obligation for fiscal years 2010, 2009 and 2008 are as follows (dollar amounts in thousands):

Fiscal Year Ended	Annual OPEB Cost	Percentage of Annual OPEB Cost Contributed	Net OPEB Obligation
12/31/10	$768	100.0%	$0
12/31/09	3,666	100.0%	0
12/31/08	633	100.0%	324

As of December 31, 2010, the actuarial accrued liability for benefits was $16,298,519, none of which was unfunded. The covered payroll (annual payroll of active employees covered by the plan) was $10,973,770, and the ratio of unfunded actuarial accrued liability to the covered payroll was 0%.

To fund its OPEB obligation, the Authority has set aside monies (plan assets) in a bank account administered by a Trustee. As of December 31, 2010, the balance was $17,686,967 and interest earnings on the account were $181,092 in 2010. The plan assets are reported at fair value.

Actuarial valuations of an ongoing plan involve estimates and assumptions about the probability of occurrence of future events, such as employment, mortality, and healthcare costs. Amounts determined regarding the funded status of the plan and the annual required contributions of the Authority are subject to continual revision as actual results are compared with past expectations and new estimates are made regarding the future. The required schedule of funding progress presented as required supplementary information provides multiyear trend information that shows whether the actuarial value of plan assets is increasing or decreasing over time relative to the actuarial accrued liabilities for benefits.

Actuarial Methods and Assumptions. Projections of benefits for financial reporting purposes are based on the substantive plan (the plan as understood by the employer and plan members) and include the types of benefits provided at the time of each valuation and the historical pattern of benefit cost sharing between the employer and plan members to that point. The actuarial methods and assumptions used include techniques that are designed to reduce short-term volatility in actuarial accrued liabilities and the actuarial value of assets, consistent with the long-term perspective of the calculations.

For the January 1, 2009 actuarial valuation the projected unit credit actuarial cost method was used. In this method benefits are attributed from date of hire to the date of decrement. In the actuarial assumptions the investment return on plan assets was projected at an annual rate of 4%. The healthcare cost trend assumed in the actuarial valuation includes an initial annual healthcare cost trend rate of 9% annually, decreasing by 1% per year to an ultimate rate of 5% effective 2013 and thereafter. Both rates include a 4% inflation assumption.

Note 14: Compensated Absences

In accordance with GASB Statement No. 16, *Accounting for Compensated Absences*, the Authority recorded current liabilities in the amount of $774,012 and $753,567 as of December 31, 2010 and 2009, respectively. The liability as of the balance sheet date is the value of employee accrued vacation time and vested estimated sick leave benefits that are probable of payment to employees upon retirement. The vested sick leave benefit to retirees for unused accumulated sick leave is calculated at the lesser of ½ the value of earned time or $15,000. The payment of sick leave benefits, prior to retirement, is dependent on the occurrence of sickness as defined by Authority policy; therefore, such non-vested benefits are not accrued.

Note 15: Net Assets

The Authority's Net Assets are categorized as follows:

- Invested in capital assets, net of related debt
- Restricted
- Unrestricted

Invested in Capital Assets, Net of Related Debt includes capital assets net of accumulated depreciation used in the Authority's operations as well as capital assets that result from the Authority's real estate development and operating lease activities. Restricted net assets include net assets that have been restricted in use in accordance with State law, such as the Public School Facilities loan program, noted in Note 4. Unrestricted net assets include all net assets not included above. The changes in Net Assets during 2010 and 2009 are as follows:

	Invested in Capital Assets Net of Debt	Restricted	Unrestricted	Totals
Net Assets December 31, 2008	$58,654,324	$31,239,841	$641,009,692	$730,903,857
Change in net assets	(6,030,926)	(5,553,539)	(14,991,993)	(26,576,458)
Net Assets December 31, 2009	52,623,398	25,686,302	626,017,699	704,327,399
Change in net assets	1,346,530	(6,173,554)	(40,035,873)	(44,862,897)
Net Assets December 31, 2010	$53,969,928	$19,512,748	$585,981,826	$659,464,502

NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY
(a component unit of the State of New Jersey

Required Supplementary Information

Funding Status and Funding Progress. The funding status of the postemployment health care plan as of December 31, 2010 (based on January 1, 2009 valuation date), and the preceding actuarial valuation date of January 1, 2006, are as follows:

	2009	2006
Actuarial accrued liability (AAL)	$16,298,519	$12,656,316
Actuarial value of plan assets	17,101,900	-0-
Unfunded actuarial accrued (asset)/liability (UAAL)	($803,381)	$12,656,316
Funded ratio (actuarial value of plan assets/AAL)	104.9%	0%
Covered payroll (active plan members)	$11,507,298	$8,596,556
UAAL as a percentage of covered payroll	0%	147.2%

2010 Project List

ATLANTIC COUNTY						
Project Name	**Municipality**	**Proj. Type**	**Est. New Jobs**	**Financing Amt.**	**Program Type**	**Public/Private Inv.**
Boscov`s Department Store, LLC	Egg Harbor City	RT	62	$1,000,000	GTE	$106,126,835
City of Estell Manor (Estell Manor City Landfill)	Estell Manor City	SR	0	$77,735	HSM	$78,235
Galloway Pediatrics, LLC	Galloway Township	OF	5	$96,250	BGF	$389,231
Garden Land, LLC and Romanelli's Garden Cafe, LLC	Galloway Township	SV	7	$168,750	BGF	$681,044
Phanie M. LLC	Atlantic City	CM	7	$1,180,000	DIR	$1,180,000
Phanie M. LLC	Atlantic City	CM	11	$1,100,000	DIR	$1,100,000
Sacko AC LLC	Atlantic City	CM	6	$1,146,000	DIR	$1,146,000
Sacko AC LLC	Atlantic City	CM	13	$1,100,000	DIR	$1,100,000
The Atlantic City Sewerage Company	Atlantic City	EX	1	$8,000,000	SAB	$8,000,000
9 Projects			**112**	**$13,868,735**		**$119,801,345**

BERGEN COUNTY						
Project Name	**Municipality**	**Proj. Type**	**Est. New Jobs**	**Financing Amt.**	**Program Type**	**Public/Private Inv.**
ADJ Realty New Jersey, LLC	Teterboro Borough	MF	0	$1,250,000	DIR	$0
Artisan Oven, Inc.	Hackensack City	MF	5	$250,000	DIR	$280,600
Bind-Rite/Union Graphics, L.L.C.	Carlstadt Borough	MF	135	$1,694,756	BEP	$5,099,756
Borough of Lodi (Main Street Associates)	Lodi Borough	SR	0	$17,505	HSM	$19,755
Borough of Lodi (Vincenzo's Restaurant)	Lodi Borough	SR	0	$19,616	HSM	$22,078
Diamond Chemical Co., Inc.	East Rutherford Borough	MF	13	$750,000	SLP	$1,501,825
Galvanic Printing and Plate Co. Inc	Moonachie Borough	MF	4	$250,000	DIR	$600,000
Hausmann Industries, Inc.	Northvale Borough	CM	5	$670,000	SCI	$1,340,000
I.D. Systems, Inc.	Woodcliff Lake Borough	OF	25	$619,050	BEP	$1,019,050*
JEHB Management LLC and Preform Labs Inc.	Hackensack City	MF	12	$121,500	BGF	$490,863
Joy Holding LLC	Hackensack City	MF	8	$348,000	BGF	$880,525
Metro 130 Equities LLC	Carlstadt Borough	SV	30	$450,000	SLP	$2,320,820
Metrovision Production Group, LLC and METRO LEASIN LEASING GROUP, INC.	Carlstadt Borough	SV	31	$91,023	BEP	$648,898
Spectrum for Living Corporation	Closter Borough	NP	17	$5,865,000	SAB	$5,865,000
Teaneck Community Charter School	Teaneck Township	SR	0	$37,311	HAZ	$149,744
Teaneck Community Charter School	Teaneck Township	SR	0	$95,210	HAZ	$381,340
Tribeca Oven, Inc.	Carlstadt Borough	MF	20	$4,000,000	SAB	$4,110,000
United Parcel Service	TBD	TP		$1,111,500	BRRAG	$3,912,289
18 Projects			**305**	**$17,640,471**		**$28,642,543**

BURLINGTON COUNTY						
Project Name	**Municipality**	**Proj. Type**	**Est. New Jobs**	**Financing Amt.**	**Program Type**	**Public/Private Inv.**
Anthony Bua (Crosswicks Pizza)	Chesterfield Township	SR	0	$5,144	HAZ	$21,074
Borough of Wrightstown (Fort Dix Street)	Wrightstown Borough	SR	0	$99,815	HSM	$100,315
Burlington Coat Factory	Edgewater Park	OF		$72,000	BRRAG	$547,000
Palmyra Borough (Route 73 South)	Palmyra Borough	SR	0	$2,204,242	HSM	$2,204,742
Township of Hainesport (Frm Hardware & Industrial Tool)	Hainesport Township	SR	0	$101,117	HSM	$101,617
Township of Mount Holly (Former Regal Custom Fixtures)	Mount Holly Township	SR	0	$29,979	HSM	$30,479
Township of Riverside (Whomsley Field)	Riverside Township	SR	0	$103,081	HSM	$103,581
7 Projects			**0**	**$2,615,378**		**$3,108,808**

CAMDEN COUNTY						
Project Name	**Municipality**	**Proj. Type**	**Est. New Jobs**	**Financing Amt.**	**Program Type**	**Publiv/Private Inv.**
1100 State Street LLC and Arline Construction Services LLC	Camden City	CT	10	$180,000	BGF	$372,650
Bach Associates PC	Haddon Heights Borough	CM	2	$250,000	MSL	$1,344,563
Bach Associates PC	Haddon Heights Borough	CM	0	$242,500	MST	$0
Borough of Bellmawr (Bellmawr Landfill)	Bellmawr Borough	SR	0	$77,679	HSM	$104,072
Borough of Bellmawr (Bellmawr Landfill)	Bellmawr Borough	SR	0	$5,000,000	HSM	$6,667,172
Camden Area Health Education Center, Inc.(AHEC)	Camden City	NP	1	$26,630	ERB	$86,130
Camden Redevelopment Agency (Camden Waterfront - East Vllg)	Camden City	SR	0	$98,995	HSM	$99,495
Camden Redevelopment Agency (Harrison Avenue Landfill)	Camden City	SR	0	$2,954,850	HSM	$2,984,899
Camden Redevelopment Agency (Sears Tire and Battery)	Camden City	SR	0	$115,495	HSM	$115,995
Camden Redevelopment Agency (Sycamore Street Housing)	Camden City	SR	0	$21,186	HSM	$42,872
Catapult Holdings, Inc.	Camden City	SV	80	$1,160,000	BEP	$1,710,000
Catherine M. Riccardi & MAJMS Properties, L.L.C. Agency	Cherry Hill Township	SV	2	$56,250	BGF	$228,231
Christopher Charles Fine Jewelry Corp.	Haddon Township	RT	2	$92,500	MST	$211,750
City of Camden - Department of Development	Camden City	HS	0	$70,000	ERB	$70,000
City of Camden Eyes in the Sky Program	Camden City	TC	0	$245,375	ERB	$1,640,750
City of Gloucester (Gloucester Point)	Gloucester Township	SR	0	$155,851	HSM	$156,351
City of Gloucester (Gloucester Titanium)	Gloucester Township	SR	0	$156,390	HSM	$156,890
Cooper Health System, The (Second Lease Incentive WTC)	Camden City	OF	0	$28,170	ERB	$278,737
Cooper's Ferry Development Association, Inc.	Camden City	IN	60	$200,000	ERB	$6,182,500
Curren Environmental, Inc.	Cherry Hill	SV	2	$40,000	BGF	$247,825

Camden County continued on following page…

CAMDEN COUNTY (continued)						
Project Name	**Municipality**	**Proj. Type**	**Est. New Jobs**	**Financing Amt.**	**Program Type**	**Public/Private Inv.**
DB Land Holdings LLC and Innovative Orthodontics, LLC	Gloucester City	SV	5	$127,500	BGF	$514,694
DCM Architecture & Engineering, LLC	Camden City	OF	10	$18,432	ERB	$274,500
Elee Porter Rotando	Camden City	RT	2	$11,714	ERB	$24,028
Grove I Partnership	Haddonfield Borough	SR	0	$13,491	HAZ	$54,461
Grove I Partnership	Haddonfield Borough	SR	0	$26,981	HAZ	$54,461
Jason Ventures Limited Liability Company	Gibbsboro Borough	SV	4	$47,000	BGF	$191,000
JEC Real Estate Associates, LLC	Gloucester City	CT	0	$184,980	BGF	$5,699
Jersey GM Stevens Enterprises, LLC and Tabletop Fashions, Inc.	Gloucester Township	SV	10	$147,750	BGF	$615,638
JMC Glass LLC	Berlin Township	CT	1	$33,750	BGF	$157,594
Joang Investments, LLC and RSC of Voorhees, Inc.	Voorhees Township	CM	2	$81,250	BGF	$728,856
Lotus Medicine LLC DBA Westfield Family Pharmacy	Camden City	RT	2	$66,944	BGF	$137,385
M & A Holdings Co., LLC	Camden City	MF	0	$500,000	MST	$20,301,825
Oasis Housing, LLC	Camden City	HS	0	$360,000	ERB	$2,922,000
Parkside Business & Community In Partnership, Inc.	Camden City	NP	1	$1,000,000	ERB	$6,475,817
Permalith Plastics, LLC	Pennsauken Township	MF	0	$56,822	BGF	$2,495
Pinnacle Foods Group	Cherry Hill	MF		$186,200	BRRAG	$4,856,200*
Pinnacle Foods Group LLC	Cherry Hill Township	MF	90	$919,800	BEP	$5,589,800*
R&W Investments and Technitool Incorporation	Berlin Township	MF	5	$118,750	BGF	$616,000
Respond, Inc.	Camden City	NP	26	$335,234	SLP	$3,653,000
Stonehedge Group, LLC	Pennsauken Township	MF	6	$405,000	SLP	$1,354,325
The Cooper Health System (Ferry Terminal Lease)	Camden City	NP	20	$45,216	ERB	$250,250
The Heart of Camden (Broadway Phase I) (Broadway P (Broadway Phase I)	Camden City	NP	0	$788,971	ERB	$2,874,885
Township of Gloucester (BP/ARCO)	Gloucester Township	SR	0	$302,440	HSM	$302,940
Township of Haddon (Dy Dee Wash Site)	Haddon Township	SR	0	$732,481	HSM	$913,047
Township of Haddon (Hale Property)	Haddon Township	SR	0	$109,559	HSM	$110,059
Township of Haddon (Lahn Property)	Haddon Township	SR	0	$124,928	HSM	$125,428
Township of Winslow (Presswell Records)	Winslow Township	SR	0	$124,663	HSM	$125,163
Traditional Floor Company, Inc. and TRAD Co., LLC	Berlin Township	SV	2	$33,075	BGF	$149,651
WDDS Enterprises, Inc. and WD Associates	Camden City	WS	0	$28,000	BGF	$1,775
49 Projects			**345**	**$18,102,802**		**$71,413,858**

CAPE MAY COUNTY						
Project Name	**Municipality**	**Proj. Type**	**Est. New Jobs**	**Financing Amt.**	**Program Type**	**Public/Private Inv.**
Borough of Woodbine (Woodbine Landfill)	Woodbine Borough	SR	0	$428,178	HSM	$428,678
Kings Cottage Enterprises, The	Cape May City	SV	3	$135,000	BGF	$550,400
2 Projects			**3**	**$563,178**		**$979,078**

CUMBERLAND COUNTY						
Project Name	**Municipality**	**Proj. Type**	**Est. New Jobs**	**Financing Amt.**	**Program Type**	**Public/Private Inv.**
City of Millville (Former Mike's Texaco)	Millville City	SR	0	$64,734	HSM	$65,234
City of Millville (Millville Laundry)	Millville City	SR	0	$131,587	HSM	$132,087
City of Millville (Shone's Auto Body)	Millville City	SR	0	$6,100	HSM	$6,600
City of Millville (Spinelli Brothers Trucking)	Millville City	SR	0	$187,593	HSM	$188,093
City of Vineland (South East Boulevard)	Vineland City	SR	0	$26,008	HSM	$26,508
Landis Theater Properties, LLC	Vineland City	NP	0	$1,504,659	NMT	$0
Landis Theater Properties, LLC	Vineland City	NP	0	$2,802,832	NMT	$0
Levoy Theatre Preservation Society, Inc., The	Millville City	NP	5	$800,000	SLP	$8,650,000
Ludwig Enterprises LLC	Millville City	SV	3	$95,673	DIR	$179,937
The Kintock Group Of New Jersey Inc.	Bridgeton City	NP	0	$3,215,000	SAB	$3,800,000
10 Projects			**8**	**$8,834,186**		**$13,048,459**

ESSEX COUNTY						
Project Name	**Municipality**	**Proj. Type**	**Est. New Jobs**	**Financing Amt.**	**Program Type**	**Public/Private Inv.**
Ansmann USA, Inc.	Fairfield Borough	TC	28	$126,518	BEP	$521,518
Atlas Refinery, Inc.	Newark City	MF	1	$475,000	MST	$2,611,750
C. Richard Barfuss	Orange City	SR	0	$101,000	HAZ	$202,500
City of Newark (187-199 Blanchard Street)	Newark City	SR	0	$34,425	HSM	$34,925
City of Newark (Avon Sheet Metal & Roofing Co.)	Newark City	SR	0	$62,879	HSM	$63,379
City of Newark (Former NSC Plating Facility)	Newark City	SR	0	$47,536	HSM	$48,036
City of Newark (Former Royal Recovery)	Newark City	SR	0	$50,467	HSM	$50,967
Driscoll Label Co., Inc	Fairfield Borough	MF	0	$75,000	MSL	$0
Driscoll Label Co., Inc	Fairfield Borough	MF	5	$670,000	MST	$1,510,000
Edge Therapeutics, Inc.	Newark City	TC	2	$100,000	ERD	$600,000
Edge Therapeutics, Inc.	Newark City	TC	0	$500,000	CST	$0
Family Intervention Services, Inc.	East Orange City	NP	3	$1,102,500	SAB	$1,515,000
Green Hill, Inc.	West Orange Township	CC	15	$14,275,000	SAB	$15,765,000
IDL Techniedge	Maplewood	MF		$93,500	BRRAG	$246,000
Kapsan Investments, LLC.	East Orange City	SR	0	$38,417	HAZ	$154,165
Manhattan Maintenance Company, Inc.	Fairfield Borough	SV	0	$50,000	MSL	$0
Newark Habitat for Humanity (155-161 Ridgewood Avenue)	Newark City	SR	0	$5,000	HSM	$5,500

Essex County continued on following page…

ESSEX COUNTY (continued)						
Project Name	**Municipality**	**Proj. Type**	**Est. New Jobs**	**Financing Amt.**	**Program Type**	**Public/Private Inv.**
Newark Habitat for Humanity (204 12th Avenue)	Newark City	SR	0	$5,000	HSM	$5,500
Newark Habitat for Humanity (216 12th Avenue)	Newark City	SR	0	$5,000	HSM	$5,500
Newark Habitat for Humanity (438 11th Street)	Newark City	SR	0	$5,000	HSM	$5,500
Newark Museum Association, The	Newark City	NP	10	$50,000	CED	$50,000
NorthStar Litigation Technologies, LLC	Roseland Borough	SV	7	$100,000	MSL	$202,825
Pitney Bowes Inc.	Newark	DS		$187,200	BRRAG	$5,187,200*
Pitney Bowes Inc.	Newark City	DS	25	$30,900	BEP	$5,030,900*
Quidsi, Inc.	Montclair Township	DS	100	$411,750	BEP	$951,750
Rahn Realty LLC	Fairfield Borough	SV	15	$150,000	MST	$703,200
Simphotek, Inc.	Newark City	TC	0	$250,000	CST	$0
SME Consolidated LTD	Newark City	DS	135	$823,162	BEP	$973,162
Standard Chartered Bank	Newark City	SV	125	$2,555,000	BEP	$4,419,000
Sync Labs, LLC	Newark City	TC	0	$250,000	CST	$0
Sync Labs, LLC	Newark City	TC	3	$50,000	ERD	$300,000
Trust Formed Under Article VIII of the Will of Bernard Grobman & the Estate of Phillip Salzman	Irvington Township	SR	0	$183,527	HAZ	$367,553
32 Projects			**474**	**$22,863,781**		**$36,530,830**

GLOUCESTER COUNTY						
Project Name	**Municipality**	**Proj. Type**	**Est. New Jobs**	**Financing Amt.**	**Program Type**	**Public/Private Inv.**
Advanced Welding Services Inc. or Nominee	Monroe Township	MF	2	$75,000	BGF	$303,700
Borough of Glassboro (Bill's Auto Radiator Service)	Glassboro Borough	SR	0	$73,855	HSM	$74,355
Borough of Glassboro (Former Glassboro Landfill)	Glassboro Borough	SR	0	$250,981	HSM	$251,481
Borough of Glassboro (Frm. Migrant Worker's Camp)	Glassboro Borough	SR	0	$170,035	HSM	$170,535
Borough of Glassboro (Lews Auto)	Glassboro Borough	SR	0	$83,078	HSM	$83,578
Borough of National Park (Hawthorne Sanitary Landfill)	National Park Borough	SR	0	$104,946	HSM	$105,446
Chiango, Charles and CVC JR LLC	Washington Township	SV	2	$87,500	BGF	$354,012
Diversified Foam Products, Inc.	Woolwich Twp	MF		$78,000	BRRAG	$4,203,000*
Diversified Foam Products, Inc.	Woolwich Township	MF	30	$173,985	BEP	$4,298,985*
ECL Properties, LLC	Harrison Township	SV	11	$177,000	SLP	$634,000
Fries Mill Properties, LLC	Washington Township	CM	8	$365,388	BGF	$741,735
Funeral Associates of NJ LLC	Monroe Township	SV	2	$83,750	BGF	$338,919
Goldberg Enterprises, Inc. and J & H Holding LLC	Washington Township	SV	2	$60,000	BGF	$123,325
hhgregg, Inc.	Swedesboro Borough	DS	25	$118,750	BEP	$2,118,750
Imtek, LLC	Logan Township	MF	0	$150,000	MSL	$1,825
MKMK of NJ, LLC	Washington Township	SV	70	$319,500	SLP	$1,074,275
Morris Graphics Inc. and Jeffrey Morris	Woodbury City	MF	2	$175,000	BGF	$356,200

Gloucester County continued on following page…

GLOUCESTER COUNTY (continued)						
Project Name	**Municipality**	**Proj. Type**	**Est. New Jobs**	**Financing Amt.**	**Program Type**	**Public/Private Inv.**
Royalty Press, Inc.	Westville Borough	MF	0	$250,000	MSL	$753,075
Sileo Property Group, LLC	Monroe Township	SV	3	$66,750	BGF	$270,494
South Jersey Water Test, LLC	Monroe Township	SV	0	$29,224	BGF	$1,818
Southgate Property Venture LLC and Digital Productions, Inc.	East Greenwich Township	MF	12	$325,000	BGF	$660,075
Township of Deptford (Frm Fazzio/Deptford Landfill)	Deptford Township	SR	0	$4,951,464	HSM	$6,602,452
Township of Deptford (Frm Fazzio/Deptford Landfill)	Deptford Township	SR	0	$5,000,000	HSM	$6,667,168
Turkey Hill Realty Corporation (Former Martell Swine Farm)	Deptford Township	SR	0	$103,311	HAZ	$217,452
24 Projects			**169**	**$13,272,517**		**$26,281,655**

HUDSON COUNTY						
Project Name	**Municipality**	**Proj. Type**	**Est. New Jobs**	**Financing Amt.**	**Program Type**	**Public/Private Inv.**
Alice & Olivia, LLC	Secaucus Town	DS	70	$156,975	BEP	$906,975
Atlantic Coast Media Group, LLC	Jersey City	DS	304	$3,696,397	BEP	$4,879,446
Cameron Bayonne Urban Renewal, LLC	Bayonne City	RT	500	$2,000,000	LDF	$80,416,448
Candace Real Estate Holding LLC and Happy Today & Bright Tomorrow LLC	Union City	DC	3	$100,000	BGF	$474,763
City of Hoboken (1600 Park Avenue)	Hoboken City	SR	0	$323,252	HSM	$416,427
City of Hoboken (Old Todd Shipyard)	Hoboken City	SR	0	$877,193	HSM	$1,143,509
Harrison Redevelopment Agency (Former Hartz Mountain Facility)	Harrison Town	SR	0	$3,928,572	HSM	$5,148,840
Hotel Connections, Ltd.	Jersey City	OF	40	$330,150	BEP	$600,150
Intrasphere Technologies, Inc.	Jersey City	SV	300	$12,420,000	BEP	$13,385,000
Jersey City Redevelopment Agency (Turnpike Dump #5)	Jersey City	SR	0	$849,497	HSM	$1,062,640
Len Ram Realty LLC	Union City	SV	4	$60,750	BGF	$246,343
Niiki Pharma, Inc.	Hoboken City	TC	0	$500,000	CST	$0
Princeton Information Ltd.	Jersey City	SV	30	$656,166	BEP	$1,156,166
Proximo Spirits, Inc.	Jersey City	CM	46	$2,300,000	BEP	$2,726,893
SCS Commodities Corp. and SCS OTC Corp.	Jersey City	SV	110	$2,723,710	BEP	$3,223,710
Torus US Services	Jersey City	SV	200	$3,092,000	BEP	$4,587,000
Town of Kearny (Magullian Fuel Oil)	Kearny Town	SR	0	$4,755	HSM	$5,255
17 Projects			**1,607**	**$34,019,417**		**$120,379,565**

HUNTERDON COUNTY						
Project Name	**Municipality**	**Proj. Type**	**Est. New Jobs**	**Financing Amt.**	**Program Type**	**Public/Private Inv.**
Mechanical Precision, Inc.	Flemington Borough	MF	0	$45,000	BGF	$182,875
The Chubb Corporation	Readington	OF		$28,956,550	STX	$442,621,550
2 Projects			**0**	**$29,001,550**		**$442,804,425**

MERCER COUNTY						
Project Name	**Municipality**	**Proj. Type**	**Est. New Jobs**	**Financing Amt.**	**Program Type**	**Public/Private Inv.**
Otsuka America Pharmaceutical, Inc.	West Windsor Township	TC	50	$1,449,375	BEP	$3,949,375
Blue Rock Holdings LLC and Advanced Infrastructure Design, Inc.	Hamilton Township	SV	8	$207,500	BGF	$837,012
Princeton Power Systems, Inc.	West Windsor Township	CM	0	$3,000,000	CEM	$0
Princeton Power Systems, Inc.	West Windsor Township	CM	91	$300,000	CEM	$6,600,000
2075 E State Street LLC	Hamilton Township	MF	20	$300,000	DIR	$1,305,625
Trenton Zephyr Urban Renewal Corporation, Inc.	Trenton City	CM	10	$1,500,000	DIR	$4,451,855
Township of Lawrence (Dyson Tract)	Lawrence Township	SR	0	$2,846,625	HSM	$3,796,000
Merlin Industries, Inc	Hamilton Township	MF	10	$1,000,000	SCI	$2,007,300
Isles Mill 57 Inc	Hamilton Township	NP	20	$325,000	SLP	$1,337,575
TerraCycle, Inc.	Trenton City	TC	25	$1,000,000	TEC	$1,000,000
10 Projects			**234**	**$11,928,500**		**$25,284,742**

MIDDLESEX COUNTY						
Project Name	**Municipality**	**Proj. Type**	**Est. New Jobs**	**Financing Amt.**	**Program Type**	**Public/Private Inv.**
30 Abeel Rd., LLC	Monroe Township	CT	2	$303,550	MST	$2,260,515
3D Biotek, LLC	North Brunswick Township	TC	0	$195,000	CST	$0
3D Biotek, LLC	North Brunswick Township	TC	1	$39,000	ERD	$234,000
Absolutely Energized Solar Electric, Inc.	Monroe Township	SV	7	$250,000	MSL	$1,306,400
ACJP Investment Group, Inc. d/b/a Stepping Stones Learning Center	South Plainfield Borough	DC	4	$100,000	DIR	$102,825
Aricent US Inc., DataLinx Corp & Affiliates	East Brunswick Township	SV	100	$2,377,636	BEP	$3,977,636
Borough of Carteret (Carteret Sewage Treatment Plt)	Carteret Borough	SR	0	$4,607	HSM	$6,643
Borough of Carteret (Health and Wellness Center)	Carteret Borough	SR	0	$39,712	HSM	$44,184
Broadway Kleer Guard Corporation	Jamesburg Borough	MF	25	$37,500	BEP	$1,037,500
CCS Materials, Inc.	Piscataway	RD	12	$158,535	BEP	$2,498,535
CCS Materials, Inc.	Piscataway	RD	0	$500,000	CST	$0
City of Perth Amboy (1027 State Street)	Perth Amboy City	SR	0	$7,624	HSM	$8,124
Direct Cabinet Sales	S. Brunswick	MF		$62,400	BRRAG	$745,280
Eden Institute Foundation	Plainsboro Twp.	NP	7	$12,000,000	SAB	$12,686,349

Middlesex County continued on following page…

MIDDLESEX COUNTY (continued)						
Project Name	**Municipality**	**Proj. Type**	**Est. New Jobs**	**Financing Amt.**	**Program Type**	**Public/Private Inv.**
Elephant Group d/b/a Saveology.com LLC	South Plainfield Borough	CM	425	$1,051,875	BEP	$1,301,875
Healthpoint Condominium LLC and Healthpoint Medical Group LLC	Old Bridge Township	SV	4	$145,000	BGF	$635,450
Innopharma Inc.	Piscataway	TC	15	$119,831	BEP	$544,831
Jersey Blair Realty LLC and Jersey Gasoline Corporation	Woodbridge Township	TP	10	$78,000	BGF	$315,775
Jordache Limited	South Plainfield Borough	MF	11	$6,000,000	SAB	$6,000,000
Mamatha Realty, LLC	New Brunswick City	CT	0	$124,012	BGF	$4,200
Metuchen Assembly of God	Metuchen Borough	SR	0	$102,925	HAZ	$206,350
Milltown-Ford Avenue Redevelopment Agency	Milltown Borough	SR	0	$182,169	HSM	$182,669
Milltown-Ford Avenue Redevelopment Agency (Milltown-Ford Ave Redev. Area)	Milltown Borough	SR	0	$5,000,000	HSM	$6,568,917
NexAge Technologies USA, Inc.	Woodbridge Township	CM	25	$250,000	MSL	$502,583
Oxford Instruments Inc	Carteret Borough	TC	75	$642,900	BEP	$6,742,900
Perrine Road Associates LLC and Garden State Gastroenterology PC	Old Bridge Township	SV	3	$78,750	BGF	$397,794
Phoenix Container, Inc.	North Brunswick Township	MF	10	$1,539,615	SAB	$1,682,500
Saint Micheal Realty LLC	East Brunswick Township	SV	8	$375,000	BGF	$1,511,200
Sayreville Economic Redevelopment Agency (Former National Lead)	Sayreville Borough	SR	0	$5,000,000	HSM	$18,331,295
Telamon Corporation	South Brunswick Township	CM	31	$102,079	BEP	$1,515,079
Township of Old Bridge (Sommer Property)	Old Bridge Township	SR	0	$730,331	HSM	$730,831
Township of Woodbridge	Woodbridge Township	SR	0	$122,709	HSM	$123,209
Township of Woodbridge (222 Pennval Road)	Woodbridge Township	SR	0	$3,505	HSM	$4,005
Township of Woodbridge (34 Cutters Dock Road)	Woodbridge Township	SR	0	$4,015	HSM	$4,515
Township of Woodbridge (34 Cutters Dock Road)	Woodbridge Township	SR	0	$99,312	HSM	$99,812
Township of Woodbridge (Brisco Company)	Woodbridge Township	SR	0	$4,265	HSM	$4,765
Township of Woodbridge (DPW)	Woodbridge Township	SR	0	$50,396	HSM	$50,896
Township of Woodbridge (Fibrenentics, Inc.)	Woodbridge Township	SR	0	$50,021	HSM	$50,521
Township of Woodbridge (Fibrenetics, Inc.)	Woodbridge Township	SR	0	$3,260	HSM	$3,760
Township of Woodbridge (J.B. Bishop/Portland Trucks)	Woodbridge Township	SR	0	$4,015	HSM	$4,515
Township of Woodbridge (PA A & WDGE RR Co.)	Woodbridge Township	SR	0	$4,015	HSM	$4,515
Township of Woodbridge (Pennval Associates, LP)	Woodbridge Township	SR	0	$4,265	HSM	$4,765
Township of Woodbridge (Spector)	Woodbridge Township	SR	0	$4,015	HSM	$4,515
Township of Woodbridge (Spector)	Woodbridge Township	SR	0	$256,908	HSM	$257,408
Williams-Sonoma Direct, Inc.	South Brunswick Township	MF	175	$587,722	BEP	$2,087,722*
44 Projects			**950**	**$38,796,474**		**$74,787,163**

MONMOUTH COUNTY						
Project Name	**Municipality**	**Proj. Type**	**Est. New Jobs**	**Financing Amt.**	**Program Type**	**Public/Private Inv.**
AppliCAD, Inc.	Farmingdale Borough	MF	0	$885,000	CEM	$0
AppliCAD, Inc.	Farmingdale Borough	MF	10	$97,000	CEM	$0
Avon-by-the-Sea Borough	Avon-by-the-Sea Borough	SR	0	$82,662	HSM	$110,715
Borough of Freehold (Elizabeth Colaner)	Freehold Borough	SR	0	$45,025	HSM	$1
Borough of Keyport (DPW Storage Yard)	Keyport Borough	SR	0	$808,434	HSM	$1,068,123
Borough of Keyport (Saute Bay)	Keyport Borough	SR	0	$48,617	HSM	$53,979
Borough of Red Bank (Former Incinerator)	Red Bank Borough	SR	0	$284,903	HSM	$285,403
City of Asbury Park (1201-1207 Springwood Avenue)	Asbury Park City	SR	0	$16,482	HSM	$16,982
City of Asbury Park (Springwood Avenue)	Asbury Park City	SR	0	$15,000	HSM	$15,500
Global Compliance Services, Inc	Red Bank Borough	SV	40	$541,000	BEP	$1,603,500
Global Essence, Inc.	Freehold Township	WS	3	$400,000	MST	$808,000
Handicapped High Riders Club d/b/a Riding High Far Farm	Allentown Borough	NP	3	$290,000	DIR	$293,275
Knock-out Graphics Inc.	Asbury Park City	MF	4	$247,500	BGF	$558,012
OWF, LLC	Neptune Township	SR	0	$250,000	HAZ	$1,012,060
SEARCH Day Program	Ocean Township	NP	3	$2,750,000	SAB	$4,075,950
15 Projects			**63**	**$6,761,623**		**$9,901,500**

MORRIS COUNTY						
Project Name	**Municipality**	**Proj. Type**	**Est. New Jobs**	**Financing Amt.**	**Program Type**	**Public/Private Inv.**
Estate of John Searles	Jefferson Township	SR	0	$12,349	HAZ	$49,895
PNY Technologies	Parsippany	MF		$455,000	BRRAG	$29,035,000*
PNY Technologies	Parsippany	MF		$636,488	STX	$29,216,488*
PNY Technologies, Inc.	Parsippany-Troy Hills Township	MF	100	$579,950	BEP	$29,159,950*
Shionogi USA, Inc.	Florham Park Borough	RD	90	$1,836,450	BEP	$1,836,451
Watson Pharmaceuticals	Parsippany	TC		$289,800	BRRAG	$12,489,800*
Watson Pharmaceuticals, Inc. and Affiliates	Parsippany-Troy Hills Township	TC	175	$3,038,000	BEP	$15,238,000*
Weiss-Aug Co., Inc.	East Hanover Township	MF	30	$639,831	SAB	$7,650,750
William K. Null	Morristown Town	SR	0	$15,000	HAZ	$60,500
9 Projects			**395**	**$7,502,868**		**$55,376,834**

OCEAN COUNTY						
Project Name	**Municipality**	**Proj. Type**	**Est. New Jobs**	**Financing Amt.**	**Program Type**	**Public/Private Inv.**
Bnos Bais Yaakov, Inc	Lakewood Township	NP	2	$2,600,000	SAB	$3,800,000
Borough of Lakehurst (Proving Ground Road Landfill	Lakehurst Borough	SR	0	$6,990	HSM	$8,189
Ellis Real Estate Holdings LLC	Tuckerton Borough	SV	2	$40,000	BGF	$162,825
Kathleen Miller	Brick Township	SR	0	$12,742	HAZ	$51,467
Research & Mfg. Corp. of America	Lakewood Township	MF	0	$787,500	SCI	$1,575,000
Township of Lakewood (Former Mone Auto Supply)	Lakewood Township	SR	0	$41,951	HSM	$42,451
Yeshiva Orchos Chaim, Inc.	Lakewood Township	NP	40	$6,000,000	SAB	$6,000,000
7 Projects			**44**	**$9,489,183**		**$11,639,932**

PASSAIC COUNTY						
Project Name	**Municipality**	**Proj. Type**	**Est. New Jobs**	**Financing Amt.**	**Program Type**	**Public/Private Inv.**
Bartnik Properties, LLC and Clifton Wallington Medical Group PA	Clifton City	SV	4	$98,750	BGF	$399,294
City of Clifton (Fmr. National Standard Co.)	Clifton City	SR	0	$32,654	HSM	$33,154
City of Paterson (Ryle Road Dump Site) (Belmont Apartments)	Paterson City	SR	0	$305,743	HSM	$611,986
Frank Graafsma	Hawthorne Borough	SR	0	$88,555	HAZ	$98,910
Haskell Products Inc./American Candle Company	Totowa Borough	SR	0	$113,738	HAZ	$114,238
Haskell Products, Inc./American Candle Company	Wayne Township	SR	0	$5,934	HAZ	$12,367
Kids Palace, Inc. and DVS, Inc.	Paterson City	RT	0	$250,000	MSL	$503,000
Nautilus Solar WPU, LLC	Wayne Township	CM	10	$5,000,000	SCI	$15,568,000
Provident Group - Montclair Properties L.L.C.	Little Falls Township	NP	77	$234,990,000	SAB	$245,000,000
VectraCor, Inc.	Totowa Borough	TC	0	$500,000	CST	$0
VectraCor, Inc.	Totowa Borough	TC	6	$100,000	ERD	$600,000
Wayne Township Police Athletic League, Inc.	Wayne Township	NP	1	$1,600,000	SAB	$1,611,000
12 Projects			**98**	**$243,085,374**		**$264,551,949**

SOMERSET COUNTY						
Project Name	**Municipality**	**Proj. Type**	**Est. New Jobs**	**Financing Amt.**	**Program Type**	**Public/Private Inv.**
Asurion Insurance Services, Inc.	Bridgewater Township	CM	50	$642,000	BEP	$2,167,000
Borough of Somerville (Somerville Landfill)	Somerville Borough	SR	0	$72,793	HSM	$73,293
Dr. Reddy`s Laboratories	Bridgewater Township	RD	52	$1,364,220	BEP	$12,014,220
ImClone Systems	Branchburg	TC		$350,000	BRRAG	$19,250,000
InnoSepra , LLC	Bridgewater Township	TC	0	$500,000	CST	$0
NicOx Inc. and Affiliates	Warren Township	RD	20	$611,961	BEP	$1,111,961
Noveda Technologies, Inc.	Branchburg Township	MF	47	$300,000	CEM	$6,600,000
Noveda Technologies, Inc.	Branchburg Township	MF	0	$3,000,000	CEM	$0
Roka Bioscience, Inc	Warren Township	OF	20	$583,000	BEP	$663,000
Rutgers Preparatory School	Franklin Township	NP	2	$6,000,000	SAB	$6,000,000
The Midland School	Branchburg Township	NP	2	$3,000,000	SAB	$3,066,000
Township of Bridgewater (Dept Public Works Muni Garage)	Bridgewater Township	SR	0	$308,846	HSM	$412,294
12 Projects			**193**	**$16,732,820**		**$51,357,768**

SUSSEX COUNTY						
Project Name	**Municipality**	**Proj. Type**	**Est. New Jobs**	**Financing Amt.**	**Program Type**	**Public/Private Inv.**
Aboubakar Traore	Stanhope Borough	SR	0	$2,883	HAZ	$14,085
Township of Newton (Newton Armory)	Newton Town	SR	0	$63,120	HSM	$63,620
2 Projects			**0**	**$66,003**		**$77,705**

UNION COUNTY						
Project Name	**Municipality**	**Proj. Type**	**Est. New Jobs**	**Financing Amt.**	**Program Type**	**Public/Private Inv.**
100 Dorigo, LLC	Elizabeth City	CM	0	$2,000,000	SCI	$4,000,000
866 Bayway Circle, L.L.C.	Elizabeth City	SV	12	$700,000	MST	$3,637,952
ACP Partnership	Single County - Multi City	SR	0	$19,811	HAZ	$79,744
ACP Partnership (Frm. Bell Factory Terminal)	Single County - Multi City	SR	0	$50,742	HAZ	$101,984
Borough of Roselle Park (Youth Baseball Field)	Roselle Park Borough	SR	0	$643,450	HSM	$858,434
Exel Inc.	Elizabeth City	TP	60	$72,000	BEP	$922,000
Hetfield Associates, LLC	Garwood Borough	SR	0	$63,439	HAZ	$127,378
JFC International Inc.	Linden City	DS	75	$425,845	BEP	$9,425,845
NTM Properties, Inc.	Kenilworth Borough	SR	0	$65,000	HAZ	$66,500
Orthogen LLC	Springfield Township	TC	0	$500,000	CST	$0
Orthogen LLC	Springfield Township	TC	5	$100,000	ERD	$600,000
Petro Plastics Company	Garwood	SR	0	$27,588	HAZ	$55,675

Union County continued on following page…

UNION COUNTY (continued)						
Project Name	**Municipality**	**Proj. Type**	**Est. New Jobs**	**Financing Amt.**	**Program Type**	**Public/Private Inv.**
S. Bertram Inc.	Linden City	DS	25	$2,875,000	SCI	$5,750,000
Vogel Bus Company Inc.	Roselle Borough	TP	8	$95,000	BGF	$384,200
14 Projects			**185**	**$7,637,875**		**$26,009,712**

STATEWIDE						
Project Name	**Municipality**	**Proj. Type**	**Est. New Jobs**	**Financing Amt.**	**Program Type**	**Public/Private Inv.**
Family Service of Burlington County, New Jersey	Statewide	NP	10	$4,391,733	SAB	$4,675,000
Springpoint Senior Living, Inc. Obligated Group	Statewide	NP	5	$30,000,000	SAB	$30,013,720
2 Projects			**15**	**$34,391,733**		**$34,688,720**

TO BE DETERMINED						
Project Name	**Municipality**	**Proj. Type**	**Est. New Jobs**	**Financing Amt.**	**Program Type**	**Public/Private Inv.**
ID Systems	TBD	TC		$60,500	BRRAG	$460,500*
Williams Sonoma Direct	TBD	DS		$129,600	BRRAG	$1,629,600*
2 Projects				**$190,100**		**$190,100**

*Overlapping project costs (for companies receiving a combination of BEIP, BRAGG and/or STX awards) have been omitted from each county's public/private investment total.

Product and Program Keys

PROJECT KEY			
OF	Office Facility	**WS**	Wholesale
SV	Services	**HS**	Housing
CM	Commercial	**TC**	Technology
RT	Retail	**IN**	Infrastructure
SR	Site Remediation	**DS**	Distribution
EX	Exempt Public Facility	**CC**	Continuing Care Retirement Comm.
MF	Manufacturing	**DC**	Day Care
NP	Not for Profit	**RD**	Research & Development
CT	Construction Trade	**TP**	Transportation

PROGRAM KEY			
BGF	New Jersey Business Growth Fund	**ERB**	Economic Recovery Board - Camden
DIR	Direct Loan	**MSL**	Main Street Assistance Line
GTE	Guarantee	**MST**	Main Street Assistance Term
HSM	Hazardous Site Remediation - Municipal	**NMT**	New Markets Tax Credit
SAB	Stand-Alone Bond	**CED**	Community Economic Development
BEP	Business Employment Incentive Program	**CST**	NJ Commission on Science and Technology R&D
HAZ	Hazardous Site Remediation - Commercial	**ERD**	Edison R&D Wraparound
SCI	Clean Energy Solutions Capital Invest	**LDF**	Local Development Financing Fund
SLP	Statewide Loan Pool	**STX**	Sales & Use Tax Exemption
BRRAG	Business Retention & Relocation Assistance Grant	**CEM**	Clean Energy Manufacturing Fund
		TEC	Edison Innovation Fund

Technology Business Tax Certificate Transfer Program

2010 List of Approved Sellers

Company	Location
Adma Biologics, Inc.	Hackensack
Advanced Cerametrics, Inc.	Lambertville
Advaxis, Inc.	North Brunswick
Agilence, Inc.	Camden
Alphion Corporation	Princeton Junction
Amicus Therapeutics, Inc.	Cranbury
Angel Medical Systems	Shrewsbury
Antenna Software, Inc.	Jersey City
Blacklight Power, Inc.	Cranbury
Bluenog Corp.	Piscataway
Celator Pharmaceuticals, Inc.	Plainsboro
Celldex Research Corporation	Phillipsburg
Circulite, Inc.	Saddle Brook
Columbia Laboratories, Inc.	Livingston
CorMedix, Inc.	Bridgewater
Cornerstone Pharmaceuticals, Inc.	Cranbury
Critical Links, Inc.	Fairfield
Deltronic Crystal Industries, Inc.	Dover
Drais Pharmaceuticals, Inc.	Bridgewater
DvTel, Inc.	Ridgefield Park
Eagle Pharmaceuticals Inc.	Woodcliff Lake
Elite Laboratories, Inc.	Northvale
Elusys Therapeutics, Inc.	Pine Brook
Enpirion, Inc.	Hampton
EveresTV	Ft. Lee
Evident Software, Inc.	Newark
Flexible Stenting Solutions, Inc.	Eatontown
Franklin Electronic Publishers, Inc.	Burlington
Genta, Inc.	Berkley Heights
Global Bay Mobile Technologies, Inc.	South Plainfield
Hemispherx Biopharma, Inc.	New Brunswick
iBiquity Digital Corporation	Basking Ridge
Immunogenetics, Inc.	Buena
Integrichain, Inc.	West Windsor
Inttra,Inc.	Parsippany
KIRUSA, Inc.	New Providence
Lightscape Materials, Inc.	Princeton
Lux Biosciences, Inc.	Jersey City
Magnolia Broadband, Inc.	Warren
MDX Medical, Inc.	Lyndhurst
Milestone Scientific, Inc.	Livingston
Multiplex, Inc.	South Plainfield
netForensics, Inc.	Edison
Niiki Pharma Inc.	Hoboken
Nistica, Inc.	Bridgewater
Ocean Power Technologies, Inc.	Pennington
Ophthotech Corporation	West Windsor
Orchid Cellmark, Inc.	Princeton
Palatin Technologies, Inc.	Cranbury
PD-LD, Inc.	Pennington
Pharmasset, Inc.	Princeton
Princeton Lightwave, Inc.	Cranbury
Provid Pharmaceuticals, Inc.	North Brunswick
PTC Therapeutics, Inc.	South Plainfield
Redpoint Bio, Inc.	Ewing
Reldata, Inc.	Parsippany
Replication Medical, Inc.	Cranbury
Right Answers, Inc.	Clark
Savient Pharmaceuticals, Inc.	East Brunswick
Semprae Laboratories, Inc.	Saddle Brook
SightLogix, Inc.	Princeton
Signum Biosciences, Inc.	South Brunswick

Company	Location
Skyzone Entertainment, Inc.	North Bergen
Soligenix, Inc.	Princeton
Songbird Hearing, Inc.	North Brunswick
Sunlight Photonics, Inc.	South Plainfield
Svelte Medical Systems, Inc.	New Providence
The PreTesting Company, Inc.	Tenafly
TimeSight Systems, Inc.	Mount Laurel
Tobira Therapeutics, Inc.	Manalapan
Transave, Inc.	Monmouth Junction
TyRx Pharma, Inc.	Monmouth Junction
Unigene Laboratories, Inc.	Boonton
VaxInnate, Inc.	Cranbury
Vidyo, Inc.	Hackensack
Vyteris, Inc.	Fair Lawn
Xipto, Inc.	Newark

BOND RESOLUTIONS

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

APPLICANT: Camden Academy Charter High School P34890

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

PROJECT LOCATION: 250 Federal Street Camden City (T/UA) Camden

GOVERNOR'S INITIATIVES: (X) Urban ( ) Edison ( ) Core ( ) Clean Energy

APPLICANT BACKGROUND:

Camden Academy Charter High School ("Camden Academy") is a part of Camden's Charter School Network. Founded by Dr. Joseph Conway and Bill Hembrecht, the network was designed to provide a better educational opportunity for Camden's youth. In 1998, Camden Promise Charter Middle School first opened its doors and since that time Camden Academy has graduated five classes of seniors with a 90% college admissions rate. The school currently serves 400 students.

Camden Academy has recently acquired the former Camden City YMCA located at 250 Federal Street. This 30,000 sq ft facility is located near the waterfront within Camden's Innovation Zone. Camden Academy plans to renovate the existing facility, transforming it from a community center into a Science, Technology, Engineering, and Math (STEM) Center.

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.

The Authority has allocated $2,467,080 to the applicant to issue Qualified School Construction Bonds ("QSCB") as authorized under the American Recovery and Reinvestment Act of 2009 and Section 54F of the Internal Revenue Code of 1986. The applicant is one of several charter schools utilizing QSCB volume cap allocation that the Authority received.

APPROVAL REQUEST:

Authority assistance will enable the applicant to renovate a 30,000 sq ft facility in Camden to be used as a high school with the capacity to serve as many as 525 students. Camden Academy Charter High School is seeking bond financing in an amount not to exceed $2,467,080 to be issued as either a Qualified School Construction Bond, a Tax-Exempt Bond, or a combination thereof. The remainder of the project costs will be financed through applicant equity.

FINANCING SUMMARY:

BOND PURCHASER: TD Bank, N.A. (Direct Purchase)

AMOUNT OF BOND: $2,467,080 (Tax-Exempt and/or Qualified School Construction Bond)

TERMS OF BOND: 10 years;

For the tax-exempt bond, the applicant will choose either (i) variable rate at the tax-exempt equivalent of one month LIBOR plus 3.00% or (ii) fixed rate at the tax-exempt equivalent of the bank's five year cost of funds plus 3.00% with rate to be reset on the 5th anniversary using the same index. As of 3/15/2011, the indicative rates are 3.62% and 3.75%, respectively.

For the QSCB, the applicant will choose either (i) variable rate at one month LIBOR plus 3.00% or (ii) fixed rate at bank's five year cost of funds plus 3.00% with rate to be reset on the 5th anniversary using the same index. As of

3/15/2011, the indicative rates are 5.25% and 5.43%, respectively.

ENHANCEMENT: N/A

PROJECT COSTS:

Renovation of existing building	$2,057,000
Soft Costs	$411,000
Contingency	$66,000
Interest during construction	$58,000
Site Preparation	$8,000
TOTAL COSTS	$2,600,000

JOBS: At Application 75 Within 2 years 10 Maintained 0 Construction 19

PUBLIC HEARING: 04/12/11 (Published 03/25/11) **BOND COUNSEL:** Gluck Walrath, LLP

DEVELOPMENT OFFICER: J. Kenyon **APPROVAL OFFICER:** K. McCullough

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

APPLICANT: Women In Support of the Million Man March, Inc P35518

PROJECT USER(S): Adelaide L. Sanford Charter School *
WISOMMM Holistic Child Care Center *

* - indicates relation to applicant

PROJECT LOCATION: Various Newark City (T/UA) Essex County

GOVERNOR'S INITIATIVES:

(X) Urban ( ) Edison ( ) Core ( ) Clean Energy

APPLICANT BACKGROUND:

Women in Support of the Million Man March, Inc. (WISOMMM) is a 501(c)(3) not-for-profit community based organization incorporated in 1995, dedicated to improving the quality of life throughout the diverse Newark, NJ neighborhoods it services via cultural enrichment, education, social activism and economic empowerment. Since its inception, WISOMMM has made significant investments in Newark's historic Lincoln Park Arts District, James Street Commons Historic District and the Central Business District. The organization has purchased several historic properties in the downtown Newark area to house its mission advancing initiatives such as the Adelaide L. Sanford Charter School, the WISOMMM Holistic Child Care Center and the WISOMMM Education & Cultural Resource Center. Fredrica Bey is the Executive Director of WISOMMM. The Charter School is currently located at 53 Lincoln Park with an enrollment of 288 students in grades Kindergarten through 5th and has approximately 45 employees.

In 2004, the Authority closed on $4,550,000 in tax-exempt bonds (P15479) for the benefit of WISOMMM to purchase real property at 15 James Street and 65 Lincoln Park and to consolidate outstanding conventional debt. The term of the bond is 20 years at a fixed interest rate of 4.5% for first 10 years, subject to rate reset on the 10th anniversary and was directly purchased by Independence Community Bank, now Sovereign Bank. The applicant has also submitted an application to refund the 2004 Bonds (Appl. P35835) which is also being presented at the April 12, 2011 Board meeting for a total tax-exempt and taxable bond financing of $9 million.

Additionally in 2009, the Authority closed on $400,000 Urban Plus direct loan (P18474) for the renovation of properties at 53 and 67-69 Lincoln Park properties and for repayment of a construction loan. The loan is for a term of 5 years with a 20 yr. amortization and fixed rate of 2%. The loan is current and is expected to be prepaid as part of the bond financing.

One series of bonds will be designated a Qualified School Construction Bond ("QSCB") under the American Recovery and Reinvestment Act of 2009 and Section 54F of the Internal Revenue Code of 1986 and is one of several charter schools utilizing QSCB volume cap allocation the Authority received.

APPROVAL REQUEST:

Authority assistance will enable the applicant to fund the expansion project of the Adelaide L. Sanford Charter School. The expansion project will reallocate space at the 65,180 sq. ft. James Street property location to accommodate the addition of grades 6-8 with maximum students increasing the enrollment by 48 students per grade. 27,000 sq. ft. of the facility will be allocated to support the charter school expansion and includes an addition to classroom space, cafeteria, auditorium, gymnasium and a special activities learning center. The remainder of the James Street facility will continue to serve as a child care center and mixed community based uses.

Bond proceeds will also be used to prepay a $400,000 loan provided by City National Bank (for 20 years at 7%) to renovate the property at 53 and 67-69 Lincoln Park. In addition the EDA Urban Plus Loan will be prepaid.

FINANCING SUMMARY:

BOND PURCHASER: Powell Capital Markets, Inc. (Placement Agent)

AMOUNT OF BOND: $3,000,000 (estimated) Series A - Qualified School Construction Bond - Direct Pay Tax Credit Bond

$800,000 (estimated) Part of Series B Tax-exempt bond in estimated amount of $5.2 million and total Tax-exempt and Taxable bond financing of $9 million with Appl. P35835

$800,000 (estimated) Series C Taxable Bond

TERMS OF BOND: The tax credit rate and maximum term will be determined prior to the issuance of the bond based on the QSCB rates published daily by the U.S. Treasury; on 4/1/2011, the tax credit rate was 5.41% with maximum term of 15 years. Principal and interest will be based on a fixed rate not to exceed 11% and a maximum term of 17 years. The indicative rate as of 4/1/2011 is 10%.

Series B terms: 30 yrs. (max.) at fixed rate not to exceed 8.5%; indicative rate as of 4/1/2011 of 7.75%

Series C terms: 30 yrs. (max.) at fixed rate not to exceed 12%; indicative rate of 9.5%

ENHANCEMENT: N/A

PROJECT COSTS:

Renovation of existing building	$3,000,000
Refinancing	$400,000
Refinance EDA Loan	$400,000
Engineering & architectural fees	$255,000
Debt service reserve fund	$250,000
Finance fees	$111,750
Contingency	$103,250
Legal fees	$80,000
TOTAL COSTS	$4,600,000

JOBS: At Application 45 Within 2 years 20 Maintained 0 Construction 26

PUBLIC HEARING: 04/12/11 (Published 03/28/11) **BOND COUNSEL:** McManimon & Scotland

DEVELOPMENT OFFICER: D. Johnson **APPROVAL OFFICER:** T. Wells

NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY
PROJECT SUMMARY - REFUNDING BOND PROGRAM

APPLICANT: Women In Support of the Million Man March, Inc. P35835

PROJECT USER(S): Adelaide L. Sanford Charter School * * - indicates relation to applicant
WISCOMMM Holistic Child Care Center *

PROJECT LOCATION: Various Newark City (T/UA) Essex

GOVERNOR'S INITIATIVES: (X) Urban ( ) Edison ( ) Core ( ) Clean Energy

APPLICANT BACKGROUND:
Women in Support of the Million Man March, Inc. (WISOMMM) is a 501(c)(3) not-for-profit community based organization incorporated in 1995, dedicated to improving the quality of life throughout the diverse Newark, NJ neighborhoods it services via cultural enrichment, education, social activism and economic empowerment. Since its inception, WISOMMM has made significant investments in Newark's historic Lincoln Park Arts District, James Street Commons Historic District and the Central Business District. The organization has purchased several historic properties in the downtown Newark area to house its mission advancing initiatives such as the Adelaide L. Sanford Charter School, the WISOMMM Holistic Child Care Center and the WISOMMM Education & Cultural Resource Center. Fredrica Bey is the Executive Director of WISOMMM. The Charter School is currently located at 53 Lincoln Park with an enrollment of 288 students in grades Kindergarten through 5th and has approximately 45 employees.

In 2004, the Authority closed on $4,550,000 in tax-exempt bonds (P15479) for the benefit of WISOMMM to purchase real property at 15 James Street and 65 Lincoln Park and to consolidate outstanding conventional debt. The term of the bond is 20 years at a fixed interest rate of 4.5% for first 10 years, subject to rate reset on the 10th anniversary and was directly purchased by Independence Community Bank, now Sovereign Bank. The applicant has also submitted an application for Qualified School Construction Bonds (Appl. P35518) in the amount of $3,000,000 to renovate the School and to refinance outstanding debt, which is also being presented at the April 12, 2011 Board meeting for a total tax-exempt and taxable bond financing of $9 million.

Additionally, in 2009, the Authority closed on $400,000 Urban Plus direct loan (P18474) for the renovation of properties at 53 and 67-69 Lincoln Park properties and the repayment of a construction loan. The loan is for a term of 5 years with a 20 yr. amortization and fixed rate of 2%. The loan is current and is expected to be prepaid as part of the bond financing.

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 2004 Bond and conventional financing provided by City National Bank in the original principal amount of $400,000 (20 yr. term fixed rate 7%) used to renovate the elementary school

FINANCING SUMMARY:

BOND PURCHASER: Powell Capital Markets, Inc. (Placement Agent)

AMOUNT OF BOND: $4,400,000 (estimated) Part of $5.2 million Series B tax-exempt bond and total tax-exempt and taxable bond of $9 million with Appl. P35518

TERMS OF BOND: 30 years (max); Fixed rate not to exceed 8.5%. Estimated rate as of 4/1/2011 is 7.75%.

ENHANCEMENT: N/A

PROJECT COSTS:

Principal amount of bond to be refunded	$3,800,000
Debt service reserve fund	$250,000
Contingency	$158,250
Finance fees	$111,750
Legal fees	$80,000
TOTAL COSTS	$4,400,000

PUBLIC HEARING: 04/12/11 (Published 03/28/11) **BOND COUNSEL:** McManimon & Scotland

DEVELOPMENT OFFICER: D. Johnson **APPROVAL OFFICER:** T. Wells

PRELIMINARY RESOLUTIONS

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

APPLICANT: Congregation and Yeshiva Ohr Elchonon, Inc. P35711

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

PROJECT LOCATION: 805 West Cross Street Lakewood Township (T/UA) Ocean

GOVERNOR'S INITIATIVES: (X) Urban ( ) Edison ( ) Core ( ) Clean Energy

APPLICANT BACKGROUND:

Congregation and Yeshiva Ohr Elchonon, Inc. is a 501(c)(3) not-for-profit organization established in 2002 to operate the Talmud Torah Ohr Elchonon School for boys in grades kindergarten through 8th grade. The 13,000 sq. ft. School located in Lakewood, Ocean County, started with 17 students and now has enrollment of 180 with 27 employees. Rabbi Menachem Spiegel is the President. The project is being reviewed by the Attorney General's Office relating to the First Amendment's Establishment Clause.

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 refinance conventional debt (from TD Bank and Bank of America), used to renovate and expand the School by adding a second floor and small addition to the existing building.

FINANCING SUMMARY:

BOND PURCHASER:

AMOUNT OF BOND:

TERMS OF BOND:

ENHANCEMENT: N/A

PROJECT COSTS:

Refinancing	$2,600,000
Legal fees	$30,000
Finance fees	$20,000
TOTAL COSTS	$2,650,000

JOBS: At Application 27 Within 2 years 8 Maintained 0 Construction 0

PUBLIC HEARING:

BOND COUNSEL: Wolff & Samson

DEVELOPMENT OFFICER: R. Fischer

APPROVAL OFFICER: T. Wells

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

APPLICANT: DermaRite Industries LLC and/or Affiliates P36073

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

PROJECT LOCATION: 7777 Westside Avenue North Bergen Township (T/UA) Hudson

GOVERNOR'S INITIATIVES: (X) Urban ( ) Edison ( ) Core ( ) Clean Energy

APPLICANT BACKGROUND:

Established in 1995, DermaRite Industries LLC is a manufacturer of personal care, skin care, and wound care products that are primarily marketed to nursing homes and hospitals.

In 1999, the company expanded its distribution selling nationwide and quickly outgrew its 14K sf facility. In 2000, they expanded by acquiring a larger facility along with additional machinery and equipment. In November 2000, the EDA issued two tax-exempt conduit bonds, one for the 40K sf facility acquisition, and the other for machinery and equipment purchase (the latter with a 50% EDA guarantee for 3 years); P12445 and P12443 respectively. These bonds have been paid-off.

DermaRite has outgrown its current space, and is planning another expansion. This project entails the purchase of a 126K sf manufacturing facility and additional machinery and equipment.

APPROVAL REQUEST:

Authority assistance will enable the acquisition and renovation of a larger manufacturing facility (a building of approximately 126,000 sf on a parcel of 3.93 acres) and furnishing and equipping of the same plus paying the costs of issuance.

FINANCING SUMMARY:

BOND PURCHASER:

AMOUNT OF BOND:

TERMS OF BOND:

ENHANCEMENT: N/A

PROJECT COSTS:

Acquisition of existing building	$7,747,000
Purchase of equipment & machinery	$2,500,000
Renovation of existing building	$500,000
Legal fees	$30,000
Finance fees	$30,000
Accounting fees	$30,000
Other/Contingency	$20,000
TOTAL COSTS	$10,857,000

JOBS: At Application 80 Within 2 years 40 Maintained 0 Construction 4

PUBLIC HEARING:

BOND COUNSEL: Wolff & Samson

DEVELOPMENT OFFICER: D. Johnson

APPROVAL OFFICER: D. Sucsuz

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

APPLICANT: Moorestown Friends School Assoc. P36075

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

PROJECT LOCATION: Various Moorestown Township (N) Burlington

GOVERNOR'S INITIATIVES: ( ) Urban ( ) Edison (X) Core ( ) Clean Energy

APPLICANT BACKGROUND:

Moorestown Friends School Assoc., originally founded in 1785, is a 501(c)(3) not-for-profit located on a 48-acre campus in Moorestown, Burlington County. Contiguous classroom buildings consisting of a lower, middle and upper schools, house approximately 700 students from Pre-kindergarten to Grade 12, with two preschool classrooms right next to the Lower School Building. Athletic facilities include seven all-purpose playing fields, two baseball diamonds, five tennis courts, three gymnasiums and a Field House. The School was founded by the members of the Religious Society of Friends (also known as the Quakers) and will be reviewed by the Attorney General's Office relating to the First Amendment's Establishment Clause. Larry Van Meter is the Head of the School.

Moorestown Friends School expanded their campus by acquiring approx. 7.8 acres of nearby and/or contiguous properties beginning in December 2006 through 2008. In 2006, The School purchased two properties close to campus at 66 E. Main St. and 123 Chester Ave. In 2007, the School added to the campus with the purchase of a residence at 154 East Main Street, to be renovated for a head of school residence in the future. In 2008, the School purchased the former Greenleaf Retirement facility on Main Street contiguous to the current campus which contains 5 buildings. The school wishes to convert some of the building space on this property into classrooms.

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 Internal Revenue Code of 1986, 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 refinance an existing line of credit provided by TD Bank that was used to finance the acquisition of four nearby and/or contiguous properties of approx. 7.8 acres (described above) and related costs for planning, legal, environmental and engineering services to expand its campus.

FINANCING SUMMARY:

BOND PURCHASER:

AMOUNT OF BOND:

TERMS OF BOND:

ENHANCEMENT: N/A

PROJECT COSTS:

Refinancing	$12,000,000
Finance fees	$100,000
Legal fees	$50,000
TOTAL COSTS	$12,150,000

JOBS: At Application 125 Within 2 years 20 Maintained 0 Construction 0

PUBLIC HEARING:

BOND COUNSEL: Wolff & Samson

DEVELOPMENT OFFICER: H. Friedberg

APPROVAL OFFICER: T. Wells

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

APPLICANT: Triangle Manufacturing Co. Inc. P36048

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

PROJECT LOCATION: 25 Park Way Upper Saddle River Borough (N) Bergen

GOVERNOR'S INITIATIVES: ( ) Urban ( ) Edison (X) Core ( ) Clean Energy

APPLICANT BACKGROUND:

Triangle Manufacturing Co., Inc. (Triangle), formed in 1955, is a privately held company, with second and third generation now working for the company. The applicant is a leading provider of surgical implants, medical instruments, specialized powered surgical hand instruments, and complex electro and hydro mechanical assemblies that require tight-tolerance machined parts and assemblies for commercial use. Included among the medical products manufactured by Triangle are hip, knee, shoulder and spine implants, powered instruments for spinal and ENT procedures, bone burring drills and surgical navigation devices.

Triangle is a long term customer of the Authority, with its first bond financing dating back to 1980. The most recent transaction was a $2.2 million, 10 year tax-exempt bond (P20707) that closed in May 2008, with the proceeds used to acquire manufacturing equipment. Aggregate face value of the three tax-exempt bonds issued for Triange is $6.3 million.

APPROVAL REQUEST:

Authority assistance will enable the borrower to acquire new manufacturing equipment to meet customer needs.

FINANCING SUMMARY:

BOND PURCHASER:

AMOUNT OF BOND:

TERMS OF BOND:

ENHANCEMENT: N/A

PROJECT COSTS:

Purchase of equipment & machinery	$2,925,000
Legal fees	$40,000
Finance fees	$29,000
Accounting fees	$6,000
TOTAL COSTS	$3,000,000

JOBS: At Application 135 Within 2 years 7 Maintained 0 Construction 0

PUBLIC HEARING: 04/12/11 (Published 03/29/11) **BOND COUNSEL:** Wolff & Samson

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

CLEAN ENERGY PROGRAMS

NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY
PROJECT SUMMARY - THE CLEAN ENERGY SOLUTIONS ARRA CHP PROGRAM GRANT

APPLICANT: RED-Burlington, LLC P33802

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

PROJECT LOCATION: 1818 River Road Burlington City (T) Burlington

GOVERNOR'S INITIATIVES: ( ) Urban ( ) Edison ( ) Core (X) Clean Energy

APPLICANT BACKGROUND:

RED-Burlington, LLC (REDB) was formed in September of 2010. The project sponsor is Recycled Energy Development (RED), whose mission is to profitably reduce greenhouse-gas emissions. RED's principals have developed, owned, and operated hundreds of combined heat and power and waste-energy-recovery projects and will be intimately involved in designing, constructing, managing, and operating this project. RED has significant experience working with industrial hosts and, therefore, possesses a substantial amount of industrial process knowledge.

The proposed CHP generating facility will serve the Burlington, New Jersey facility for the National Gypsum Company (NGC), and will operate at more than twice the efficiency of the electric grid, thereby reducing the gypsum manufacturer's energy costs and consumption. NGC, as a result, will secure its spot as the area's low-cost supplier of gypsum board, retain and increase employment, as well as significantly cut the company's greenhouse-gas emissions. From New Jersey's perspective, REDB will decrease the state's (and the nation's)reliance on imported energy, cut peak power demands, improve the reliability of the electricity delivery system, and reduce the impact of energy production and use on the state's environment.

APPROVAL REQUEST:

Approval of a $1,365,300 ARRA Combined Heat and Power Grant is requested.

FINANCING SUMMARY:

GRANTOR: NJEDA

AMOUNT OF GRANT $1,365,300

TERMS OF GRANT: Grant, no repayment terms.

PROJECT COSTS:

CHP Equipment	$4,950,856
Equipment install	$1,191,794
Contin/Soft Costs	$890,778
Engineering & architectural fees	$518,000
TOTAL COSTS	$7,551,428

JOBS: At Application 60 Within 2 years 1 Maintained 60 Construction 51

DEVELOPMENT OFFICER: P. Ceppi **APPROVAL OFFICER:** K. Tolly

NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY
SUMMARY OF PROJECT REVIEW

April 12, 2011

RED–Burlington, LLC
640 Quail Ridge Drive
Westmont, IL 60559
P33802

Project Description

The proposed project involves the installation of a CHP system consisting of two 1.6 megawatt gross capacity gas combustion turbines at National Gypsum Company in Burlington, NJ.

- The project is expected to generate 24,703 MWh of electricity and 197,000 MMBtu of thermal energy annually.
- The project will reduce CO_2 emissions by 12,390 metric tons annually.
- It is anticipated that this project will result in the creation of 51 full-time construction jobs.
- One full-time operation job will be created, in addition to the 60 existing jobs maintained.

The project has a total cost of $7,551,428; the applicant has requested a $1,365,300 Clean Energy Solutions ARRA CHP grant. The remaining costs will be self-funded; no commercial debt will be necessary to complete this project.

The project applicant is RED-Burlington, LLC (REDB). The project sponsor is Recycled Energy Development (RED), whose mission is to profitably reduce greenhouse-gas emissions. RED's principals have developed, owned, and operated hundreds of combined heat and power and waste-energy-recovery projects and will be intimately involved in designing, constructing, managing, and operating this project. RED has significant experience working with industrial hosts and, therefore, possesses a substantial amount of industrial process knowledge.

The proposed CHP generating facility will serve the Burlington, New Jersey facility for the National Gypsum Company (NGC), and will operate at more than twice the efficiency of the electric grid, thereby reducing the gypsum manufacturer's energy costs and consumption. NGC, as a result, will secure its spot as the area's low-cost supplier of gypsum board, retain and increase employment, as well as significantly cut the company's greenhouse-gas emissions. From New Jersey's perspective, REDB will decrease the state's (and the nation's) reliance on imported energy, cut peak power demands, improve the reliability of the electricity delivery system, and reduce the impact of energy production and use on the state's environment. Annual cost savings to NGC are anticipated to be $275,000.

RED personnel will be responsible for the development, construction, commissioning and operation of the RED Burlington project. RED brings expertise in the development, construction, and operation of industrial power projects that harness waste energy in order to dramatically

reduce greenhouse-gas emissions and to reduce power costs for host companies. Over the past 30 years, RED's founding members have deployed more than $2 billion of capital on 250 power projects, generating 11,000 megawatts of heat and power.

The project has been reviewed by BPU and was deemed technically eligible. In addition, the Applicant's financial condition has been reviewed and it has been determined that it will have sufficient resources to complete the proposed project.

Source of Funds

Source	**Amount**
ARRA CHP Grant	$1,365,300
Equity Contribution	$6,186,128
Total	$7,551,428

Use of Funds

Description	**Amount**
Turbines and Equipment	$4,950,856
Equipment Installation costs	$1,191,794
Engineering Fees	$518,000
Contingencies & Soft Costs	$890,778
Total Project Costs	$7,551,428

Recommendation

Based on the above, the approval of the BPU Combined Heat and Power grant totaling $1,365,300 is recommended.

Katina Tolly
Underwriter

David A. Lawyer
Director – Credit and Real Estate Underwriting

Susan M. Mania
Managing Director – Underwriting & Closing

NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY

MEMORANDUM

TO: Members of the Board

FROM: Caren S. Franzini
Chief Executive Officer

RE: American Reinvestment Recovery Act Combined Heat and Power Program Appeal Recommendations

DATE: April 12, 2011

I have reviewed that attached Hearing Officer report regarding appeals received in connection with applications for the competitive solicitation for The Clean Energy Solutions ARRA CHP Program. I concur with the recommendations to uphold the denials for four applicants, AHS Hospital; Robert Wood Johnson University Hospital; Rutgers, the State University of New Jersey (Busch Campus and College Avenue Campus); Montclair State University, and to reverse the denial for one applicant, RED-Burlington, LLC.

Background:

The Clean Energy Solutions ARRA CHP Program is an $18 million competitive grant program created to support the development, design and construction of high efficiency commercial, institutional, and industrial entity (including public and non-profit entities) Combined Heat and Power projects in New Jersey in alignment with the goals of the New Jersey Energy Master Plan and the SEP-ARRA program. Funding is provided by the American Recovery and Reinvestment Act ("ARRA") of 2009, Public Law 111-5, via the State Energy Program ("SEP") which is managed by The New Jersey Board of Public Utilities ("BPU"). The New Jersey Economic Development Authority is a sub-recipient of SEP funding, and administers the program in partnership with the BPU.

A total of seventeen applicants responded to the program solicitation issued in September 2010. To date, a total of five projects, representing $12,851,306 in funding commitments, have been approved and are advancing, with three projects already closed and the remaining two closing imminently.

Five applicants that had been disallowed under the program had pursued the opportunity to

challenge the EDA Board decision. The Hearing Officer's report regarding these challenges has been provided as an attachment. This report was reviewed by the EDA Incentives Committee on April 4, 2011 and the members concurred with the recommendations of the Hearing Officer.

The five projects currently advancing under the ARRA CHP program are expected to leverage more than $90.6 million in total public/private investment, lead to the creation of an estimated 165 construction jobs and 18 new full-time jobs, and will generate a combined 23.16 megawatts of CHP energy. If the Members concur with the recommendations upholding the denials of four applicants and reverse the denial and award one entity, Red-Burlington, an additional $1,365,300 in funding commitments will be advanced. This would leave a balance of $3,783,394 in EDA ARRA CHP program funds. Staff has explored the potential for a new solicitation under ARRA CHP to deploy this balance. However, as the members are aware, the federal program dictates aggressive spend down and construction completion requirements. Due to the long lead time needed for permitting and construction of combined heat and power projects, staff has consulted with BPU and now recommends reprogramming this balance for use in other established SEP ARRA programs that are more likely to meet the federal deadlines.

Recommendation:

Staff recommends the Members uphold the denials for four applicants: AHS Hospital, Robert Wood Johnson University Hospital, Rutgers, the State University of New Jersey (Busch Campus and College Avenue Campus), Montclair State University; and reverse the denial for one applicant, RED-Burlington, LLC. Additionally, staff recommends returning remaining program funds to BPU for use in other established SEP ARRA programming.

Caren S. Franzini

Prepared by: Barbara Pierce

NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY

MEMORANDUM

TO: Caren S. Franzini, Chief Executive Officer
Members of the Authority

FROM: Tina Clark-O'Such
Hearing Officer

DATE: April 12, 2011

SUBJECT: American Reinvestment Recovery Act Combined Heat and Power Program
Appeal Recommendation

This memorandum is a recommendation to the Members of the Board of Directors ("Board") of the New Jersey Economic Authority ("Authority") regarding protests received in connection with certain denials of applications for the competitive solicitation for The Clean Energy Solutions ARRA CHP Program ("Program").

Background and Previous Action:

The solicitation for the Program was made available on September 13, 2010 and thereafter modified on September 27, 2010. The deadline for the submission of applications for the Program in accordance with the terms of the solicitation was October 4, 2010 5:00 p.m. EST.

A total of seventeen (17) applicants including one entity that submitted two related applications responded to this Program solicitation. Applications were initially reviewed by both Authority and Board of Public Utilities staff for eligibility and compliance with Program requirements. The successful applications were then referred to a Multiagency Evaluation Committee ("EC") for further consideration and scoring in accordance with the Program criteria. Thereafter, the Authority's credit underwriting team undertook the financial due diligence and analysis of the applications. At any point in this review process it was possible for an applicant to be disqualified and not proceed to the next level of evaluation.

At the December 14, 2010 Board meeting, the Members approved six (6) of the seventeen (17) applicants for participation in the Program. Ten (10) applications were deemed non-responsive for reasons such as failure to fulfill certain requirements of the solicitation including the submittal of the application fee and mandated information by the due date deadline and as such were not evaluated by the EC. Two (2) applications that were evaluated by the EC and were forwarded to the Authority's credit underwriting team were deemed non-conforming for failure to provide the necessary information required to complete the underwriting review process.

On January 3, 2011, the eleven (11) disapproved applicants were sent written notice by the Authority of the Board's action along with the reason(s) for disapproval. This notice also set forth that each declined applicant could challenge the Board decision.

On January 13, 2011, a second letter was sent by the Authority to each declined applicant with an outline of the protest procedure. In order for the protest to be considered complete, each applicant that desired to protest was directed to submit its notice of protest, including any required supporting information and documentation, within ten (10) business days of receipt of the January 13th letter. The Authority received six (6) letters of protest from a total of five (5) denied applicants.

On February 24, 2011 the Authority sent a letter to protesters which identified the name of the hearing officer and a description of the process that would be utilized for the consideration of the Program denial protests. These entities were additionally advised that they would have an opportunity to review the hearing officer's recommendation and submit written comments to the Authority. All written comments would then be given to the Authority's Board prior to a final decision, which decision would constitute a final agency action appealable to the Appellate Division of the Superior Court of New Jersey.

Since that time, each protest has been reviewed in consultation with the Attorney General's Office, and in some instances, additional clarifying information has been requested. Oral presentations were requested by certain of the protesters, but I determined, as the hearing officer, that none were warranted in order to reach an informed recommendation to be submitted to the Board.

Based on the review of the protests and information submitted by the applicants and documentation and information supplied by Authority, as well as additional research, I herewith submit this recommendation to the Authority Board.

REVERSAL OF DENIAL FOR NOT BEING AUTHORIZED TO CONDUCT BUSINESS IN NEW JERSEY

RED-Burlington, LLC ("RED")

Discussion:

The legal & regulatory requirements for the Program are set forth on page 37 of the solicitation and mandate in part that a "Certificate to conduct business in New Jersey" is required.

I have reviewed the protest submitted in this matter and conclude that RED submitted a Certificate of Authority issued by the Department of Treasury dated September 23, 2010 as part of its initial application on a timely basis. This certificate by its terms permitted RED as a foreign limited liability company to conduct business in the State of New Jersey and is the appropriate document to evidence compliance with the Program legal and regulatory requirements as aforesaid. I do not find that any other governmental approval was required pursuant to the solicitation in order for RED to participate in the Program. RED also timely submitted its application of tax clearance and applicable filing fee check pursuant to Section 3.3.2 of the solicitation but directly to Treasury instead of through the Authority. However, I find this direct submission to be an immaterial deviation.

Conclusion:

I am recommending reversal of denial based on the compliance by RED with the legal and regulatory and tax clearance application requirements.

UPHOLD DENIAL FOR INCOMPLETE APPLICATION MISSING FINANCIAL STATEMENTS

AHS Hospital Corporation ("AHS")

Discussion:

The application submitted by AHS did not include the financial statements required by the Program solicitation. As a result, the Authority board determined that the application was incomplete and non-responsive and rejected the application on this basis.

Throughout the solicitation, the Program was described as a competitive grant program and process. As a result, the solicitation clearly set forth the requirement to provide financial statements, the deadline for submission and the consequence of a failure to comply.

More specifically, the application instructions were set forth in Section 4.1 and state in part that "(I)ncomplete applications or applications not received by the due date will result in the application not being reviewed or considered". This section also clearly stated that all applications were due on October 4, 2010 by 5:00 p.m. EDT.

Applicants also were informed in Section 4.2 that the online application, application fee and required supporting documents as described in the Appendix A Due Diligence Checklist were required to be submitted. The Due Diligence Checklist listed financials as a document to be submitted as Exhibit E 2. The introductory sentence to Appendix A states that "(T)he Due Diligence checklist and related attachments must be fully completed and submitted along with the online application".

Finally, Section 4.3 requires that "(A)ll proposals must include information requested in this Solicitation". In this section as well as in Section 1.3 the Authority reserved the right to not make an award should an application be incomplete or the requirements of the solicitation were not fully met.

I have reviewed the January 19, 2011 protest letter submitted by counsel for AHS. A copy of the required financial statements was included with the protest.

AHS stated in its protest that it spent much time and effort in preparing its application and supporting documents. It further stated that the solicitation permits a review of the application on the merits without the initial submission of the financial statements. Notwithstanding the foregoing, AHS also indicated that it had provided substantial information about financials for the project.

The time and effort undertaken by AHS in preparing the application is appreciated. However, I find that the financials asserted to have been initially submitted indeed relate only to the project. The financial statements of AHS itself were not provided. These financial statements were required by the solicitation and detailed in Appendix A and in Appendix B, Section E, Applicant Information.

I further conclude that the requirement of the applicant to submit financial statements for AHS on a timely basis was a mandatory submission as set forth in Sections 4.2 and 4.3 and the Due Diligence Checklist included as Appendix A. The failure to provide this information deprived the Authority of information that it needed to properly evaluate the application. As a result, the submission of financials is a material element of the review and evaluation process. Therefore, the Authority properly exercised its right to not offer an award under this Program to AHS in light of the clear requirements cited above that appeared in the solicitation. I am not persuaded by the contention of AHS that the solicitation permits a review of the application on the merits without the initial submission of the AHS financial statements.

Conclusion:

Based on the foregoing, I am recommending that the protest of AHS be denied.

UPHOLD DENIALS FOR LACK OF ARRA CHP APPLICATION FEE OR LATE SUBMISSION THEREOF

Robert Wood Johnson University Hospital ("RWJ")

Rutgers, the State University of New Jersey
Busch Campus and Rutgers, the State University of New Jersey
College Avenue Campus (collectively "Rutgers")

Discussion:

The applications submitted by RWJ and Rutgers, respectively, did not include the non-refundable application fee of $500 per submittal. As a result, the Authority board determined that the applications were incomplete and non-responsive and rejected their applications on this basis.

Throughout the solicitation, the Program was described as a competitive grant program and process. As a result, the solicitation clearly set forth the requirement to provide the application fee, the deadline for submission and the consequence of a failure to comply.

More specifically, the $500 application fee imposed on the applicants was listed in the Executive Summary on page 4. This was repeated in Section 3.3 which also clearly and concisely added that "(T)he EDA will only review applications in which the non-refundable Application fee has been paid in full".

The application instructions were set forth in Section 4.1 and state in part that "(I)ncomplete applications or applications not received by the due date will result in the application not being reviewed or considered". This section also stated without equivocation that all applications were due on October 4, 2010 by 5:00 p.m. EDT.

Applicants also were informed in Section 4.2 that the online application, application fee and required supporting documents as described in the Appendix A Due Diligence Checklist were required to be submitted.

Section 4.3 requires that "(A)ll proposals must include information requested in this Solicitation". In this section as well as in Section 1.3 the Authority reserved the right to not make an award should an application be incomplete or the requirements of the solicitation were not fully met.

Finally, Section 4 describes the application process and states at the beginning of this section that "(A)pplicants are cautioned to read carefully and conform to the requirements of this specific Solicitation. Failure to comply with the provisions of this Solicitation may serve as grounds for rejection of a proposal". Then the solicitation text next stated in bold that "(E)DA reserves the right to reject any proposal which it deems incomplete, or to reject all awards and terminate the Solicitation".

I have reviewed the January 20, 2011 protest letter submitted by RWJ. In this letter RWJ stated that it wished to remedy the reason for the rejection by enclosing the missing application fee.

I have also reviewed the two protest letters from Rutgers each dated January 14, 2011. It appears that both protest letters are identical other than the identification of the campus in question for which a grant was sought.

Rutgers stated in its protest that the deadline for submission was on October 4, 2010 but incorrectly stated this date was a Friday instead of a Monday. Their application fee checks were stated to have been released on October 4th. The remittance advice for the College Avenue fee was indeed dated October 4th, but the remittance advice for the Busch Campus fee was dated October 5th. Nevertheless, both checks were dated October 6, 2010 and not received by the Authority until Thursday, October 7, 2010.

Rutgers has pointed to a number of sections in the solicitation where it argues that there is either no statement as to an application fee being required or if so mentioned does not set forth its due date. In this regard, Rutgers cites the Program Details set forth on the Authority website, the Application and Award Process within the Executive Summary on page 4, Section 2.1 Applicant Eligibility, Section 3.3 Program Fees, Section 4 Application Process and Section 4.1 Application Instructions. Finally, the Due Diligence Checklist included as Appendix A did not reference this fee.

Notwithstanding its assertion above that Section 4.1 does not address the application fee Rutgers further states later in its protest letters that this section is the only provision that sets forth a due date for payment of the application fee. Rutgers further contends that the language in Section 4.1 does not state that the application "will not" be reviewed or considered, but instead "may not" be reviewed or considered. Therefore, its applications could have been considered without harming the application review process.

I have considered these contentions and I do not find that the Authority was obligated to reiterate the requirement for the payment of the application fee or due date in every section or within the appendix of the solicitation. It can not be disputed that this requirement was clearly set forth in the solicitation. More specifically, the Executive Summary and Section 3.3 listed the $500 application fee. Further, Section 4.1 clearly set forth the October 4, 2010 at 5 p.m. deadline and required that all application fees must be paid prior to that due date. In this regard, it also was stated without equivocation in Section 3.3 as set forth above that "(T)he EDA will only review applications in which the non-refundable Application fee has been paid in full".

There is a long line of decisions that discuss the issue of a material defect in connection with public bidding which is instructive in this matter. The New Jersey Supreme Court in Meadowbrook Carting Co. v. Borough of Island Heights, 138 NJ 307, 315 (1994) reiterated the two-prong test of materiality as follows:

"first, whether the effect of a waiver would be to deprive the municipality of its assurance that the contract will be entered into, performed and guaranteed according to its specified requirements, and second, whether it is of such a nature that its waiver would adversely affect competitive bidding by placing a bidder in a position of advantage over other bidders or by otherwise undermining the necessary common standard of competition".

I find that RWJ and Rutgers failed the second prong of this test. Many years ago our Supreme Court reiterated its long standing concern about a competitive advantage being created as follows:

"The conditions and specifications must apply equally to all prospective bidders. Otherwise, there is no common standard of competition. Every element which enters into the competitive scheme should be required equally for all and should not be left to the volition of the individual aspirant to follow or to disregard and thus to estimate his bid on a basis different from that afforded the other contenders". The Township of Hillside v. Sternin, 25 NJ 317, 322 (1957).

As a result, the submission of the application fee is a material element of the solicitation which can not be waived or cured by a late submittal whether delivered several days late by Rutgers or after approximately three months by RWJ together with its protest letter. Therefore, the Authority properly exercised its right to not offer an award under this Program to RWJ and Rutgers in light of the clear solicitation requirements cited above.

I also find that a review of the solicitation in its entirety supports the conclusion that the submission of the application fee on the due date was a mandatory requirement before an application could be reviewed. It is so stated clearly and in plain language in Section 3.3 referenced above. The Section 4.1 language cited by Rutgers must be read in its entirety and also in the context of the Section 3.3 mandate. In this regard, the first paragraph of Section 4.1 states:

"All applications must be complete and will be screened by the EDA for meeting eligibility requirements. Incomplete applications or applications not received by the due date will result in the application not being reviewed or considered. All application fees must be paid prior to the due date, or the application may not be reviewed or considered".

The RWJ and the Rutgers applications were determined by the Authority to be incomplete because the application fees were not included at the time of submittal. The second sentence of Section 4.1 leaves no doubt that this failure would result in these applications not being reviewed which is consistent with the Section 3.3 requirement. In this light, I conclude that the third sentence referencing the "may not" language is only intended to reiterate that the application would not be processed and did not and could not establish a new discretionary standard exercisable by the Authority.

Conclusion:

Based on the foregoing, I am recommending that the protests of RWJ and Rutgers for both campus locations be denied.

UPHOLD DENIAL FOR FAILURE TO PROVIDE INFORMATION NEEDED TO COMPLETE THE UNDERWRITING REVIEW AND TO DETERMINE THE FINANCIAL VIABILITY OF THE PROJECT OR THE PROJECT OWNER.

Montclair State University ("Montclair")

Discussion:

The application submitted by Montclair did not include the information needed to complete the review by the Authority credit underwriting team and to determine if the project or the project owner were financially viable all as required by the terms of the Program solicitation. As a result, the Authority board determined that the application was non-responsive and rejected the application on this basis.

Throughout the solicitation, the Program was described as a competitive grant program and process. As a result, the solicitation clearly set forth the requirement to identify and discuss any proposed team and partner in detail.

The Program objective as set forth in Section 1.2 of the solicitation included the requirement in paragraph four that "(I)n order to qualify to receive a Grant under the CHP Program, the Applicant must, among other things, demonstrate the ability of the proposed team to construct or develop a CHP Project which will operate over a long period of time and facilitate private investment in high efficiency distributed electric generation projects". Paragraph 7 of this section further stated that "(T)he EDA encourages entities to team when necessary or desirable to submit an application. Teams may consist of commercial firms, government organizations, universities, or other organizations". This was repeated in Section 2.1 describing Applicant Eligibility.

Section 2.1 further stated that "(I)f it is likely that the partnering entities will seek to apply as co-Applicants, a Memo of Understanding or joint venture agreement that details the roles and responsibilities of each entity, as well as the post-award reporting responsibilities, must be executed and submitted with the application".

The specific application instructions were set forth in Section 4.1 and state in part that "(I)ncomplete applications or applications not received by the due date will result in the application not being reviewed or considered". This section also clearly stated that all applications were due on October 4, 2010 by 5:00 p.m. EDT.

Applicants also were informed in Section 4.2 that the online application, application fee and required supporting documents as described in the Appendix A Due Diligence Checklist were required to be submitted. The Due Diligence Checklist listed "Project Team" as a document to be submitted as Exhibit F 5. and financials relating thereto were required per Exhibit E 2. The introductory sentence to Appendix A states that "(T)he Due Diligence checklist and related attachments must be fully completed and submitted along with the online application".

This section also sets forth that the projects must also have financial and business due diligence performed before they are forwarded to the Authority Board for review. This underwriting was undertaken by the Authority as set forth above per Section 5 of the solicitation.

Section 4.4 requires that "where there is partnering, financial data will be required for both companies".

Section 4.3 requires that "(A)ll proposals must include information requested in this Solicitation". In this section as well as in Section 1.3 the Authority reserved the right to not make an award should an application be incomplete or the requirements of the solicitation were not fully met.

Appendix B, Section E, Application Information requires a submission of the business description, financials, legal & regulatory, contracts & agreements, human resources and other contacts.

Appendix B, Section F, Contract Information, Statement of Work requires in part a description of the project management including but not limited to a coordination of activities between the applicant and partners.

Appendix B, Section F, Project Team requires the submission of specific information regarding the organizational chart, qualifications and previous CHP development experience.

Appendix D, Scoring Criteria states that the Evaluation Committee "will review and recommend projects to be funded based upon the Applicant's ability to meet the evaluation criteria set forth within the Solicitation" as described in Section 4.3.

I have reviewed the January 21, 2011 protest letter submitted by Gregory W. Bressler, Vice President, University Facilities and the letter dated January 24, 2011 from Susan A. Cole, President.

Montclair stated in its protest that it had provided the information required by the solicitation and complied fully with the program eligibility requirements set forth in Section 2 of the solicitation. As the current owner of the project Montclair had submitted its financial records for three years that could be reasonably relied upon by the Authority in its review of its proposal. Therefore, the identity of the selected team developer was irrelevant to the Authority evaluation of its application. In its capacity as an owner Montclair was eligible for a grant award as a primary component of its application was the direct purchase by Montclair with the grant proceeds of power island equipment.

Montclair stated that it was also required under the New Jersey Economic Stimulus Act to conduct a competitive request for proposal or request for participation for the selection of a private team developer. Montclair indicated that it received five (5) such team proposals on January 20, 2011 and was in the process of evaluating these submissions. Montclair further stated that the Authority would be notified of the team developer selected but in the interim could provide a "representative example" of one the proposals received. All of the received proposals confirmed that the Montclair team project was financially viable.

Finally, Montclair stated that it had complied with the scoring criteria set forth in Appendix D of the solicitation. The Authority was in error by introducing new criteria to the process which resulted in the determination of non-compliance.

Montclair has advanced many arguments in support of its protest. Notwithstanding the foregoing, I find that the requirement of the applicant to disclose, identify and provide organizational, financial and coordination of activity plans among other information regarding the qualifications and background of its proposed team on a timely basis was a mandatory submission. These requirements were contained in many of the provisions stated above including but not limited to Sections 1.2, 4.1, 4.4, the Due Diligence checklist included as Appendix A and the information required in several sections of Appendix B.

I also find that regardless of the sufficiency of the submittal as it may have related to Montclair itself as the current owner of the project and proposed purchaser of power island equipment, the Authority, nevertheless, received an incomplete application because the proposed partner was an essential component of the application. Sections 4.1 and 4.3 clearly stated the deadline for compliance and advised that all applications must contain all of the requested information.

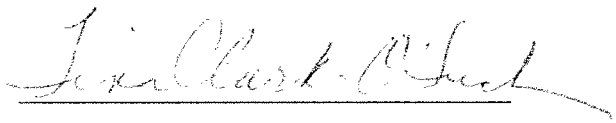
I am mindful of Montclair's assertion that it had to comply with the requirements of the New Jersey Stimulus Act in the selection of the proposed team. Nevertheless, the Authority underwriting correctly concluded that the failure to provide the team information by the application due date deadline deprived the Authority of the information it needed to properly evaluate the solicitation. I also find that it is the role of Authority to determine the team project was viable rather than accept the conclusion of any or all of the proposed team members.

The argument presented by Montclair that the Authority added new requirements to the Appendix D scoring criteria is without merit. All of the applicants including Montclair were obligated to demonstrate proof of financial viability of its proposal as required by the terms of the solicitation. The required information and documentation about its project team were integral to the review of the proposal and the failure by Montclair to so provide was properly considered by the Authority.

Therefore, the Authority properly exercised its right not to offer an award under this Program to Montclair in light of the clear requirements cited above that appeared in the solicitation.

Conclusion:

Based on the foregoing, I am recommending that the protest of Montclair be denied.



Prepared by: Tina Clark-O'Such, Hearing Officer

NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY

April 4, 2011

mmullarkey@recycled-energy.com

Ms. Melissa Mullarkey, Policy Associate
Recycled Energy Development, LLC
640 Quail Ridge Drive
Westmont, IL 60559

Dear Ms. Mullarkey:

I am in receipt of your protest of the denial of your application for grant award under the Clean Energy Solutions ARRA CHP Program Solicitation (the "Program").

By way of background, the Board of Directors of the New Jersey Economic Development Authority (the "Authority") disapproved the application of RED Burlington, LLC ("RED") for a grant award under the Program on December 14, 2010.

The legal & regulatory requirements for the Program are set forth on page 37 of the solicitation and mandate in part that a "Certificate to conduct business in New Jersey" is required.

As hearing officer designated to review the protests, I have reviewed the protest submitted in this matter and conclude that RED submitted a Certificate of Authority issued by the Department of Treasury dated September 23, 2010 as part of its initial application on a timely basis. This certificate by its terms permitted RED as a foreign limited liability company to conduct business in the State of New Jersey and is the appropriate document to evidence compliance with the Program legal and regulatory requirements as aforesaid. I do not find that any other governmental approval was required pursuant to the solicitation in order for RED to participate in the Program. RED also timely submitted its application of tax clearance and applicable filing fee check pursuant to Section 3.3.2 of the solicitation but directly to Treasury instead of through the Authority. However, I find this direct submission to be an immaterial deviation.

Based on the foregoing, I am recommending to the Authority board at its meeting on April 12, 2011 at 10:00 a.m. that the protest of RED be accepted and the denial reversed.

Please be advised that you may provide written comments in response to this recommendation. **All written comments must be transmitted via email to tclark-osuch@njeda.com no later than April 11, 2011 10:00 a.m. EST ("Comment Deadline").**

Only written comments received by the Comment Deadline will be given to the Authority board for review and consideration. After the Authority board concludes its review and renders its decision, which is subject to a ten (10) day veto period by the Governor, we will notice you of that final action.

Information regarding updates on new and current programs can be found on the Authority website at www.njeda.com.

Very truly yours,

Tina Clark-O'Such
Hearing Officer

c: Caren S. Franzini, Chief Executive Officer
Susan Mania, Managing Director-Credit Underwriting and Closing

NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY

April 4, 2011

kelly.colucci@atlantichealth.org
janet.russell@atlantichealth.org

Ms. Kelly Colucci
Ms. Janet Russell
Grants and Contracts
AHS Hospital Corporation
100 Madison Avenue
Morristown, New Jersey 07960

Dear Ms. Colucci and Ms. Russell:

I am in receipt of the January 19, 2011 protest of the denial of your application for grant award under the Clean Energy Solutions ARRA CHP Program Solicitation (the "Program").

By way of background, the Board of Directors of the New Jersey Economic Development Authority (the "Authority") disapproved the application of AHS Hospital Corporation ("AHS") for a grant award under the Program on December 14, 2010. The application submitted by AHS did not include the financial statements required by the Program solicitation. As a result, the Authority board determined that the application was incomplete and non-responsive and rejected the application on this basis.

Throughout the solicitation, the Program was described as a competitive grant program and process. As a result, the solicitation clearly set forth the requirement to provide financial statements, the deadline for submission and the consequence of a failure to comply.

More specifically, the application instructions were set forth in Section 4.1 and state in part that "(I)ncomplete applications or applications not received by the due date will result in the application not being reviewed or considered". This section also clearly stated that all applications were due on October 4, 2010 by 5:00 p.m. EDT.

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Applicants also were informed in Section 4.2 that the online application, application fee and required supporting documents as described in the Appendix A Due Diligence Checklist were required to be submitted. The Due Diligence Checklist listed financials as a document to be submitted as Exhibit E 2. The introductory sentence to Appendix A states that "(T)he Due Diligence checklist and related attachments must be fully completed and submitted along with the online application".

Finally, Section 4.3 requires that "(A)ll proposals must include information requested in this Solicitation". In this section as well as in Section 1.3 the Authority reserved the right to not make an award should an application be incomplete or the requirements of the solicitation were not fully met.

As hearing officer designated to review the protests, I have reviewed the January 19, 2011 protest letter submitted by counsel for AHS. A copy of the required financial statements was included with the protest.

AHS stated in its protest that it spent much time and effort in preparing its application and supporting documents. It further stated that the solicitation permits a review of the application on the merits without the initial submission of the financial statements. Notwithstanding the foregoing, AHS also indicated that it had provided substantial information about financials for the project.

The time and effort undertaken by AHS in preparing the application is appreciated. However, I find that the financials asserted to have been initially submitted indeed relate only to the project. The financial statements of AHS itself were not provided. These financial statements were required by the solicitation and detailed in Appendix A and in Appendix B, Section E, Applicant Information.

I further conclude that the requirement of the applicant to submit financial statements for AHS on a timely basis was a mandatory submission as set forth in Sections 4.2 and 4.3 and the Due Diligence Checklist included as Appendix A. The failure to provide this information deprived the Authority of information that it needed to properly evaluate the application. As a result, the submission of financials is a material element of the review and evaluation process. Therefore, the Authority properly exercised its right to not offer an award under this Program to AHS in light of the clear requirements cited above that appeared in the solicitation. I am not persuaded by the contention of AHS that the solicitation permits a review of the application on the merits without the initial submission of the AHS financial statements.

Based on the foregoing, I am recommending to the Authority board at its meeting on April 12, 2011 at 10:00 a.m. that the protest of AHS be denied.

Please be advised that you may provide written comments in response to this recommendation. **All written comments must be transmitted via email to tclark-osuch@njeda.com no later than April 11, 2011 10:00 a.m. EST ("Comment Deadline").**

Only written comments received by the Comment Deadline will be given to the Authority board for review and consideration. After the Authority board concludes its review and renders its decision, which is subject to a ten (10) day veto period by the Governor, we will notice you of that final action.

Information regarding updates on new and current programs can be found on the Authority website located at www.njeda.com.

Very truly yours,

Tina Clark-O'Such
Hearing Officer

c: Caren S. Franzini, Chief Executive Officer
Susan Mania, Managing Director-Credit Underwriting and Closing
Peter A. Marra, Esq.

NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY

April 4, 2011

laurie.bell@rwjuh.edu
ed.fay@rwjuh.edu

Ms. Laurie Bell, Sr. Program Development Officer
Mr. Ed Fay, Director of Facility Operations
Robert Wood Johnson University Hospital
10 Plum Street, Suite 910
New Brunswick, New Jersey 08901

Dear Ms. Bell and Mr. Fay:

I am in receipt of your protest of the denial of your application for grant award under the Clean Energy Solutions ARRA CHP Program Solicitation (the "Program").

By way of background, the Board of Directors of the New Jersey Economic Development Authority (the "Authority") disapproved the application of Robert Wood Johnson University Hospital ("RWJ") for a grant award under the Program on December 14, 2010.

I have reviewed the January 20, 2011 protest letter submitted by RWJ with respect to the Program. In this letter RWJ stated that it wished to remedy the reason for the rejection by enclosing the missing application fee.

The application submitted by RWJ for the Program did not include the non-refundable application fee of $500. As a result, Authority board determined that the application was incomplete and non-responsive and rejected the RWJ application on this basis.

Throughout the solicitation, the Program was described as a competitive grant program and process. As a result, the solicitation clearly set forth the requirement to provide the application fee, the deadline for submission and the consequence of a failure to comply.

More specifically, the $500 application fee imposed on the applicants was listed in the Executive Summary on page 4. This was repeated in Section 3.3 which also clearly and concisely added that "(T)he EDA will only review applications in which the non-refundable Application fee has been paid in full".

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The application instructions were set forth in Section 4.1 and state in part that "(I)ncomplete applications or applications not received by the due date will result in the application not being reviewed or considered". This section also stated without equivocation that all applications were due on October 4, 2010 by 5:00 p.m. EDT.

Applicants also were informed in Section 4.2 that the online application, application fee and required supporting documents as described in the Appendix A Due Diligence Checklist were required to be submitted.

Section 4.3 requires that "(A)ll proposals must include information requested in this Solicitation". In this section as well as in Section 1.3 the Authority reserved the right to not make an award should an application be incomplete or the requirements of the solicitation were not fully met.

Finally, Section 4 describes the application process and states at the beginning of this section that "(A)pplicants are cautioned to read carefully and conform to the requirements of this specific Solicitation. Failure to comply with the provisions of this Solicitation may serve as grounds for rejection of a proposal". Then the solicitation text next stated in bold that "(E)DA reserves the right to reject any proposal which it deems incomplete, or to reject all awards and terminate the Solicitation".

As hearing officer designated to review the protests, I have considered the RWJ protest. It can not be disputed that the requirement to submit the application fee by the deadline due date was clearly set forth in the solicitation. More specifically, the Executive Summary and Section 3.3 listed the $500 application fee. Further, Section 4.1 clearly set forth the October 4, 2010 at 5 p.m. deadline and required that all application fees must be paid prior to that due date. In this regard, it also was stated without equivocation in Section 3.3 as set forth above that "(T)he EDA will only review applications in which the non-refundable Application fee has been paid in full".

There is a long line of decisions that discuss the issue of a material defect in connection with public bidding which is instructive in this matter. The New Jersey Supreme Court in Meadowbrook Carting Co. v. Borough of Island Heights, 138 NJ 307, 315 (1994) reiterated the two-prong test of materiality as follows:

"first, whether the effect of a waiver would be to deprive the municipality of its assurance that the contract will be entered into, performed and guaranteed according to its specified requirements, and second, whether it is of such a nature that its waiver would adversely affect competitive bidding by placing a bidder in a position of advantage over other bidders or by otherwise undermining the necessary common standard of competition".

I find that RWJ failed the second prong of this test. Many years ago our Supreme Court reiterated its long standing concern about a competitive advantage being created as follows:

"The conditions and specifications must apply equally to all prospective bidders. Otherwise, there is no common standard of competition. Every element which enters into the competitive scheme should be required equally for all and should not be left to the volition of the individual aspirant to follow or to disregard and thus to estimate his bid on a basis different from that afforded the other contenders". The Township of Hillside v. Sternin, 25 NJ 317, 322 (1957).

As a result, the submission of the application fee is a material element of the solicitation which can not be waived or cured by the late submittal by RWJ together with its protest letter approximately three months after the deadline due date. Therefore, the Authority properly exercised its right to not offer an award under this Program to RWJ in light of the clear solicitation requirements cited above.

I also find that a review of the solicitation in its entirety supports the conclusion that the submission of the application fee on the due date was a mandatory requirement before an application could be reviewed. It is so stated clearly and in plain language in Section 3.3 referenced above. Section 4.1 also states in relevant part:

"All applications must be complete and will be screened by the EDA for meeting eligibility requirements. Incomplete applications or applications not received by the due date will result in the application not being reviewed or considered."

The RWJ application was determined by the Authority to be incomplete because the application fees were not included at the time of submittal. The second sentence of Section 4.1 leaves no doubt that this failure would result in the application not being reviewed which is consistent with the Section 3.3 requirement.

Based on the foregoing, I am recommending to the Authority board at its meeting on April 12, 2011 at 10:00 a.m. that the protest of RWJ be denied.

Please be advised that you may provide written comments in response to this recommendation. **All written comments must be transmitted via email to tclark-osuch@njeda.com no later than April 11, 2011 10:00 a.m. EST ("Comment Deadline").**

Only written comments received by the Comment Deadline will be given to the Authority board for review and consideration. After the Authority board concludes its review and renders its decision, which is subject to a ten (10) day veto period by the Governor, we will notice you of that final action.

Information regarding updates on new and current programs can be found on the Authority website located at www.njeda.com.

Very truly yours,

Tina Clark-O'Such
Hearing Officer

c: Caren S. Franzini, Chief Executive Officer
Susan Mania, Managing Director-Credit Underwriting and Closing

NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY

April 4, 2011

mkornitas@facilities.rutgers.edu

Mr. Michael Kornitas, Energy Conservation Manager
Facilities Complex
Rutgers, The State University of New Jersey
6 Berrue Circle
Piscataway, New Jersey 08854

Dear Mr. Kornitas:

I am in receipt of your protests of the denials of your applications for grant award under the Clean Energy Solutions ARRA CHP Program Solicitation (the "Program").

By way of background, the Board of Directors of the New Jersey Economic Development Authority (the "Authority") disapproved the applications of Rutgers-The State University-Busch and College Avenue Campuses (collectively "Rutgers") for grant awards under the Program on December 14, 2010.

I have reviewed the two protest letters from Rutgers each dated January 14, 2011 with respect to the Program. It appears that both protest letters are identical other than the identification of the campus in question for which a grant was sought.

The applications submitted by Rutgers for the Program, did not include the non-refundable application fee of $500 per submittal. As a result, the Authority board determined that the applications were incomplete and non-responsive and rejected the Rutgers applications on this basis.

Throughout the solicitation, the Program was described as a competitive grant program and process. As a result, the solicitation clearly set forth the requirement to provide the application fee, the deadline for submission and the consequence of a failure to comply.

More specifically, the $500 application fee imposed on the applicants was listed in the Executive Summary on page 4. This was repeated in Section 3.3 which also clearly and concisely added that "(T)he EDA will only review applications in which the non-refundable Application fee has been paid in full".

The application instructions were set forth in Section 4.1 and state in part that "(I)ncomplete applications or applications not received by the due date will result in the application not being reviewed or considered". This section also stated without equivocation that all applications were due on October 4, 2010 by 5:00 p.m. EDT.

Applicants also were informed in Section 4.2 that the online application, application fee and required supporting documents as described in the Appendix A Due Diligence Checklist were required to be submitted.

Section 4.3 requires that "(A)ll proposals must include information requested in this Solicitation". In this section as well as in Section 1.3 the Authority reserved the right to not make an award should an application be incomplete or the requirements of the solicitation were not fully met.

Finally, Section 4 describes the application process and states at the beginning of this section that "(A)pplicants are cautioned to read carefully and conform to the requirements of this specific Solicitation. Failure to comply with the provisions of this Solicitation may serve as grounds for rejection of a proposal". Then the solicitation text next stated in bold that "(E)DA reserves the right to reject any proposal which it deems incomplete, or to reject all awards and terminate the Solicitation".

Rutgers stated in its protest that the deadline for submission was on October 4, 2010 but incorrectly stated this date was a Friday instead of a Monday. Their application fee checks were stated to have been released on October 4th. The remittance advice for the College Avenue fee was indeed dated October 4th, but the remittance advice for the Busch Campus fee was dated October 5th. Nevertheless, both checks were dated October 6, 2010 and not received by the Authority until Thursday, October 7, 2010.

Rutgers has pointed to a number of sections in the solicitation where it argues that there is either no statement as to an application fee being required or if so mentioned does not set forth its due date. In this regard, Rutgers cites the Program Details set forth on the Authority website, the Application and Award Process within the Executive Summary on page 4, Section 2.1 Applicant Eligibility, Section 3.3 Program Fees, Section 4 Application Process and Section 4.1 Application Instructions. Finally, the Due Diligence Checklist included as Appendix A did not reference this fee.

Notwithstanding its assertion above that Section 4.1 does not address the application fee Rutgers further states later in its protest letters that this section is the only provision that sets forth a due date for payment of the application fee. Rutgers further contends that the language in Section 4.1 does not state that the application "will not" be reviewed or considered, but instead "may not" be reviewed or considered. Therefore, its applications could have been considered without harming the application review process.

As hearing officer designated to review the protests, I have considered these contentions and do not find that the Authority was obligated to reiterate the requirement for the payment of the application fee or due date in every section or within the appendix of the solicitation. It can not be disputed that this requirement was clearly set forth in the solicitation. More specifically, the Executive Summary and Section 3.3 listed the $500 application fee. Further, Section 4.1 clearly set forth the October 4, 2010 at 5 p.m. deadline and required that all application fees must be paid prior to that due date. In this regard, it also was stated without equivocation in Section 3.3 as set forth above that "(T)he EDA will only review applications in which the non-refundable Application fee has been paid in full".

There is a long line of decisions that discuss the issue of a material defect in connection with public bidding which is instructive in this matter. The New Jersey Supreme Court in Meadowbrook Carting Co. v. Borough of Island Heights, 138 NJ 307, 315 (1994) reiterated the two-prong test of materiality as follows:

"first, whether the effect of a waiver would be to deprive the municipality of its assurance that the contract will be entered into, performed and guaranteed according to its specified requirements, and second, whether it is of such a nature that its waiver would adversely affect competitive bidding by placing a bidder in a position of advantage over other bidders or by otherwise undermining the necessary common standard of competition".

I find that Rutgers failed the second prong of this test. Many years ago our Supreme Court reiterated its long standing concern about a competitive advantage being created as follows:

"The conditions and specifications must apply equally to all prospective bidders. Otherwise, there is no common standard of competition. Every element which enters into the competitive scheme should be required equally for all and should not be left to the volition of the individual aspirant to follow or to disregard and thus to estimate his bid on a basis different from that afforded the other contenders". The Township of Hillside v. Sternin, 25 NJ 317, 322 (1957).

As a result, the submission of the application fee is a material element of the solicitation which can not be waived or cured by a late submittal delivered several days after the deadline due date by Rutgers. Therefore, the Authority properly exercised its right to not offer an award under this Program to Rutgers in light of the clear solicitation requirements cited above.

I also find that a review of the solicitation in its entirety supports the conclusion that the submission of the application fee on the due date was a mandatory requirement before an application could be reviewed. It is so stated clearly and in plain language in Section 3.3 referenced above. The Section 4.1 language cited by Rutgers must be read in its entirety and also in the context of the Section 3.3 mandate. In this regard, the first paragraph of Section 4.1 states:

"All applications must be complete and will be screened by the EDA for meeting eligibility requirements. Incomplete applications or applications not received by the due date will result in the application not being reviewed or considered. All application fees must be paid prior to the due date, or the application may not be reviewed or considered".

The Rutgers applications were determined by the Authority to be incomplete because the application fees were not included at the time of submittal. The second sentence of Section 4.1 leaves no doubt that this failure would result in these applications not being reviewed which is consistent with the Section 3.3 requirement. In this light, I conclude that the third sentence referencing the "may not" language is only intended to reiterate that the application would not be processed and did not and could not establish a new discretionary standard exercisable by the Authority.

Based on the foregoing, I am recommending to the Authority board at its meeting on April 12, 2011 at 10:00 a.m. that the protests of Rutgers for both campus locations be denied.

Please be advised that you may provide written comments in response to this recommendation. **All written comments must be transmitted via email to tclark-osuch@njeda.com no later than April 11, 2011 10:00 a.m. EST ("Comment Deadline").**

Only written comments received by the Comment Deadline will be given to the Authority Board for review and consideration. Once the Authority Board concludes its review and renders its decision, which is subject to a ten (10) day veto period by the Governor, we will notice you of that final action.

Information regarding updates on new and current programs can be found on the Authority website located at www.njeda.com.

Very truly yours,

Tina Clark-O'Such
Hearing Officer

c: Caren S. Franzini, Chief Executive Officer
Susan Mania, Managing Director-Credit Underwriting and Closing

NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY

April 4, 2011

bresslerg@mail.montclair.edu

Mr. Gregory W. Bressler, Vice President University Facilities
Montclair State University
1 Normal Avenue
Montclair, New Jersey 07043

Dear Mr. Bressler:

I am in receipt of your protest of the denial of your application for grant award under the Clean Energy Solutions ARRA CHP Program Solicitation (the "Program").

By way of background, the Board of Directors of the New Jersey Economic Development Authority (the "Authority") disapproved the application of Montclair State University ("Montclair") for a grant award under the Program on December 14, 2010.

The application submitted by Montclair did not include the information needed to complete the review by the Authority credit underwriting team and to determine if the project or the project owner were financially viable all as required by the terms of the Program solicitation. As a result, the Authority board determined that the application was non-responsive and rejected the application on this basis.

Throughout the solicitation, the Program was described as a competitive grant program and process. As a result, the solicitation clearly set forth the requirement to identify and discuss any proposed team and partner in detail.

The Program objective as set forth in Section 1.2 of the solicitation included the requirement in paragraph four that "(I)n order to qualify to receive a Grant under the CHP Program, the Applicant must, among other things, demonstrate the ability of the proposed team to construct or develop a CHP Project which will operate over a long period of time and facilitate private investment in high efficiency distributed electric generation projects". Paragraph 7 of this section further stated that "(T)he EDA encourages entities to team when necessary or desirable to submit an application. Teams may consist of commercial firms, government organizations, universities, or other organizations". This was repeated in Section 2.1 describing Applicant Eligibility.

Section 2.1 further stated that "(I)f it is likely that the partnering entities will seek to apply as co-Applicants, a Memo of Understanding or joint venture agreement that details the roles and responsibilities of each entity, as well as the post-award reporting responsibilities, must be executed and submitted with the application".

The specific application instructions were set forth in Section 4.1 and state in part that "(I)ncomplete applications or applications not received by the due date will result in the application not being reviewed or considered". This section also clearly stated that all applications were due on October 4, 2010 by 5:00 p.m. EDT.

Applicants also were informed in Section 4.2 that the online application, application fee and required supporting documents as described in the Appendix A Due Diligence Checklist were required to be submitted. The Due Diligence Checklist listed "Project Team" as a document to be submitted as Exhibit F 5. and financials relating thereto were required per Exhibit E 2. The introductory sentence to Appendix A states that "(T)he Due Diligence checklist and related attachments must be fully completed and submitted along with the online application".

This section also sets forth that the projects must also have financial and business due diligence performed before they are forwarded to the Authority Board for review. This underwriting was undertaken by the Authority as set forth above per Section 5 of the solicitation.

Section 4.4 requires that "where there is partnering, financial data will be required for both companies".

Section 4.3 requires that "(A)ll proposals must include information requested in this Solicitation". In this section as well as in Section 1.3 the Authority reserved the right to not make an award should an application be incomplete or the requirements of the solicitation were not fully met.

Appendix B, Section E, Application Information requires a submission of the business description, financials, legal & regulatory, contracts & agreements, human resources and other contacts.

Appendix B, Section F, Contract Information, Statement of Work requires in part a description of the project management including but not limited to a coordination of activities between the applicant and partners.

Appendix B, Section F, Project Team requires the submission of specific information regarding the organizational chart, qualifications and previous CHP development experience.

Appendix D, Scoring Criteria states that the Evaluation Committee "will review and recommend projects to be funded based upon the Applicant's ability to meet the evaluation criteria set forth within the Solicitation" as described in Section 4.3.

As hearing officer designated to review the protests, I have reviewed the January 21, 2011 protest letter submitted by Gregory W. Bressler, Vice President, University Facilities and the letter dated January 24, 2011 from Susan A. Cole, President.

Montclair stated in its protest that it had provided the information required by the solicitation and complied fully with the program eligibility requirements set forth in Section 2 of the solicitation. As the current owner of the project Montclair had submitted its financial records for three years that could be reasonably relied upon by the Authority in its review of its proposal. Therefore, the identity of the selected team developer was irrelevant to the Authority evaluation of its application. In its capacity as an owner Montclair was eligible for a grant award as a primary component of its application was the direct purchase by Montclair with the grant proceeds of power island equipment.

Montclair stated that it was also required under the New Jersey Economic Stimulus Act to conduct a competitive request for proposal or request for participation for the selection of a private team developer. Montclair indicated that it received five (5) such team proposals on January 20, 2011 and was in the process of evaluating these submissions. Montclair further stated that the Authority would be notified of the team developer selected but in the interim could provide a "representative example" of one the proposals received. All of the received proposals confirmed that the Montclair team project was financially viable.

Finally, Montclair stated that it had complied with the scoring criteria set forth in Appendix D of the solicitation. The Authority was in error by introducing new criteria to the process which resulted in the determination of non-compliance.

Montclair has advanced many arguments in support of its protest. Notwithstanding the foregoing, I find that the requirement of the applicant to disclose, identify and provide organizational, financial and coordination of activity plans among other information regarding the qualifications and background of its proposed team on a timely basis was a mandatory submission. These requirements were contained in many of the provisions stated above including but not limited to Sections 1.2, 4.1, 4.4, the Due Diligence checklist included as Appendix A and the information required in several sections of Appendix B.

I also find that regardless of the sufficiency of the submittal as it may have related to Montclair itself as the current owner of the project and proposed purchaser of power island equipment, the Authority, nevertheless, received an incomplete application because the proposed partner was an essential component of the application. Sections 4.1 and 4.3 clearly stated the deadline for compliance and advised that all applications must contain all of the requested information.

I am mindful of Montclair's assertion that it had to comply with the requirements of the New Jersey Stimulus Act in the selection of the proposed team. Nevertheless, the Authority underwriting correctly concluded that the failure to provide the team information by the application due date deadline deprived the Authority of the information it needed to properly evaluate the solicitation. I also find that it is the role of Authority to determine the team project was viable rather than accept the conclusion of any or all of the proposed team members.

The argument presented by Montclair that the Authority added new requirements to the Appendix D scoring criteria is without merit. All of the applicants including Montclair were obligated to demonstrate proof of financial viability of its proposal as required by the terms of the solicitation. The required information and documentation about its project team were integral to the review of the proposal and the failure by Montclair to so provide was properly considered by the Authority.

Therefore, the Authority properly exercised its right not to offer an award under this Program to Montclair in light of the clear requirements cited above that appeared in the solicitation.

Based on the foregoing, I am recommending to the Authority board at its meeting on April 12, 2011 at 10:00 a.m. that the protest of Montclair be denied.

Please be advised that you may provide written comments in response to this recommendation. **All written comments must be transmitted via email to tclark-osuch@njeda.com no later than April 11, 2011 10:00 a.m. EST ("Comment Deadline").**

Only written comments received by the Comment Deadline will be given to the Authority board for review and consideration. After the Authority board concludes its review and renders its decision, which is subject to a ten (10) day veto period by the Governor, we will notice you of that final action.

Information regarding updates on new and current programs can be found on the Authority website located at www.njeda.com.

Very truly yours,

Tina Clark-O'Such
Hearing Officer

c: Caren S. Franzini, Chief Executive Officer
Susan Mania, Managing Director-Credit Underwriting and Closing

DIRECT LOANS

NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY
PROJECT SUMMARY - DIRECT LOAN PROGRAM

APPLICANT: Kontos Foods, Inc. and related entities P35660

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

PROJECT LOCATION: 19 E. 5TH ST. Paterson City (T/UA) Passaic

GOVERNOR'S INITIATIVES: (X) Urban ( ) Edison ( ) Core ( ) Clean Energy

APPLICANT BACKGROUND:

Kontos Foods, Inc. was founded in 1987 by Evris Kontos and manufacturers hand stretched flatbreads and distributor of various Mediterranean food products sold to supermarkets, ethnic grocers, specialty food store, warehouse/club stores and food service companies.

Kontos leases a 60,000 square feet and will be purchasing this facility and an adjacent facility along with new equipment at 19 East Fifth Street with EDA issued t/e bonds (P # 034499 approved NJEDA board 3/8/2011). These facilities will also be renovated (including adding additional freezer space) and new equipment (crepe machines as well as a third flatbread line) will be purchased by an additional series of EDA t/e bonds. Fillo dough enrobing machinery will be funded specifically by the proposed NJEDA direct loan.

APPROVAL REQUEST:

EDA is being requested to provide a $1,093,000 direct loan for equipment (based on ninety percent of the purchase price). The purchase of other equipment, the two buildings and renovations thereon will be funded via t/e bonds directly purchased by TD Bank, N.A. as well as equity contributed by the applicant.

FINANCING SUMMARY:

LENDER: NJEDA

AMOUNT OF LOAN: $1,093,000

TERMS OF LOAN: Fixed at closing at the five-year UST + 150 basis points or variable at Prime minus 1% with a 3% floor for five years based on a 10 year amortization

PROJECT COSTS:

Purchase of equipment & machinery	$5,214,000
Acquisition of existing building	$4,050,000
Renovation of existing building	$2,050,000
Finance fees	$168,000
TOTAL COSTS	$11,482,000

JOBS: At Application 160 Within 2 years 20 Maintained 0 Construction 19

DEVELOPMENT OFFICER: D. Johnson **APPROVAL OFFICER:** M. Conte

NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY
PROJECT SUMMARY - DIRECT LOAN PROGRAM

APPLICANT: Shining Schools, Inc. P36119

PROJECT USER(S): Pride Academy Charter School * * - indicates relation to applicant

PROJECT LOCATION: 117 Elmwood Avenue East Orange City (T/UA) Essex

GOVERNOR'S INITIATIVES: (X) Urban ( ) Edison ( ) Core ( ) Clean Energy

APPLICANT BACKGROUND:

Shining Schools, Inc. ("Shining") was formed in 2007 to provide educational support services to Essex County charter schools.

This project consists of Shining purchasing an existing three story building containing 20,613 square feet of space (currently leased by Pride Academy Charter School, Inc. from Imani Baptist Church) plus four adjacent parcels aggregating 7,111 square feet. The property would then be rehabilitated and leased solely to Pride. Pride first received a charter from the New Jersey Department of Education ("NJDOE") in 2008 and opened their doors for the school year beginning September of 2008. Pride's charter permits up to 240 children in grades 5, 6, 7 and 8 with twenty students in twelve classrooms. This project will re-configure existing floor layout as well as expand their educational space (via the addition of four modular classrooms acquired from another school and placed on the adjacent parcels) with no increase to enrollment capacity (with anticipated reduction in class size to seventeen).

APPROVAL REQUEST:

Approval is requested for $550,000 in direct financing from the NJEDA. The other components of the project include a $1,650,000 loan from The Reinvestment Fund ("TRF") and a $500,000 equity contribution from Pride. TRF and customer seek the NJEDA assistance as the gap financing necessary to complete the project.

FINANCING SUMMARY:

LENDER: NJEDA

AMOUNT OF LOAN: $550,000

TERMS OF LOAN: Fixed at closing at the 5-year US Treasury plus 150 basis points (indicative rate is 3.54% as of 3/23/2011) or variable at Prime minus 100 basis points (indicative rate is 3% as of 3/23/2011) with both options having a 3% floor. Interest only for first six months followed by sixty months of principal and interest payments based on a 20-year amortization.

PROJECT COSTS:

Acquisition of existing building	$1,422,490
Renovation of existing building	$666,000
Finance fees	$202,125
Miscellaneous	$119,385
Demo + Transport	$100,000
Legal fees	$80,000
Engineering & architectural fees	$70,000
Debt service reserve fund	$40,000
TOTAL COSTS	$2,700,000

JOBS: At Application 39 Within 2 years 2 Maintained 0 Construction 6

DEVELOPMENT OFFICER: D. Johnson **APPROVAL OFFICER:** M. Conte

SMALL BUSINESS FUND DIRECT LOAN PROGRAM

NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY
PROJECT SUMMARY - SMALL BUSINESS FUND DIRECT LOAN PROGRAM

APPLICANT: Advance Healthcare Services Inc. P35632

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

PROJECT LOCATION: 451 Central Avenue Jersey City (T/UA) Hudson

GOVERNOR'S INITIATIVES: (X) Urban ( ) Edison ( ) Core ( ) Clean Energy

APPLICANT BACKGROUND:

Advance Healthcare Services Inc. provides home health care services in the Jersey City and surrounding areas in Hudson County. The Company was founded in February 2009 by Theresa Milazzo. The Company will start full operations upon receipt of its Medicaid registration number, which is expected within the next 30 days. Services will be marketed to hospitals, physicians, adult medical day care centers and nursing homes.

APPROVAL REQUEST:

Approval of a $125,000 working capital term loan with the terms as proposed.

FINANCING SUMMARY:

LENDER: NJEDA

AMOUNT OF LOAN: $125,000

TERMS OF LOAN: 5-Year Term/5-Year Amortization with
1-Year of interest only followed by 48 months of principal and interest payments.
Fixed rate of 5-Year UST + 200bps, with a floor of 3%.

PROJECT COSTS:

Working capital	$125,000
Finance fees	$1,625
TOTAL COSTS	$126,625

JOBS: At Application 3 Within 2 years 30 Maintained 0 Construction 0

DEVELOPMENT OFFICER: J. Colon **APPROVAL OFFICER:** J. Wentzel

NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY
PROJECT SUMMARY - SMALL BUSINESS FUND DIRECT LOAN PROGRAM

APPLICANT: Sequins Inc. DBA Sequin City P35929

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

PROJECT LOCATION: 1302-1306 13th Street North Bergen Township (T/UA) Hudson

GOVERNOR'S INITIATIVES: (X) Urban ( ) Edison ( ) Core ( ) Clean Energy

APPLICANT BACKGROUND:

Sequins Inc. DBA Sequin City is the world's leading manufacturer of embroidered sequined fabrics supplied to the fashion district in NYC, Broadway costume designers, and major American theme parks including Disneyland & Disney World. The company is 100% owned by Raymond Hill who purchased the business in 2002.

APPROVAL REQUEST:

Approval is requested for a $225,000 direct loan under the Small Business Fund Loan Program.

FINANCING SUMMARY:

LENDER: NJEDA

AMOUNT OF LOAN: $225,000

TERMS OF LOAN: 10 year loan, with an interest rate reset at 5 years; 15 year amortization. Borrower will have the option of a fixed rate at the 5-year Treasury plus 150 basis points with a floor of 3% or a floating rate at Prime minus 100 basis points with a floor of 3%. Monthly payments of $1,250 fixed principal plus interest required.

PROJECT COSTS:

Acquisition of existing building	$450,000
Finance fees	$2,550
TOTAL COSTS	$452,550

JOBS: At Application 6 Within 2 years 3 Maintained 6 Construction 0

DEVELOPMENT OFFICER: D. Johnson **APPROVAL OFFICER:** K. Tolly

PETROLEUM UNDERGROUND STORAGE TANK PROGRAM

NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY

MEMORANDUM

TO: Members of the Authority

FROM: Caren S. Franzini
Chief Executive Officer

DATE: April 12, 2011

SUBJECT: NJDEP Petroleum UST Remediation, Upgrade & Closure Fund Program

The following grant and loan projects have been approved by the Department of Environmental Protection to perform upgrade, closure and site remediation activities. The scope of work is described on the attached project summaries:

Private Grants:

Nilda Canilao..... ..$197,975
Eduardo Fanio..... $138,385
Arjun Goyal..... $139,004
Marian Hare.....$235,000
David Merlino $184,441

Private Loan:

Estate of Joseph Saitta..... .. $ 36,610

Total UST funding for April 2011..... $931,415

Prepared by: Lisa Petrizzi

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

APPLICANT: Nilda Canilao P35202

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

PROJECT LOCATION: 151 Becker Avenue Rochelle Park Township (N) Bergen

GOVERNOR'S INITIATIVES: ( ) Urban ( ) Edison ( ) Core ( ) Clean Energy

APPLICANT BACKGROUND:

Nilda Canilao is a homeowner seeking to remove a leaking 550-gallon residential #2 heating underground storage tank (UST) and perform the required remediation, which includes soil and groundwater remediation and site restoration. The tank will be decommissioned and removed in accordance with NJDEP requirements. 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 hardship test for a conditional hardship grant.

APPROVAL REQUEST:

The applicant is requesting grant funding in the amount of $197,975 to perform the approved scope of work at the project site.

The NJDEP oversight fee of $19,798 is the customary 10% of the grant amount. This 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 $197,975

TERMS OF GRANT: No Interest; No Repayment

PROJECT COSTS:

Upgrade,Closure,Remediation	$197,975
NJDEP oversight cost	$19,798
EDA administrative cost	$250
TOTAL COSTS	$218,023

APPROVAL OFFICER: L. Petrizzi

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

APPLICANT: Eduardo Fanio P34500

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

PROJECT LOCATION: 58 Barker Ave Shrewsbury Township (N) Monmouth

GOVERNOR'S INITIATIVES: ( ) Urban ( ) Edison ( ) Core ( ) Clean Energy

APPLICANT BACKGROUND:

Eduardo Fanio received a grant in June 2008 in the amount of $99,594 under P21485 to remove a leaking 550-gallon residential #2 heating underground storage tank (UST) and perform the required remediation. The tank was decommissioned and removed in accordance with NJDEP requirements. The NJDEP has determined that the supplemental project costs are technically eligible, to perform additional remedial activities.

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

APPROVAL REQUEST:

The applicant is requesting grant funding in the amount of $138,385 to perform the approved scope of work at the project site, for a total funding to date of $237,979.

The NJDEP oversight fee of $13,839 is the customary 10% of the grant amount. This 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 $138,385

TERMS OF GRANT: No Interest; No Repayment

PROJECT COSTS:

Upgrade,Closure,Remediation	$138,385
NJDEP oversight cost	$13,839
EDA administrative cost	$250
TOTAL COSTS	$152,474

APPROVAL OFFICER: L. Petrizzi

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

APPLICANT: Arjun Goyal P34465

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

PROJECT LOCATION: 501 White Horse Pike Egg Harbor Township (T) Atlantic

GOVERNOR'S INITIATIVES: ( ) Urban ( ) Edison ( ) Core ( ) Clean Energy

APPLICANT BACKGROUND:

Arjun Goyal is the owner of the project site, as well as the owner of the operating company, Egg Harbor Gas and Go Service Station. The applicant is seeking to close six underground storage tanks and perform the required remediation. The tanks will be decommissioned in accordance with NJDEP requirements. 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 hardship test for a conditional hardship grant.

APPROVAL REQUEST:

The applicant is requesting grant funding in the amount of $139,004 to perform the approved scope of work at the project site.

The NJDEP oversight fee of $13,900 is the customary 10% of the grant amount. This 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 $139,004

TERMS OF GRANT: No Interest; 5 year repayment provision on a pro-rata basis in accordance with the PUST Act

PROJECT COSTS:

Upgrade,Closure,Remediation	$139,004
NJDEP oversight cost	$13,900
EDA administrative cost	$500
TOTAL COSTS	$153,404

APPROVAL OFFICER: L. Petrizzi

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

APPLICANT: Marian Hare P34041

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

PROJECT LOCATION: 726 Haddon Ave Collingswood Borough (N) Camden

GOVERNOR'S INITIATIVES: ( ) Urban ( ) Edison ( ) Core ( ) Clean Energy

APPLICANT BACKGROUND:

Marian Hare received a grant in June 2008 under P22061 in the amount of $54,180 and a grant in December 2009 under P28697 in the amount of $147,100 to remove a leaking 550-gallon residential #2 heating underground storage tank (UST) and perform extensive soil and groundwater remediation. The tank was decommissioned and removed in accordance with NJDEP requirements. The contamination at the project site contains pools of fuel oil, upward of 3' deep in places. In addition to removing the soil remediation, pump and treat methods are being performed for the groundwater contamination. The NJDEP has determined that the supplemental project costs are technically eligible.

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

APPROVAL REQUEST:

The applicant is requesting grant funding in the amount of $235,000 to perform the approved scope of work at the project site, for a total funding to date of $436,288.

The NJDEP oversight fee of $23,500 is the customary 10% of the grant amount. This 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 $235,000

TERMS OF GRANT: No Interest; No Repayment

PROJECT COSTS:

Upgrade,Closure,Remediation	$235,000
NJDEP oversight cost	$23,500
EDA administrative cost	$250
TOTAL COSTS	$258,750

APPROVAL OFFICER: L. Petrizzi

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

APPLICANT: David Merlino P33540

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

PROJECT LOCATION: 28 Oakland Street Red Bank Borough (N) Monmouth

GOVERNOR'S INITIATIVES: ( ) Urban ( ) Edison ( ) Core ( ) Clean Energy

APPLICANT BACKGROUND:

David Merlino is a homeowner seeking to remove a leaking 550-gallon residential #2 heating underground storage tank (UST) and perform the required extensive remediation. The tank will be decommissioned and removed in accordance with NJDEP requirements. 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 hardship test for a conditional hardship grant.

APPROVAL REQUEST:

The applicant is requesting grant funding in the amount of $184,441 to perform the approved scope of work at the project site.

The NJDEP oversight fee of $18,444 is the customary 10% of the grant amount. This 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 $184,441

TERMS OF GRANT: No Interest; No Repayment

PROJECT COSTS:

Upgrade,Closure,Remediation	$184,441
NJDEP oversight cost	$18,444
EDA administrative cost	$250
TOTAL COSTS	$203,135

APPROVAL OFFICER: C. Frazier

NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY
PROJECT SUMMARY - UNDERGROUND STORAGE TANK PROGRAM

APPLICANT: Estate of Joseph Saitta P34598

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

PROJECT LOCATION: 531-541 South 5th Street Camden City (T/UA) Camden

GOVERNOR'S INITIATIVES: ( ) Urban ( ) Edison ( ) Core ( ) Clean Energy

APPLICANT BACKGROUND:

The Estate of Joseph Saitta owns the properties located at 459 Royden Street in Camden and 523-525 South 5th Street in Camden; 531-541 So 5th St Corp owns the property at 531-541 South 5th Street in Camden. The Estate of Joseph Saitta is the owner of 531-541 So 5th St Corp.

The applicant is seeking financing assistance related to 4 - 550 gallon and 1 - 275 gallon registered underground storage tanks (USTs) previously removed from the site. The requested financing will be utilized for groundwater investigation. DEP has reviewed the project and determined that the project costs are technically eligible.

APPROVAL REQUEST:

The applicant is requesting funding in the amount of $36,610 to perform the approved scope of work at the project site.

The NJDEP Oversight fee of $3,661.00 is the customary 10% of the loan amount. This 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:

LENDER: Petroleum UST Remediation, Upgrade & Closure Fund

AMOUNT OF LOAN: $36,610

TERMS OF LOAN: 5-year term with monthly interest payments required. Interest rate is WSJ Prime (indicative rate as of 3/22/2011 is 3.25%), to be fixed at closing. Principal plus any remaining accrued interest is due upon maturity or sale of the property.

PROJECT COSTS:

Upgrade,Closure,Remediation	$36,610
NJDEP oversight cost	$3,661
EDA administrative cost	$500
TOTAL COSTS	$40,771

APPROVAL OFFICER: K. Tolly

NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY

TO: Members of the Authority

FROM: Caren S. Franzini
Chief Executive Officer

DATE: April 12, 2011

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

Pursuant to the Boards approval on May 9, 2006, the Chief Executive Officer ("CEO") and Managing Director of Post Closing Financial Services have been given the authority to approve initial grants under the Hazardous Discharge Site Remediation Fund and Petroleum 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 removal/closure and replacement of non-leaking residential underground storage tanks. The limits allowed under the amended legislation are $1,200 for the removal/closure and $3,000 for the removal/closure and replacement of a non-leaking residential underground storage tank.

Below is a summary of the Delegated Authority approvals processed by Post Closing Financial Services for the period March 01, 2011 to March 31, 2011

Summary:

	# of Grants	$ Amount
Leaking tank grants awarded	140	$2,259,391
Non-leaking tank grants awarded	285	$779,137

Applicant	Description	Grant Amount	Awarded to Date
Allen, Frederick (P33574)	Initial grant for upgrade, closure and remediation	$37,096	$37,096
Andre, Lucy and Vernon (P33710)	Initial grant for upgrade, closure and remediation	$19,437	$19,437
Atlantic City Jitney Association (P34674)	Partial initial grant for upgrade, closure and remediation	$53,500	$53,500
Avagnaro, Jamie (P35605)	Initial grant for upgrade, closure and remediation	$4,648	$4,648
Bates, Jan (P34326)	Supplemental grant for upgrade, closure and remediation	$5,419	$42,820
Bayfront Villa Condo Association (P34785)	Supplemental grant for upgrade, closure and remediation	$93,588	$321,243*
Bird, Russell (P35325)	Initial grant for upgrade, closure and remediation	$3,791	$3,791
Blair, Raymond (P35211)	Initial grant for upgrade, closure and remediation	$21,318	$21,318
Bogosta, Eleanor (P34808)	Initial grant for upgrade, closure and remediation	$5,778	$5,778
Borgia, Florence (P34725)	Initial grant for upgrade,	$6,395	$6,395

Applicant	Description	Grant Amount	Awarded to Date
	closure and remediation		
Brand, Tony and Ortiz, Christine (P31359)	Initial grant for upgrade, closure and remediation	$9,131	$9,131
Brinkman, Carol and John (P35167)	Supplemental grant for upgrade, closure and remediation	$7,000	$49,421
Burrell, Linell (P34616)	Supplemental grant for upgrade, closure and remediation	$11,004	$57,246
Byford, Stacey P. (P34114)	Partial initial grant for upgrade, closure and remediation	$1,628	$1,628
Byrne, Robert (P32124)	Initial grant for upgrade, closure and remediation	$18,931	$18,931
Cafaro, Ann and Anthony (P34805)	Initial grant for upgrade, closure and remediation	$11,372	$11,372
Calligaro, Jr., Daniel (P33838)	Initial grant for upgrade, closure and remediation	$22,107	$22,107
Capabianco, Frank (P34923)	Initial grant for upgrade, closure and remediation	$4,365	$4,365
Carlsen, Ann L (P34394)	Initial grant for upgrade, closure and remediation	$12,395	$12,395
Chiuchiolo, Laurie (P33845)	Initial grant for upgrade, closure and remediation	$4,506	$4,506
Collins, John (P35166)	Supplemental grant for upgrade, closure and remediation	$2,068	$6,426
Cooney, William and Charlotte (P33192)	Initial grant for upgrade, closure and remediation	$9,930	$9,930
Crepeau, Renee Elizabeth (P35014)	Initial grant for upgrade, closure and remediation	$11,645	$11,645
Crispino, Edzel (P34729)	Initial grant for upgrade, closure and remediation	$4,052	$4,052
Cunningham, John J. and Grace M. (P34733)	Initial grant for upgrade, closure and remediation	$9,153	$9,153
DeSessa, Michael (P35824)	Supplemental grant for upgrade, closure and remediation	$11,276	$36,220
Dennehy, Chris (P33641)	Initial grant for upgrade, closure and remediation	$4,677	$4,677
DiCenso, Christine (P33717)	Initial grant for upgrade, closure and remediation	$5,332	$5,332
Dickerson, Scott A. (P34353)	Initial grant for upgrade, closure and remediation	$11,064	$11,064
Dickey, Michele (P30959)	Supplemental grant for site remediation	$80,967	$110,352*
Dorfman, Ruth (P34687)	Initial grant for upgrade, closure and remediation	$19,539	$19,539
Dugan, William (P35015)	Supplemental grant for upgrade,	$3,502	$22,246

Applicant	Description	Grant Amount	Awarded to Date
	closure and remediation		
Dyak, Charles and Nancy (P35218)	Initial grant for upgrade, closure and remediation	$10,043	$10,043
Edge, Norman (P32735)	Partial supplemental grant for upgrade, closure and remediation	$10,726	$16,006
English, Don (P34917)	Initial grant for upgrade, closure and remediation	$38,773	$38,773
Enista, Alina (P33003)	Initial grant for upgrade, closure and remediation	$3,444	$3,444
Ernst, Stephen C. and Lorraine S. (P33475)	Initial grant for upgrade, closure and remediation	$5,099	$5,099
Felix, Matthew (P34393)	Partial initial grant for upgrade, closure and remediation	$10,212	$10,212
Ferry, Thomas M. (P33082)	Initial grant for upgrade, closure and remediation	$37,763	$37,763
Fox, Gertrude (P34790)	Initial grant for upgrade, closure and remediation	$10,268	$10,268
Fulcher, Bryan (P33727)	Initial grant for upgrade, closure and remediation	$1,450	$1,450
Gale, Ronald and Ann G. (P34541)	Initial grant for upgrade, closure and remediation	$5,432	$5,432
Garcia,Sonia (P34430)	Initial grant for upgrade, closure and remediation	$13,348	$13,348
Giannos, Stephen (P34009)	Initial grant for upgrade, closure and remediation	$17,698	$17,698
Glen, David (P33239)	Initial grant for upgrade, closure and remediation	$15,187	$15,187
Grimaldi, Richard and Leigh (P33658)	Initial grant for upgrade, closure and remediation	$4,868	$4,868
Grinevetsky, Betty (P33728)	Initial grant for upgrade, closure and remediation	$14,701	$14,701
Gyarmati, Frank (P33825)	Supplemental grant for upgrade, closure and remediation	$29,359	$56,715
Hall, Daniel (P32318)	Initial grant for upgrade, closure and remediation	$5,510	$5,510
Hanley, Valerie (P34208)	Supplemental grant for upgrade, closure and remediation	$575	$21,470
Harrington, William (P33674)	Supplemental grant for upgrade, closure and remediation	$18,094	$116,614*
Hart, Lois (P33892)	Initial grant for upgrade, closure and remediation	$8,430	$8,430
Heizmann, Janice (P33712)	Supplemental grant for upgrade, closure and remediation	$54,970	$148,753*
Hickman, Jean (P33966)	Initial grant for upgrade,	$67,465	$67,465

Applicant	Description	Grant Amount	Awarded to Date
	closure and remediation		
Hollis, Robert (P33932)	Partial initial grant for upgrade, closure and remediation	$3,250	$3,250
Hopewell Valley American Legion Post 339 (P33570)	Initial grant for upgrade, closure and remediation	$12,098	$12,098
Hoyt, Edward (P35174)	Initial grant for upgrade, closure and remediation	$46,821	$46,821
Hrosik, Al (P34513)	Initial grant for upgrade, closure and remediation	$3,961	$3,961
Huxta, George (P33732)	Initial grant for upgrade, closure and remediation	$6,669	$6,669
Jacobsen, John (P33936)	Initial grant for upgrade, closure and remediation	$5,962	$5,962
Janzen, Lorien (P33516)	Initial grant for upgrade, closure and remediation	$11,791	$11,791
Japka, Dori (P34092)	Supplemental grant for upgrade, closure and remediation	$58,659	$101,271*
Jarvis, Sylvia (P35606)	Initial grant for upgrade, closure and remediation	$21,584	$21,584
Karpiuk, Kazimierz (P34727)	Initial grant for upgrade, closure and remediation	$4,139	$4,139
Kiley, James (P31615)	Supplemental grant for upgrade, closure and remediation	$9,555	$22,652
Kuhl, Timothy (P34686)	Initial grant for upgrade, closure and remediation	$4,897	$4,897
Laney, Jim (P34620)	Supplemental grant for upgrade, closure and remediation	$4,651	$13,713
Layman, Alexander (P33407)	Initial grant for upgrade, closure and remediation	$6,000	$6,000
Liggieri, Mark (P33882)	Initial grant for upgrade, closure and remediation	$23,421	$23,421
Lisi, Roberto (P34111)	Initial grant for upgrade, closure and remediation	$13,669	$13,669
Livesey, Anne (P34049)	Initial grant for upgrade, closure and remediation	$87,663	$87,663
Lueders, Keith (P33775)	Initial grant for upgrade, closure and remediation	$43,581	$43,581
Lynch, James (P34855)	Initial grant for upgrade, closure and remediation	$5,121	$5,121
Macklin, Joseph L. and Theresa (P32698)	Initial grant for upgrade, closure and remediation	$8,191	$8,191
Markowski, Claire (P34865)	Initial grant for upgrade, closure and remediation	$25,767	$25,767
McGrath, John J. and Grace	Initial grant for upgrade,	$8,479	$8,479

Applicant	Description	Grant Amount	Awarded to Date
P. (P32999)	closure and remediation		
McLaughlin, Michael (P34522)	Initial grant for upgrade, closure and remediation	$32,873	$32,873
McLernon, Judith A. (P33965)	Initial grant for upgrade, closure and remediation	$8,780	$8,780
Melillo, James (P31867)	Initial grant for upgrade, closure and remediation	$28,585	$28,585
Mitlitsky, Michael (P31749)	Initial grant for upgrade, closure and remediation	$4,748	$4,748
Momballou, Pierre (P34623)	Initial grant for upgrade, closure and remediation	$5,045	$5,045
Murrell, Kim (P34185)	Initial grant for upgrade, closure and remediation	$10,710	$10,710
Nilson, Bruce G. (P31621)	Initial grant for upgrade, closure and remediation	$24,892	$24,892
O'Boyle, Timothy and Kristen (P30627)	Partial initial grant for site remediation	$8,068	$8,068
O'Callahan, Edward (P34102)	Initial grant for upgrade, closure and remediation	$5,975	$5,975
Oppis, Michael and Susan (P34592)	Initial grant for upgrade, closure and remediation	$3,700	$3,700
Osther, Diane (P33542)	Initial grant for upgrade, closure and remediation	$32,419	$32,419
Paas, Harry (P34379)	Partial initial grant for upgrade, closure and remediation	$21,278	$21,278
Palermo, Saverio (P34924)	Initial grant for upgrade, closure and remediation	$1,886	$1,886
Picinic, Anthony (P31546)	Initial grant for upgrade, closure and remediation	$38,214	$38,214
Pillion, Edward A. Jr. and Katrin (P32517)	Initial grant for upgrade, closure and remediation	$17,619	$17,619
Plis, Kenneth (P32831)	Initial grant for upgrade, closure and remediation	$13,586	$13,586
Radcliffe-Johnson, Yvonne (P32398)	Initial grant for upgrade, closure and remediation	$11,770	$11,770
Ramirez, Maria (P34200)	Initial grant for upgrade, closure and remediation	$11,004	$11,004
Ratico, Catherine (P34743)	Initial grant for upgrade, closure and remediation	$3,947	$3,947
Redden, Charles (P32273)	Initial grant for upgrade, closure and remediation	$3,500	$3,500
Regan, Maureen (P31522)	Initial grant for upgrade, closure and remediation	$11,938	$11,938
Reynolds, Michael and	Initial grant for upgrade,	$18,449	$18,449

Applicant	Description	Grant Amount	Awarded to Date
Rosemarie (P33472)	closure and remediation		
Rimondi, William and Barbara (P35615)	Initial grant for upgrade, closure and remediation	$15,033	$15,033
Ripley, Scott and Brandy (P34859)	Initial grant for upgrade, closure and remediation	$12,852	$12,852
Rivera-Towey, Eileen (P35264)	Supplemental grant for upgrade, closure and remediation	$7,020	$9,757
Rizzo, Francis J. (P33211)	Initial grant for upgrade, closure and remediation	$15,210	$15,210
Rizzo, Gary (P33217)	Initial grant for upgrade, closure and remediation	$4,400	$4,400
Roller, Adam (P34630)	Initial grant for upgrade, closure and remediation	$13,843	$13,843
Rosemond, Nadine and Darren (P30635)	Initial grant for upgrade, closure and remediation	$8,372	$8,372
Salazar, Stella (P33218)	Initial grant for upgrade, closure and remediation	$4,123	$4,123
Sands, Rich (P34792)	Initial grant for upgrade, closure and remediation	$6,207	$6,207
Santangelo, Donald (P33205)	Partial initial grant for upgrade, closure and remediation	$6,376	$6,376
Shernce, Paul (P34900)	Initial grant for upgrade, closure and remediation	$8,515	$8,515
Silva, Joseph and Maria (P32478)	Initial grant for upgrade, closure and remediation	$4,537	$4,537
Sliziewicz, Andrew (P34930)	Initial grant for upgrade, closure and remediation	$6,009	$6,009
Snouffer, Patricia (P34867)	Initial grant for upgrade, closure and remediation	$8,064	$8,064
Snyder, James and Diana L. (P32803)	Initial grant for upgrade, closure and remediation	$15,778	$15,778
Spada, Louis and Nancy (P35603)	Initial grant for upgrade, closure and remediation	$3,365	$3,365
Spitser, Brian (P33640)	Partial initial grant for upgrade, closure and remediation	$10,486	$10,486
Stanhope United Methodist Church (P33735)	Initial grant for upgrade, closure and remediation	$16,229	$16,229
Stemmer, David and Sharon (P34629)	Initial grant for upgrade, closure and remediation	$64,360	$64,360
Sterling, Sadie (P32819)	Initial grant for upgrade, closure and remediation	$31,698	$31,698
Stroble, Edward W. (P34501)	Initial grant for upgrade, closure and remediation	$7,677	$7,677
Sutton, Kimberly (P35005)	Initial grant for upgrade,	$29,301	$29,301

Applicant	Description	Grant Amount	Awarded to Date
	closure and remediation		
Szczyradlowski, Marie (P34380)	Initial grant for upgrade, closure and remediation	$5,891	$5,891
Talmadge, Ronald and Gina (P34681)	Initial grant for upgrade, closure and remediation	$2,398	$2,398
Tsang,Kwong (P34857)	Initial grant for upgrade, closure and remediation	$5,840	$5,840
Tyldesley, Walter (P33104)	Initial grant for upgrade, closure and remediation	$53,020	$53,020
Van Winkle, Charles (P33543)	Initial grant for upgrade, closure and remediation	$28,690	$28,690
Vanderveer, Howard and Rosalind (P33576)	Supplemental grant for upgrade, closure and remediation	$18,212	$22,055
Verdon, Arthur (P35219)	Initial grant for upgrade, closure and remediation	$25,039	$25,039
Verdutis, Robert (P33190)	Initial grant for upgrade, closure and remediation	$3,000	$3,000
Villalobos, William (P32472)	Initial grant for upgrade, closure and remediation	$58,641	$58,641
Vita, Vincent N. (P33951)	Initial grant for upgrade, closure and remediation	$4,676	$4,676
Vogel, Jospeh (P32068)	Initial grant for upgrade, closure and remediation	$1,325	$1,325
Washington, Mack and Lorraine (P34508)	Partial supplemental grant for upgrade, closure and remediation	$25,821	$30,622
Weil, Bruce and Anne (P34236)	Partial initial grant for upgrade, closure and remediation	$6,482	$6,482
Weiner, Susan (P34789)	Initial grant for upgrade, closure and remediation	$9,554	$9,554
Wisniewski, Phillip (P31347)	Initial grant for upgrade, closure and remediation	$10,010	$10,010
Wolf, Dennis and Ruth (P35601)	Supplemental grant for upgrade, closure and remediation	$13,969	$35,395
Yepes, Monica (P32392)	Supplemental grant for upgrade, closure and remediation	$13,673	$31,948
Zalawadia, Malvi (P28387)	Initial grant for upgrade, closure and remediation	$11,330	$11,330
Zimmermann, Louise (P34606)	Initial grant for upgrade, closure and remediation	$7,185	$7,185
Zuber, Kimberly and Molly Chappel (P32165)	Initial grant for upgrade, closure and remediation	$10,236	$10,236
140 Grants	**Total Delegated Authority funding for Leaking**	**$2,259,391**	

Applicant	Description	Grant Amount	Awarded to Date
	applications.		
Abdilla, Paul and Lisa (P35879)	Grant to remove an underground storage tank	$1,250	$1,250
Abrams, Lynnette (P35819)	Grant to remove an underground storage tank	$1,500	$1,500
Ackershoek, William and Barbra (P34879)	Grant to remove an underground storage tank and install an above ground storage tank	$3,457	$3,457
Adamski, Daniel and Kathy (P34156)	Grant to remove an underground storage tank and install an above ground storage tank	$3,323	$3,323
Albertson, James (P33650)	Grant to remove an underground storage tank	$1,750	$1,750
Alexander, Sam (P33995)	Partial grant to remove an underground storage tank	$1,200	$1,200
Alford, Melissa A. (P34873)	Grant to remove an underground storage tank and install an above ground storage tank	$3,800	$3,800
Aliche, Azubike and Stella (P33281)	Grant to remove an underground storage tank	$1,000	$1,000
Amendolaro, James and Suzanne B. (P35114)	Grant to remove an underground storage tank and install an above ground storage tank	$3,500	$3,500
Amster, Arthur and Carol (P34982)	Grant to remove an underground storage tank and install an above ground storage tank	$3,499	$3,499
Andrews, Alice and L. Laird Holby (P35121)	Grant to remove an underground storage tank	$1,479	$1,479
Anzaldi, Anthony and Katherine (P35020)	Grant to remove an underground storage tank	$1,500	$1,500
Barbalinardo, Karen and Vincent (P35133)	Grant to remove an underground storage tank and install an above ground storage tank	$3,500	$3,500
Barricella, Edward and Sophia (P35444)	Grant to remove an underground storage tank and install an above ground storage tank	$3,900	$3,900
Bartolf, Casey (P34754)	Grant to remove an underground storage tank and install an above ground storage tank	$3,500	$3,500
Bassani, Vincent, Sr. (P35317)	Grant to remove an underground storage tank and install an above ground storage tank	$3,300	$3,300
Batchelor, Caroline (P35125)	Grant to remove an underground storage tank and install an above	$3,250	$3,250

Applicant	Description	Grant Amount	Awarded to Date
	ground storage tank		
Bayone, Ann M. (P34875)	Grant to remove an underground storage tank and install an above ground storage tank	$4,100	$4,100
Bernal, Marco and Lucrecia (P35534)	Grant to remove an underground storage tank and install an above ground storage tank	$4,050	$4,050
Bernatek, Max and Krystyna (P34457)	Grant to remove an underground storage tank	$1,500	$1,500
Bertelsen, Anne Mai and John Williams (P34998)	Grant to remove an underground storage tank and install an above ground storage tank	$3,565	$3,565
Biasi, Robert and Darlene (P35272)	Grant to remove an underground storage tank and install an above ground storage tank	$3,200	$3,200
Bieberbach, Max W. and Yvonne L. (P35439)	Grant to remove an underground storage tank	$1,500	$1,500
Blight, Jeffrey and Jennifer (P33749)	Grant to remove an underground storage tank	$1,500	$1,500
Bobbe, Richard T. Jr. and Mary (P33720)	Grant to remove an underground storage tank and install an above ground storage tank	$4,504	$4,504
Bogdan, Rosemarie (P35043)	Grant to remove an underground storage tank and install an above ground storage tank	$3,500	$3,500
Bond, Craig and Susan (P34972)	Grant to remove an underground storage tank and install an above ground storage tank	$3,500	$3,500
Bond, Robert D. and Mary Theresa (P35039)	Grant to remove an underground storage tank and install an above ground storage tank	$5,296	$5,296
Brandreth, Carl H. and Karen A. (P35106)	Grant to remove an underground storage tank and install an above ground storage tank	$3,500	$3,500
Breaks, Lawrence L. and Louann (P34339)	Grant to remove an underground storage tank	$1,250	$1,250
Brennan, Charissa and Patrick (P35270)	Grant to remove an underground storage tank and install an above ground storage tank	$3,500	$3,500
Brown, Gerald T. and Carol T. (P35134)	Grant to remove an underground storage tank	$915	$915
Brown, Richard and Loretta (P35790)	Grant to remove an underground storage tank and install an above ground storage tank	$3,500	$3,500
Bruno, Richard (P35646)	Grant to remove an underground storage tank	$1,500	$1,500

Applicant	Description	Grant Amount	Awarded to Date
Buckwald, Doris (P34712)	Grant to remove an underground storage tank and install an above ground storage tank	$3,900	$3,900
Burden, Robert A., III and Kristin A. (P35447)	Grant to remove an underground storage tank and install an above ground storage tank	$3,050	$3,050
Burick, Barbara A. (P34874)	Grant to remove an underground storage tank and install an above ground storage tank	$3,500	$3,500
Busciglio, Peter and Barbara (P35465)	Grant to remove an underground storage tank and install an above ground storage tank	$3,300	$3,300
Byrne, Eugene and Gloria (P35786)	Grant to remove an underground storage tank	$1,250	$1,250
Bystrzycki, Raymond and Eleanor (P35503)	Grant to remove an underground storage tank	$1,500	$1,500
Cabrera, Raymond and Regina J. Bavosa Cabrera (P34889)	Grant to remove an underground storage tank and install an above ground storage tank	$3,240	$3,240
Candido, Joseph and Danielle (P35294)	Grant to remove an underground storage tank and install an above ground storage tank	$2,842	$2,842
Caniff, Barbara and Nancy and Lester Patterson (P35066)	Grant to remove an underground storage tank and install an above ground storage tank	$3,275	$3,275
Carpenetti, Nancy (P35546)	Grant to remove an underground storage tank and install an above ground storage tank	$3,500	$3,500
Caruso, Anthony (P35680)	Grant to remove an underground storage tank and install an above ground storage tank	$3,500	$3,500
Carwile, Dorothy and William (P32950)	Grant to remove an underground storage tank and install an above ground storage tank	$3,120	$3,120
Cassidy, Robert T. Jr. and Joan M. (P33330)	Grant to remove an underground storage tank and install an above ground storage tank	$3,355	$3,355
Chahalis, James (P34016)	Grant to remove an underground storage tank and install an above ground storage tank	$3,021	$3,021
Chambers, Carmen M. (P33013)	Grant to remove an underground storage tank and install an above ground storage tank	$4,100	$4,100
Charles, Eddy and Ludy (P33444)	Partial grant to remove an underground storage tank	$900	$900
Chinnici, Dennis P and Leona (P34975)	Grant to remove an underground storage tank and install an above	$4,075	$4,075

Applicant	Description	Grant Amount	Awarded to Date
	ground storage tank		
Clark, Addison D. and Mary E. (P34969)	Grant to remove an underground storage tank and install an above ground storage tank	$1,985	$3,452
Clements, Heather and Marc (P30467)	Grant to remove an underground storage tank and install an above ground storage tank	$3,900	$3,900
Clifford, John P (P35295)	Grant to remove an underground storage tank and install an above ground storage tank	$3,900	$3,900
Contursi, Joseph R. and Antoinetta M. (P35099)	Grant to remove an underground storage tank	$1,500	$1,500
Corporan, Berta (P35466)	Grant to remove an underground storage tank	$1,100	$1,100
Coulter, Jeffrey C. and Jeanette (P31548)	Grant to remove an underground storage tank and install an above ground storage tank	$3,200	$3,200
Coursen, Jeffery and Gina (P34994)	Grant to remove an underground storage tank and install an above ground storage tank	$3,350	$3,350
Critelli, Anthony Jr., and Donna (P33942)	Grant to remove an underground storage tank	$1,325	$1,325
Crotty, M. Eugenia (P33704)	Grant to remove an underground storage tank and install an above ground storage tank	$3,500	$3,500
Cuccaro, Joseph (P33581)	Grant to remove an underground storage tank and install an above ground storage tank	$2,836	$2,836
Cunetta, Bridget (P35488)	Grant to remove an underground storage tank	$1,500	$1,500
D'Andrea Joseph and Melissa (P33750)	Grant to remove an underground storage tank and install an above ground storage tank	$2,851	$2,851
Darcy, Richard and Geraldine (P34880)	Partial grant to remove an underground storage tank	$600	$600
Dawson, Gregory and Gwynne (P35250)	Grant to remove an underground storage tank and install an above ground storage tank	$3,403	$3,403
De Peppo, Vincent and Joanne (P35562)	Grant to remove an underground storage tank and install an above ground storage tank	$3,269	$3,269
DeRemer, Betty (P35550)	Grant to remove an underground storage tank	$1,500	$1,500
DeRosa, Marcella (P32250)	Grant to remove an underground storage tank and install an above ground storage tank	$3,500	$3,500

Applicant	Description	Grant Amount	Awarded to Date
Decker, Joseph and Dolores (P35326)	Grant to remove an underground storage tank	$1,850	$1,850
Delfino, Sharon (P35647)	Grant to remove an underground storage tank	$3,918	$3,918
Deppa, Wendy (P35297)	Grant to remove an underground storage tank and install an above ground storage tank	$3,772	$3,772
Dianas, Mae (P35432)	Grant to remove an underground storage tank and install an above ground storage tank	$3,152	$3,152
Dix, Raymond C.and Cynthia A. (P34045)	Grant to remove an underground storage tank	$1,500	$1,500
Domroese, Bernhard and Renate (P35411)	Grant to remove an underground storage tank	$1,250	$1,250
Dowd, John and Dolores (P35086)	Grant to remove an underground storage tank	$1,500	$1,500
Dox, Matthew and Margaret (P35457)	Grant to remove an underground storage tank and install an above ground storage tank	$2,602	$2,602
Doyle, Dennis and Linda (P34649)	Grant to remove an underground storage tank and install an above ground storage tank	$3,500	$3,500
Drahos, Robert and Elizabeth (P35148)	Grant to remove an underground storage tank	$1,500	$1,500
Drori, Yariv and Michelle (P35373)	Grant to remove an underground storage tank and install an above ground storage tank	$3,500	$3,500
Dunne, Edmund F. and Donna T. (P35047)	Grant to remove an underground storage tank	$1,500	$1,500
Eggert, Joseph and Adele (P35000)	Grant to remove an underground storage tank and install an above ground storage tank	$3,000	$3,000
Falkenburg, Edward and Sandra (P35048)	Grant to remove an underground storage tank and install an above ground storage tank	$3,500	$3,500
Fehn, Patricia (P35080)	Grant to remove an underground storage tank and install an above ground storage tank	$3,500	$3,500
Feketa, Sandee (P32335)	Grant to remove an underground storage tank and install an above ground storage tank	$3,000	$3,000
Ferguson, Elaine V (P34404)	Grant to remove an underground storage tank and install an above ground storage tank	$3,500	$3,500
Ferguson,Lisa and Scott (P35037)	Grant to remove an underground storage tank and install an above	$3,500	$3,500

Applicant	Description	Grant Amount	Awarded to Date
	ground storage tank		
Fernicola, Brett (P34587)	Grant to remove an underground storage tank	$1,500	$1,500
Fiorenzo, James E. and Ann Maria Grisafi (P34962)	Grant to remove an underground storage tank	$2,100	$2,100
Fischer, Michael and Erin Vandenberghe (P34952)	Grant to remove an underground storage tank	$1,500	$1,500
Fiume, Louis J. III (P35461)	Grant to remove an underground storage tank	$1,200	$1,200
Fleishman, Steven and Nina R. (P34842)	Grant to remove an underground storage tank and install an above ground storage tank	$3,200	$3,200
Fokas, Demos (P34331)	Grant to remove an underground storage tank and install an above ground storage tank	$4,000	$4,000
Fraher, Joseph (P34968)	Grant to remove an underground storage tank and install an above ground storage tank	$3,500	$3,500
Gamboa, Joan and Enrique (P34713)	Grant to remove an underground storage tank and install an above ground storage tank	$3,500	$3,500
Gangoli, Narendra and Geeta (P34971)	Grant to remove an underground storage tank and install an above ground storage tank	$3,500	$3,500
Gargiulo, Michelle and Stan (P35522)	Grant to remove an underground storage tank and install an above ground storage tank	$3,254	$3,254
Gaudelli, William and Mary E. Azukas (P34764)	Grant to remove an underground storage tank	$1,500	$1,500
Gault, Robert and Melissa (P34564)	Grant to remove an underground storage tank and install an above ground storage tank	$3,330	$3,330
Gilrane, Thomas and Gail (P35110)	Grant to remove an underground storage tank	$1,295	$1,295
Giner, Carol (P34876)	Grant to remove an underground storage tank	$1,500	$1,500
Goetz, Michael and Maureen (P35436)	Grant to remove an underground storage tank and install an above ground storage tank	$3,269	$3,269
Gorman, Daniel W. and Sherri (P35139)	Grant to remove an underground storage tank and install an above ground storage tank	$4,500	$4,500
Gray, Edward J. and Helen M. (P35135)	Grant to remove an underground storage tank	$1,500	$1,500
Griffin, Kathryn (P34569)	Grant to remove an underground storage tank and install an above	$3,500	$3,500

Applicant	Description	Grant Amount	Awarded to Date
	ground storage tank		
Groel, John and Lisa (P34152)	Grant to remove an underground storage tank and install an above ground storage tank	$4,555	$4,555
Halberstam, Abraham and Mindy (P35117)	Grant to remove an underground storage tank and install an above ground storage tank	$3,900	$3,900
Hallak, George and Christina (P33382)	Partial grant to remove an underground storage tank and install an above ground storage tank	$2,100	$2,100
Hapgood, Mary (P35284)	Grant to remove an underground storage tank	$1,142	$1,142
Harding, Bruce and Dave Cottrell (P35682)	Grant to remove an underground storage tank and install an above ground storage tank	$3,900	$3,900
Harris, David W. (P35130)	Grant to remove an underground storage tank and install an above ground storage tank	$3,000	$3,000
Healey, Edward and Kathleen (P34755)	Grant to remove an underground storage tank	$1,500	$1,500
Heaton, Jr., Russell W. and Nhung (P35129)	Grant to remove an underground storage tank and install an above ground storage tank	$4,009	$4,009
Heim, Douglas C. and Joanne T. (P35131)	Grant to remove an underground storage tank and install an above ground storage tank	$3,500	$3,500
Hicks, Harmon T. and Deborah G. (P35063)	Grant to remove an underground storage tank and install an above ground storage tank	$3,500	$3,500
Hock, Belinda M and David R (P35277)	Grant to remove an underground storage tank	$1,340	$1,340
Hyslop, Brian and Elizabeth (P35352)	Grant to remove an underground storage tank	$1,500	$1,500
Iglesias, Norberto and Andrea (P35108)	Grant to remove an underground storage tank and install an above ground storage tank	$3,585	$3,585
Ioele, Lynn (P35138)	Grant to remove an underground storage tank	$1,500	$1,500
Irwin, Doris (P31847)	Grant to remove an underground storage tank	$1,500	$1,500
Isleib, Karen and Michele O'Connor (P35331)	Partial grant to remove an underground storage tank	$400	$400
Jacobsen, Lawrence, Patricia and Thomas (P35542)	Grant to remove an underground storage tank	$1,500	$1,500

Applicant	Description	Grant Amount	Awarded to Date
Johnson, Robert A (P35413)	Grant to remove an underground storage tank	$1,250	$1,250
Jones, Thomas and Debbie (P35310)	Grant to remove an underground storage tank	$1,500	$1,500
Joyce, Helen (P35473)	Grant to remove an underground storage tank	$2,100	$2,100
Kachur, Marie A. (P32083)	Grant to remove an underground storage tank	$1,197	$1,197
Kaczka, Dennis E. and Janis (P34149)	Grant to remove an underground storage tank and install an above ground storage tank	$5,424	$5,424
Kamienski, Walter J., Jr. and Jennifer (P35443)	Grant to remove an underground storage tank and install an above ground storage tank	$3,500	$3,500
Kardjian, Jorge and Ana Maria (P34758)	Grant to remove an underground storage tank	$2,100	$2,100
Keller, Nina (P34409)	Grant to remove an underground storage tank and install an above ground storage tank	$3,300	$3,300
Keller, Robert E. and Denise E. (P33483)	Grant to remove an underground storage tank	$1,250	$1,250
Kelly, Theresa (P35120)	Grant to remove an underground storage tank and install an above ground storage tank	$3,500	$3,500
Kinzel, Robert E and Joann (P35785)	Grant to remove an underground storage tank	$1,250	$1,250
Kirch, Margaret (P35430)	Grant to remove an underground storage tank	$1,500	$1,500
Kolb, Natalie N. (P34496)	Grant to remove an underground storage tank	$1,945	$1,945
Konop, Kathy (P35446)	Grant to remove an underground storage tank and install an above ground storage tank	$3,470	$3,470
Kopko, Lynn M. (P32662)	Grant to remove an underground storage tank and install an above ground storage tank	$3,200	$3,200
Koplin, Nancy (P34396)	Grant to remove an underground storage tank	$1,500	$1,500
Krakowski, John and Janice (P33631)	Grant to remove an underground storage tank and install an above ground storage tank	$3,602	$3,602
Krzysik, Danuta (P35051)	Grant to remove an underground storage tank and install an above ground storage tank	$2,900	$2,900
Kufall, Charles and Maureen (P33526)	Grant to remove an underground storage tank and install an above	$4,100	$4,100

Applicant	Description	Grant Amount	Awarded to Date
	ground storage tank		
Kurinsky, Betty Ann (P34081)	Grant to remove an underground storage tank and install an above ground storage tank	$3,500	$3,500
Kuster, William W and Theresa M (P35776)	Grant to remove an underground storage tank and install an above ground storage tank	$3,200	$3,200
Lamb, Dennis P. and Marie M. (P32193)	Grant to remove an underground storage tank and install an above ground storage tank	$2,850	$2,850
Lazarakis, Peter and Helen (P30652)	Grant to remove an underground storage tank and install an above ground storage tank	$3,090	$3,090
Leavey, John G. and Rosemarie (P35915)	Grant to remove an underground storage tank and install an above ground storage tank	$3,300	$3,300
Lee, Suzanne and Louis Batoff (P34710)	Grant to remove an underground storage tank and install an above ground storage tank	$3,300	$3,300
Liptak, Ruth L. (P34983)	Grant to remove an underground storage tank and install an above ground storage tank	$2,925	$2,925
Lloyd, William and Colleen (P34818)	Grant to remove an underground storage tank	$1,312	$1,312
Lolli, Albert V. (P35256)	Grant to remove an underground storage tank and install an above ground storage tank	$3,500	$3,500
Loniewski, Marilyn (P33826)	Grant to remove an underground storage tank and install an above ground storage tank	$3,900	$3,900
Lopos, John and Kristen (P35075)	Grant to remove an underground storage tank and install an above ground storage tank	$3,500	$3,500
Lowe, Robert and Elin Diamond (P35492)	Grant to remove an underground storage tank and install an above ground storage tank	$2,900	$2,900
Lucariello, Judith (P32724)	Grant to remove an underground storage tank and install an above ground storage tank	$3,500	$3,500
MacGonagle, Cynthia (P35012)	Grant to remove an underground storage tank and install an above ground storage tank	$3,606	$3,606
Madara, Dag and Kathryn (P35067)	Grant to remove an underground storage tank	$1,484	$1,484
Maione, Elizabeth and Vincent (P32569)	Grant to remove an underground storage tank and install an above ground storage tank	$3,300	$3,300

Applicant	Description	Grant Amount	Awarded to Date
Mallon, Quinn T. (P35096)	Grant to remove an underground storage tank	$1,250	$1,250
Manfredonia, Philip and Dorothy (P34599)	Grant to remove an underground storage tank	$1,500	$1,500
Mangine, Charles Jr. and Antoinette (P35814)	Grant to remove an underground storage tank	$1,500	$1,500
Maniaci, Joan (P35712)	Grant to remove an underground storage tank	$1,200	$1,200
Maniotis, Aris and Mary (P35570)	Partial grant to remove an underground storage tank	$900	$900
Maroulis, John and Irene (P35784)	Grant to remove an underground storage tank	$1,250	$1,250
Masucci, Anthony and Melissa A. (P34756)	Grant to remove an underground storage tank and install an above ground storage tank	$3,500	$3,500
Mattei, Louis and Kathleen (P34767)	Grant to remove an underground storage tank	$1,500	$1,500
McAndrew, Nancy M. (P35746)	Grant to remove an underground storage tank	$1,500	$1,500
McCain, Safiyyah N. (P34654)	Grant to remove an underground storage tank	$2,100	$2,100
McCormack, James J. and Sharon A. (P35054)	Grant to remove an underground storage tank and install an above ground storage tank	$3,500	$3,500
McKeon, Joan (P35365)	Grant to remove an underground storage tank and install an above ground storage tank	$3,457	$3,457
McLaughlin, Jeff (P35318)	Grant to remove an underground storage tank and install an above ground storage tank	$3,577	$3,577
McMillen, Hager and Jean (P35501)	Partial grant to remove an underground storage tank	$300	$300
Mendez, Rafael and Gonzalez, Maricela (P33258)	Grant to remove an underground storage tank and install an above ground storage tank	$4,600	$4,600
Meola, Joseph and June (P34988)	Grant to remove an underground storage tank and install an above ground storage tank	$3,488	$3,488
Meshach, Ernest E. and Joan E. (P33884)	Grant to remove an underground storage tank and install an above ground storage tank	$4,400	$4,400
Migliaccio, Barbara (P35482)	Grant to remove an underground storage tank	$1,500	$1,500
Molock Jr., Ralph (P35795)	Grant to remove an underground storage tank and install an above ground storage tank	$3,075	$3,075

Applicant	Description	Grant Amount	Awarded to Date
Moloney, Carl and Ivette (P35019)	Grant to remove an underground storage tank	$1,735	$1,735
Mongelli, Leonard J., Jr. and Jane (P35394)	Grant to remove an underground storage tank and install an above ground storage tank	$3,333	$3,333
Moore, James F. and Louise C. (P35057)	Grant to remove an underground storage tank	$1,250	$1,250
Moreau III, Leon J and MaryAnn (P35679)	Partial grant to remove an underground storage tank and install an above ground storage tank	$665	$665
Morgan, Brad and Ann Marie (P34993)	Partial grant to remove an underground storage tank	$825	$825
Mount, Howard and Margaret (P35341)	Partial grant to remove an underground storage tank	$600	$600
Mount, Joann (P35322)	Grant to remove an underground storage tank and install an above ground storage tank	$3,900	$3,900
Mula, Vincent and Marie (P32539)	Grant to remove an underground storage tank and install an above ground storage tank	$3,500	$3,500
Mulhern, John A. and Elaine R. (P33571)	Partial grant to remove an underground storage tank and install an above ground storage tank	$2,815	$2,815
Mullee, Martin P. (P35255)	Grant to remove an underground storage tank and install an above ground storage tank	$3,118	$3,118
Mundy, Dennis W. and Helen A. (P35343)	Grant to remove an underground storage tank and install an above ground storage tank	$3,500	$3,500
Murphy, Timothy (P34582)	Grant to remove an underground storage tank and install an above ground storage tank	$3,282	$3,282
Muscara, Angelina (P34980)	Grant to remove an underground storage tank	$1,500	$1,500
Myers, Robert P. and Kathleen C. (P35527)	Grant to remove an underground storage tank	$1,250	$1,250
Nelson, Kathleen C. (P35469)	Grant to remove an underground storage tank and install an above ground storage tank	$3,500	$3,500
Nevins, Catherine M. and Theodore J. (P34757)	Grant to remove an underground storage tank	$2,031	$2,031
New, Patricia (P35124)	Grant to remove an underground storage tank and install an above ground storage tank	$3,344	$3,344

Applicant	Description	Grant Amount	Awarded to Date
Newman, Daniel and Lynn (P34314)	Grant to remove an underground storage tank	$1,075	$1,075
Nilsen, Kimya and Morten (P32180)	Partial grant to remove an underground storage tank and install an above ground storage tank	$671	$671
Novakoff, Glenn (P35316)	Grant to remove an underground storage tank and install an above ground storage tank	$3,900	$3,900
O'Callahan, Patrick J. and Carol Ann (P35092)	Grant to remove an underground storage tank	$1,500	$1,500
O'Connell, James J. and Laura J. (P35001)	Grant to remove an underground storage tank and install an above ground storage tank	$3,300	$3,300
O'Donnell, Anna and Kevin (P34290)	Grant to remove an underground storage tank and install an above ground storage tank	$3,500	$3,500
O'Keefe-Cashell, Cheryl and Ralph Cashell (P34872)	Grant to remove an underground storage tank and install an above ground storage tank	$4,011	$4,011
Olawski, Louise (P34653)	Grant to remove an underground storage tank and install an above ground storage tank	$3,500	$3,500
Ormsby, Jeffrey (P35111)	Grant to remove an underground storage tank and install an above ground storage tank	$4,100	$4,100
Ostroff, Doris (P35548)	Grant to remove an underground storage tank and install an above ground storage tank	$3,500	$3,500
Paese, Joseph P. and Jo Ann P. (P35797)	Grant to remove an underground storage tank and install an above ground storage tank	$3,380	$3,380
Pallonetti, Dolores (P35089)	Grant to remove an underground storage tank	$1,500	$1,500
Paske, Constance (P33216)	Grant to remove an underground storage tank and install an above ground storage tank	$3,436	$3,436
Patalano, William and Elsie (P35796)	Grant to remove an underground storage tank and install an above ground storage tank	$3,500	$3,500
Pauch, James A and Margaret M (P35079)	Grant to remove an underground storage tank and install an above ground storage tank	$3,533	$3,533
Pavelchak, Ruth (P35041)	Grant to remove an underground storage tank	$1,200	$1,200
PeQueen, James L. and Lori Marie (P32535)	Grant to remove an underground storage tank and install an above	$3,500	$3,500

Applicant	Description	Grant Amount	Awarded to Date
	ground storage tank		
Peet, Agnes N. (P35464)	Grant to remove an underground storage tank and install an above ground storage tank	$3,500	$3,500
Pernice, Vincenzo (P35116)	Grant to remove an underground storage tank and install an above ground storage tank	$2,008	$2,008
Phillips, John J. and Lois M. (P35471)	Grant to remove an underground storage tank	$1,500	$1,500
Posner, Judie and Richard (P35098)	Grant to remove an underground storage tank	$1,250	$1,250
Powers, Sean and Valerie (P33353)	Grant to remove an underground storage tank and install an above ground storage tank	$3,000	$3,000
Pressler, Catherine (P35445)	Grant to remove an underground storage tank	$1,200	$1,200
Provence, Cheryl (P30742)	Grant to remove an underground storage tank and install an above ground storage tank	$3,185	$3,185
Province, Chris and Kerry (P34987)	Grant to remove an underground storage tank	$3,694	$3,694
Pruitt, Darlene (P35299)	Grant to remove an underground storage tank and install an above ground storage tank	$3,397	$3,397
Quigley, James E. and Linda H. (P33629)	Grant to remove an underground storage tank	$1,200	$1,200
Radcliffe, Douglas and Janet (P34891)	Grant to remove an underground storage tank and install an above ground storage tank	$3,500	$3,500
Rautenberg, Erik and Susan B. (P35448)	Grant to remove an underground storage tank	$1,371	$1,371
Repkoe, Robert M. and Janet L. (P33329)	Grant to remove an underground storage tank	$1,200	$1,200
Reyes, Carmelo and Christine VanSant (P34659)	Grant to remove an underground storage tank and install an above ground storage tank	$3,500	$3,500
Riggs, Susan M. (P33492)	Grant to remove an underground storage tank and install an above ground storage tank	$4,994	$4,994
Rodriguez, Anna (P35642)	Grant to remove an underground storage tank and install an above ground storage tank	$3,500	$3,500
Rogers, Forrest R. and Patricia M. (P32551)	Grant to remove an underground storage tank and install an above ground storage tank	$3,203	$3,203
Romvary, Christian and	Grant to remove an underground	$3,360	$3,360

Applicant	Description	Grant Amount	Awarded to Date
Dolores (P35283)	storage tank and install an above ground storage tank		
Rose, Janice (P35653)	Grant to remove an underground storage tank	$1,500	$1,500
Russo, Kerri (P35060)	Grant to remove an underground storage tank and install an above ground storage tank	$3,500	$3,500
Sabino, Matthew and Michele (P35560)	Grant to remove an underground storage tank	$1,500	$1,500
Samuels, Gene (P32862)	Grant to remove an underground storage tank	$1,500	$1,500
Samuelsen, Sigurd and Barbara (P35688)	Partial grant to remove an underground storage tank and install an above ground storage tank	$3,208	$3,208
Sarlitt, Robert (P33337)	Grant to remove an underground storage tank and install an above ground storage tank	$3,900	$3,900
Schmidt, Helga (P35490)	Grant to remove an underground storage tank	$1,500	$1,500
Schmidtke, Sandra F. (P35880)	Grant to remove an underground storage tank and install an above ground storage tank	$3,500	$3,500
Schneider, Ron and Stacey (P35655)	Grant to remove an underground storage tank	$1,520	$1,520
Schnetzer, Russ and June (P35563)	Grant to remove an underground storage tank and install an above ground storage tank	$3,430	$3,430
Schnipp, Thomas and Maryann (P35248)	Grant to remove an underground storage tank	$3,500	$3,500
Schutte, James G. and Lori L. (P35513)	Grant to remove an underground storage tank and install an above ground storage tank	$3,368	$3,368
Schwochert, Helmut and Doris (P35484)	Grant to remove an underground storage tank	$1,500	$1,500
Scofield, Gregory J. and Anne M. (P33766)	Grant to remove an underground storage tank and install an above ground storage tank	$3,500	$3,500
Semov, Sevdalin and Zlatka (P34565)	Grant to remove an underground storage tank and install an above ground storage tank	$3,500	$3,500
Sevret, Harry and Lana (P35147)	Grant to remove an underground storage tank and install an above ground storage tank	$2,900	$2,900
Shauger, Joan (P34768)	Grant to remove an underground storage tank and install an above	$4,398	$4,398

Applicant	Description	Grant Amount	Awarded to Date
	ground storage tank		
Shea, Rita F. and John J. (P34332)	Partial grant to remove an underground storage tank	$720	$720
Siek, Robert P (P34967)	Grant to remove an underground storage tank and install an above ground storage tank	$4,500	$4,500
Sikes, Donald R and Margaret R (P35300)	Grant to remove an underground storage tank and install an above ground storage tank	$3,900	$3,900
Sikorski, Daruisz and Wioletta (P32382)	Grant to remove an underground storage tank	$1,500	$1,500
Simon, Marvin and Ellen B. (P35509)	Grant to remove an underground storage tank and install an above ground storage tank	$3,500	$3,500
Sistad, Christine (P35244)	Grant to remove an underground storage tank and install an above ground storage tank	$3,250	$3,250
Skweres, Scott and Lisa (P35500)	Grant to remove an underground storage tank and install an above ground storage tank	$3,500	$3,500
Sloan, Elmer L and Marilyn (P35521)	Grant to remove an underground storage tank and install an above ground storage tank	$3,500	$3,500
Smith, Gerard L. (P35428)	Grant to remove an underground storage tank and install an above ground storage tank	$3,257	$3,257
Smith, Greg and Layhoon (P35055)	Grant to remove an underground storage tank and install an above ground storage tank	$2,478	$2,478
Soobryan, Paul (P34509)	Grant to remove an underground storage tank and install an above ground storage tank	$3,500	$3,500
Sorchini, Armando and Amy (P35062)	Partial grant to remove an underground storage tank	$750	$750
Standhope, Ralph and Betty (P34652)	Grant to remove an underground storage tank and install an above ground storage tank	$3,500	$3,500
Stanziale, Paul and Lucille (P34478)	Grant to remove an underground storage tank and install an above ground storage tank	$3,900	$3,900
Stark, Wilma (P35435)	Grant to remove an underground storage tank and install an above ground storage tank	$2,800	$2,800
Steeg, Robert and Jean (P34072)	Grant to remove an underground storage tank and install an above ground storage tank	$4,662	$4,662

Applicant	Description	Grant Amount	Awarded to Date
Strauch, James R. and Margaret Pyle (P33445)	Grant to remove an underground storage tank	$2,100	$2,100
Strumolo, Ralph and Donna (P35576)	Grant to remove an underground storage tank and install an above ground storage tank	$3,500	$3,500
Studier, Joseph (P35338)	Grant to remove an underground storage tank	$1,500	$1,500
Sugameli, John and Kathleen (P32781)	Grant to remove an underground storage tank and install an above ground storage tank	$3,500	$3,500
Tarasuk, John and Lynne M. (P35524)	Grant to remove an underground storage tank and install an above ground storage tank	$3,500	$3,500
Tassey, Diane and Daniel (P34963)	Grant to remove an underground storage tank and install an above ground storage tank	$3,500	$3,500
Testa, Edward A. and Carmen Verdi Testa (P31325)	Grant to remove an underground storage tank and install an above ground storage tank	$3,500	$3,500
Thatcher, Tiffany and Scott Snyder (P35467)	Grant to remove an underground storage tank and install an above ground storage tank	$3,500	$3,500
Tran, Hung Cuong and Jennifer Le (P35122)	Grant to remove an underground storage tank	$2,075	$2,075
Tremarco, Gregory (P35543)	Grant to remove an underground storage tank and install an above ground storage tank	$3,500	$3,500
Tremper, Diane E. (P32403)	Grant to remove an underground storage tank	$2,100	$2,100
Tuliszewski, Richard and Theresa (P35401)	Grant to remove an underground storage tank	$2,100	$2,100
Unger, Harold M. and Mary Louise (P34819)	Grant to remove an underground storage tank	$1,500	$1,500
Vandersall, Mark and Paula (P34841)	Grant to remove an underground storage tank and install an above ground storage tank	$3,621	$3,621
Vernon, Deborah (P34711)	Grant to remove an underground storage tank and install an above ground storage tank	$3,900	$3,900
Walzer, James S. (P35459)	Grant to remove an underground storage tank and install an above ground storage tank	$3,500	$3,500
Ward, Brian and Kelly M. (P35698)	Grant to remove an underground storage tank and install an above ground storage tank	$3,200	$3,200
White Meadow Temple	Grant to remove an underground	$5,899	$5,899

Applicant	Description	Grant Amount	Awarded to Date
(P35426)	storage tank and install an above ground storage tank		
White, Jodi (P35452)	Grant to remove an underground storage tank and install an above ground storage tank	$2,600	$2,600
Witt, Jaclyn (P34441)	Grant to remove an underground storage tank and install an above ground storage tank	$3,500	$3,500
Worontzoff, Olga (P34840)	Grant to remove an underground storage tank and install an above ground storage tank	$3,325	$3,325
Worrall, James L. and Jill D. (P34139)	Grant to remove an underground storage tank	$1,500	$1,500
Wurdemann, Diane and John (P34699)	Grant to remove an underground storage tank and install an above ground storage tank	$3,500	$3,500
Zeidler, William and Janet (P35472)	Grant to remove an underground storage tank	$1,500	$1,500
d'Haene, Johanna (P35417)	Grant to remove an underground storage tank	$1,250	$1,250
285 Grants	**Total Delegated Authority funding for Non-Leaking applications.**	**$779,137**	

*This amount includes grants approved previously by the Board and this award does not exceed the supplemental aggregate limit.

Caren S. Franzini

Prepared by: Lisa Petrizzi, Sr. Finance Officer

HAZARDOUS DISCHARGE SITE REMEDIATION FUND PROGRAM

NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY

MEMORANDUM

TO: Members of the Authority

FROM: Caren S. Franzini
Chief Executive Officer

DATE: April 12, 2011

SUBJECT: Hazardous Discharge Site Remediation Fund Program

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

Municipal Grant:
City of Gloucester (Gloucester Titanium Site)..... **$131,222**

Private Grant:
City Works West Lake, LLC.....**$ 75,542**

Total HDSRF funding for April 2011.....$206,764

Prepared by: Lisa Petrizzi

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

APPLICANT: City of Gloucester (Gloucester Titanium Site) P34955

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

PROJECT LOCATION: Water Street Gloucester Township (T/UA) Camden

GOVERNOR'S INITIATIVES: (X) Urban ( ) Edison ( ) Core ( ) Clean Energy

APPLICANT BACKGROUND:

City of Gloucester received a grant in December 2009 in the amount of $434,025 under P26358 and in March 2010 in the amount of $156,390 under P29135 to preform Remedial Investigation (RI) activities. The project site, identified as Blocks 110 and 120; Lots 1,10-13,18 & 19; and Lot 1 is a former processing facility of titanium dioxide ore which has potential environmental areas of concern (AOC's). The City of Gloucester has received a Brownfields Development Area (BDA) designation from the NJDEP. The City intends to acquire 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 for mixed-use.

NJDEP has approved supplemental project costs are technically eligible to preform additional RI activities and finds the project technically eligible under the HDSRF program, Category 2, Series A.

APPROVAL REQUEST:

City of Gloucester is requesting supplemental grant funding to perform RI in the amount of $131,222 at the former Gloucester Titanium Site, for a total funding to date of $721,637.

FINANCING SUMMARY:

GRANTOR: Hazardous Discharge Site Remediation Fund

AMOUNT OF GRANT: $131,222

TERMS OF GRANT: No Interest; No Repayment

PROJECT COSTS:

Remedial investigation	$131,222
EDA administrative cost	$500
TOTAL COSTS	$131,722

APPROVAL OFFICER: L. Petrizzi

NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY
PROJECT SUMMARY - HAZARDOUS DISCHARGE SITE REMEDIAT'N PROG GRANT

APPLICANT: City Works West Lake, LLC P35515

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

PROJECT LOCATION: West Lake Avenue BDA Neptune Township (T/UA) Monmouth

GOVERNOR'S INITIATIVES: (X) Urban ( ) Edison ( ) Core ( ) Clean Energy

APPLICANT BACKGROUND:

City Works West Lake, LLC. is the owner of the project site, located in Neptune City. The applicant has received grants totaling $219,546 between 2007 and 2009 to perform Preliminary Assessment (PA), Site Investigation (SI) and Remedial Investigation (RI) and a 25% Matching Grant to achieve an unrestricted or limited restricted re-use classification in the amount of $221,229 under P33866 in February 2011 at this project site. The EDA has provided New Market Tax Credit Loans totaling $16,670,000 and a Brownfields Redevelopment Loan in the amount of $250,000 to Cityworks Neptune Office, LLC in 2008.

The NJDEP Office of Brownfield Reuse has found the applicant's proposal for financial assistance to be administratively and technically complete and has approved funding to be provided in the form of a Hazardous Discharge Site Remediation 25% Matching Grant under N.J.S.A. 58:10B-Subsection 2, Series A. The grant has been calculated off 25% of the Remedial Action costs ($75,542).

The scope of work includes remedial action activities utilizing innovative technology. In addition, pursuant to the evaluation it has been determined that the applicant meets the Authority's standard guidelines under the program.

APPROVAL REQUEST:

The applicant is requesting grant funding in the amount of $75,542 to perform the approved scope of work at the project site, for a total funding to date of $516,317.

FINANCING SUMMARY:

GRANTOR: Hazardous Discharge Site Remediation Fund

AMOUNT OF GRANT $75,542 (25% Matching Grant)

TERMS OF GRANT: No Interest; No Repayment

PROJECT COSTS:

Remedial Action	$302,166
EDA administrative cost	$500
TOTAL COSTS	$302,666

APPROVAL OFFICER: L. Petrizzi

NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY

TO: Members of the Authority

FROM: Caren S. Franzini
Chief Executive Officer

DATE: April 12, 2011

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

Pursuant to the Board's approval on May 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 March 2011.

Applicant	Description	Grant	Previous Awards
Gloucester City (Frm. Amspec Chemical) P34956	Supplemental grant to perform remedial investigation to redevelop for mixed use	$89,677	$194,110*
Mount Holly Township (Frm Ankokas Lagoon Parcel)	Supplemental grant to perform site investigation to redevelop for recreation	$50,667	$ 90,352
Woodbridge Township (DPW) P34947	Supplemental grant to perform site investigation to redevelop for industrial use	$32,306	$50,396
3 Grants	**Total Grant Funding for March 2011**	**$172,647**	

Caren S. Franzini

Prepared by: Lisa Petrizzi, Sr. Finance Officer

*The current award does not exceed the supplemental aggregate delegated authority limit

INCENTIVE PROGRAMS

BUSINESS EMPLOYMENT INCENTIVE PROGRAM &

BUSINESS RETENTION AND RELOCATION ASSISTANCE GRANT

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

APPLICANT: Brad`s Raw Chips, LLC P35664

PROJECT LOCATION: 675 South Clinton Avenue Trenton City (T/UA) Mercer County

GOVERNOR'S INITIATIVES:

(X) Urban ( ) Edison ( ) Core ( ) Clean Energy

APPLICANT BACKGROUND/ECONOMIC VIABILITY:

Brad's Raw Chips, LLC manufactures raw, high quality, nutritionally dense food chip by combining sprouted groats and seeds in a proprietary way with fresh vegetables into a complete snack food. Quality ingredients are utilized and whenever possible obtained from local growers. Byproducts from production are recycled or composted and package materials are also recyclable. Brad's Raw Chips was formed in Southeastern PA by Brad Gruno, started in a one car garage and moved to an 8,000 sq. ft. facility in Pipersville (Bucks County), PA in 2008. Brad's Raw Chips is currently a small, labor intensive operation and cannot keep up with growing demand. The chips are available currently in 10 states and 90 Whole Foods locations plus an additional 200 small health food stores in the US plus online. The Applicant is economically viable.

MATERIAL FACTOR:

Brad's Raw Chips, LLC requests a BEIP grant to offset the costs of expanding and relocating to New Jersey. Due to the increase in sales, the applicant has outgrown its existing facility and is looking for an efficient facility to handle the growth. The applicant is looking to expand in Trenton, NJ or in Bucks County, PA. The benefit to NJ is creation of 30 new jobs. The applicant has indicated a BEIP grant is a material factor to relocate to NJ.

APPROVAL REQUEST:

PERCENTAGE: 80%
TERM: 10 years

The Members of the Authority are asked to approve the proposed BEIP grant and award percentage to encourage Brad`s Raw Chips, LLC 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: $ 86,400
(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** 20 **Year 2** 10 **Base Years Total =** 30

ESTIMATED COST PER ELIGIBLE BEIP JOB OVER TERM: $2,880

ANTICIPATED AVERAGE WAGES: $23,000

ESTIMATED PROJECT COSTS: $1,400,000

ESTIMATED GROSS NEW STATE INCOME TAX - DURING 10 $108,000

ESTIMATED NET NEW STATE INCOME TAX - DURING 15 $75,600

PROJECT IS: ( ) Expansion (X) Relocation Pipersville, PA

CONSTRUCTION: (X) Yes ( ) No

PROJECT OWNERSHIP HEADQUARTERED IN: Pennsylvania

APPLICANT OWNERSHIP: (X) Domestic ( ) Foreign

DEVELOPMENT OFFICER: P. Ceppi **APPROVAL OFFICER:** T. Wells

Applicant : Brad`s Raw Chips, LLC

Project # : P35664

FORMULA EVALUATION

Criteria		Score
1. Location:	**Trenton City**	N/A
2. Job Creation	**30**	1
Targeted : _____ Non-Targeted : X		
3. Job at Risk:	**0**	0
4. Industry:	**food products**	0
Designated : _____ Non-Designated : X		
5. Leverage:	**3 to 1 and up**	2
6. Capital Investment:	**$1,400,000**	1
7. Average Wage:	**$ 23,000**	1
	TOTAL:	5

Bonus Increases (up to 80%):

Located in Planning Area 1 or 2 of the State's Development and Redevelopment Plan	20%	20%
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%	20%
Located in a brownfield site (defined as the first occupants of the site after issuance of a new no-further action letter)	20%	20%
Located in a center designated by the State Planning Commission, or in a municipality with an endorsed plan	15%	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: 75 %

Total Score :

Total Score per formula:	5 = 20 %
Construction/Renovation :	5 %
Bonus Increases :	75 %
Total Score (not to exceed 80 %):	80 %

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

APPLICANT: FIMS Manufacturing Corporation (Formerly IMS Tool Co., Inc) P35633

PROJECT LOCATION: TBD Locations Unknown (N) Unknown County

GOVERNOR'S INITIATIVES:

( ) Urban ( ) Edison (X) Core ( ) Clean Energy

APPLICANT BACKGROUND/ECONOMIC VIABILITY:

FIMS Manufacturing Corporation (Formerly IMS Tool Co., Inc) was founded in 1962 as a precision machine shop specializing in hydraulic tooling manufacturing and assembly. It is a family-owned business led by Michael Facchini, the third generation, majority owner and the grandson of the founder. The applicant is economically viable.

They manufacture precision and performance parts for hydraulic wrenches, which are used in the aerospace, wind turbine, shipbuilding and oil drilling industries. The company is expanding its manufacturing capabilities.

In 2005, the Authority assisted this company with two New Jersey Business Growth Fund loan guarantees (a joint program of the EDA and PNC Bank), P16629 (renewed as P34607 in 2010; current maximum EDA exposure: $50,921.40) and P16630 (paid-off).

With 23 full-time W2 employees, the company currently operates from two industrial/manufacturing buildings in Rochelle Park, New Jersey. FIMS has outgrown their 2 buildings (totaling approximately 22,000 sf), and is planning an expansion. In order to accomplish their growth and expansion plans, they need to increase their work space, machine portfolio, and most importantly, their workforce. Relocating to a single and larger space will also provide efficiencies and extra room for longer-term future growth. The Applicant's current expansion plan calls for the creation of 25 brand-new positions within the next two years. They are considering moving the entire Rochelle Park, New Jersey operations to a new, larger facility in either Pennsylvania or New Jersey. According to the Applicant, New Jersey is competing with Pennsylvania.

In the event that a business decides to go to certain smart growth areas, the BEIP score may increase to 80%, at which percentage an estimated amount of the grant would be $149,500 over the term of the grant.

MATERIAL FACTOR:
The Applicant is seeking a BEIP grant to support creating the referenced positions in New Jersey. The company has represented that a favorable decision by the Authority to award the BEIP grant is an important inducement in the Applicant's decision to go forward with the project (which is to expand and relocate within New Jersey instead of relocating and expanding out of State, such as in Pennsylvania). The Authority staff recommends the award of the proposed BEIP grant.

APPROVAL REQUEST:

PERCENTAGE: 30%
TERM: 10 years

The Members of the Authority are asked to approve the proposed BEIP grant and award percentage to encourage FIMS Manufacturing Corporation (Formerly IMS Tool 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: $ 56,063
(not to exceed an average of $50,000 per new employee over the term of the grant)

NJ EMPLOYMENT AT APPLICATION: 23

ELIGIBLE BEIP JOBS: **Year 1** 12 **Year 2** 13 **Base Years Total =** 25

ESTIMATED COST PER ELIGIBLE BEIP JOB OVER TERM: $2,242

ANTICIPATED AVERAGE WAGES: $40,000

ESTIMATED PROJECT COSTS: $3,300,000

ESTIMATED GROSS NEW STATE INCOME TAX - DURING 10 $186,875

ESTIMATED NET NEW STATE INCOME TAX - DURING 15 $224,250

PROJECT IS: (X) Expansion (X) Relocation Rochelle Park

CONSTRUCTION: (X) Yes ( ) No

PROJECT OWNERSHIP HEADQUARTERED IN: New Jersey

APPLICANT OWNERSHIP:(X) Domestic ( ) Foreign

DEVELOPMENT OFFICER: J. Colon **APPROVAL OFFICER:** D. Sucsuz

Applicant : FIMS Manufacturing Corporation (Formerly IMS Tool Project # : P35633

FORMULA EVALUATION

Criteria		Score
1. Location:	**Locations Unknown**	N/A
2. Job Creation	**25**	1
Targeted : _____ Non-Targeted : X		
3. Job at Risk:	**23**	0
4. Industry:	**industrial/electrical equipment**	0
Designated : _____ Non-Designated : X		
5. Leverage:	**3 to 1 and up**	2
6. Capital Investment:	**$3,300,000**	1
7. Average Wage:	**$ 40,000**	2
	TOTAL:	6

Bonus Increases (up to 80%):

Located in Planning Area 1 or 2 of the State's Development and Redevelopment Plan	20%	_____
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: 0 %

Total Score :

Total Score per formula:	6 = 25 %
Construction/Renovation :	5 %
Bonus Increases :	0 %
Total Score (not to exceed 80 %):	30 %

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

APPLICANT: Mission Solutions Engineering, LLC P35901

PROJECT LOCATION: To be determined Locations Unknown (N) Unknown County

GOVERNOR'S INITIATIVES:

( ) Urban ( ) Edison (X) Core ( ) Clean Energy

APPLICANT BACKGROUND/ECONOMIC VIABILITY:

Mission Solutions Engineering, LLC ("MSE" or the "Company") is a full service systems and software engineering provider. MSE encompasses the full spectrum and life cycle of software development. Its services range from requirements specification and analysis, to design, coding, integration testing and installation support. The Company is headquartered in Arlington, Virginia and currently has two operating locations in Moorestown, NJ with 555 employees supporting defense customers such as the Missile Defense Agency and U.S. Navy and partnerships with higher education, such as Rowan University. MSE has been operating in NJ for over 30 years, however prior to 2009, MSE operated as a business segment of Computer Science Corporation. In October 2010, MSE was acquired by the ASRC (Artic Slope Regional Corporation) Federal Holding Company. ASRC Federal Holding subsidiaries provide a wide array of services to a broad base of federal government agencies and employ approximately 132 employees in NJ for total NJ employment by MSE and its parent of 687. The Applicant is economically viable.

MATERIAL FACTOR:

Mission Solutions Engineering, LLC requests a BEIP grant to offset the costs of relocating and expanding in NJ. MSE is planning to expand its workforce by 90 new full-time employees. Additionally Mission Solutions is evaluating relocating MSE's current full-time employees of 555 located in Moorestown, NJ and has applied simultaneously for a BRRAG. The Company is considering leased space for its current and future employees within Burlington or Camden County or leasing new space in Pennsylvania. The Company has indicated that a BEIP grant is a material factor to relocate and expand in NJ. Should the company choose a location that meets certain Smart Growth criteria, the award could increase to as much as 80% for an estimated value of $2,476,260.

APPROVAL REQUEST:

PERCENTAGE: 45%
TERM: 10 years

The Members of the Authority are asked to approve the proposed BEIP grant and award percentage to encourage Mission Solutions Engineering, LLC 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: $ 1,392,896
(not to exceed an average of $50,000 per new employee over the term of the grant)

NJ EMPLOYMENT AT APPLICATION: 687

ELIGIBLE BEIP JOBS: **Year 1** 45 **Year 2** 45 **Base Years Total =** 90

ESTIMATED COST PER ELIGIBLE BEIP JOB OVER TERM: $15,476

ANTICIPATED AVERAGE WAGES: $93,500

ESTIMATED PROJECT COSTS: $11,635,300

ESTIMATED GROSS NEW STATE INCOME TAX - DURING 10 $3,095,325

ESTIMATED NET NEW STATE INCOME TAX - DURING 15 $3,250,091

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

CONSTRUCTION: (X) Yes ( ) No

PROJECT OWNERSHIP HEADQUARTERED IN: Virginia

APPLICANT OWNERSHIP:(X) Domestic ( ) Foreign

DEVELOPMENT OFFICER: H. Friedberg **APPROVAL OFFICER:** T. Wells

Applicant : Mission Solutions Engineering, LLC

Project # : P35901

FORMULA EVALUATION

Criteria		Score
1. Location:	**Locations Unknown**	N/A
2. Job Creation	**90**	2
Targeted : _____ Non-Targeted : X		
3. Job at Risk:	**555**	3
4. Industry:	**professional services**	0
Designated : _____ Non-Designated : X		
5. Leverage:	**3 to 1 and up**	2
6. Capital Investment:	**$11,635,300**	2
7. Average Wage:	**$ 93,500**	4
	TOTAL:	13

Bonus Increases (up to 80%):

Located in Planning Area 1 or 2 of the State's Development and Redevelopment Plan	20%	_____
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: 0 %

Total Score :

Total Score per formula:	13 = 40 %
Construction/Renovation :	5 %
Bonus Increases :	0 %
Total Score (not to exceed 80 %):	45 %

NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY
PROJECT SUMMARY – BUSINESS RETENTION AND RELOCATION ASSISTANCE GRANT

APPLICANT: Mission Solutions Engineering, LLC

COMPANY ADDRESS: 304 West Route 38 & 300 Centerton Rd. Moorestown Burlington County

PROJECT LOCATION: To Be Determined

GOVERNOR'S INITIATIVES:
( ) NJ Urban Fund ( ) Edison Innovation Fund (X) Core

APPLICANT BACKGROUND:
Mission Solutions Engineering, LLC ("MSE" or the "Company") is a full service systems and software engineering provider. MSE encompasses the full spectrum and life cycle of software development. Its services range from requirements specification and analysis to design, coding, integration testing and installation support. The Company is headquartered in Arlington, Virginia and currently has two operating locations in Moorestown, NJ with 555 employees supporting defense customers such as the Missile Defense Agency and U.S. Navy and partnerships with higher education, such as Rowan University. MSE has been operating in NJ for over 30 years, however prior to 2009, MSE operated as a business segment of Computer Science Corporation. In October 2010 MSE was acquired by the ASRC (Arctic Slope Regional Corporation) Federal Holding Company. ASRC Federal subsidiaries provide a wide array of services to a broad base of federal government agencies and employ approximately 132 employees in NJ for total NJ employment by MSE and its parent of 687.

MATERIAL FACTOR/NET BENEFIT:
Mission Solutions Engineering, LLC requests a BRRAG to offset the costs of relocating and expanding in NJ. MSE is planning to expand its workforce by 90 new full-time employees in addition is evaluating relocating MSE's current full-time employees of 555 from its current Moorestown locations. The Company is considering leased space for its current and future employees within Burlington or Camden County or leasing new space in Pennsylvania. MSE has also applied for a BEIP grant which would provide an incentive for the company to create 90 new jobs in the State within 2 years. Management has indicated that the BRRAG is a material factor in the company's decision to remain in New Jersey. The applicant has also demonstrated that the grant of these tax credits will result in a net positive benefit to the State.

APPROVAL REQUEST:

TAX CREDIT TERM: 3 years
COMMITMENT DURATION: 8 years

The Members of the Authority are asked to approve the proposed BRRAG benefit to Mission Solutions Engineering, LLC to encourage the company to relocate within New Jersey. The recommended grant is contingent upon receipt by the Authority of evidence that the company has met certain criteria to substantiate the recommended award amount and the term. If the criteria met by the company differs from that shown herein, the award amount and the term will be raised or lowered to reflect the award amount and the term that corresponds to the actual criteria that have been met.

CONDITIONS OF APPROVAL:
1. Applicant has not entered into a lease, purchase contract, or otherwise committed to remain in NJ unless the applicant had a pre-application meeting with the Authority during the grandfathering period.
2. If the applicant enters into a lease for the project site, the term of the lease will be no less than 8 years exclusive of any renewal options.

3. Expenditures totaling at least twice as much as the BRRAG award must meet the statutory definition of Capital Investment and must be made on or before 12/31/2013 in order to remain eligible for the bonus award.
4. No employees subject to a BEIP grant or another BRRAG are eligible for calculating the benefit amount of this BRRAG.
5. If the applicant remains in a location at which it currently operates, expenditures totaling at least as much as the BRRAG award must meet the statutory definition of Capital Investment and must be made on or before 12/31/2013.

END OF APPLICANT'S FISCAL YEAR:		DECEMBER 31
CAPITAL INVESTMENT MUST BE MADE BY:	$	12/31/2013
TOTAL ESTIMATED GRANT AWARD OVER TERM:	$	3,746,250
STATE FISCAL YEAR 1 APPROVAL SFY 2014:	$	1,248,750
STATE FISCAL YEAR 2 APPROVAL SFY 2015:	$	1,248,750
STATE FISCAL YEAR 3 APPROVAL SFY 2016:	$	1,248,750
ELIGIBLE BRRAG JOBS:		555
YEARLY TAX CREDIT AMOUNT PER EMPLOYEE:	$	1,500
BONUS AWARD PER EMPLOYEE:	$	750
TOTAL YEARLY TAX CREDITS INCLUDING BONUS:	$	2,250
ANTICIPATED AVERAGE WAGES:	$	93,500
ESTIMATED TOTAL GROSS ANNUAL PAYROLL:	$	51,892,500
ESTIMATED TOTAL GROSS STATE WITHHOLDINGS 8 YRS:	$	15,270,270
ESTIMATED ELIGIBLE CAPITAL INVESTMENT:	$	11,635,300
OPERATED IN NEW JERSEY SINCE:		1969

PROJECT IS: (X) Expansion (X) Relocation

CONSTRUCTION/RENOVATION: (X) Yes ( ) No

DEVELOPMENT OFFICER: H. Friedberg **APPROVAL OFFICER:** T. Wells

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

APPLICANT: Montrose Molders Corporation and Affiliates P36047

PROJECT LOCATION: TBD Locations Unknown (N) Unknown County

GOVERNOR'S INITIATIVES:

( ) Urban ( ) Edison (X) Core ( ) Clean Energy

APPLICANT BACKGROUND/ECONOMIC VIABILITY:

Montrose Molders Corporation is one of the Tri-State-Area's premier plastics processors. From engineering and tool making to injection molding and hot stamping, they meet all molding and plastic processing needs under one roof. In 1973, they incorporated their family business as Continental Precision Corp. Since 2008, they use only the Montrose Molders trade name for both operating companies. The applicant is economically viable.

In 1966, Montrose started as Continental Precision with a 22-person mold building shop. Since then, the company has grown steadily. Montrose regularly invests in new injection molding machines. Robots run on 23 of the company's 35 injection presses. Today, Montrose is a 235-person, full-service molding facility. While they specialize in point of purchase displays, as a custom injection molder, they have the capabilities to service a variety of industries.

They have outgrown their current leased 110K sf manufacturing plant in South Plainfield. They are looking for a larger, approximately 250K-300K sf, facility to accommodate their current and future growth. According to the Applicant, they are being courted by Pennsylvania with an option of moving to Northampton County, Pennsylvania (the Lehigh Valley area), and New Jersey is competing with Pennsylvania not only to house this planned expansion but also to retain the existing New Jersey operation. The company is contemporaneously proceeding with a BRRAG tax credit application.

In the event that a business decides to go to certain smart growth areas, the BEIP score may increase to 80%, at which percentage an estimated amount of the grant would be $340,000 over the term of the grant.

MATERIAL FACTOR:
The Applicant is seeking a BEIP grant to support creating the referenced positions in New Jersey. The company has represented that a favorable decision by the Authority to award the BEIP grant is an important inducement in the Applicant's decision to go forward with the project (which is to expand (and relocate) within New Jersey instead of relocating and expanding out of State, such as in Pennsylvania). The Authority staff recommends the award of the proposed BEIP grant.

APPROVAL REQUEST:

PERCENTAGE: 35%
TERM: 10 years

The Members of the Authority are asked to approve the proposed BEIP grant and award percentage to encourage Montrose Molders Corporation and Affiliates 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: $ 148,750
(not to exceed an average of $50,000 per new employee over the term of the grant)

NJ EMPLOYMENT AT APPLICATION: 235

ELIGIBLE BEIP JOBS: **Year 1** 65 **Year 2** 20 **Base Years Total =** 85

ESTIMATED COST PER ELIGIBLE BEIP JOB OVER TERM: $1,750

ANTICIPATED AVERAGE WAGES: $30,000

ESTIMATED PROJECT COSTS: $8,600,000

ESTIMATED GROSS NEW STATE INCOME TAX - DURING 10 $425,000

ESTIMATED NET NEW STATE INCOME TAX - DURING 15 $488,750

PROJECT IS: (X) Expansion (X) Relocation South Plainfield, NJ

CONSTRUCTION: (X) Yes ( ) No

PROJECT OWNERSHIP HEADQUARTERED IN: New Jersey

APPLICANT OWNERSHIP:(X) Domestic ( ) Foreign

DEVELOPMENT OFFICER: P. Ceppi **APPROVAL OFFICER:** D. Sucsuz

Applicant : Montrose Molders Corporation and Affiliates Project # : P36047

FORMULA EVALUATION

Criteria		Score
1. Location:	**Locations Unknown**	N/A
2. Job Creation	**85**	2
Targeted : _____ Non-Targeted : __X__		
3. Job at Risk:	**235**	2
4. Industry:	**plastics**	0
Designated : _____ Non-Designated : __X__		
5. Leverage:	**3 to 1 and up**	2
6. Capital Investment:	**$8,600,000**	2
7. Average Wage:	**$ 30,000**	1
	TOTAL:	9

Bonus Increases (up to 80%):

Located in Planning Area 1 or 2 of the State's Development and Redevelopment Plan	20%	_____
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: 0 %

Total Score :

Total Score per formula:	9 = 30 %
Construction/Renovation :	5 %
Bonus Increases :	0 %
Total Score (not to exceed 80 %):	35 %

NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY
PROJECT SUMMARY – BUSINESS RETENTION AND RELOCATION ASSISTANCE GRANT (BRRAG)

APPLICANT(S): Montrose Molders Corporation and Affiliates

COMPANY ADDRESS: 230 Saint Nicholas Avenue South Plainfield Boro Middlesex County

NEW PROJECT LOCATION(S): TBD

GOVERNOR'S INITIATIVES:
( ) Urban Fund ( ) Other Urban ( ) Edison (X) Core ( ) Clean Energy

APPLICANT BACKGROUND:
Montrose Molders Corporation is one of the Tri-State-Area's premier plastics processors. From engineering and tool making to injection molding and hot stamping, they meet all molding and plastic processing needs under one roof. In 1973, they incorporated their family business as Continental Precision Corp. Since 2008, they use only the Montrose Molders trade name for both operating companies.

They have outgrown their current leased 110K sf manufacturing plant in South Plainfield. They are looking for a larger, approximately 250K-300K sf, facility to accommodate their current and future growth. According to the Applicant, they are being courted by Pennsylvania with an option of moving to Northampton County, Pennsylvania (the Lehigh Valley area), and New Jersey is competing with Pennsylvania not only to house this planned expansion but also to retain the existing New Jersey operation. The company is contemporaneously proceeding with a BEIP application (P36047).

MATERIAL FACTOR/NET BENEFIT:
The Applicant is seeking a BRRAG grant to support retaining and relocating 235 BRRAG eligible employees located in New Jersey. The company has represented that a favorable decision by the Authority to award the BRRAG grant (along with the BEIP grant P36047) is a material factor in the Applicant's decision to remain and relocate within New Jersey and hence not to relocate these jobs outside of the State. According to the Applicant, New Jersey is competing with Pennsylvania to house this relocation. The Authority staff recommends the award of the proposed Business Retention and Relocation Assistance Grant, a State tax credit benefit.

The Applicant has demonstrated that this job retention project will result in a net positive benefit to New Jersey.

APPROVAL REQUEST: **TAX CREDIT TERM:** 1 Year(s)
COMMITMENT DURATION: 6 Years

The Members of the Authority are asked to approve the proposed BRRAG benefit to Montrose Molders Corporation and Affiliates to encourage the company to relocate within New Jersey. The recommended grant is contingent upon receipt by the Authority of evidence that the company has met certain criteria to substantiate the recommended award amount and the term. If the criteria met by the company differs from that shown herein, the award amount and the term will be raised or lowered to reflect the award amount and the term that corresponds to the actual criteria that have been met.

CONDITIONS OF APPROVAL:
1. Applicant has not entered into a lease, purchase contract, or otherwise committed to remain in NJ unless the applicant had a pre-application meeting with the Authority during the grandfathering period.
2. If the applicant enters into a lease for the project site, the term of the lease will be no less than 8 years exclusive of any renewal options.

3. Expenditures totaling at least twice as much as the BRRAG award meet the Statutory definition of Capital Investment and are made on or before 6/30/2012 in order to remain eligible for the bonus award.
4. No employees subject to a BEIP Grant or another BRRAG Grant are eligible for calculating the benefit amount of this BRRAG.
5. If the applicant remains in a location it currently operates out of, expenditures totaling at least as much as the BRRAG award meet the Statutory definition of Capital Investment and are made on or before 6/30/2012.

APPLICANT'S FISCAL YEAR ENDS:		DECEMBER 31
CAPITAL INVESTMENT MUST BE SPENT BY:		JUNE 30, 2012
TOTAL ESTIMATED TAX CREDIT AMOUNT OVER TERM:	$	$528,750
STATE FISCAL YEAR 1 APPROVAL (SFY 2012)	$	$528,750
ELIGIBLE NEW BRRAG JOBS:		235
YEARLY TAX CREDIT AMOUNT PER EMPLOYEE:	$	1,500
YEARLY BONUS TAX CREDIT AMOUNT PER EMPLOYEE:	$	750
TOTAL YEARLY TAX CREDITS INCLUDING BONUS:	$	2,250
ANTICIPATED AVERAGE WAGES:	$	55,000
ESTIMATED TOTAL GROSS ANNUAL PAYROLL (for 235 employees):	$	12,925,000
ESTIMATED TOTAL GROSS STATE WITHOLDINGS OVER COMT. (6 years):	$	1,935,225
ESTIMATED ELIGIBLE CAPITAL INVESTMENT:	$	4,200,000
OPERATED IN NEW JERSEY SINCE:		1966

PROJECT IS: (X) Expansion (X) Relocation
CONSTRUCTION: (X) Yes ( ) No
DEVELOPMENT OFFICER: P. Ceppi **APPROVAL OFFICER:** D. Sucsuz

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

APPLICANT: Postcard Press, Inc. P36025

PROJECT LOCATION: TBD Locations Unknown (N) Unknown County

GOVERNOR'S INITIATIVES:

( ) Urban ( ) Edison (X) Core ( ) Clean Energy

APPLICANT BACKGROUND/ECONOMIC VIABILITY:

Postcard Press, Inc., (Postcard), a California based company doing business as Nextdayflyers.com, provides small businesses next day delivery of printed material, at lower prices. Approximately 95% of all its business is a result of internet marketing, utilizing a pay per click internet search engine model to promote its services. The company was formed in 1994 by David Handmaker, as a printing broker, subcontracting out all work. In 2001, Mr. Handmaker bought his own press and building, eliminating the middle man. With 40% of the business coming from the East Coast, a decision was made to open a 2nd facility to service this market. The applicant is economically viable.

MATERIAL FACTOR:

Postcard Press, Inc. is seeking a BEIP grant to support creating 50 jobs to open an East Coast operation that will eventually mirror their 140 person operation in California. Under consideration are Saddlebrook, or Lehigh, Pa. Management is estimating project cost to be excess of $3.6 million. A favorable decision by the Authority to award the BEIP grant is a material factor in the applicant's decision to expand in NJ.

APPROVAL REQUEST: **PERCENTAGE:** 30% **TERM:** 10 years

The Members of the Authority are asked to approve the proposed BEIP grant and award percentage to encourage Postcard Press, 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: $ 101,062
(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** 25 **Year 2** 25 **Base Years Total =** 50

ESTIMATED COST PER ELIGIBLE BEIP JOB OVER TERM: $2,021

ANTICIPATED AVERAGE WAGES: $37,500

ESTIMATED PROJECT COSTS: $3,600,000

ESTIMATED GROSS NEW STATE INCOME TAX - DURING 10 $336,875

ESTIMATED NET NEW STATE INCOME TAX - DURING 15 $404,250

PROJECT IS: (X) Expansion ( ) Relocation

CONSTRUCTION: (X) Yes ( ) No

PROJECT OWNERSHIP HEADQUARTERED IN: California

APPLICANT OWNERSHIP: (X) Domestic ( ) Foreign

DEVELOPMENT OFFICER: P. Ceppi **APPROVAL OFFICER:** M. Krug

Applicant : Postcard Press, Inc. Project # : P36025

FORMULA EVALUATION

Criteria		Score
1. Location:	**Locations Unknown**	N/A
2. Job Creation	**50**	1
Targeted : _____ Non-Targeted : X		
3. Job at Risk:	**0**	0
4. Industry:	**printing and publishing**	0
Designated : _____ Non-Designated : X		
5. Leverage:	**3 to 1 and up**	2
6. Capital Investment:	**$3,625,000**	2
7. Average Wage:	**$ 37,500**	2
	TOTAL:	7

Bonus Increases (up to 80%):

Located in Planning Area 1 or 2 of the State's Development and Redevelopment Plan	20%	_____
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: 0 %

Total Score :

Total Score per formula:	7 = 25 %
Construction/Renovation :	5 %
Bonus Increases :	0 %
Total Score (not to exceed 80 %):	30 %

NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY
PROJECT SUMMARY – BUSINESS RETENTION AND RELOCATION ASSISTANCE GRANT

APPLICANT: Puratos Corporation

COMPANY ADDRESS:	1941 Old Cuthbert Road	Cherry Hill Township	Camden County
	8030 National Highway	Pennsauken Township	Camden County
	945 Sherman Avenue	Pennsauken Township	Camden County
PROJECT LOCATION:	1941 Old Cuthbert Road	Cherry Hill Township	Camden County
	8030 National Highway	Pennsauken Township	Camden County
	945 Sherman Avenue	Pennsauken Township	Camden County

GOVERNOR'S INITIATIVES:
( ) NJ Urban Fund ( ) Edison Innovation Fund (X) Core

APPLICANT BACKGROUND:
Puratos Corporation is a leading supplier of ingredients used in the baking and pastry industry. The company, which began operating in New Jersey in 1983, was founded over 100 years ago in Brussels, Belgium and employs over 5,600 people globally. The privately held company strives to provide top quality products to its customers through innovations that improve their nutritional value. Puratos has 165 employees in Camden County where it has its US headquarters, a manufacturing facility and a distribution facility.

MATERIAL FACTOR/NET BENEFIT:
Currently, the company is evaluating a multimillion dollar investment project to increase productivity and improve its distribution operations. Under consideration is upgrading its Pennsauken manufacturing facility by constructing a new 7,500 sq ft loading bay that will improve staging and decrease the backlog of deliveries. Puratos is also considering purchasing a facility in California near its existing Rancho Dominguez manufacturing plant. If Puratos chooses the latter option, the company will move all of its New Jersey operations to California and it would result in a loss of 165 jobs for the Garden State. Management has indicated that a BRRAG award will be a material factor in the company's decision to remain in New Jersey. Puratos has demonstrated that the grant of these tax credits will result in a net positive benefit to the state.

APPROVAL REQUEST:

TAX CREDIT TERM: 1 year
COMMITMENT DURATION: 6 years

The Members of the Authority are asked to approve the proposed BRRAG benefit to Puratos Corporation to encourage the company to relocate within New Jersey. The recommended grant is contingent upon receipt by the Authority of evidence that the company has met certain criteria to substantiate the recommended award amount and the term. If the criteria met by the company differs from that shown herein, the award amount and the term will be raised or lowered to reflect the award amount and the term that corresponds to the actual criteria that have been met.

CONDITIONS OF APPROVAL:

1. Applicant has not entered into a lease, purchase contract, or otherwise committed to remain in NJ unless the applicant had a pre-application meeting with the Authority during the grandfathering period.
2. If the applicant enters into a lease for the project site, the term of the lease will be no less than 8 years exclusive of any renewal options.
3. Expenditures totaling at least twice as much as the BRRAG award must meet the statutory definition of Capital Investment and must be made on or before 6/30/2012 in order to remain eligible for the bonus award.
4. No employees subject to a BEIP grant or another BRRAG are eligible for calculating the benefit amount of this BRRAG.

5. If the applicant remains in a location at which it currently operates, expenditures totaling at least as much as the BRRAG award must meet the statutory definition of Capital Investment and must be made on or before 06/30/2012.

END OF APPLICANT'S FISCAL YEAR:		DECEMBER 31
CAPITAL INVESTMENT MUST BE MADE BY:		JUNE 30, 2012
TOTAL ESTIMATED GRANT AWARD OVER TERM:	$	371,250
STATE FISCAL YEAR 1 APPROVAL (SFY 2012):	$	371,250
ELIGIBLE BRRAG JOBS:		165
YEARLY TAX CREDIT AMOUNT PER EMPLOYEE:	$	1,500
BONUS AWARD PER EMPLOYEE:	$	750
TOTAL YEARLY TAX CREDITS INCLUDING BONUS:	$	2,250
ANTICIPATED AVERAGE WAGES:	$	56,000
ESTIMATED TOTAL GROSS ANNUAL PAYROLL:	$	9,240,000
ESTIMATED TOTAL GROSS STATE WITHHOLDINGS 6YRS:	$	1,402,335
ESTIMATED ELIGIBLE CAPITAL INVESTMENT:	$	2,500,000
OPERATED IN NEW JERSEY SINCE:		1983

PROJECT IS: (X) Expansion ( ) Relocation

CONSTRUCTION/RENOVATION: (X) Yes ( ) No

DEVELOPMENT OFFICER: H. Friedberg **APPROVAL OFFICER:** K. McCullough

NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY

PROJECT SUMMARY – BUSINESS RETENTION AND RELOCATION ASSISTANCE GRANT

APPLICANT: Realogy Corporation

COMPANY ADDRESS:	1 Campus Drive	Parsippany	Morris County
	3001 Leadenhall Road	Mt Laurel	Burlington County
PROJECT LOCATION:	To Be Determined		Morris County
	3001 Leadenhall Road	Mt Laurel	Burlington County

GOVERNOR'S INITIATIVES: ( ) NJ Urban Fund ( ) Edison Innovation Fund (X) Core

APPLICANT BACKGROUND:
Realogy Corporation (Realogy), a global provider of real estate and relocation services, has a diversified business model that includes real estate franchising, brokerage, relocation and title services. Realogy's world-renowned brands and business units include Better Homes and Gardens® Real Estate, CENTURY 21®, Coldwell Banker®, Coldwell Banker Commercial®, The Corcoran Group®, ERA®, Sotheby's International Realty®, NRT LLC, Cartus and Title Resource Group (TRG). Collectively, Realogy's franchise system has approximately 14,700 offices and 264,000 sales associates doing business in 100 countries and territories around the world. Headquartered in Parsippany, Realogy is owned by affiliates of Apollo Management, L.P., a subsidiary of Apollo Global Management, LLC, a leading global alternative asset manager.

The applicant was created as a result of an October 2005 decision by Cendant to split into four separate companies, citing a necessity to diversify in appealing to stockholders and in an attempt to increase the value of the post-split up company. Realogy inherited the Parsippany building as part of the spin off in 2006 from Cendant. Even then the facility was significantly larger than the applicant needed, in addition to being a highly inefficient building with a high loss factor due to the amount of common area.

NRT, LLC, a subsidiary of Realogy was approved in May 2002 for a 10 year BEIP grant, 50% award level, to create 115 new jobs in Parsippany. To date NRT has received $ 1,415,640 for the creation of 111 jobs through 2007. The jobs created under the BEIP grant are ineligible to be included in the BRRAG grant. Based on anticipated revision of the regulations for the STX program at the May 10, 2011 Board meeting, the applicant will submit a request for a Sales & Use Tax Exemption related to the $25,060,000 capital improvements to be made at the Parsippany facility. The applicant has also demonstrated that the grant of these tax credits will result in a net positive benefit to the State.

MATERIAL FACTOR/NET BENEFIT:
Realogy is seeking a BRRAG grant to support retaining a total of 953 jobs, with 713 jobs at a new corporate headquarters in Morris County, and 240 jobs at its Title Resource Group (TFG) offices in Mt. Laurel, Burlington County. The applicant's review of its current real estate strategy is a result of its 377,000 s.f. Parsippany facility lease expiring (Oct 31, 2013) and the facility would need significant leasehold improvements. The applicant is looking for a 225,000 s.f. facility to house the 713 employees that make up the corporate staff. Also under consideration is consolidating all the NJ operations, which also includes 240 jobs at Title Insurance Group in Mt. Laurel (81,000 s.f.) into a 280,000 s.f. facility in either North Carolina or Georgia. Project costs are estimated to exceed $25 million. The applicant has also demonstrated that the grant of these tax credits will result in a net positive benefit to the State.

APPROVAL REQUEST: **TAX CREDIT TERM**: 5 years
COMMITMENT DURATION: **10** years

The Members of the Authority are asked to approve the proposed BRRAG benefit to Realogy Corporation to encourage the company to remain and relocate within New Jersey. The recommended grant is contingent upon receipt by the Authority of evidence that the company has met certain criteria to substantiate the recommended award amount and the term. If the criteria met by the company differs from that shown herein, the award amount and the term will be raised or lowered to reflect the award amount and the term that corresponds to the actual criteria that have been met.

CONDITIONS OF APPROVAL:

1. Applicant has not entered into a lease, purchase contract, or otherwise committed to remain in NJ unless the applicant had a pre-application meeting with the Authority during the grandfathering period.
2. If the applicant enters into a lease for the project site, the term of the lease will be no less than 10 years, exclusive of any renewal options.
3. Expenditures totaling at least twice as much as the BRRAG award must meet the statutory definition of Capital Investment and must be made on or before 12/31/2012 in order to remain eligible for the bonus award.
4. No employees subject to a BEIP grant or another BRRAG are eligible for calculating the benefit amount of this BRRAG.
5. If the applicant remains in a location at which it currently operates, expenditures totaling as much as the BRRAG award must meet the statutory definition of Capital Investment and must be made on or before 12/31/2012.

END OF APPLICANT'S FISCAL YEAR:	December 31
CAPITAL INVESTMENT MUST BE SPENT BY:	December 31, 2012

TOTAL ESTIMATED GRANT AWARD OVER TERM:	**$ 10,721,250**
STATE FISCAL YEAR 1 APPROVAL (SFY2013)	**$ 2,144,250**
STATE FISCAL YEAR 2 APPROVAL (SFY2014)	**$ 2,144,250**
STATE FISCAL YEAR 3 APPROVAL (SFY2015)	**$ 2,144,250**
STATE FISCAL YEAR 4 APPROVAL (SFY2016)	**$ 2,144,250**
STATE FISCAL YEAR 5 APPROVAL (SFY2017)	**$ 2 ,144,250**
ELIGIBILE BRRAG JOBS:	**953**
YEARLY TAX CREDIT AMOUNT PER EMPLOYEE:	**$ 1,500**
BONUS TAX AWARD PER EMPLOYEE:	**$ 750**
TOTAL YEARLY TAX CREDIT & INCLUDING BONUS	**$ 2,250**
ANTICIPATED AVERAGE WAGES:	**$ 80,916**
ESTIMATED TOTAL GROSS ANNUAL PAYROLL:	**$ 77,112,948**
ESTIMATED TOTAL GROSS STATE WITHOLDINGS 10YRS:	**$ 24,920,931**
ESTIMATED ELIGIBLE CAPITAL INVESTMENT:	**$ 25,060,000**
OPERATED IN NJ SINCE:	**1995**

PROJECT IS: ( ) Expansion (X) Relocation

CONSTRUCTION: (X) Yes ( ) No

BUSINESS DEVELOPMENT OFFICER: J. Colon **APPROVAL OFFICER**: M.Krug

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

APPLICANT: SYNNEX Corporation P36024

PROJECT LOCATION: To Be Determined Locations Unknown (N) Unknown County

GOVERNOR'S INITIATIVES:

( ) Urban ( ) Edison (X) Core ( ) Clean Energy

APPLICANT BACKGROUND/ECONOMIC VIABILITY:

SYNNEX Corporation is a leading business process services company, servicing resellers, retailers, and original equipment manufacturers in multiple regions around the world. The company operates in two business segments: distribution services and global business services. The distribution services segment of SYNNEX purchases IT systems, peripherals, software, and networking equipment from suppliers such as Hewlett-Packard, Acer, Panasonic, and Lenovo and resells them to retail outlets. The global business services segment offers a range of assistance to its customers including back office processing and information technology outsourcing. The company which was founded in 1980 and is headquartered in California began operating in New Jersey in 1990. SYNNEX stock trades on the New York Stock Exchange under the ticker SNX. The applicant is economically viable.

MATERIAL FACTOR:

With SYNNEX's lease set to expire, management is exploring options for a larger space that would better suit the growing company's needs. Currently under consideration is relocating the company's existing employees within the state while adding 50 new employees in the next two years. SYNNEX is also considering relocating this part of its operations to a facility in Mississippi. Management has indicated that the BEIP grant is a material factor in the company's decision to increase employment in New Jersey. In addition to the BEIP, SYNNEX has also applied for a BRRAG to provide an incentive to retain its existing 90 eligible employees in the state. Should the applicant choose a location that meets certain Smart Growth criteria, the award percentage could increase to as much as 80% for an estimated value of $380,000.

APPROVAL REQUEST:

PERCENTAGE: 30%
TERM: 10 years

The Members of the Authority are asked to approve the proposed BEIP grant and award percentage to encourage SYNNEX Corporation 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: $ 142,500
(not to exceed an average of $50,000 per new employee over the term of the grant)

NJ EMPLOYMENT AT APPLICATION: 90

ELIGIBLE BEIP JOBS: **Year 1** 25 **Year 2** 25 **Base Years Total =** 50

ESTIMATED COST PER ELIGIBLE BEIP JOB OVER TERM: $2,850

ANTICIPATED AVERAGE WAGES: $45,000

ESTIMATED PROJECT COSTS: $1,700,000

ESTIMATED GROSS NEW STATE INCOME TAX - DURING 10 $475,000

ESTIMATED NET NEW STATE INCOME TAX - DURING 15 $570,000

PROJECT IS: (X) Expansion (X) Relocation Woodbridge Township

CONSTRUCTION: (X) Yes ( ) No

PROJECT OWNERSHIP HEADQUARTERED IN: California

APPLICANT OWNERSHIP:(X) Domestic ( ) Foreign

DEVELOPMENT OFFICER: P. Ceppi **APPROVAL OFFICER:** K. McCullough

Applicant : SYNNEX Corporation

Project # : P36024

FORMULA EVALUATION

Criteria		Score
1. Location:	**Locations Unknown**	N/A
2. Job Creation	**50**	1
Targeted : _____ Non-Targeted : X		
3. Job at Risk:	**90**	1
4. Industry:	**wholesale**	0
Designated : _____ Non-Designated : X		
5. Leverage:	**3 to 1 and up**	2
6. Capital Investment:	**$1,700,000**	1
7. Average Wage:	**$ 45,000**	2
	TOTAL:	7

Bonus Increases (up to 80%):

Located in Planning Area 1 or 2 of the State's Development and Redevelopment Plan	20%	_____
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: 0 %

Total Score :

Total Score per formula:	7 = 25 %
Construction/Renovation :	5 %
Bonus Increases :	0 %
Total Score (not to exceed 80 %):	30 %

NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY
PROJECT SUMMARY – BUSINESS RETENTION AND RELOCATION ASSISTANCE GRANT

APPLICANT: SYNNEX Corporation

COMPANY ADDRESS: 1000 Riverside Drive Woodbridge Township Middlesex County

PROJECT LOCATION: To Be Determined

GOVERNOR'S INITIATIVES:
( ) NJ Urban Fund ( ) Edison Innovation Fund (X) Core

APPLICANT BACKGROUND:
SYNNEX Corporation is a leading business process services company, servicing resellers, retailers, and original equipment manufacturers in multiple regions around the world. The company operates in two business segments: distribution services and global business services. The distribution services segment of SYNNEX purchases IT systems, peripherals, software, and networking equipment from suppliers such as Hewlett-Packard, Acer, Panasonic, and Lenovo and resells them to retail outlets. The global business services segment offers a range of assistance to its customers including back office processing and information technology outsourcing. The company which was founded in 1980 and is headquartered in California began operating in New Jersey in 1990. SYNNEX stock trades on the New York Stock Exchange under the ticker SNX.

MATERIAL FACTOR/NET BENEFIT:
With SYNNEX's lease set to expire, management is exploring options for a larger space that would better suit the growing company's needs. Currently under consideration is relocating SYNNEX's existing employees within the state while adding 50 new employees in the next two years. The company is also considering relocating this part of its operations to a facility in Mississippi. Management has indicated that the BRRAG is a material factor in the company's decision to keep its operations in New Jersey. In addition to the BRRAG, SYNNEX has also applied for a BEIP to provide an incentive to hire an additional 50 employees in the Garden State. The applicant has demonstrated that this job retention project will result in a net positive benefit to New Jersey.

APPROVAL REQUEST:

TAX CREDIT TERM: 1 year
COMMITMENT DURATION: 6 years

The Members of the Authority are asked to approve the proposed BRRAG benefit to SYNNEX Corporation to encourage the company to relocate within New Jersey. The recommended grant is contingent upon receipt by the Authority of evidence that the company has met certain criteria to substantiate the recommended award amount and the term. If the criteria met by the company differs from that shown herein, the award amount and the term will be raised or lowered to reflect the award amount and the term that corresponds to the actual criteria that have been met.

CONDITIONS OF APPROVAL:

1. Applicant has not entered into a lease, purchase contract, or otherwise committed to remain in NJ unless the applicant had a pre-application meeting with the Authority during the grandfathering period.
2. If the applicant enters into a lease for the project site, the term of the lease will be no less than 8 years exclusive of any renewal options.
3. Expenditures totaling at least twice as much as the BRRAG award must meet the statutory definition of Capital Investment and must be made on or before 06/30/2013 in order to remain eligible for the bonus award.
4. No employees subject to a BEIP grant or another BRRAG are eligible for calculating the benefit amount of this BRRAG.

5. If the applicant remains in a location at which it currently operates, expenditures totaling at least as much as the BRRAG award must meet the statutory definition of Capital Investment and must be made on or before 06/30/2013.

END OF APPLICANT'S FISCAL YEAR:		NOVEMBER 30
CAPITAL INVESTMENT MUST BE MADE BY:		JUNE 30, 2013
TOTAL ESTIMATED GRANT AWARD OVER TERM:	$	202,500
STATE FISCAL YEAR 1 APPROVAL (SFY 2013):	$	202,500
ELIGIBLE BRRAG JOBS:		90
YEARLY TAX CREDIT AMOUNT PER EMPLOYEE:	$	1,500
BONUS AWARD PER EMPLOYEE:	$	750
TOTAL YEARLY TAX CREDITS INCLUDING BONUS:	$	2,250
ANTICIPATED AVERAGE WAGES:	$	45,000
ESTIMATED TOTAL GROSS ANNUAL PAYROLL:	$	4,050,000
ESTIMATED TOTAL GROSS STATE WITHHOLDINGS 6 YRS:	$	513,000
ESTIMATED ELIGIBLE CAPITAL INVESTMENT:	$	1,700,000
OPERATED IN NEW JERSEY SINCE:		1990

PROJECT IS: (X) Expansion (X) Relocation

CONSTRUCTION/RENOVATION: (X) Yes ( ) No

DEVELOPMENT OFFICER: P. Ceppi **APPROVAL OFFICER**: K. McCullough

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

APPLICANT: Teachers Insurance and Annuity Association of America and P35906

PROJECT LOCATION: 194 Wood Avenue South Woodbridge Township Middlesex County

GOVERNOR'S INITIATIVES:

(X) Urban ( ) Edison ( ) Core ( ) Clean Energy

APPLICANT BACKGROUND/ECONOMIC VIABILITY:

The Teachers Insurance and Annuity Association of America (TIAA), a stock life insurance company, is a wholly owned subsidiary of the TIAA Board of Overseers, a New York not-for-profit corporation. The company is better known with its group name: TIAA-CREF (tiaa-cref.org). Through the efforts of Andrew Carnegie, the Carnegie Foundation, and the Carnegie Corporation of New York, TIAA was created in 1918 by an act of the New York Legislature to replace the system of free pensions provided by the Carnegie Corporation for professors. The applicant is economically viable.

TIAA-CREF is a national financial services organization with $421 billion in combined assets under management; and is the leading provider of retirement services in the academic, research, medical, and cultural fields. It ranks 86th on Fortune's list of the 500 largest corporations in America.

By the terms of its charter and its 93-year heritage, TIAA exists to help meet the financial needs of the individuals and institutions it serves on the best terms practicable, all without profit to the corporation (TIAA) and its stockholder (the Board of Overseers). In practice, this means that profits are distributed to policyholders in the form of dividends over the lifetime of their association with TIAA, or remain available for purposes that the Trustees of TIAA determine can help uphold TIAA's mission. TIAA does not have to manage the short-term earnings expectations that confront publicly held insurance companies.

The College Retirement Equities Fund (CREF) is a New York not-for-profit corporation. CREF funds and accounts are managed by a subsidiary of TIAA.

Since 1998, both TIAA and CREF have been subject to federal income taxation following a decision (or act) by Congress to end the organization's tax-exempt status under Section 501(c)(3) of the Internal Revenue Code.

TIAA is planning to create an advanced IT applications development center. This center will employ approximately 200 permanent FT employees. If created in Metro Park (Iselin/Woodbridge Township), New Jersey, it will involve the transfer of 50 permanent FT positions from New York City and the relocation and conversion of 150 contingent workers from around the country (most of those positions are currently in North Carolina).

The existing 56 New Jersey employees are not a part of this project, and are related to retail-like operations at other sites in New Jersey.

MATERIAL FACTOR:

The Applicant is seeking a BEIP grant to support creating 200 permanent FT positions in New Jersey within the first two years, of which, 50 FT positions will be relocating from New York City. The remainder will involve the relocation and conversion of 150 contingent worker positions from around the country. The company has represented that a favorable decision by the Authority to award the BEIP grant is a material factor in the Applicant's decision to go forward with the project (which is to relocate to New Jersey instead of remaining out of State, e.g., North Carolina). The Authority staff recommends the award of the proposed BEIP grant.

APPROVAL REQUEST:

PERCENTAGE: 80%
TERM: 10 years

The Members of the Authority are asked to approve the proposed BEIP grant and award percentage to encourage Teachers Insurance and Annuity Association of 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: $ 9,328,000
(not to exceed an average of $50,000 per new employee over the term of the grant)

NJ EMPLOYMENT AT APPLICATION: 56

ELIGIBLE BEIP JOBS: **Year 1** 150 **Year 2** 50 **Base Years Total =** 200

ESTIMATED COST PER ELIGIBLE BEIP JOB OVER TERM: $46,640

ANTICIPATED AVERAGE WAGES: $130,000

ESTIMATED PROJECT COSTS: $9,157,200

ESTIMATED GROSS NEW STATE INCOME TAX - DURING 10 $11,660,000

ESTIMATED NET NEW STATE INCOME TAX - DURING 15 $8,162,000

PROJECT IS: ( ) Expansion (X) Relocation NC, NY & CO

CONSTRUCTION: (X) Yes ( ) No

PROJECT OWNERSHIP HEADQUARTERED IN: New York

APPLICANT OWNERSHIP:(X) Domestic ( ) Foreign

DEVELOPMENT OFFICER: J. Colon **APPROVAL OFFICER:** D. Sucsuz

Applicant : Teachers Insurance and Annuity Association of

Project # : P35906

FORMULA EVALUATION

Criteria		Score
1. Location:	Woodbridge Township	N/A
2. Job Creation	200	3
Targeted : _____	Non-Targeted : X	
3. Job at Risk:	0	0
4. Industry:	Financial services	2
Designated : X	Non-Designated : _____	
5. Leverage:	3 to 1 and up	2
6. Capital Investment:	$9,157,200	2
7. Average Wage:	$ 130,000	4
	TOTAL:	13

Bonus Increases (up to 80%):

Located in Planning Area 1 or 2 of the State's Development and Redevelopment Plan	20%	20%
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%	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: 40 %

Total Score :

Total Score per formula:	13 = 40 %
Construction/Renovation :	5 %
Bonus Increases :	40 %
Total Score (not to exceed 80 %):	80 %

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

APPLICANT: Vertellus Specialties Inc P35949

PROJECT LOCATION: 1705 Route 46 West Roxbury Township (N) Morris County

GOVERNOR'S INITIATIVES:

( ) Urban (X) Edison ( ) Core ( ) Clean Energy

APPLICANT BACKGROUND/ECONOMIC VIABILITY:

Vertellus Specialties Inc (Vertellus), formed in July 2006 by merging Reilly Industries and Rutherford Chemicals, tracks its founding to 1857 when H.J. Baker began processing castor oil. Today, Vertellus is the world's largest producer of chemicals that function as key intermediates in the manufacturing of herbicides, insecticides, biocides and a range of pharmaceutical and industrial products, and the world's second largest producer of vitamin B-3 for both animal feed and human consumption. Vertellus has approximately 800 employees worldwide, with global headquarters in Indianapolis, Indiana and 6 manufacturing facilities in the U.S., 3 in Europe and 1 in Asia. Among the investors in the applicant are its President Richard Preziotti, and Wind Point Partners, a private equity investment firm formed in 1984. The applicant is economically viable.

MATERIAL FACTOR:

Vertellus is seeking a BEIP grant to create 13 jobs for a 6,500 s.f. new research and development center in Roxbury, Morris County, near its Parsippany facility. Also under consideration is the applicant's Delaware Water Gap, Pennsylvania facility, which had been acquired in 1989 by a predecessor company, and has 30 employees. The estimated project cost is to be in excess of $240,000, primarily for scientific equipment. A favorable decision by the Authority to award the BEIP grant is a material factor in the applicant's decision to expand in NJ.

APPROVAL REQUEST:

PERCENTAGE: 30%
TERM: 10 years

The Members of the Authority are asked to approve the proposed BEIP grant and award percentage to encourage Vertellus Specialties 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: $ 125,190
(not to exceed an average of $50,000 per new employee over the term of the grant)

NJ EMPLOYMENT AT APPLICATION: 46

ELIGIBLE BEIP JOBS: **Year 1** 10 **Year 2** 3 **Base Years Total =** 13

ESTIMATED COST PER ELIGIBLE BEIP JOB OVER TERM: $9,630

ANTICIPATED AVERAGE WAGES: $90,000

ESTIMATED PROJECT COSTS: $240,000

ESTIMATED GROSS NEW STATE INCOME TAX - DURING 10 $417,300

ESTIMATED NET NEW STATE INCOME TAX - DURING 15 $500,760

PROJECT IS: (X) Expansion ( ) Relocation

CONSTRUCTION: ( ) Yes (X) No

PROJECT OWNERSHIP HEADQUARTERED IN: Indiana

APPLICANT OWNERSHIP: (X) Domestic ( ) Foreign

DEVELOPMENT OFFICER: J. Colon **APPROVAL OFFICER:** M. Krug

Applicant : Vertellus Specialties Inc

Project # : P35949

FORMULA EVALUATION

Criteria		Score
1. Location:	Roxbury Township	N/A
2. Job Creation	13	1
Targeted : X	Non-Targeted : _____	
3. Job at Risk:	0	0
4. Industry:	Advanced materials	2
Designated : X	Non-Designated : _____	
5. Leverage:	3 to 1 and up	2
6. Capital Investment:	$240,000	0
7. Average Wage:	$ 90,000	4
	TOTAL:	9

Bonus Increases (up to 80%):

Located in Planning Area 1 or 2 of the State's Development and Redevelopment Plan	20%	_____
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: 0 %

Total Score :

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

ECONOMIC REDEVELOPMENT AND GROWTH (ERG) PROGRAM

NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY

MEMORANDUM

TO: Members of the Board

FROM: Caren S. Franzini
Chief Executive Officer

RE: Economic Redevelopment and Growth (ERG) Program
Special Adoption New Rules

DATE: April 12, 2011

Request:

The Members of the Board are requested to approve proposed special adoption rules implementing the Economic Redevelopment and Growth (ERG) Program. The proposal memorializes guidelines for the program previously approved by the Board and reflects recent statutory revisions pursuant to P.L. 2010, c.10.

Background:

The "New Jersey Economic Stimulus Act of 2009," ("Act") P.L. 2009, c.90, established the Economic Redevelopment and Growth (ERG) Program to provide State incentive reimbursement grants to developers to address project financing gaps by reimbursement of a portion of new State incremental taxes derived from a project's development.

Pursuant to the Act, the EDA may promulgate rules under the special adoption process. On November 10, 2009, the EDA Board approved new special adoption rules implementing the ERG Program. Thereafter, EDA guidelines mirroring the rules were developed for applicants seeking State incentive grants following determination by the Department of Community Affairs (DCA) to delay agency rulemaking for approval of local incentive grants by the Local Finance Board in DCA.

P.L. 2009, c.90 authorized the promulgation of immediate rules, for up to 12 months, to implement the ERG Program, and as a result, the attached special adoption new rules and proposed revisions pursuant to P.L. 2010, c.10, will be effective immediately upon filing with the Office of Administrative Law. The following summarizes the key revisions to the special adoption new rules implementing the ERG Program:

- Establish new definitions for "ancillary infrastructure project," "eligible project costs," "infrastructure improvements in the public right-of-way," "local incentive grant," "municipal redeveloper," and "retained job." – *19:31-4.2*;

- Revise a number of definitions including: "cash on cash yield" changed to total revenues less operating expenses divided by eligible project costs, not total project costs; "equity" to include federal or local grants; "project financing gap" amends references from total project costs to eligible project costs; "qualifying economic redevelopment and growth grant incentive area" or "incentive area" amended to include a pinelands town management area, a pinelands village, or a military and federal installation area established pursuant to pinelands comprehensive management plan; "redevelopment incentive grant agreement" amended to include an agreement between a municipality and a developer, or a municipal ordinance authorizing a project to be undertaken by a municipal developer; "redevelopment project" or "project" amended to include any associated ancillary infrastructure project; and, "soft costs" amends reference from total project costs to eligible project costs;

- Eliminate definition of "total project costs" which has been replaced by "eligible project costs" throughout guidelines; and eliminate definition of "publicly-owned structure, improvement or infrastructure" which has been replaced by "infrastructure improvements in the public right-of-way." – *19:31-4.2*;

- Clarify that a developer or municipal developer may submit an application for a local incentive grant and changes reference from total project costs to eligible project costs – *19:31-4.4(a), 19:31-4.4(b), and 19:31-4.5(a)2 and 4*;

- Pursuant to P.L. 2010, c.10, eliminate requirement for applicant to submit a copy of the introduced municipal ordinance to approve the application for a State incentive grant and instead require a copy of a letter of support from the governing body of the municipality in which the proposed redevelopment project is located – *19:31-4.4(b)21*;

- Clarify provisions related to determination of net positive economic benefits analysis which shall be limited to the net benefits derived from the capital investment commenced after the submission of an application – *19:31-4.5(c)*;

- Establish weighting criteria, approved by the Board at its' 12/14/10 meeting, to be used in calculation of new revenues in predominantly retail projects in the net positive economic benefits analysis – *19:31-4.5(d)*;

- Clarify that the State Treasurer will approve or disapprove project costs, financing gap, and net positive economic benefits for proposed projects – *19:31-4.5(e)*;

- Clarify that except for a local redevelopment incentive grant agreement with a municipal redeveloper, the combined amount of reimbursements shall not exceed 20 percent of eligible project costs; the cost of infrastructure improvements shall not be included in the calculation of eligible costs of all projects – *19:31-4.6(d);*

- Pursuant to P.L. 2010, c.10, remove language pertaining to approval of an application by the municipality in which the proposed redevelopment is located by ordinance – *19:31-4.6(d)*;

- Include, pursuant to a policy adopted by the Board at its' 2/11/11 meeting, in the terms and conditions for State redevelopment incentive grant agreements, that for a project receiving in excess of $50 million, the amount of the negotiated repayment shall be up to the amount

of the maximum aggregate dollar amount of the reimbursement; and, lists factors which the EDA shall consider in determining the amount and timing of repayment – *19:31-4.7(b)1*;

- For projects that trigger a State repayment as described above, require annual certified financial statements reporting the project's financial performance against established milestones for calculating repayments – *19:31-4.7(b)7*; and, establish a non-refundable annual fee of $10,000 for review of these annual certified financial statements – *19:30-6.4(a)10.*

Recommendation:

The Members of the Board approve the special adoption new rules implementing the Economic Redevelopment and Growth (ERG) Program based on guidelines previously approved by the Board and recent statutory revisions pursuant to P.L. 2010, c.10; and, authorize staff to submit to the rules for promulgation and adoption in the New Jersey Register, subject to final review and approval by the Office of the Attorney General, and the Office of Administrative Law (OAL). Pursuant to the authority provided for in Special Adoption, the rules will be effective upon filing of the notice of adoption with OAL, and will remain in effect thereafter.

Caren S. Franzini

Attachment

Prepared By: Jacob Genovay

D R A F T

SPECIAL ADOPTION

Final

OTHER AGENCIES
NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY

DEPARTMENT OF THE TREASURY
OFFICE OF THE TREASURER

Authority Assistance Programs
Economic Redevelopment and Growth Program

Special Adopted New Rules: N.J.A.C. 19:31-4
Special Adopted Amendment: N.J.A.C. 19:30-6.4

Special New Rules Adopted: _____ __, 2011 by New Jersey Economic Development Authority, Caren S. Franzini, Chief Executive Officer.

Special New Rules Adopted: _____ __, 2011 by the Department of the Treasury, Andrew P. Sidamon-Eristoff, State Treasurer.

Filed: _____ __, 2011 as _____.

Authority: P.L. 2009, c.90.

Effective Date: _____ __, 2011.

Expiration Date: _____ __, 2011.

In accordance with P.L. 2009, c.90 (N.J.S.A. 52:27D-489 a through o), as amended by P.L. 2010, c.10, the New Jersey Economic Development Authority, along with the Department of the Treasury, has adopted the following new rules for applicants seeking State incentive grants under the Economic Redevelopment and Growth (ERG) Program, established pursuant to the "New Jersey Economic Stimulus Act of 2009," P.L. 2009, c.90 (N..J.S.A. 52:27D-489 a through o).

Summary

The New Jersey Economic Development Authority ("EDA" or "Authority") and Department of Treasury ("Treasury") adopted guidelines as authorized by the statute and is now promulgating rules to implement the Economic Redevelopment and Growth (ERG) Program, established pursuant to the New Jersey Economic Stimulus Act of 2009, P.L. 2009, c.90 ("Act") and amended by P.L. 2010, c.10, to provide State incentive reimbursement grants to developers to address project financing gaps by reimbursing a portion of new State incremental taxes derived from a project's development. As provided for in the Act, local incentive grants are

administered by the Local Finance Board, in the Division of Local Government Services, in the Department of Community Affairs and, as such, are not the subject of this special adoption. The following summarizes the contents of each section of the adopted new rules:

N.J.A.C. 19:31-4.1 Applicability and scope

This section addresses the statutory authority for the Economic Redevelopment and Growth (ERG) Program and summarizes the scope and purpose of the program pursuant to P.L. 2009, c. 90, as amended.

N.J.A.C. 19:31-4.2 Definitions

This section defines certain terms used in this subchapter, incorporates terms defined in the Act pertaining to the program, clarifies statutory terms and provides additional terms included in the implementation of the program. The rules clarify the definition of the term "retained job" which is understood in the industry to mean a job that is at-risk of being lost to another state or country. While the agency does not believe the term is confusing or unclear in its general understanding and application by the agency, this definition is being added to the rules to further clarify its meaning. This meaning is consistent with the administrative practice of the agency since its initial implementation of the ERG program.

N.J.A.C. 19:31-4.3 Eligibility criteria

This section outlines the criteria for eligibility for any State incentive grant. The section specifies the limited circumstances under which projects where construction has begun will be eligible.

N.J.A.C. 19:31-4.4 Application submission requirements for State incentive grants

This section establishes the required information and procedures for submitting an application to the Authority for a State incentive grant.

N.J.A.C. 19:31-4.5 Financing gap and fiscal impact analysis

This section outlines the reviews which the Authority, in consultation with the Treasurer, shall conduct to evaluate and validate the project financing gap and net economic benefits for each proposed State incentive grant. The section specifies how costs will be determined for projects that involve acquisition and rehabilitation and for projects for which construction has begun. In order to ensure that the award of a grant will spur economic development, the calculation of project costs will include certain previously made expenditures only if a significant amount of investment will be undertaken in the future.

N.J.A.C. 19:31-4.6 Approval of application for State incentive grant

This section establishes the factors by which the Authority and Treasurer shall approve

applications for State incentive grants.

N.J.A.C. 19:31-4.7 State incentive grant agreement

This section establishes the requirements for the Authority and the Treasurer to enter into a State redevelopment incentive grant agreement with a developer and the allowable amount and terms and conditions of State redevelopment incentive grant agreements, as determined by the Authority.

N.J.A.C. 19:31-4.8 Incremental revenues sources

This section lists the taxes which may be reimbursed to the developer as part of a State redevelopment incentive grant agreement pursuant to P.L. 2009, c.90.

N.J.A.C. 19:31-4.9 Pledge and assignment of grant amount

This section authorizes a developer, upon notice to and consent by the Authority and Treasurer in the case of a State incentive grant, to assign and pledge its incentive grants, upon filing with the Authority or the municipality, as appropriate.

N.J.A.C. 19:31-4.10 Affirmative action and prevailing wage

This section addresses the application of the Authority's affirmative action and prevailing wage requirements.

N.J.A.C. 19:31-4.11 Severability

This section states that if any portion of this subchapter is adjudged to be unconstitutional or invalid by a court of competent jurisdiction, the remaining portions of the subchapter are severable and shall not be affected by that determination.

N.J.A.C. 19:30-6.4 Post-closing fees

The proposed amendment establishes a non-refundable annual fee of $10,000 for review of the annual certified financial statements in the event there is a negotiated repayment to the State pursuant to N.J.A.C. 19:31-4.7(b)1.

Full text of the adopted new rules follows:

CHAPTER 31
AUTHORITY ASSISTANCE PROGRMS
SUBCHAPTER 4. ECONOMIC REDEVELOPMENT AND GROWTH PROGRAM

19:31-4.1 Applicability and scope

The EDA and the State Treasurer may enter into a redevelopment incentive grant agreement

with a developer for any qualifying redevelopment project located in an economic redevelopment and growth grant incentive area, except an area that qualifies solely by virtue of being a transit village. Up to 75 percent of the incremental increase in approved State revenues that are directly realized from businesses operating on the redevelopment project premises may be paid to the developer in the form of a grant derived from the realized revenues. The term of each approved State redevelopment incentive grant agreement may extend for up to 20 years however, except for a redevelopment incentive grant agreement with a municipal redeveloper, the combined amount of reimbursements from State and local grants cannot exceed 20 percent of the eligible cost of the project; and, a developer seeking an incentive grant is required to make an equity participation for at least 20 percent of the project's eligible cost.

The Authority will conduct a fiscal analysis to determine redevelopment project costs, evaluate and validate the project financing gap estimated by the developer and conduct a State fiscal impact analysis to ensure that the overall public assistance provided to the project will result in net positive economic benefit to the State where each proposed project is located. The State Treasurer will approve or disapprove such analysis.

In order to ensure compliance with the "Appropriations clause" of the New Jersey State Constitution (N.J. Const. Art. VIII, Sect. II, para.2), the guidelines provide that payments under State incentive grant agreements are subject to annual appropriations and availability of funds.

Upon notice to and consent by the EDA and the State Treasurer, a redevelopment incentive grant agreement may be pledged and assigned by a developer.

19:31-4.2 Definitions

The following words and terms, when used in this subchapter, shall have the following meanings, unless the context clearly indicates otherwise.

"Ancillary infrastructure project" means public structures or improvements that are located in the public right-of-way outside the project area of a redevelopment project, provided a developer or municipal redeveloper has demonstrated that the redevelopment project would not be economically viable without such improvements.

"Applicant" means a developer proposing to enter into a redevelopment incentive grant agreement.

"Authority" means the New Jersey Economic Development Authority established under section 4 of P.L. 1974, c.80 (N.J.S.A. 34:1B-4).

"Cash on cash yield" means total revenues less operating expenses divided by eligible project costs.

"Developer" means any person who enters or proposes to enter into a redevelopment incentive grant agreement pursuant to the provisions of section 9 of P.L. 2009, c.90 (N.J.S.A. 52:27D-489i and k).

"Developer contributed capital" means equity.

"Director" means the Director of the Division of Taxation in the Department of the Treasury.

"Eligible project costs" means total costs incurred until the issuance of a permanent certificate of occupancy for a specific work or improvement, including lands, buildings, improvements, real and personal property or any interest therein, including leaseholds discounted to present value, including lands under water, riparian rights, space rights and air rights, acquired, owned, developed or redeveloped, constructed, reconstructed, rehabilitated or improved, and any environmental remediation costs, plus soft costs and capitalized interest paid to third parties, ancillary infrastructure projects and infrastructure improvements in the public right-of-way unless funded by the municipality, and excluding any costs for which the project has received State grant funding.

"Eligible revenue" means any of the incremental revenues set forth in section 6 of P.L. 2009, c.90 (N.J.S.A. 52:27D-489f).

"Equity" means cash, development fees, costs for project feasibility incurred within the 12 months prior to application, federal or local grants, federal tax credits, property value less any mortgages, and any other investment by the developer in the project deemed acceptable by the Authority in its sole discretion. Property value shall equal either the purchase price, provided the property was purchased pursuant to an arm's length transaction within 12 months of application, or the value as determined by a current appraisal acceptable to the Authority.

"Fiscal impact analysis" means the analysis to be undertaken by the Authority to determine if the project meets the requirement of providing a net positive economic benefit to the State. For the purposes of determining if the applicant fulfills the net positive economic benefit requirement, the analysis needs to demonstrate that the project's net positive economic benefit equals at least 110 percent of the amount of grant assistance. The analysis will be an econometric model that uses project data provided by the developer, including but not limited to: new and retained jobs, amount of capital investment, type of project, occupancy characteristics and location; and by using this information shall generate an estimate of direct and indirect economic output, as deemed reasonable by the Authority, and projected eligible revenues. This information may be supplemented by the use of industry accepted estimates, i.e., U.S. Department of Commerce Regional Input-Output Modeling System data, when specific data is not available.

"Incentive grant" means reimbursement of all or a portion of the project financing gap of a redevelopment project.

"Infrastructure improvements in the public right-of-way" mean public structures or improvements located in the public right-of-way that are located within a project area or that constitute an ancillary infrastructure project and may include, but not be limited to, signalization and new interchanges, public parking structures, and pedestrian, bicycle-oriented and mass transit improvements; and public utilities such as water, sewer, electric and gas.

"Internal rate of return" means the discount rate at which the present value of the future cash flows of an investment equal the cost of the investment.

"Local incentive grant" means a grant made pursuant to a redevelopment incentive grant agreement between a municipality and a developer, or a municipal ordinance authorizing a project to be undertaken by a municipal redeveloper, and which is subject to review by the Local Finance Board, in the Division of Local Government Services, in the Department of Community Affairs.

"Municipal redeveloper" means a municipal government or a redevelopment agency acting on behalf of a municipal government as defined in section 3 of P.L. 1992, c.79 (N.J.S.A. 40A:12A-3) that is an applicant for a redevelopment incentive grant agreement.

"Net profit margin" means net income as a percentage of project sales value.

"Project area" or "redevelopment project area" means land or lands under common ownership or control which shall be located in a qualifying economic redevelopment and growth grant incentive area, including but not limited to, control through a redevelopment agreement with a municipality pursuant to N.J.S.A. 40A:12A-1 et seq. or as otherwise established by a municipality.

"Project financing gap" means the part of the eligible project costs that remains to be financed after all other sources of capital have been accounted for, including but not limited to, developer contributed capital or equity which shall not be less than 20 percent of the eligible project cost, and investor or financial entity capital or loans for which the developer, after making all good faith efforts to raise additional capital, certifies that additional capital cannot be raised from other sources. When calculating the project financing gap, the factors set forth at N.J.A.C. 19:31-4.5(a)4, including but not limited to, return on investment, net profit margin and cash on cash yield will be considered. The project financing gap may be increased by the cost of capital necessary to raise an amount of current capital sufficient to complete the project when combined with all other sources of capital in recognition that the incremental eligible revenues will be reimbursed over an estimated period of years.

"Qualifying economic redevelopment and growth grant incentive area" or "incentive area" means Planning Area 1 (Metropolitan), Planning Area 2 (Suburban), or a center as designated by the State Planning Commission; a pinelands regional growth area, a pinelands town management area, a pinelands village, or a military and federal installation area established pursuant to the pinelands comprehensive management plan adopted pursuant to P.L. 1979, c.111 (N.J.S.A. 13:18A-1 et seq.), a transit village; and federally owned land approved for closure under a federal Base Realignment Closing Commission action.

"Redevelopment incentive grant agreement" means an agreement between (1) the State Treasurer, the Authority and a developer, or (2) a municipality and a developer, or a municipal ordinance authorizing a project to be undertaken by a municipal redeveloper, under which, in exchange for the proceeds of an incentive grant, the developer agrees to perform any work or undertaking necessary for a redevelopment project, including the clearance, development or

redevelopment, construction, or rehabilitation of any structure or improvement of commercial, industrial, residential, or public structures or improvements within a qualifying economic redevelopment and growth grant incentive area.

"Redevelopment project" or "project" means a specific work or improvement, including lands, buildings, improvements, real and personal property or any interest therein, including lands under water, riparian rights, space rights and air rights, acquired, owned, developed or redeveloped, constructed, reconstructed, rehabilitated or improved, undertaken by a developer within a project area and any ancillary infrastructure project associated therewith.

"Retained job" means a position that currently exists in New Jersey and is filled by a current employee but which, as certified by the business's chief executive officer, is at risk of being lost to another state or country.

"Revenue increment base" means the amounts of all eligible revenues from sources within the redevelopment project area in the calendar year preceding the year in which the redevelopment incentive grant agreement is executed, as certified by the State Treasurer for State revenues.

"Soft costs" means all costs associated with financing, design, engineering, legal, real estate commissions, furniture, or office equipment with a useful life of less than five years, provided they do not exceed 20 percent of eligible project costs.

"Transit village" means a community with a bus, train, light rail, or ferry station that has developed a plan to achieve its economic development and revitalization goals and designated by the New Jersey Department of Transportation as a transit village.

19:31-4.3 Eligibility criteria

The Authority, in consultation with the Treasurer for a State grant, shall conduct a review to determine eligibility for any State or local incentive grant, wherein the following must apply:

(a) The redevelopment project must be located in a qualifying economic and redevelopment and grant incentive area provided however, that a State incentive grant shall not be given for a project in an incentive area that qualifies as such solely by virtue of being a transit village;

(b) The developer must not have commenced any construction at the site of a proposed redevelopment project prior to submitting an application, except that: i.) in the event construction has commenced on a proposed redevelopment project, the project may be eligible if the Authority, at its sole discretion, determines that the project would not be completed otherwise, or ii.) in the event the project is to be undertaken in phases, a developer may apply for phases for which construction has not yet commenced, subject to N.J.A.C. 19:31-4.5(a)2. For purposes of this paragraph, construction shall have commenced if the project has received site plan approval and started site preparation or utility installation;

(c) For any State incentive grant project consisting of newly-constructed residential units, the

developer shall be required, pursuant to P.L. 2008, c.46 (N.J.S.A. 52:27D-329.9) to reserve at least 20 percent of the residential units constructed for occupancy by low or moderate income households, as those terms are defined in section 4 of P.L. 1985, c.222 (N.J.S.A. 52:27D-304), with affordability controls as required under the rules of the Council on Affordable Housing, unless the municipality in which the property is located has received substantive certification from the council and such a reservation is not required under the approved affordable housing plan, or the municipality has been given a judgment of repose or a judgment of compliance by the court, and such a reservation is not required under the approved affordable housing plan;

(d) A project financing gap exists; and

(e) Pursuant to a fiscal impact analysis, for a State grant, the overall public assistance provided to the project will result in net benefits to the State.

19:31-4.4 Application submission requirements for State incentive grants

(a) A developer that submits an application to the Authority for a State incentive grant shall indicate on the application whether it is also applying for a local incentive grant. In each instance where an applicant indicates that it is also applying for a local incentive grant, the EDA shall forward a copy of the application to the municipality wherein the redevelopment project is to be located so that the local incentive grant may be reviewed and approved by municipal ordinance. A developer or municipal redeveloper that submits an application for a local incentive grant shall indicate on the application whether it is also applying for a State incentive grant.

(b) A developer seeking a State incentive grant shall submit to the Authority the following information in its application:

1. The name of the business;

2. The contact information of the business;

3. Prospective future address of the business (if different);

4. The type of the business;

5. Principal products and services and three-digit North American Industry Classification System number;

6. The New Jersey tax identification number;

7. The Federal tax identification number;

8. An anticipated construction schedule;

9. Estimated eligible project costs, including any State or local grant funding to the project, and proposed terms of financing, including projected internal rate of return, net margin, return on

investment and cash on cash yield;

10. Estimates of the revenue increment base and projection of the eligible revenues for the project, and the assumptions upon which those estimates are made;

11. For certain projects consisting of newly-constructed residential units, a certification that it meets the requirements of N.J.A.C. 19:31-4.3(c);

12. Estimated costs to the municipality resulting from the project;

13. Certification that the business applying for the program is not in default with any other program administered by the State of New Jersey;

14. Disclosure of legal matters in accordance with the Authority debarment and disqualification rules at N.J.A.C. 19:30-2.1 et seq.;

15. Submission of an application and fee for a tax clearance certificate pursuant to P.L. 2007, c. 101;

16. A list of all development subsidies, as defined by "The Development Subsidy Job Goals Accountability Act," P.L. 2007, c.200 (N.J.S.A. 52:39-1 et seq.), that the applicant is requesting or receiving, the name of the granting body, the value of each development subsidy, and the aggregate value of all development subsidies requested or received. Examples of development subsidies are tax benefits from programs authorized under P.L. 2004, c.65; P.L. 1996, c. 26; and P.L. 2002, c.43;

17. The status of control of the entire redevelopment project site, shown for each block and lot of the site as indicated upon the local tax map;

18. A list and status of all required State and federal government permits that have been issued for the redevelopment project, or will be required to be issued pending resolution of financing issues, as well as of all local planning and zoning board approvals, that are required for the redevelopment project;

19. A description of how the project addresses the factors contained in N.J.A.C. 19:31-4.6(b);

20. A description of how the green building standards set forth in the green building manual prepared by the Department of Community Affairs, pursuant to section 1 of P.L. 2007, c.132 (N.J.S.A. 52:27D-130.6) are to be incorporated into the proposed project including use of renewable energy, energy-efficient technology, and non-renewable resources in order to reduce environmental degradation and encourage long-term cost reduction, as listed on the EDA website at www.njeda.com;

21. A copy of a letter of support from the governing body of the municipality in which the proposed redevelopment project is located; and

22. Any other necessary and relevant information as determined by the applicant or the Authority for a specific application.

19:31-4.5 Financing gap and fiscal impact analysis

(a) The Authority, in consultation with the State Treasurer, shall review the proposed redevelopment project costs and evaluate and validate the project financing gap estimated by each developer applying for a State incentive grant, as follows:

1. The Authority will evaluate proposed project costs against reasonable costs as noticed on the EDA website at www.njeda.com for the standard of review, which shall include but not be limited to, construction, tenant fit out, consultants, rental rates, rates of return and vacancy allowances;

2. For a redevelopment project involving rehabilitation or improvement of an existing building(s), the costs of land acquisition and rehabilitation shall not exceed 100 percent of the replacement cost for new construction, exclusive of any environmental remediation costs. When evaluating a redevelopment project involving rehabilitation or improvement of existing building(s), if a developer spends more than 50 percent of the total cost of acquisition of the building(s) on such rehabilitation or improvement then the cost of acquisition shall be included in the eligible project costs. With respect to the Authority's evaluation of a redevelopment project pursuant to the requirements of N.J.A.C. 19:31-4.3(b)i, a developer's future expenditures will have to be at least 50 percent of the project costs previously expended as of its application date in order for the Authority to include the costs expended prior to the application date to be included in the eligible project costs;

3. For large, multi-phased projects that are built sequentially over time, the EDA shall only evaluate and validate the project financing gap on phases of the project with funding commitments; and

4. The financing gap analysis shall include but not be limited to, an evaluation of the eligible project costs, proposed rental rates, vacancy rates, internal rate of return, net profit margin, return on investment and cash on cash yield in comparison to market ranges for such items, as noticed on the EDA website at www.njeda.com or, in the Authority's sole discretion, in comparison to alternative financing structures for a comparable project available to the developer or its tenants.

(b) The Authority, in consultation with the State Treasurer, shall undertake the fiscal impact analysis by determining whether the overall public assistance provided to the proposed redevelopment project will result in net positive economic benefits to the State for a period equal to 75 percent of the useful life of the project not to exceed 20 years.

(c) In determining whether the project meets the net positive economic benefits analysis, the Authority's consideration shall include, but not be limited to, the State taxes paid directly by and generated indirectly by the developer, taxes paid directly or generated indirectly by new or retained jobs, and peripheral economic growth caused by the project, provided that such determination shall be limited to the net economic benefits derived from the capital investment

commenced after the submission of an application to the Authority.

(d) For the calculation of new revenues in predominantly retail projects in the net positive economic benefits analysis, the following weighting criteria shall be used:

1. When a project is proximate to a neighboring State jurisdiction (i.e., Pennsylvania, Delaware, New York) and the project can demonstrate substantial increased incremental tax revenue to the State of New Jersey from other jurisdictions through a marketing analysis provided by the developer, 100 percent of the projected incremental on-going sales tax revenue will be factored in the analysis;

2. When a project is a destination entertainment and retail facility (i.e., a project which contains unique retail establishments, entertainment and/or sports venues) and the project can demonstrate substantial increased incremental tax revenue to the State of New Jersey from other jurisdictions through a marketing analysis provided by the developer, 100 percent of the projected incremental on-going sales tax revenue will be factored in the analysis;

3. For projects which are significantly retail in nature, but do not meet either 1 or 2 above:

i. On-going State sales tax revenue will be calculated at 0 percent value;

ii. One-time construction related taxed will be calculated at 100 percent value; and

iii. On-going other tax revenues, e.g., corporation business taxes and gross income taxes, will be calculated at 66 percent value.

(e) The State Treasurer will approve or disapprove the redevelopment project costs, the financing gap, and the net positive economic benefits.

19:31-4.6 Approval of application for State incentive grant

(a) The Authority and the State Treasurer may approve an application only if they make a finding that the State revenues to be realized from the redevelopment project will be in excess of the amount necessary to reimburse the developer for the portion of the project financing gap allocable to the State incentive grant. This finding may be made by an estimation based upon the professional judgment of the Chief Executive Officer of the Authority and the State Treasurer.

(b) In deciding whether or not to recommend entering into a redevelopment incentive agreement, the Chief Executive Officer shall consider the following factors prior to approval:

1. The economic feasibility of the redevelopment project;

2. The extent of economic and related social distress in the municipality and the area to be affected by the redevelopment project;

3. The degree to which the redevelopment project will advance State, regional and local

development and planning strategies;

4. The likelihood that the redevelopment project shall, upon completion, be capable of generating new tax revenue in an amount in excess of the amount necessary to reimburse the developer for project costs incurred as provided in the redevelopment incentive grant agreement;

5. The relationship of the redevelopment project to a comprehensive local development strategy, including other major projects undertaken within the municipality;

6. The need of the redevelopment incentive grant agreement to the viability of the redevelopment project; and

7. The degree to which the redevelopment project enhances and promotes job creation and economic development.

(c) The decision whether or not to approve an application and enter into a redevelopment incentive grant is solely within the discretion of the Authority and the State Treasurer, provided they both agree to enter into an agreement.

(d) Except for a local redevelopment incentive grant agreement with a municipal redeveloper, in no event shall the combined amount of the reimbursements under the redevelopment incentive grant agreements with the State and municipality exceed 20 percent of the eligible cost of the project.

19:31-4.7 State incentive grant agreement

(a) Upon approval of the application by the Authority and the State Treasurer, the Authority, and the developer will execute a commitment letter providing information specific to the grant amount and containing conditions that must be met prior to receiving the grant. Upon a receipt of evidence from the developer that it has control of the redevelopment project site and offers of financing, which may be conditioned upon execution of the grant agreement, and that it has met any other conditions set forth in the commitment letter, the Authority and the State Treasurer may enter into a State redevelopment incentive grant agreement with a developer for the reimbursement of incremental State revenues directly realized from businesses operating on the redevelopment project premises.

(b) The Chief Executive Officer of the Authority, in consultation with the State Treasurer, shall negotiate the terms and conditions of any State redevelopment incentive agreement. The State redevelopment incentive grant agreement shall include but not be limited to, the following terms and conditions as determined by the Authority:

1. The maximum percentage reimbursement amount, the maximum aggregate dollar amount of the incentive grant to be awarded the developer, the maximum annual percentage of reimbursement, the particular tax or taxes to be utilized from those listed in N.J.A.C. 19:31-4.8(a), the order in which multiple taxes will be applied to determine the incentive grant amount, and, for a project receiving an incentive grant in excess of $50 million, the amount of the

negotiated repayment to the State which shall be up to the amount of the maximum aggregate dollar amount of the reimbursement. If the actual project costs are less than the project costs set forth in the application, the percentage reimbursement amount will be based on the actual project costs. For the purposes of determining the amount and timing of any repayment due for projects receiving an incentive grant in excess of $50 million, the Authority shall consider such factors as the financial structure of the project, risk of the project, developer returns, magnitude of State support, as well as the returns of various types of revenue generating projects, i.e., retail, commercial and/or hotel. If the project does not produce the anticipated amount of incremental taxes in a given year, the developer shall only receive the approved percentage of actual tax revenue created;

2. All payments shall be made annually and subject to annual appropriation and availability of funds;

3. The annual percentage amount of reimbursement which shall not exceed 75 percent of the annual incremental State revenues;

4. Representations that the developer is in good standing, that the project complies with all applicable law, and specifically, that the project will comply with the Authority's prevailing wage requirements P.L. 2007, c.245 (N.J.S.A. 34:1B-5.1) and affirmative action requirements P.L. 1979, c.303 (N.J.S.A. 34:1B-5.4), and the project does not and will not violate any environmental law;

5. The frequency of payments and length of time, which shall not exceed 20 years, during which that reimbursement shall be granted;

6. The requirement that the developer submit, prior to the first disbursement of funds under the agreement, satisfactory evidence of actual project costs, as certified by a certified public accountant, evidence of a temporary certificate of occupancy, and, if applicable, evidence that the municipality is in substantial compliance with the requirements under N.J.A.C. 19:31-4.3(c);

7. Annual certified financial statements reporting the project's financial performance against established milestones for calculating any necessary repayments pursuant to N.J.A.C. 19:31-4.7(b)1 above;

8. Representations that the developer will comply with the green building standards pursuant to N.J.A.C. 19:31-4.4(b)20;

9. To the extent the taxes of such businesses are to be reimbursed, covenant that the developer will notify all businesses operating on the redevelopment project premises that certain incremental taxes are to be reimbursed under the agreement. The developer shall also covenant that the developer shall obtain information about such businesses as is necessary for the State to ascertain the incremental tax revenue. Such information may include but not be limited to name, address, taxpayer identification number, change in business ownership and any other information that may be required by the State. The developer shall also acknowledge that the State will not provide to the developer information about individual taxes paid by businesses located at the

redevelopment project;

10. Acknowledgement that if the developer has entered into a Brownfield Reimbursement Agreement for the redevelopment project premises, to the extent that the same eligible revenues are identified in both the Brownfields Reimbursement Agreement and the incentive grant, then the incentive grant will not commence until the reimbursement has terminated or otherwise as subject to review of the Division of Taxation;

11. Indemnification and insurance requirements;

12. Events, if any, that would trigger forfeiture of the grant;

13. Default and remedies; and

14. Reporting requirements, as required pursuant to section 6 of P.L. 2009, c.90 (N.J.S.A. 52:27D-489f.), and other reporting requirements that may be required by law or agreement, such as an annual report and an annual tax clearance certificate issued by the Division of Taxation pursuant to P.L. 2007, c.200 (N.J.S.A. 52:39-1 et seq.).

(c) Agreement that a fee of $5,000 annually will be paid to the Division of Taxation and all other administrative costs associated with the incentive grant shall be assessed to the developer and retained by the State Treasurer from the annual incentive grant payments.

19:31-4.8 Incremental revenue sources

(a) In accordance with a State redevelopment incentive grant agreement, up to 75 percent of the projected annual incremental revenues directly realized from businesses operating on the redevelopment project premises may be paid to the developer from the following taxes:

1. The Corporation Business Tax Act (1945), P.L. 1945, c.162 (N.J.S.A. 54:10A-1 et seq.);

2. The tax imposed on marine insurance companies pursuant to R.S. 54:16-1 et seq.;

3. The tax imposed on insurers generally, pursuant to P.L. 1945, c.132 (N.J.S.A. 54:18A-1 et seq.);

4. The public utility franchise tax, public utilities gross receipts tax and public utility excise tax imposed on sewerage and water corporations pursuant to P.L. 1940, c.5 (N.J.S.A. 54:30A-49 et seq.);

5. The tax derived from net profits from business, a distributive share of partnership income, or a pro rata share of S corporation income under the "New Jersey Gross Income Tax Act," N.J.S. 54A:1-1 et seq.;

6. The tax derived from a business at the site of a redevelopment project that is required to collect the tax pursuant to the "Sales and Use Tax Act," P.L. 1966, c.30 (N.J.S.A. 54:32B-1 et

seq.);

7. The tax imposed pursuant to P.L. 1966, c.30 (N.J.S.A. 54:32B-1 et seq.) from the purchase of materials used for the remediation, the construction of new structures, or the construction of new residences at the site of a redevelopment project. For the purpose of computing the sales and use tax on the purchase of materials used for remediation, construction of new structures or the construction of new residences at the site of the project, it shall be presumed by the Director of the Division of Taxation, in lieu of an exact accounting from the developer, suppliers, contractors, subcontractors and other parties connected with the project, that the tax equals one percent of the developer's contract price for such remediation or construction or such other percentage, not to exceed three percent, that may be agreed to by the director upon the presentation of clear and convincing evidence that the tax on materials is greater than one percent of the contract price for the remediation or construction;

8. The hotel and motel occupancy fee imposed pursuant to section 1 of P.L. 2003, c.114 (N.J.S.A. 54:32D-1); or

9. The portion of the fee imposed pursuant to section 3 of P.L. 1968, c.49 (N.J.S.A. 46:15-7) derived from the sale of real property at the site of the redevelopment project and paid to the State Treasurer for use by the State, that is not credited to the "Shore Protection Fund" or the "Neighborhood Preservation Nonlapsing Revolving Fund" ("New Jersey Affordable Housing Trust Fund") pursuant to section 4 of P.L. 1968, c.49 (N.J.S.A. 46:15-8).

(b) The Director of the Division of Taxation may retain up to 20 percent of certain State incremental tax revenues, such as the corporate business tax and sales and use tax, for adjustment as necessary which shall be returned to the developer after such time as the statute of limitations has expired for the specific tax withheld.

(c) Incremental revenue shall be calculated as the difference between the amount collected in any fiscal year from any eligible revenue source included in the State incentive grant agreement, less the revenue increment base for that eligible revenue.

19:31-4.9 Pledge and assignment of grant amount

A developer may, upon notice to and consent of the Authority and the State Treasurer, which consent shall not be unreasonably withheld, pledge and assign as security for any loan or bond, any or all of its right, title and interest in and to such agreements and in the incentive grants payable thereunder, and the right to receive same, along with the rights and remedies provided to the developer under such agreement. Any such assignment shall be an absolute assignment for all purposes, including the federal bankruptcy code. Any pledge of incentive grants made by the developer shall be valid and binding from the time when the pledge is made and filed in the records of the Authority. The incentive grants so pledged and thereafter received by the developer shall immediately be subject to the lien of the pledge without any physical delivery thereof or further act, and the lien of any pledge shall be valid and binding as against all parties having claims of any kind in tort, contract, or otherwise against the developer irrespective of whether the parties have notice thereof. Neither the redevelopment incentive grant agreement

nor any other instrument by which a pledge under this section is created need be filed or recorded except with the Authority.

19:31-4.10 Affirmative action and prevailing wage

The Authority's affirmative action requirements P.L. 1979, c.203 (N.J.S.A. 34:1B-5.4) and prevailing wage requirements P.L. 2007, c.245 (N.J.S.A. 34:1B-5.1) will apply only to State incentive grant projects undertaken in connection with financial assistance received under the Economic Redevelopment and Growth Program.

19:31-4.11 Severability

If any section, subsection, provision, clause, or portion of this subchapter is adjudged to be unconstitutional or invalid by a court of competent jurisdiction, the remaining portions of this subchapter shall not be affected thereby.

CHAPTER 30
ADMINISTRATIVE RULES
SUBCHAPTER 6. FEES

19:30-6.4 Post-closing fees

(a) The fees in this section are due and payable upon closing of the bond amendment, approval of change of ownership, or signing of modification consent, waiver, or similar documents.

1. – 9. (No change.)

10. For the review of the annual certified financial statements pursuant to N.J.A.C. 19:31-4.7(b)7 under the ERG Program, a non-refundable annual fee of $10,000 shall be charged to the applicant.

BOARD MEMORANDUMS

NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY

MEMORANDUM

TO: Members of the Authority

FROM: Caren S. Franzini
Chief Executive Officer

DATE: April 12, 2011

SUBJECT: First Street Properties, LLC
Perth Amboy City, Middlesex County, NJ
$2,100,000 Tax Exempt Stand-alone Bond (P12177)

Request:
Consent to the modification of the existing bond interest rate provisions to allow a reduction from the existing rate of 5.25% to 5.00% fixed for five years.

Background:
First Street Properties, LLC is a real estate holding company formed in 2000 to acquire a 60,000 square foot manufacturing facility leased to related company Riverdale Color Manufacturing, Inc. Riverdale produces colorants for the plastic industry.

In November 2000, the Members approved a $2,100,000 stand-alone tax-exempt bond to acquire the facility as well as purchase related production equipment enabling the relocation of Riverdale from Brooklyn to Perth Amboy. The bond was purchased by Commerce Bank (now TD Bank) and is a conduit financing for which the Authority has no credit exposure. The current balance of the bond is $1,072,500.

The Bond has a term of 20 years with rate resets and call dates on the 5th, 10th and 15th anniversaries of the January 2001 closing. Initially fixed at 6.75%, the rate was reset in 2005 to the current rate of 5.25%. The rate was due to reset January 1, 2011 at the 5-year Treasury Rate plus 70 basis points. However, at an approximate 3% interest rate, this reset rate would be below market. Rather than call the bond, the Bank and Borrower have agreed to reset the rate at 5% for the next five years. The rate reset will be effective as of May 1, 2011.

Wolff & Samson, PC, Bond Counsel to the Authority, has reviewed this request and has opined that the tax-exempt status of the bond will not be adversely affected as a result of this modification. The Borrower is asking for EDA's consent to this modification, which has been approved by the Bank.

Recommendation:
Consent to the modification of interest rate and call and rate reset provisions as described above is recommended. Authority support will reduce debt service for the Borrower.

Prepared By: Nancy C. Meyers

NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY

MEMORANDUM

To: Members of the Authority

From: Caren S. Franzini
Chief Executive Officer

Date: April 12, 2011

Subject: Novo Nordisk, Inc.
Business Employment Incentive Program Grant P18102

Purpose:

This memorandum addresses the legal matters of Novo Nordisk, Inc. ("NNI") regarding its request for consent to an increase in the New Employment Commitment ("NEC") from 211 jobs to 414 jobs due to the company making additional significant capital investments at the project site. This increase, along with the additional capital investment, was contemplated in their original application.

Background:

NNI, a wholly owned subsidiary of Novo Nordisk A/S ("NNAS"), Denmark, is a world leader in diabetes care. With headquarters in Denmark, NNI employs approximately 30,000 full-time employees in 79 countries, with almost 4,500 employees in the U.S. and over 800 in New Jersey.

In March 2007, EDA approved an 80% /10 year BEIP grant to NNI based on the proposed phased expansion of its U.S. headquarters operation in Princeton, Mercer County and its New Employment Commitment of 211 jobs. The company satisfied the Minimum Eligibility Threshold of 25 in April 2007. The company also met its original NEC of 211 in 2009.

Based on the original application of a phased development, which is ongoing, and the significant amount of additional capital investment and hiring to be made, NNI is requesting that EDA allow the 20% new employment cap to be adjusted to the amended NEC of 414 as provided by the BEIP Program Regulations (N.J.A.C. 19:31-10.4).

The business activities of NNI are regulated by a number of federal and state laws. From time to time, NNI has become the subject of litigation, examinations, inquiries, or investigations; most of which have demonstrated to be of no material consequence for disqualification analysis.

Analysis of Litigation as Grounds for Possible Disqualification:

Pursuant to the Authority's regulations on disqualification (N.J.A.C. 19:30-2.1 et seq.), the Authority may decline to give financial assistance, or approval as a tenant in any Authority financed project, or contract with any persons for certain reasons which include: commission of an offense indicating a lack of business integrity and violation of any law which may bear upon a lack of responsibility or moral integrity.

Listed below are the facts of the actions to which they relate and the fines assessed and paid, as provided by NNI and reviewed by the Attorney General's Office:

On May 11, 2009, NNAS entered into a deferred prosecution agreement ("DPA") with the U.S. Department of Justice ("DOJ") as a result of the DOJ's ongoing investigation into the U.N. Oil-for-Food program. As part of the DPA, NNAS agreed to pay a $9 million penalty for illegal kickbacks paid to the former Iraqi government. NNAS was charged in U.S. District Court for the District of Columbia with one count of conspiracy to commit wire fraud and to violate the books and records provisions of the Foreign Corrupt Practices Act ("FCPA"). NNAS acknowledged responsibility for improper payments made by its agents to the former Iraqi government in order to obtain contracts with the Iraqi ministry of health to provide insulin and other medicines. The DPA requires the company and its subsidiaries to cooperate fully with the Justice Department's ongoing Oil-for-Food investigation.

Beginning in 2000, the former Iraqi government began requiring companies wishing to sell humanitarian goods to government ministries to pay a kickback, often mischaracterized as an "after sales services fee," to the government in order to be granted a contract. The amount of that fee was usually 10 percent of the contract price. Such payments were not permitted under the Oil-for-Food Program or other sanction regimes then in place.

Specifically, between 2001 and 2003, NNAS paid approximately $1.4 million to the former Iraqi government by inflating the price of contracts by 10 percent before submitting the contracts to the United Nations for approval and concealed from the United Nations the fact that the price contained a kickback to the former Iraqi government. NNAS also admitted it inaccurately recorded the kickback payments as "commissions" in its books and records.

The DOJ, in recognition of Novo's thorough review of the illicit payments and its implementation of enhanced compliance policies and procedures, agreed to defer prosecution of criminal charges against Novo for a period of three years. If Novo abides by the terms of the DPA, at the end of the three-year period the Department will dismiss the criminal information.

In a related matter, NNAS also reached a civil settlement with the U.S. Securities and Exchange Commission ("SEC") on a complaint and agreed to pay $3,025,066 in civil penalties and $6,005,079 in disgorgement of profits, including pre-judgment interest, in connection with contracts for which it paid kickbacks to the former Iraqi government.

Mitigating Factors:

In mitigation of the above described offenses is the fact that the activity was engaged in by another Novo corporate entity beyond the scope and control of day to day NNI management in the United States.

Additionally, the conduct in question occurred in 2000-03 and involved allegations relating to business NNAS conducted in the former Republic of Iraq. These events are significantly distant from the company's current U.S. operations in time, space and control.

Furthermore, to comply with the DPA, and the consent judgment with the SEC (which require NNAS to ensure that its operations comply with the law), the company has dedicated substantial time and resources to enhance its compliance program domestically and globally. As a result, the company now has a large legal department dedicated to working with the company's business units and a more robust corporate compliance program.

NNAS's compliance program is based on seven elements, which are set out in guidelines published by the Department of Health and Human Services ("DHHS"). The seven elements are: (1) Implement Written Policies and Procedures; (2) Compliance Officer and Committee; (3) Training and Education; (4) Reporting Compliance Concerns; (5) Internal Auditing and Monitoring; (6) Enforcement and Disciplinary Guidelines; and (7) Response, Corrective Action, and Prevention.

The DHHS elements are supported by: a U.S. Code of Business Conduct; a Compliance Department headed by a Chief Compliance Officer who oversees a team of 13 directors, managers, and administrators; several different methods of training to ensure all employees are aware of and fully understand their obligations; a Compliance Hotline that allows for anonymous reporting of concerns; regular auditing and monitoring of compliance with Novo Nordisk's policies and procedures; clear disciplinary action to address violations of the law, regulations, or company policies; and a process for investigating and reporting findings to a Compliance Issue Review Committee.

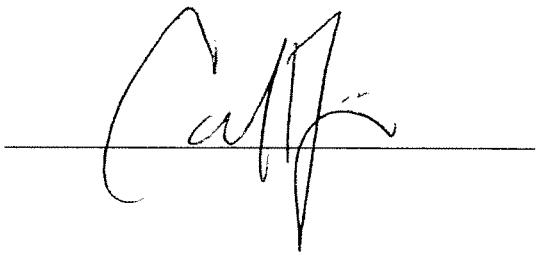
In addition, NNAS conducted benchmarking to ensure that its program is in line with, if not better than, other similar sized pharmaceutical and biotechnology companies. This benchmarking focused on a number of parameters related to compliance programs, including: the amount of ethics and compliance training; the number of personnel dedicated to the compliance programs; and reporting process and follow-up actions. The company asserts that the results of its external benchmarking demonstrate that its program meets and exceeds its competitors' compliance programs across the board.

Moreover, NNI and its parent are ultimately controlled by a Danish charitable foundation, the Novo Nordisk Foundation ("NNF"). NNF is a non-profit institution, whose formal purpose is to provide a stable basis for its company's operations and to make contributions to scientific, humanitarian and social progress.

Novo Nordisk and its affiliates have since won a number of ethics awards. For example, in 2010 the Ethisphere Institute, an international think-tank dedicated to the creation; advancement and sharing of best practices in business ethics; corporate social responsibility; and anti-corruption and sustainability, recognized Novo Nordisk as one of the "World's Most Ethical Companies." This was the fourth consecutive year the company enjoyed this distinction—one of many ethics awards the company claims it has received over time.

Conclusion:

Staff has performed a review of this action with assistance from the Attorney General's Office. Staff has weighed the seriousness of the offense in conjunction with the mitigating factors presented by NNI and staff does not believe disqualification is warranted.



Prepared by: Marcus Saldutti

NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY

MEMORANDUM

TO: Members of the Authority

FROM: Caren S. Franzini
Chief Executive Officer

DATE: April 12, 2011

SUBJECT: Novo Nordisk, Inc. ("NNI")
Princeton, New Jersey
Business Employment Incentive Program ("BEIP") Grant P18102

Modification Request:
Consent to an increase in the New Employment Commitment ("NEC") from 211 jobs to 414 jobs due to the company making additional significant capital investments at the project site. This increase, along with the additional capital investment, was contemplated in their original application. The revised NEC will remain subject to the 20% new employment cap. NNI will have two years after the construction is completed to achieve the amended NEC of 414.

Background
NNI, a wholly owned subsidiary of Novo Nordisk A/S, Denmark, is a world leader in diabetes care. With headquarters in Denmark, NNI employs approximately 30,000 full-time employees in 79 countries, with almost 4,500 employees in the U.S. and over 800 in New Jersey.

In March, 2007, EDA approved an 80% /10 year BEIP grant to NNI based on the proposed expansion of its U.S. headquarters operation in Princeton, Mercer County and its New Employment Commitment of 211 jobs. The company satisfied the Minimum Eligibility Threshold of 25 in April 2007. They also met their original NEC of 211 in 2009.

The expansion was contemplated in two phases at the time of application, including an initial phase of 350,000 sf, and future growth of 200,000 sf in a second phase. Phase I included the relocation and expansion of the North American Headquarters to house existing (BRRAG) and future (BEIP) sales, marketing, clinical affairs and headquarter functions. Phase II was included as an expected future expansion, but no concrete job numbers were indicated at that time.

In June 2007, the former NJ Commerce Commission approved a BRRAG Tax Credit grant and a BRRAG Sales and Use Tax Exemption grant for the relocation and retention of 250 jobs. NNI realized $668,328 in sales tax exemption benefits and received a tax credit in the amount of $350,000 in May of 2009. Under its BRRAG Agreement, NNI is required to retain the 250 BRRAG jobs in New Jersey for five years until February 2014. The company is in compliance having certified that it has retained 250 jobs at the project site as of 12/31/10.

During 2008, NNI fully completed Phase I of the project by taking full occupancy of 164,000 sf of LEED certified office space at the site. This resulted in the retention of over 600 jobs, of which 250 were part of the aforementioned BRRAG grant, and the creation of over 240 new BEIP jobs, with an average annual salary over $100,000. To date, NNI has received $201,415 in BEIP payments.

As referenced above, the Phase II expansion as originally anticipated is now underway at their Princeton campus. Instead of the 200,000 sf originally projected, the company will double that capacity to 475,000 sf., and as a result that will more than double the amount of capital investments being made from $70 million to over $141 million. As with the first phase expansion, this site will be redeveloped to a LEED certified office space. NNI is projecting an additional 203 new BEIP jobs, with an average annual salary of approximately $130,000.

Based on their original application of a phased development and the significant amount of capital investment to be made, NNI is requesting that EDA allow the 20% new employment cap to be adjusted to the amended NEC of 414 as provided by the BEIP Program Regulations (N.J.A.C. 19:31-10.4). This request will not extend the original grant term. Absent the requested approval the grant would remain subject to the 20% employment cap on the current NEC of 211.

Economic Viability Review:
Staff has reviewed the financial statements of NNI's. 2010 annual report (balance sheet, income statement, and statement of cash flows) with the 2006 thru 2009 comparative. Based on observed trends of strong growth in sales year over year (especially in North America) coupled with sustainable significant cash flow, sustained profitability through all five periods, and consistently increasing dividend paid out over that same period, staff concludes the company is economically viable.

Recommendation:
In consideration of the significant capital investment to be made at the project site, and the fact that Phase II was contemplated in the original application, consent to an increase in the NEC from 211 jobs to 414 jobs, with the amended NEC remaining subject to the 20% employment cap.

Prepared by: Tyshon Lee

NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY

MEMORANDUM

TO: Members of the Authority

FROM: Caren S. Franzini
Chief Executive Officer

DATE: April 12, 2011

SUBJECT: Incentives Modifications
(For Informational Purposes Only)

On September 11, 2001, and as amended on September 16, 2003, the Members of the Authority approved a delegation of authority to the Chief Executive Officer and staff to approve certain BEIP modifications.

On May 10, 2010 the Members of the Authority approved a delegation of authority to staff to approve annual extensions for the UEZ Sales Tax Exemption for Manufacturers program and the Salem County Sales Tax Exemption for Manufacturers program.

Attached is a list of the BEIP modifications and the BRRAG UEZ and Salem Sales Tax Exemption (STX) extensions that were approved in the 1st[d] quarter ending March 31, 2011.

Prepared by: C. Craddock

ACTIONS APPROVED UNDER DELEGATED AUTHORITY
QUARTER ENDING MARCH 2011

BUSINESS EMPLOYMENT INCENTIVE PROGRAM

Name	Action	Modification
TI Parsippany Inc /TI Shared Services Inc.	Addition of Grantees	Addition of Time/Warner Retail Sales & Marketing Inc. and Time Disbtibution Services Inc. to the grant. Adding these entities will not materially increase the number of jobs on this grant.

UEZ Energy Sales Tax Exemption for Manufacturers

Alcan Global Pharmaceutical Packaging, Inc.	Name Change	Name change from Alcan Global Pharaceutical Packaging, Inc. to Amcor Pharmacuetical Packaging USA, Inc.

NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY

MEMORANDUM

TO: Members of the Authority

FROM: Caren S. Franzini
Chief Executive Officer

DATE: April 12, 2011

SUBJECT: Delegated Authority Approvals for 1st Quarter 2011
For Informational Purposes Only

Below are the actions approved under delegated authority by Post Closing Financial Services during the 1st quarter 2011.

Name	EDA Exposure	Action
Hounds on the Hudson, LLC	$75,118	The New Jersey Development Authority balloon loan maturity was extended for 18 months to allow time for the borrower to refinance and repay loan in full. Payments of principal and interest are based on a 5 year amortization.
Estate of Jeanette Brain	$71,169	The Underground Storage Tank program balloon loan maturity was extended to January 2019. Following interest only payments for 12 months, the loan will be repaid in full with 84 monthly payments of principal and interest.

Prepared by: Daniel Weick

NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY

MEMORANDUM

TO: Members of the Authority

FROM: Caren S. Franzini, Chief Executive Officer

DATE: April 12, 2010

SUBJECT: Projects Approved Under Delegated Authority - **For Informational Purposes Only**

The following projects were approved under Delegated Authority in March 2011:

New Jersey Business Growth Fund:

1) Gary R. Banks Industrial Group, LLC and Nominee (P35975), located in Berlin Township, Camden County, was established in 2003 as a provider of large bulk storage tank insulation, mechanical pipe and equipment insulation, insulation material sales, fireproofing, scaffolding services, coatings and fire stop materials/installation and energy management throughout the United States. PNC Bank approved a $390,000 loan with a five-year, 25% guarantee of principal outstanding, not to exceed $97,500. Proceeds will be used to purchase commercial real estate. Currently, the company has eight employees and plans to create two new jobs within the next two years.

2) Q.W.L LLC (P35750), located in Clifton City, Passaic County, is a real estate holding company formed to purchase the project property. The operating company, Quick Way Dental Lab Inc. is a dental laboratory specializing in ceramics, cosmetics, porcelain, veneers, precision attachments and implants. PNC Bank approved a $336,000 loan with a five-year, 25% guarantee of principal outstanding, not to exceed $84,000. Proceeds will be used to refinance commercial real estate. The company currently has 20 employees and plans to create six additional positions over the next two years.

3) Swedish Auto Sports Inc. or Nominee (P35749) located in Cherry Hill Township, Camden County, was established in 1992 as a repair business specializing in sports cars and high-end vehicles. PNC Bank approved a $145,000 loan with a five-year, 25% guarantee of principal outstanding, not to exceed $36,250. Proceeds will be used to purchase commercial real estate. Currently, the company has nine employees and plans to create one new job within the next two years.

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SHIPPING ADDRESS: | 36 WEST STATE STREET | TRENTON, NJ 08625 | 609.292.1800 | e-mail: njeda@njeda.com | www.njeda.com

4) Wipe Out Productions, LLC and entity to be formed (P36108) located in Berlin Township, Camden County, was formed in 2007 as a production company for video and radio programming. PNC Bank approved a $330,000 loan with a five-year, 25% guarantee, not to exceed $82,500. Proceeds will be used to purchase commercial real estate. The company currently has one employee and has committed to creating four new jobs over the next two years.

PNC Business Growth Fund – Modification:

1) Ricetz Corporation (P36121), located in Jersey City, Hudson County, was formed in 1986 as a sheet metal fabricator that serves NJ school systems, Fortune 1000 companies, construction companies and new residential contractors. PNC Bank has approved an extension of a $320,000 loan with a five-year, 25% guarantee of principal outstanding, not to exceed $80,000. Original loan proceeds were used to purchase commercial real estate. The company continues to meet program requirements.

2) Ralph & Rachelle Di Clemente and Daily Bread, LLC d/b/a Bennie's Bread (P35567) was approved on February 14, 2011 for a $235,000 (50%) Authority guarantee of a $470,000 loan from PNC Bank to refinance an existing equipment loan and line of credit. PNC Bank approved an increase in their loan amount to $580,000 and requested an increase in the Authority's 50% guarantee to $290,000. All other terms and conditions of the original approval remain unchanged.

Prepared by: S. Mania
SM/gvr