



NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY

ANNUAL REPORT 2017



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Message from Chairman

Laurence M. Downes | NJEDA

New Jersey's geographic location, abundance of talent, educational institutions and cultural diversity all fuel the growth of the State's economy. Governor Phil Murphy's vision for a stronger and fairer New Jersey will leverage these assets and unlock the State's full potential to ensure our economy grows and benefits every resident, community and business.

I was honored to be named Chairman of the Board by Governor Murphy in February 2018 and believe it is an opportune time to take on this exciting role. As a Board member for more than eight years, I have seen firsthand how the New Jersey Economic Development Authority (EDA) can stimulate community investment and expand employment opportunities across the state.

Under the leadership of Governor Murphy and new Chief Executive Officer Tim Sullivan, the EDA is reenergizing and refocusing its efforts on key strategies to strengthen and create a sustainable path forward for New Jersey's economic success.

The 2017 annual report provides examples that illustrate how the EDA's programs can positively impact New Jersey through a wide range of projects. The report highlights a successful effort to quadruple space for startups and entrepreneurs at a co-working space in Asbury Park. And, it demonstrates how training and mentoring enabled a woman-owned enterprise in Garwood to evolve into a thriving community art space.

I am pleased to share the results from 2017, and excited as we continue our work this year. Together with my esteemed fellow Board members, the EDA's talented and dedicated staff, and a range of public and private partners, we will work to drive job creation and business growth to achieve a stronger and fairer New Jersey.



Laurence M. Downes

EDA Board Chairman

Message from CEO

Tim Sullivan | NJEDA

Returning to my home state of New Jersey to lead the New Jersey Economic Development Authority is an honor. I am thankful to the Board for approving my appointment in February and grateful to the enthusiastic and committed staff of the Authority who are focused every day on growing the State's economy. With Governor Murphy's clear vision of building a stronger and fairer economy, I am excited to join the Authority at this pivotal time.

In concert with our new Board Chairman Larry Downes, our vision for the Authority moving forward is one that aims to make New Jersey a national model for inclusive and sustainable economic development. Accordingly, the Authority is focused on several vital areas as we embark on this new path:

- Reclaiming New Jersey's position as the center of innovation and invention;
- Accelerating the growth of clean energy jobs and businesses;
- Strengthening collaboration between academia and industry;
- Leveraging existing assets to help our cities become stronger engines of economic opportunity;
- Creating good jobs for New Jersey residents by unlocking the full potential of our human capital; and,
- Ensuring tax incentive and other programs align with these priorities and maximize the state's return on investment.

These strategies build on the work of the Authority in 2017 and over its four decades of operation. As highlighted in the pages that follow, the projects supported last year go beyond bricks and mortar; they showcase that investments in economic development can serve to revitalize neighborhoods, improve the quality of life of residents, and create new opportunities for entrepreneurship and innovation.

As we continue to work closely with the Governor's Office, other State agencies, and a wide array of stakeholders, the Authority is committed to identifying new and innovative ways to enhance New Jersey's long-term competitiveness and ensure we are best positioned to thrive in the 21st century economy.



Tim Sullivan

EDA CEO

EDA Mission

The New Jersey Economic Development Authority (EDA) is an independent State agency that finances *small and mid-sized businesses*, administers tax incentives to *retain and grow jobs*, revitalizes communities through redevelopment initiatives, and *supports entrepreneurial development* by providing access to training and mentoring programs.

EDA Strategy

The EDA creates public/private partnerships to bridge financing gaps and to *increase access to capital* by the State's business community with an emphasis on small and mid-size businesses and not-for-profit organizations. It supports *entrepreneurial development* through access to training and mentoring programs. It undertakes real estate development projects important to the *State's economic growth* that will create new jobs and *business opportunities* and support community development and revitalization.

2017 Activity By the Numbers

Lending Programs



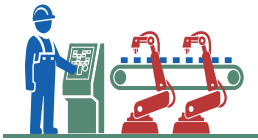
158
Projects
Assisted



\$576.7
Million
EDA
Assistance



\$765
Million
Estimated
Capital
Investment



1,368
Estimated
Permanent Jobs



1,848
Estimated
Construction Jobs



5,174
Retained Jobs
Supported

Tax Incentive Programs



48
Projects
Assisted



\$1.3
Billion
EDA
Assistance



\$3.9
Billion
Estimated
capital
investment



22,149
Estimated
Permanent Jobs



17,065
Estimated
Construction Jobs



6,155
Retained "At-
Risk" Jobs



Growing Innovation

“CCIT has already provided us with amazing support for developing our laboratory and business, including referrals to financial consultants and top-notch life science vendors.”

- *Genomic Prediction Co-Founder,
Dr. Nathan Treff*



Cowerks

Asbury Park | Monmouth County



WWW.COWERKS.COM

Cowerks at the Lakehouse
619 Lake Ave. 3rd Floor Asbury
Park, NJ 07712

Cowerks at Junction Hall
21 Main St Asbury Park, NJ
07712



@COWERKS

Driver

While Bret Morgan started a music club in Montclair shortly after college, frequent trips to Asbury Park led to his ultimate relocation to the seaside city. Morgan went on to partner with local music promoter, Danny Croak, first establishing BandsOnABudget.com, an online company that prints custom merchandise for all types of businesses and brands, with a large majority of its customers being up-and-coming musicians. An article sent to Morgan by his father about a Philadelphia co-working space led to Morgan and Croak teaming up with another local entrepreneur, Gregory Edgerton, to establish Cowerks, which initially operated out of extra space at the Bands on a Budget office on Mattison Avenue in Asbury Park.

While the co-working space concept was being fully embraced in large cities throughout the United States, Cowerks was the first to open at the Jersey Shore. Since 2010, it has been providing Monmouth County entrepreneurs and business professionals with office, meeting, community, and event space. By attracting local technical talent, including entrepre-

“
What we are building is bigger than any one individual or business and that is evident in the community that has grown in and around Cowerks since 2010.

-Cowerks Co-Founder, Bret Morgan

”

Growing Innovation
Coworks Asbury Park | Monmouth County



neurs and startups, building meetup groups, and producing events, Coworks membership has grown to a community of over 2,500. As membership grew, it became clear that Coworks needed more space.

Solution

In 2013, Coworks first expanded into a 1,600-square-foot building on Lake Avenue. Thanks to a combination of year-round residents and summertime visitors looking for work space, a need for additional room prompted Coworks to look to the EDA for financing assistance. In 2016 and 2017, Coworks closed on two direct loans from the EDA totaling \$240,000, which were used to expand the existing Lake Avenue office and establish a second facility on Main Street in Asbury Park.

Morgan said, “Funding provided through the loan helped us quadruple our available space for startups and entrepreneurs to run their business. With the expanded facility also came opportunities for us to hold even more classes and workshops, enabling us to become the go-to resource for technology and entrepreneurial activities in the area.”

Results

Today, workers can set up shop for the day or month at Coworks at the Lakehouse (619 Lake Ave.) or Coworks at Junction Hall (21 Main St.). Coworks at the Lakehouse offers daily, part-time and full-time common area desks, private office and event space, and a conference room that can be booked on demand. Coworks at Junction Hall is adjacent to the Asbury Park Train Station and features eight private offices, a café, event space and community bike shop. The price ranges from \$25 a day for a desk to \$649 a month for a private office. Conference and meeting rooms are available starting at \$30 an hour and are available 24/7.

According to Morgan, “What we are building is bigger than any one individual or business and that is evident in the community that has grown in and around Coworks since 2010. We were in Asbury Park when it just started to make its comeback and now since that revitalization has arrived, you’re really starting to see this culture start to transcend our space and community – that’s something we’re extremely humbled by and proud of.”



<p>PROJECT: Coworks</p>	<p>ESTIMATED JOBS: Four employees / over 2,500 members</p>
<p>LOCATION: Asbury Park / Monmouth County</p>	<p>ESTIMATED INVESTMENT: Self-funded</p>
<p>INDUSTRY/TYPE: Co-working space and other services</p>	<p>EDA ASSISTANCE: Two direct loans totaling \$240,000</p>



Growing Innovation

Coworks Asbury Park | Monmouth County



Coworks is heavily involved in the Jersey Shore's technology scene, regularly hosting events and workshops focused on startups, software development, internet marketing, business development and legal/accounting advice for small businesses. Coworks also has co-produced Asbury Agile, the Jersey Shore Tech Meetup's largest gathering of web and mobile professionals, startup entrepreneurs, designers, developers, small business owners, and tech enthusiasts. More recently, Coworks started hosting two new meetups, Jersey Shore Women in Tech was started by local professionals as a way to support, educate, mentor and develop a network for women in the Information Technology industry; Blockchain JST was started as a way to support the growing local Bitcoin, Ethereum, and Cryptocurrency community.

Coworks has also established strategic partnerships with Rutgers University, NJ Makerspace Association, NJ Tech Meetup and accounting firm WithumSmith+Brown to expand the scope of industries with which member companies have access

to resources and helpful information. Coworks community impact also extends to mentoring local students. This includes computer coding and STEM enrichment workshops, and a partnership with The College of Robotics (Portland, OR) to bring robotics curriculum to students within Monmouth County.

Morgan notes the particular significance of Coworks' expansion to Main Street, which was a collaboration with Second Life Bikes, a bike shop with a community-minded mission, including a "youth earn-a-bike program" providing kids with the opportunity to work with adult mentors to repair bikes that they then can take home. Morgan hopes that by establishing a presence on Main Street, they can help bring the kind of redevelopment the east side has experienced to the west side, providing a connection to the central business district.

Morgan said, "Whether you consider yourself a musician or artist, a mobile app developer, a startup, a maker, or any combination of the aforementioned, Asbury Park is an incredible melting pot for creativity and talent." ■

Growing Innovation

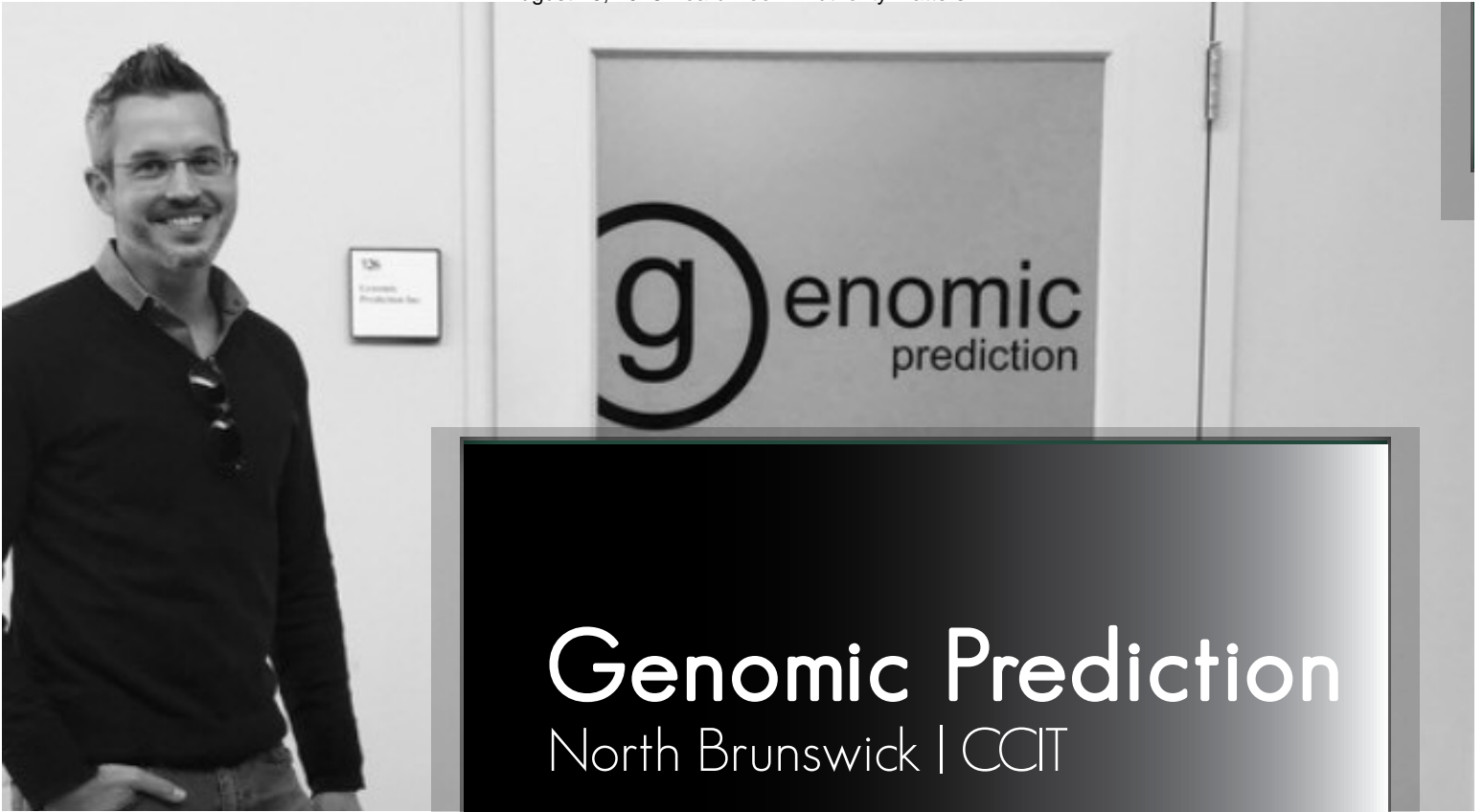
Coworks Asbury Park | Monmouth County



“

Funding provided through the loan helped us quadruple our available space for startups and entrepreneurs to run their business. With the expanded facility also came opportunities for us to hold even more classes and workshops, enabling us to become the go-to resource for technology and entrepreneurial activities in the area.”

-Coworks Co-Founder, Bret Morgan



Genomic Prediction

North Brunswick | CCIT



WWW.GENOMICPREDICTION.COM

Genomic Prediction
675 U.S. Highway 1, Block-
buster Suite
North Brunswick, NJ 08902

Driver

When Dr. Nathan Treff co-founded Genomic Prediction in early 2017, his goal was to help couples undergoing fertility treatments test their embryos for chromosomal abnormalities and genetic disorders. Along with Dr. Treff, who serves as Chief Science Officer, the company was co-founded by Dr. Laurent Christian Asker Melchior Tellier, serving as Chief Executive and Technology Officer, and Dr. Stephen Hsu, Chairman of the Board. All three have an extensive background teaching genomics in universities around the world.

Both Dr. Treff and Dr. Tellier are Rutgers adjunct faculty and industrial affiliates, making New Jersey a natural choice for the location of Genomic Prediction. The company's other requirements included wet lab space, a multitude of amenities, and easy access to both New York and Philadelphia.



The CCIT is located in a hotspot for genomic research and as a result it has been very easy to find highly talented individuals in our field.

- Genomic Prediction Co-Founder,
Dr. Nathan Treff



Solution

Through word of mouth from industry leaders, Dr. Treff learned of the EDA's

Growing Innovation

Genomic Prediction North Brunswick | CCIT



Commercialization Center for Innovative Technologies (CCIT) in North Brunswick. The company ultimately moved to the CCIT in June 2017.

The EDA opened CCIT in 2002 as part of its 50-acre Technology Centre of New Jersey campus in North Brunswick. Originally offering 20,000 square feet of space, CCIT was expanded in 2005 to 46,000 square feet, with the addition of 10 wet labs, office space and flexible conference facilities. CCIT provides access to a wide array of resources and educational and networking opportunities and is considered to be one of the most significant incubation facilities in the nation dedicated to life sciences and biotechnology.

Results

Since its move to CCIT last June, Genomic Prediction has expanded four times. To date, the rapidly growing company has raised \$3.2 million of capital, and has hired an additional eight employees and brought on three university interns. The company has eight other applicants in its recruiting pipeline. According to Dr. Treff, "The CCIT is located in a hotspot for genomic research and as a result it has been very easy to find highly talented individuals in our field."

The company, which intends to make its CCIT lab the core of its national and international activities focused on advanced genetic testing for In Vitro Fertilization (IVF), has developed a variation of a current test known as pre-implantation genomic screening (PGS), which screens embryos before implantation into the mother. Dr. Treff cites the CCIT as critical to the company's ability to develop and release to market a PGS technological innovation called GSEQ, which assesses embryos fertilized in a lab and determines from their DNA which embryos are normal and healthy, screening out diseases and improving newborn health by identifying which embryos are genetically normal - achieving this task with higher sensitivity and accuracy, lower cost, and vastly easier laboratory protocol than existing tests. Genomic Prediction is also soon to release a proprietary, entirely novel technology named EPGT, which allows testing of an expanded set of genetic variants compared to standard PGS, including a wider variety of chromosomal conditions, single and polygenic gene diseases, and other abnormalities.

Dr. Treff notes that CCIT has helped his company with the acquisition of free computation from Google and Amazon, the reception and installation



CCIT IMPACT

TENANTS:
21

GRADUATES:
46

WET LABS:
27 - the most of any incubator in the State

TENANT-UNIVERSITY COLLABORATIONS:
159, including Rutgers, Princeton, Stevens Institute of Technology and NJIT.

2017 EDUCATIONAL AND NETWORKING EVENTS:
14 Community and tenant-focused events.



Growing Innovation Genomic Prediction North Brunswick | CCIT



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Some of our key personnel have developed relationships in New Jersey, including Rutgers University; that made the decision to reside in New Jersey very practical.

- Genomic Prediction Co-Founder, Dr. Nathan Treff

”

of sequencing machines and embryo biopsy shipments, the installation of backup power generators and custom-hardened internet infrastructure, and with filing of copyright claims, IP claims, and complex medical product insurance policies. The company has also been able to further strengthen its ties with Rutgers, hosting classes of young science students focused on the Genomic Prediction coding skill battery.

“CCIT has already provided us with amazing support for developing our laboratory and business, includ-

ing referrals to financial consultants and top-notch life science vendors. In addition, the plug-and-play laboratory space and administrative support has made the initial setup extremely convenient and smooth. The NJEDA also brought the New Jersey Angel Investor tax credit program to our attention, giving us an opportunity to significantly improve our investor relations moving forward. Due to this incredible support, we have reached important milestones ahead of schedule.” ■

Growing Innovation Genomic Prediction North Brunswick | CCIT



“ The NJEDA also brought the New Jersey Angel Investor tax credit program to our attention, giving us an opportunity to significantly improve our investor relations moving forward. Due to this incredible support, we have reached important milestones ahead of schedule.”

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- Genomic Prediction Co-Founder,
Dr. Nathan Treff



Small Business Support

“The funding provided by TD Bank and the EDA has been pivotal to our efforts to bring our manufacturing in-house, affording us greater control over production and creating skilled jobs here in New Jersey.”

- ICF Owner, David Ronner

south avenue arts

South Avenue Arts

Garwood | Union County



WWW.SOUTHAVENUEARTS.COM

South Avenue Arts
221 South Avenue, Garwood
NJ, 07027



@SOUTHAVENUEARTS
@SOUTHAVENUEARTSGALLERY

Driver

When Sharon Reed set out to open an art studio in the heart of New Jersey, she was armed with a vision of a community-oriented location where she could offer art lessons, studio rentals and exhibitions and share her love of the arts with her hometown of Garwood. What she lacked was a detailed plan for operating a sustainable business.

Reed, an award-winning oil painter and the daughter of an art teacher, knew she needed assistance to turn her vision into a reality. That's when she learned about "Entrepreneurship 101," a six-week workshop for small business startups available through a partnership between the New Jersey Economic Development Authority (EDA) and UCEDC, a nonprofit economic development corporation.

Solution

In the fall of 2015, Reed enrolled in Entrepreneurship 101. The workshop guides entrepreneurs and business owners through the early stages of the entrepreneurial process, with the goal of provid-



We love our town and Garwood is the perfect location for South Avenue Arts. We are centrally located, close to public transportation, and are excited to be offering a community for creative and talented kids and artists.

- South Avenue Arts Founder and Owner, Sharon Reed



Small Business Support

South Avenue Arts Garwood | Union County



ing the tools needed to give a business idea the best possible chance of survival. Entrepreneurship 101 participants are guided through a real-world assessment of their business idea and market feasibility, as well as their own ability to handle the demands of business ownership. The steps to opening a business in New Jersey, choosing a legal structure, developing a business plan and establishing cost, revenue and cash flow projections are addressed in a variety of interactive exercises.

The EDA has a strategic partnership with UCEDC to increase the array of training and technical assistance services available to entrepreneurs and small businesses in the State, extending its support beyond financing.

Entrepreneurship 101 is one of many resources, including additional training sessions and a suite of loan products, available through UCEDC. Since UCEDC’s inception more than 40 years ago, 11,000 small business owners and fledgling entrepreneurs have participated in UCEDC’s various training programs and UCEDC has also provided \$30 million

to small businesses throughout New Jersey, helping to create and retain more than 6,000 jobs. In 2017, UCEDC approved 61 small business loans totaling \$9.6 million. Minority-owned businesses accounted for 54 percent of those loans, while women-owned operations represented 69 percent.

“The Entrepreneurship 101 workshop and ongoing coaching with my UCEDC business mentor have really helped me turn my vision into a viable business. It’s very rewarding to be able to offer budding artists a collaborative, supportive environment, and to see the community so whole-heartedly embracing South Avenue Arts,” Reed said.

Results

Upon completing the Entrepreneurship 101 class, Reed hit the ground running with her business plan. She set her sights on the former Veterans of Foreign Wars (VFW) Hall in Garwood and transformed it into a 3,000-square-foot creative, cooperative community art space.



UCEDC IMPACT

LENDING:
 61 loans
 \$9.6 million approved
 54% Minority-owned
 69% Women-owned
 387 Jobs created/retained

GOVERNMENT CONTRACTING:
 2,600 Total Awards
 \$150 Million awarded

43% Disadvantaged-owned
 10% Women-owned
 2,700 Jobs created/retained

TRAINING:
 138 Workshops
 1,748 Attendees
 638 Clients mentored
 50% Minority-owned
 65% Women-owned

Small Business Support

South Avenue Arts Garwood | Union County



When the doors opened in September 2016, the VFW Hall was barely recognizable. In its place stood a space that included two semi-private studios, a large shared co-working studio for artists looking to rent space, and a gallery selling local art, jewelry, and gifts. As a tribute to its original incantation, the VFW Hall's original fixtures and 14-foot wood and stained-glass bar were retained, which Reed kept as the focal point of the entryway.

By the time EDA and UCEDC representatives visited South Avenue Arts in May 2017, Reed had hired four additional instructors. She has hired four more since that time. The studio has expanded its offerings to include classes in anime and manga. South Avenue Arts offers something for art lovers of all ages, including half-day summer camp for artists as young as first grade, a variety of beginning and intermediate classes for adults, and rooms for kids'

birthday celebrations, and group painting parties. In yet another example of the community-oriented atmosphere South Avenue Arts offers, Girl Scouts, Brownies, and Daisies can earn art badge with their troop by painting a floral still life or another project of their choice.

"We'll continue to offer fun and instructional art classes for all ages and will also begin holding artist workshops this fall," she said. "We are looking for talented artists and teachers from around the country to visit New Jersey for a weekend and offer an intensive one- or two-day workshop."

Plans also continue for more group exhibits in the South Avenue Arts Gallery, and Reed is always look for unique artists interested in selling handmade items in the studio's boutique. ■

Small Business Support

South Avenue Arts Garwood | Union County



“

The Entrepreneurship 101 workshop and ongoing coaching with my UCEDC business mentor have really helped me turn my vision into a viable business. It's very rewarding to be able to offer budding artists a collaborative, supportive environment, and to see the community so whole-heartedly embracing South Avenue Arts.

”

- South Avenue Arts Founder and Owner, Sharon Reed



ICF Mercantile

Warren | Somerset County



WWW.ICFMERCANTILE.COM

ICF Mercantile
150 Mt. Bethel Road
Building 2
Warren, NJ 07059



@ICFMERCANTILE-LLC

Driver

For over 30 years, ICF Mercantile (ICF) has operated as a distributor of fiber, yarn and fabrics for a broad range of industrial, textile and apparel challenges, including flame-retardant fiber and yarn, medical devices, and heat insulating materials for the aerospace industry.

“Innovation often has a ripple effect that can radically change how a product is manufactured,” said David Ronner, owner of ICF Mercantile. “Keeping abreast of advances in technology can seem daunting if you have to do it yourself. That’s where ICF can be a huge resource for anyone who uses technical fibers and yarns in their products.”

For years, ICF’s inventory was manufactured overseas. Looking to shift operations to its home state of New Jersey, the business turned to the EDA for support.

Solution

Through the EDA’s Premier Lender Program, a \$600,000 loan from TD Bank, which



The funding provided by TD Bank and the EDA has been pivotal to our efforts to bring our manufacturing in-house, affording us greater control over production and creating skilled jobs here in New Jersey. Our new capabilities will enable us to be more efficient and more responsive to our clients.

- ICF Owner, David Ronner



Small Business Support

ICF Mercantile Warren | Somerset County

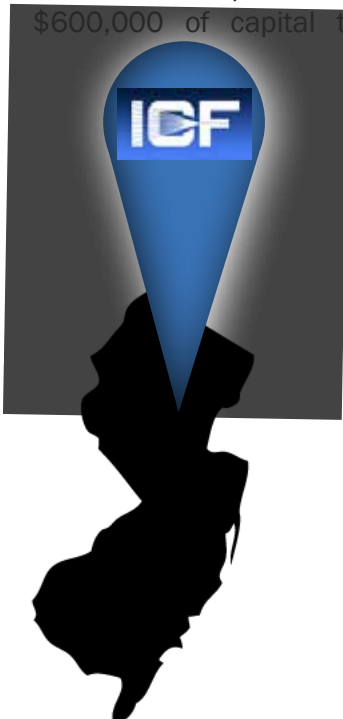


included a 50 percent EDA participation, enabled ICF to shift its manufacturing operations from a foreign facility to the United States. Ronner noted that the loan allowed for the acquisition of volume production equipment, enabling ICF to manufacture its products at its new, 17,660-square-foot facility in Warren.

“The funding provided by TD Bank and the EDA has been pivotal to our efforts to bring our manufacturing in-house, affording us greater control over production and creating skilled jobs here in New Jersey. Our new capabilities will enable us to be more efficient and more responsive to our clients.”

The EDA partners with Premier Lender banks to provide small businesses with low cost financing that includes EDA loan participations and/or guarantees, and line of credit guarantees. Businesses can use this financing for fixed assets or term working capital. The EDA’s ability to provide guarantees or participations for a portion of these loans helps to reduce risk for lenders, and enhance access to capital for small businesses.

ICF ownership also invested an additional \$600,000 of capital to support its expansion.



Results

ICF spent 2017 building up its manufacturing operations, having received its Certificate of Occupancy for the new Warren location early in the year. Since then, ICF has brought all of its manufacturing in-house and continues to grow and expand. As a result, ICF expects to more than double its staff of eight in the coming years.

“Within the next year, we will continue to expand our capabilities, capacity, and vertical integration,” Ronner said. “This, of course, will require additional manufacturing space, employees, and other peripheral resources.”

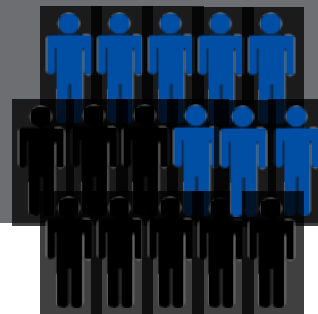
PROJECT:
ICF Mercantile

LOCATION:
Warren | /Somerset
County

INDUSTRY/TYPE:
Manufacturer and
distributor of specialty
fiber, yarn and fabrics

ESTIMATED JOBS:
Eight, with plans to
double its staff in the
coming years.

EDA ASSISTANCE:
Premier Lender Program



Small Business Support
ICF Mercantile Warren | Somerset County



Small Business Support

ICF Mercantile Warren | Somerset County

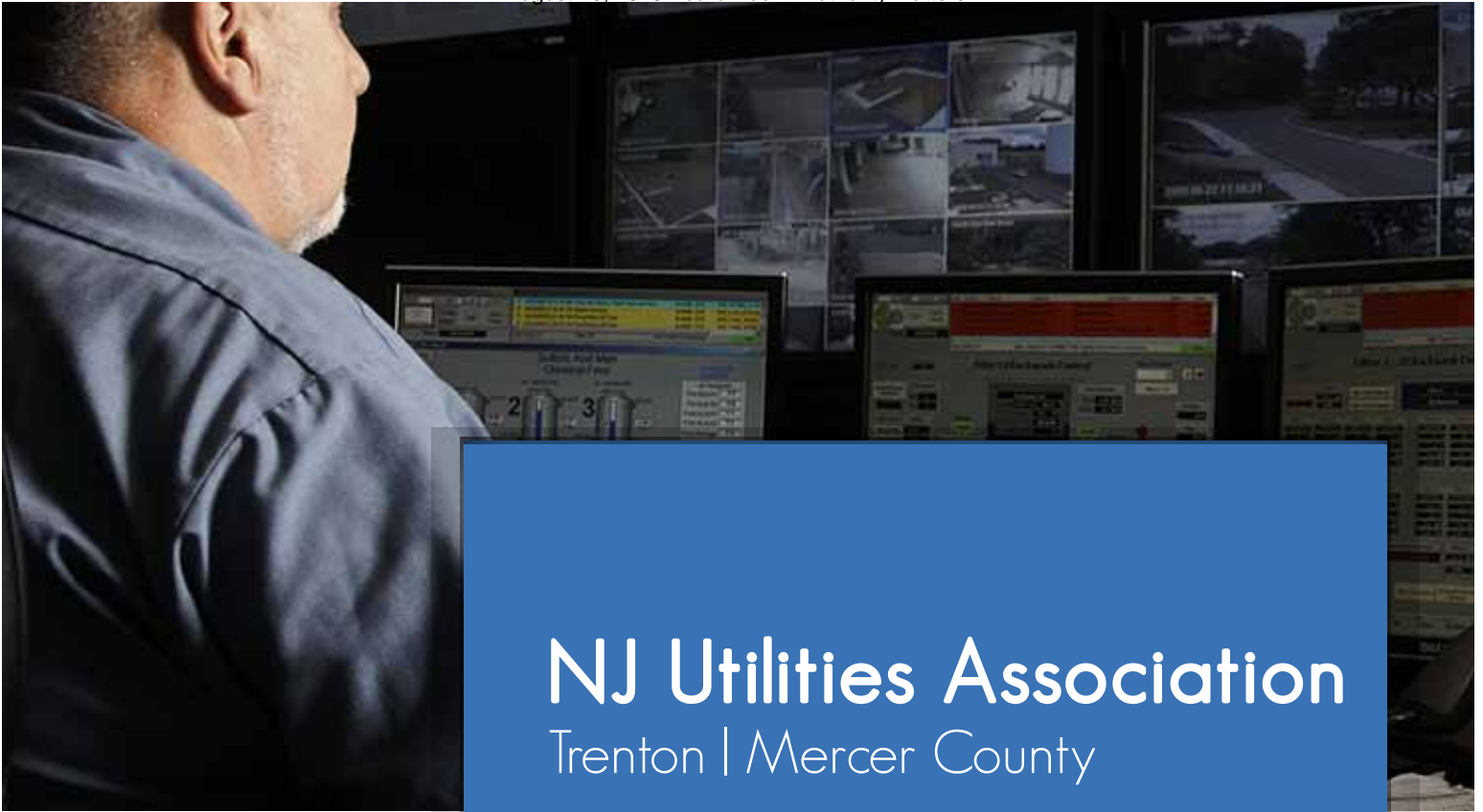


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”

- ICF Owner, David Ronner



NJ Utilities Association

Trenton | Mercer County



WWW.NJUA.COM

NJUA
154 W State St, Trenton, NJ
08608



@NJUTILITIES

Driver

NJUA has occupied a suite at 50 West State Street in Trenton since 1990. The EDA's announcement of the Business Lease Incentive (BLI) program prompted NJUA's leadership to consider a move to a street-level location. After identifying suitable space at nearby 154 West State Street, NJUA applied and became the first entity approved for assistance under the BLI program, which offers reimbursement of a percentage of annual lease payments to for-profit businesses and non-profit organizations in eligible areas that plan to lease between 500 - 5,000 square feet of new or additional market-rate, first-floor office, industrial or retail space for a minimum five-year term.

Solution

New Jersey urban areas are home to many small businesses. Customers and residents frequent stores and offices, giving life to city streets. Together with the Business Improvement Incentive (BII) Program, the BLI program is designed to support the growth of retail and services in Garden State Growth Zones



The BLI program was a key factor in our decision to relocate within Trenton.

- President, NJUA, Andrew Hendry



Small Business Support

NJ Utilities Association Trenton | Mercer County

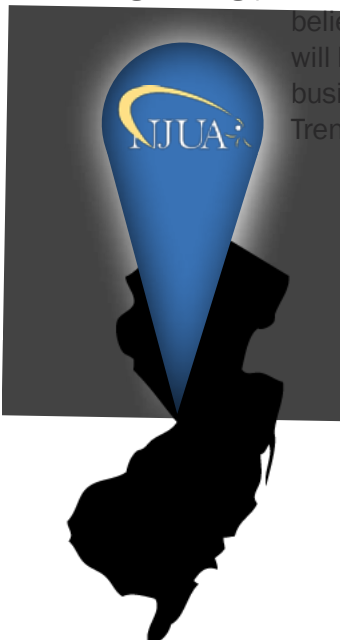


(GSGZs) by providing grants to street level, new and expanding businesses. These GSGZs were designated as Atlantic City, Camden, Passaic, Paterson, and Trenton through the New Jersey Economic Opportunity Act (EOA).

“The BLI program was a key factor in our decision to relocate within Trenton,” said NJUA President Andrew Hendry. “Our new street-level offices on West State Street will increase our visibility and accessibility and enable us to engage more fully with the community.”

The organization’s new headquarters will occupy 1,890 square feet on the first floor of a recently renovated historic property. The three-story brownstone, located just 250 feet from the State House, is one of five Trenton properties purchased and renovated in the last year by Staten Island native and real estate developer John Salis. The NJUA will be joined in the building by two other new tenants – a law firm and a technology company, and a fully-furnished walk-out basement space is currently available.

“When I purchased the property, it needed a lot of work, but the architecture and the location appealed to me,” said Salis. “I see the potential of the capital city and hope to influence other investors to be a part of the change taking place in Trenton.” Salis noted that he believes the BLI and BII programs will be instrumental in encouraging businesses to locate or expand in Trenton.



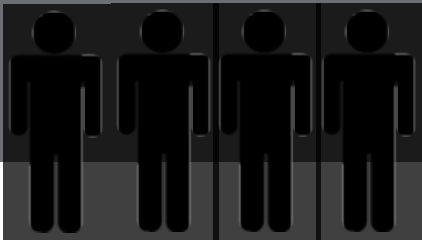
Results

NJUA’s new headquarters location will provide the organization with increased visibility and accessibility and will positively impact the surrounding neighborhood with increased foot traffic. The NJUA’s overall contribution to the community reaches all parts of the State. NJUA members support a wide range of community and philanthropic causes. These companies donate a combined \$15 million annually and provide volunteer resources to New Jersey-based charitable organizations.

Another component of NJUA’s corporate citizenship is its scholarship programs. Each year, NJUA awards the Excellence in Diversity Scholarship to qualified and deserving New Jersey high school seniors who meet the program’s eligibility criteria, which include not being a child of a NJUA member company employee. The James R. Leva Scholarship is sponsored by NJUA to assist member company employees who are employed in New Jersey, or a member of their family, in pursuing their higher education goals. The scholarship is named for James R. Leva, Jersey Central Power and Light executive and NJUA President from 1990-1991, whose professional achievements serve as a model for those who seek to advance themselves professionally through continuing education.

NJUA also offer the NJUA Trade and Vocational School Scholarship to two qualified students who will be pursuing a Trade or Vocational degree at an New Jersey accredited school. Details on all scholarship programs and application forms are available at www.njua.com.

<p>PROJECT: New Jersey Utilities Association (NJUA)</p> <p>LOCATION: Trenton/Mercer County</p> <p>INDUSTRY/TYPE: Utilities</p>	<p>ESTIMATED JOBS: Four</p> <p>EDA ASSISTANCE: Business Lease Incentive (BLI)</p>
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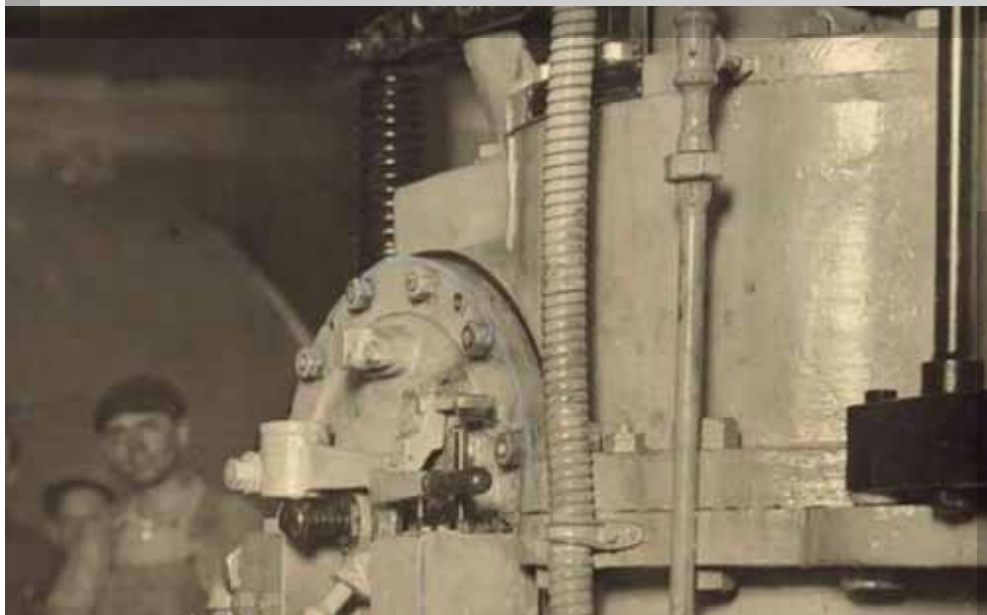


Small Business Support
NJ Utilities Association Trenton | Mercer County



Small Business Support

NJ Utilities Association Trenton | Mercer County



“

When I purchased the property, it needed a lot of work, but the architecture and the location appealed to me. I see the potential of the capital city and hope to influence other investors to be a part of the change taking place in Trenton.

”

- John Salis, Real Estate Developer
(owner of 154 West State Street)

Business and Community Development

“We build transformative projects in urban areas that have the potential of being America’s next great city. Downtown Newark is at the top of our list.”

- Dranoff Properties President and Founder, Carl Dranoff



Edison Solutions

Pennsauken | Camden County



Driver

North Bergen-based Edison Lithography & Printing Company had been delivering cost-effective printing services and manufacturing temporary cardboard displays, in-store décor and signage for the retail industry for over 55 years. Buoyed by its success, Edison acquired Compass, a display company in Georgia, in 2015, ultimately creating a new entity – Edison Solutions.

Following the formation of the new company, co-owners, husband and wife Joe and Susan Ostreicher, joined by Susan’s brother George Gross, sought to acquire a second facility and new machinery to support the company’s growth and enhance its wide format printing capabilities. Edison Solutions was evaluating locations in Kennesaw, Georgia and Pennsauken, New Jersey.

Solution

To encourage the company to choose Pennsauken over the Georgia location, which would involve the creation of



Now with the space and the equipment we have here, what they [Georgia] could produce in a day, we can do here in two hours. The equipment in Pennsauken is eight times as fast.

- Edison Solutions, Chief Operating Officer,
Joseph Ostreicher



WWW.EDISONLITHO.COM

Edison Solutions
3725 Tonnelle Avenue
North Bergen, New Jersey
07047

Business and Community Development

Edison Solutions Pennsauken | Camden County



95 new jobs and private investment of more than \$4.4 million, the EDA approved tax credits of up to \$8 million over 10 years through the Grow NJ tax incentive program.

The EDA also encouraged Edison Solutions to leverage its traditional financing programs, which included direct loans, and tax-exempt bonds. Through the EDA's direct loan program, qualifying businesses are eligible for up to \$2 million for fixed assets and up to \$750,000 for working capital; tax-exempt bonds of up to \$10 million are available for manufacturers in the State.

Results

As a result of the Grow NJ approval, Edison Solutions decided to acquire its new 117,000-square-foot facility at 1700 Suckle Highway in Pennsauken. Two direct EDA loans totaling \$2 million supported the purchase of its facility, as well as new printing equipment. Also helping with the purchase of new equipment and machinery were two tax-exempt bonds

totaling up to \$5.6 million, issued by the EDA and directly purchased by TD Bank.

According to Chief Financial Officer Susan Ostreicher, "As a family-owned-and-operated business, we have been delivering the highest-quality products for the retail industry for over 55 years. With EDA and TD Bank support, we have been able to expand strategically while continuing to offer the same level of quality that our customers have enjoyed for generations."

Situated on 7.7 acres and offering highway frontage on Route 130, the company will benefit from Pennsauken's prime business location, offering access to major transportation arteries and a large employee base. The facility is also close to its North Bergen headquarters, helping to streamline operations.

In June 2017, Edison Solutions held a ribbon cutting to celebrate the new digital printing press at the Pennsauken facility.

Chief Operating Officer Joe Ostreicher said, "Now

PROJECT: Edison Solutions	ESTIMATED JOBS: 60 at risk retained jobs; 95 new jobs
LOCATION: Pennsauken/Camden County Also maintain its headquarters in North Bergen/Hudson County	ESTIMATED INVESTMENT: \$4.4 million private investment
INDUSTRY/TYPE: Manufacturing; printing services	EDA ASSISTANCE: EDA direct loans; tax-exempt bond financing; Grow NJ tax incentive

Business and Community Development

Edison Solutions Pennsauken | Camden County



with the space and the equipment we have here, what they [Georgia] could produce in a day, we can do here in two hours. The equipment in Pennsauken is eight times as fast.”

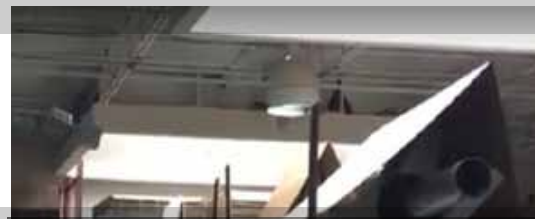
The three-year prospectus for the company’s Pennsauken facility conservatively estimates five percent growth year over year in certain product

categories; this does not reflect an expansion into new markets that would serve to complement Edison Solutions’ current capabilities.

“We are looking for growth in the packaging industry. That is the fastest growing sector in printing and finishing now,” Susan Ostreicher notes. ■

Business and Community Development

Edison Solutions Pennsauken | Camden County



“

As a family-owned-and-operated business, we have been delivering the highest-quality products for the retail industry for over 55 years. With EDA and TD Bank support, we have been able to expand strategically while continuing to offer the same level of quality that our customers have enjoyed for generations.

”

- Edison Solutions, Chief Financial Officer, Susan Ostreicher



Master Metal

Paterson | Passaic County



WWW.MASTERMETAL.COM

Master Metal
57 Wood St, Paterson, NJ
07524

Driver

Founded in 1962, family-owned and operated Master Metal initially offered polishing services for small shops out of its 7,500-square-foot facility in Woodside, New York. Over the years, the company has evolved, adopting an aluminum anodizing system that supports its aerospace metal finishing and processing operation.

Attracted by lower rental pricing, the manufacturer relocated to its 22,000-square-foot facility on Wood Avenue in Paterson in 2007. The building was previously home to a company that specialized in alkaline zinc plating for the automotive industry and had gone out of business after 20 years. As a result, the transition for Master Metal was easier as they were able to retain critical systems that already were in place, and also hire many of the highly-skilled employees that worked for the previous tenant company.



New Jersey's skilled labor pool was one of the factors that brought us to the state and allowed for a seamless move to Paterson. Today, that workforce is of the key factors in our ongoing success as we continue to evolve with the needs of the market.

- Master Metal President, Jeff Almeyda



Business and Community Development

Master Metal Paterson | Passaic County



The facility, which offers state-of-the-art equipment and systems, requires rigorous research and development, significant capital investment, and the highest level of technical expertise. In order to remain competitive in its industry, Master Metal determined that it needed to upgrade its machinery and equipment. The company was evaluating whether to make this investment at its existing Paterson facility, or relocate its operations to a newer and lower cost facility in Wind Gap, Pennsylvania.


the highest level of incentives in these communities, which also includes Camden, Atlantic City, Passaic and Trenton.

Solution

To encourage the company to invest in Paterson, retain its workforce of 34 and create 31 new jobs, the EDA approved tax credits of up to \$9.26 million over 10 years through the Grow NJ tax incentive program. The company benefited from a base grant of \$5,000 due to its location in a Garden State Growth Zone, as designated through the Economic Opportunity Act of 2013. Under the Act, the Legislature provided for

Results

As a result of the Grow NJ approval, the company decided to remain and grow in Paterson, New Jersey. In 2017, Master Metal certified completion of its project, receiving the first annual disbursement of \$940,000. The company had estimated capital investment of \$640,000 at application and certified actual investment totaling \$940,000. The company also certified the creation of 37 new jobs and the retention of 35 jobs that were at risk of being relocated to Pennsylvania.

According to President Jeff Almeyda, "We are adding new processes and are set to expand significantly in 2018-2019." 



PROJECT:
Master Metal

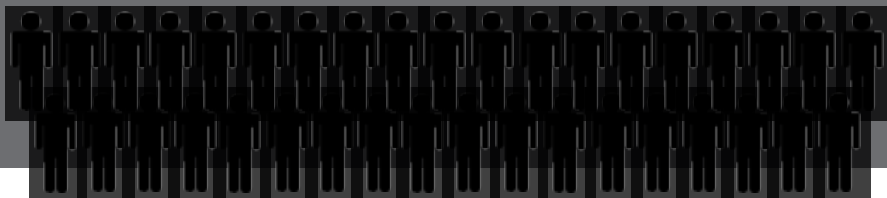
LOCATION:
Paterson/Passaic County

INDUSTRY/TYPE:
Manufacturing; aerospace metal finishing and processing company

ESTIMATED JOBS:
35 at risk retained jobs, 37 new jobs created

ESTIMATED INVESTMENT:
\$640,000 estimated capital investment at approval; actual certified capital investment at initial tax credit issuance was \$940,000.

EDA ASSISTANCE:
Grow NJ tax incentive





One Theater Square

Newark | Essex County



WWW.ONETHEATERSQUARE.COM

One Theater Square
34-40 Park Place, Newark,
NJ 07102

Driver

In 1997, the New Jersey Performing Arts Center (NJPAC) opened in downtown Newark, marking the start of a renaissance for New Jersey’s largest city. As a premier cultural institution providing music, theater, dance and children’s programming, NJPAC’s mission has been to surround itself with private development, including residential, to create a theater square neighborhood and support the revitalization of Newark.

Starting in 2005, efforts were made to begin development of a residential tower, with predevelopment taking place. NJPAC then undertook a national search for a development partner, ultimately selecting award-winning national developer Dranoff Properties in 2008 through a competitive process. While initial plans to build the residential tower on a 1.2-acre parking lot were unveiled, the global recession combined with local market forces caused the project to be delayed for another eight years.

“
We build transformative projects in urban areas that have the potential of being America’s next great city. Downtown Newark is at the top of our list.

- Dranoff Properties President and Founder, Carl Dranoff

Solution

While the market had improved by 2013 and a residential real estate boom in Jersey City and Hoboken spread to demand for new housing in Newark, a unique public-private partnership was needed to make the luxury, mixed-use residential tower – now called One Theater Square – a reality.

The project’s capital stack included support from the city of Newark; Prudential Financial; Fifth Third Bank; Dranoff Properties; and NJPAC, but additional financing was still needed. Critical to filling the gap was the Urban Transit Hub Tax Credit Program. In November 2013, the EDA approved the project for up to \$33 million in tax credits under the Hub program, determining that it was material to One Theater Square advancing. Also critical was a loan of \$11.83 million from the City, largely using proceeds from its Airport Rental Car Tax. The EDA also approved a Redevelopment Area Bond of \$1.46 million to complete the financing. New Jersey Manufacturers and Horizon Blue Cross bought the \$33 million in Urban Transit Hub tax credits, with Prudential lend-

ing money against the tax credits to enable construction to commence in November 2016.

The 22-story brick and glass skyscraper has transformed the former parking lot into a shining example of thoughtful planning and inspired architecture, and represents Newark’s first ground up luxury living address in more than 50 years

Developer Carl Dranoff has said, “We build transformative projects in urban areas that have the potential of being America’s next great city. Downtown Newark is at the top of our list and One Theater Square’s bulls eye location is second to none: in the heart of a dynamic downtown; across from NJPAC and Military Park; just 15-minutes by train to Manhattan; stunning views; high walkability scores. The architectural character of the historic neighborhood, its stately brick streetscapes and an eclectic array of nearby restaurants, galleries and shops make it a perfect location and fit for our product.”

PROJECT:
One Theater Square

LOCATION:
Newark/Essex County

INDUSTRY/TYPE:
Mixed-use residential tower

ESTIMATED JOBS:
Over 200 construction jobs; 15 permanent staff upon completion

ESTIMATED INVESTMENT:
\$116 million

EDA ASSISTANCE:
Urban Transit Hub Tax Credit Program; Redevelopment Area Bond

Business and Community Development

One Theater Square Newark | Essex County



Results

In September 2017, EDA joined with a large group of stakeholders to celebrate the topping off of One Theater Square.

According to Dranoff, “With its dramatic curved glass front, One Theater Square has redefined Newark’s skyline and its completion this summer will be an exclamation point on the massive revitalization efforts that have spurred Newark’s renaissance.”

One Theater Square offers 245 luxury apartments, 12,000 square feet of ground level retail, 285 parking spots and five-star amenities that will include: 24-concierge service, a state-of-the-art fitness center, club rooms, and an outdoor entertainment space with soft seating, TV’s and fire pits.

While the residential component of the Urban Transit Hub Tax Credit Program did not have a legislative requirement related to job creation or retention, over the course of its 24-months of construction, One Theater Square has employed over 200 construction workers many of whom are Newark residents. Dranoff also notes, “Once completed, 15 permanent staff positions will be created to operate the building and deliver a five-star, luxury living experience to the residents.”

One Theater Square will begin leasing in Spring 2018 with move-ins starting in August. Retail leasing is also underway with exciting announcements coming in the near future. ■

Business and Community Development

One Theater Square Newark | Essex County

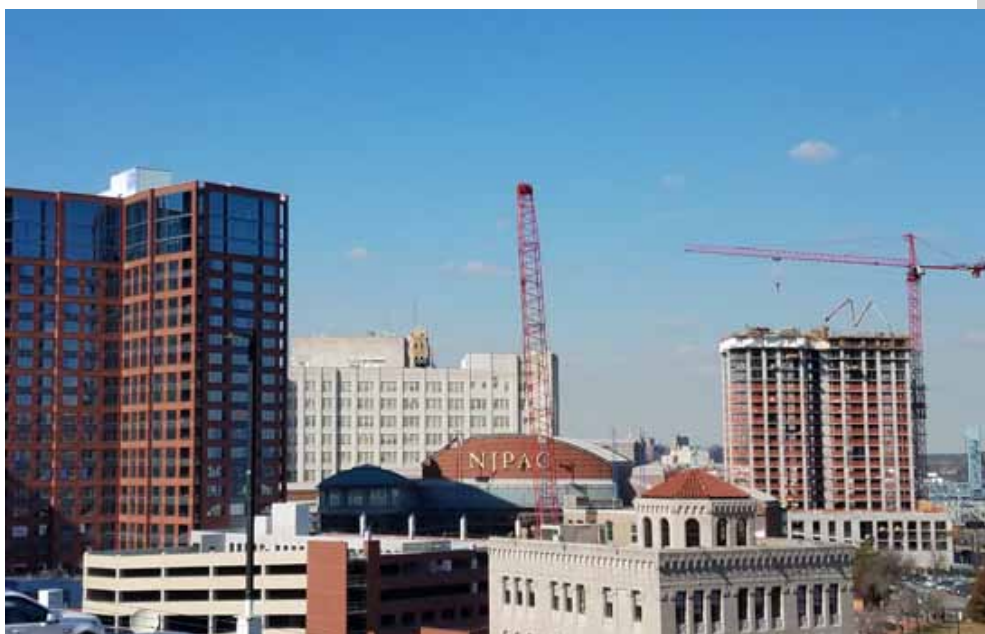


“

“With its dramatic curved glass front, One Theater Square has redefined Newark’s skyline and its completion this summer will be an exclamation point on the massive revitalization efforts that have spurred Newark’s renaissance.”

”

- Dranoff Properties President and Founder, Carl Dranoff





EDA Team



EDA Executive Team



Tim Sullivan
Chief Executive Officer



Timothy J. Lizura
President & Chief Operating Officer



Frederick J. Cole
Senior Vice President, Operations



Maureen Hassett
Senior Vice President, Governance,
Communications & Strategic Initiatives



Lori Matheus
Senior Vice President, Finance &
Development

EDA Board Members



Public Members

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Chairman and CEO, New Jersey Resources

Phillip B. Alagia
Essex County Chief of Staff

Fred. B. Dumont
Business Manager, Heat & Frost Insulators and
Asbestos Workers Local 89

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Camden Economic Recovery Board

EDA Product Overview

EDA offers a large portfolio of varied programs and services designed to assist businesses of all sizes with access to capital. These programs provide access to capital in a variety of forms including tax-exempt and taxable bond financing, loans, loan guarantees, and business and tax incentives.

Below are the EDA's complete list of product offerings. For more information on any of these programs, please visit www.NJEDA.com or call our Customer Care line at (609) 858-6767.

EDA Product Overview

Bond Financing & Loans



Bond Financing

The EDA issues conduit tax-exempt private activity bonds, the proceeds of which are used to provide low-interest, fixed-asset loans. Borrowers must meet the eligibility requirements outlined in the Internal Revenue Code (IRC) in order to qualify. Taxable bonds are also available for a wide variety of businesses. Taxable bonds offer similar flexibility in structuring rates and terms but are not subject to the restrictions placed on tax-exempt financing under the IRC.

Premier Lender Program

EDA partners with Premier Lender banks to provide small businesses with low cost financing that includes EDA loan participation and/or guarantees, and line of credit guarantees. Businesses can use this financing for fixed assets or term working capital.

Direct Loans for Small and Mid Sized Businesses

New Jersey businesses in need of financing and committed to job creation/retention may be eligible for direct loans through EDA when financing is not available under other EDA financing programs. Assistance of up to \$2 million for fixed assets, or up to \$750,000 for working capital for up to 10 years is offered, with the option of either a fixed or variable below-market interest rate.

Small Business Fund

Expedited approvals of loans up to \$500,000, which may be used for fixed assets or working capital, are available to small, women, and minority-owned businesses that have been in operation for at least one year and not-for-profit corporations in operation for at least three full years.

Real Estate Impact Fund

The Real Estate Impact Fund provides up to \$3 million to developers and not-for-profit organizations and up to \$750,000 to public entities for costs associated with redevelopment projects in strategic urban and other significant locations that would not otherwise occur in the near term.



EDA Product Overview

Tax Credit Incentives



Grow NJ Program

Grow NJ is a job creation and retention incentive program. Businesses that are creating or retaining jobs in New Jersey may be eligible for transferable tax credits ranging from \$500 to \$5,000 per job, per year; with bonus credits ranging from \$250 to \$3,000 per job, per year. Please visit www.NJEDA.com/GrowNJ for more information.

Economic Redevelopment & Growth (ERG) Program

The Economic Redevelopment and Growth (ERG) Program is an incentive for developers and businesses to address revenue gaps in development projects, defined as having insufficient revenues to support the project debt service under a standard financing scenario. It can also apply to projects that have a below market development margin or rate of return. The grant is not meant to be a substitute for conventional debt and equity financing, and applicants should generally have their primary debt financing in place before applying. In order for a project to be approved, it needs to undergo a rigorous analysis of the sources and uses of funds, construction costs and projected revenues. Please visit www.NJEDA.com/ERG for more information.

Garden State Growth Zone Business Lease & Business Improvement Incentives

This pilot program, which was recently approved by the EDA Board, provides rent and building improvement reimbursement to street level businesses and facilities within eligible commercial corridors of a Garden State Growth Zone (Atlantic City, Camden, Passaic, Paterson and Trenton.)

Sales and Use Tax Exemption

This program, focused on retaining jobs in NJ, allows companies to make purchases for construction and renovation of their program approved new business location without having to pay state sales tax.

Urban Enterprise Zones (UEZ) Energy Sales Tax Exemption

Sales tax exemption on energy and utility services is available to UEZ certified manufacturers with at least 250 full-time employees, 50% of whom are involved in the manufacturing process.

Energy Sales Tax Exemption for Certain Counties

This program provides an energy sales tax exemption for the retail sales of electricity and natural gas and their transport to manufacturing businesses in Salem County.



EDA Product Overview

Technology & Life Sciences



Angel Investor Tax Credit Program

This program provides refundable tax credits against New Jersey corporation business or gross income tax for 10 percent of a qualified investment in an emerging technology business with a physical presence in New Jersey that conducts research, manufacturing, or technology commercialization. Visit www.njeda.com/angeltaxcredit for more information.

Biotech Incubator and Research Park

The Commercialization Center for Innovative Technologies (CCIT) is the leading incubator in the region dedicated to life sciences and biotechnology companies. CCIT is a 46,000 sq. ft. incubator in a 75-acre research park in North Brunswick. Labs range from approximately 800 – 1,000 sq. ft. and are “plug and play” ready. Tenant companies have shared access to conference rooms, reception services, two kitchens, loading docks, an NMR, dishwashing and autoclave. Separate private offices are also available. Many successful companies have graduated from CCIT, including Advaxis, Amicus Therapeutics (Nasdaq: FOLD), Chromocell (founded by Nobel laureate Gunter Blobel), GENEWIZ (over 1000 employees), and more. Visit www.NJEDA.com/CCIT or contact CCIT Program Manager Lenzie Harcum at lharcum@njeda.com or 732-839-1881 for more information.

Edison Innovation Fund - Matching Loan Program

The Edison Innovation Fund is a suite of financing instruments designed to develop, sustain, and grow technology and life sciences businesses in New Jersey. These financial instruments are attractive to tech and biotech companies because they provide support in a less dilutive manner than equity to companies which aren't ready yet to secure traditional bank financing.

NJ CoVest Fund

The NJ CoVest Fund provides seed funding to New Jersey technology and life sciences companies to further commercialize their technology and scale revenues. Investments made through the NJ CoVest Fund align with the EDA's ongoing strategy of supporting New Jersey's entrepreneurial ecosystem.

NJ Founders & Funders

NJ Founders & Funders is organized by the NJEDA Technology & Life Sciences (TLS) team to facilitate warm introductions between emerging New Jersey TLS companies and sophisticated angel & institutional investors. Hosted twice per year, venture capital investors are invited to meet with a select group of companies for 10-minute, one-on-one sessions to discuss strategy, business models and funding opportunities. Visit <https://application.njeda.com/tls/> for more information.

Technology Business Tax Certificate Transfer Program

This program enables tech and life sciences companies to sell a percentage of their New Jersey tax losses and/or unused research and development tax credits for cash. Visit www.njeda.com/NOL for more information

Venture Fund Investments

The EDA helps increase available capital for emerging tech companies by investing as a limited partner in several venture capital funds that invest in New Jersey-based businesses. Gains resulting from these investments are utilized to offer new funding opportunities to support New Jersey businesses.



www.njeda.com/TLS



EDA Product Overview

Site Remediation



Brownfields and Contaminated Site Remediation Program

Developers in New Jersey who need financial assistance to clean up and redevelop polluted sites and closed municipal landfills may enter into a redevelopment agreement with the EDA and be eligible to recover a portion of their remediation costs.

Hazardous Discharge Site Remediation Fund (HDSRF)

The NJDEP works with the EDA to provide loans, grants, and matching grants to public, private, and not-for-profit entities for the investigation and/or remediation of known or suspected contaminated sites.

Municipal Landfill Closure and Remediation Reimbursement Program

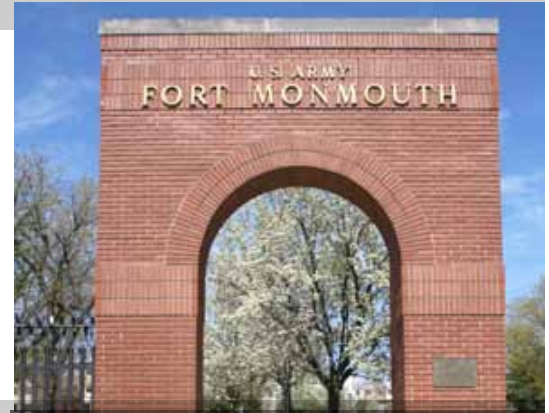
An eligible developer seeking financial assistance in the closure, remediation and redevelopment of municipal landfill sites in NJ may be eligible for reimbursement of 75% of the closure or clean up costs.

Petroleum Underground Storage Tank Program - Leaking Tanks Commercial & Residential

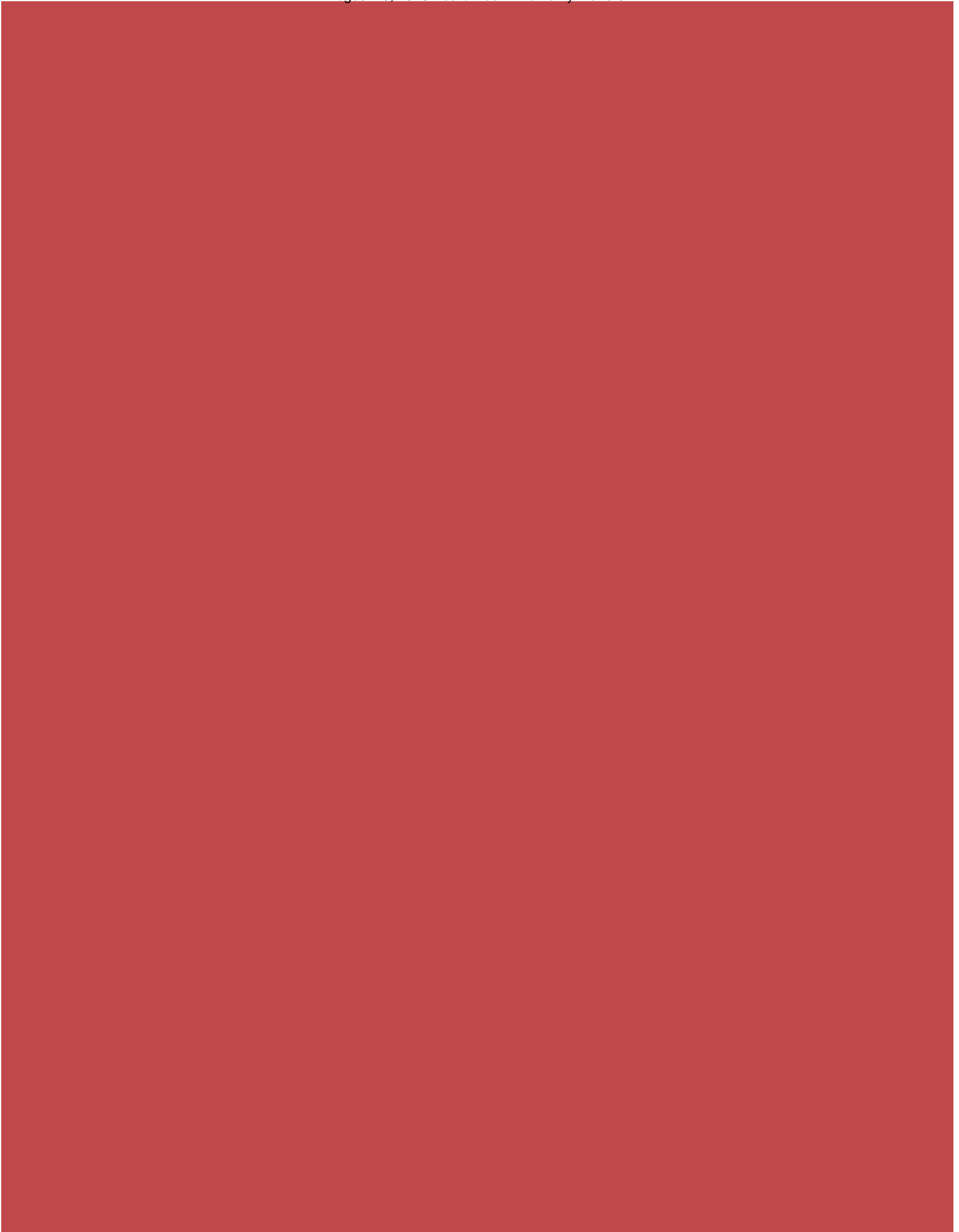
The Petroleum Underground Storage Tank Program provides grants to business owners/operators and residential property owners who have less than 10 tanks on site and are required by law to upgrade, close, and remediate discharge from those tanks. At this time, EDA is not processing new applications for this program due to insufficient funds.

Petroleum Underground Storage Tank Program - Non-Leaking Tanks Commercial, Residential & Not-for-Profit

Grant and loan funding to business owners or residential property owners that must upgrade, close, and remediate discharge from petroleum underground storage tanks. Applicant must have less than 10 tanks on site and net worth must not exceed \$2,000,000. Due to insufficient funds, new applications are no longer accepting new applications for the Petroleum Underground Storage Tank Remediation, Upgrade and Closure Program.



2017 Complete Project List



2017 Project List



2017 Complete Project List

	PROJECT	MUNICIPALITY	PROJECT TYPE	JOBS IN TW	AT RISK RETAINED JOBS	CONSTRUCTION JOBS	JOBS APP	PROGRAM NAME
ATLANTIC COUNTY	Harrah's Atlantic City Holding Inc. **	Atlantic City	CM	140	0	340	0	Economic Redevelopment
	SOSH Architects (SOSH Architects)	Atlantic City	OF	6	0	1	34	Garden State Growth Zone BLI-
	Atlantic City Contact Center, LLC *	Atlantic City	SV	332	0	0	0	Grow New Jersey Tax Credit-EOA
	Peter Contini	Margate City	SR	0	0	0	0	Hazardous Site Remediation -
	Ventnor City	Ventnor City	EX	0	0	7	0	NCR
	BONNIE D. PUTTERMAN D/B/A THE LAW OFFICE OF BONNIE D. PUTTERMAN	Hamilton Township	CM	2	0	0	2	Stronger NJ Business Loan
	Donna Lee Riegel d/b/a Evermore Herb Farm a/k/a Evermore Herb Co.	Galloway Township	RT	1	0	0	1	Stronger NJ Business Loan
	Donna Lee Riegel d/b/a Evermore Herb Farm a/k/a Evermore Herb Co.	Galloway Township	RT	0	0	0	0	Stronger NJ Business Loan
TOTAL PROJECTS	8			481	0	348	37	

	PROJECT	MUNICIPALITY	PROJECT TYPE	JOBS IN TW	AT RISK RETAINED JOBS	CONSTRUCTION JOBS	JOBS APP	PROGRAM NAME
BERGEN COUNTY	Ameream LLC (American Dream)	East Rutherford Borough	CM	16200	0	13730	0	Redevelopment Growth
	PsychoGenics Inc *	Paramus Borough	TC	82	35	39	0	Grow New Jersey Tax Credit-EOA
	Barbara Wiener	East Rutherford Borough	SR	0	0	0	0	Site Remediation -
	Daniel Scarpulla	Garfield City	SR	0	0	0	0	Site Remediation -
	Gary Rinaldi and Ellen Rinaldi	Saddle Brook Township	SR	0	0	0	0	Site Remediation -
	Wayne Whitefleet and Paula Whitefleet	Edgewater Borough	SR	0	0	0	0	Site Remediation -
	Borough of Westwood (Westwood Pistol Range)	Westwood Borough	SR	0	0	0	0	Site Remediation -
	Borough of Carlstadt	Carlstadt Borough	EX	0	0	43	0	NCR
	Jaguar Land Rover North America, LLC	Mahwah Township	MF	61	252	0	0	Sales Use and Tax
	Friends of Teaneck Community Charter School	Teaneck Township	NP	2	0	17	43	Stand-Alone Bond
	Ritu Bery LLC	Edgewater Borough	RT	0	0	0	6	NJ Business Loan
TOTAL PROJECTS	11			16345	287	13829	49	

2017 Project List



	PROJECT	MUNICIPALITY	PROJECT TYPE	JOBS IN TW	AT RISK RETAINED JOBS	CONSTRUCTION JOBS	JOBS APP	PROGRAM NAME
BURLINGTON COUNTY	Bossen Real Estate Holdings, LLC	Cinnaminson Township	MF	5	0	0	10	Direct Loan
	Nolyn Real Estate, LLC and Route 38 Hainesport, LLC	Hainesport Township	RT	10	0	2	25	Direct Loan
	Freedom Mortgage Corporation *	Evesham Township	SV	350	0	2	0	Grow New Jersey Tax Credit-EOA
	Quality Packaging Specialists International, LLC *	Florence Township	MF	220	170	182	0	Grow New Jersey Tax Credit-EOA
	Jura Properties, LLC	Beverly City	SR	0	0	0	0	Site Remediation -
	Volunteers Of America Delaware Valley Property Inc	Mansfield Township	SR	0	0	0	0	Site Remediation -
	Walter Clark	Pemberton Township	SR	0	0	0	0	Site Remediation -
	Borough of Wrightstown (Fort Dix Street)	Wrightstown Borough	SR	0	0	0	0	Site Remediation -
	City of Burlington (frm Army Ammunition Plant)	Burlington Township	SR	0	0	0	0	Site Remediation -
	Delran Township (Abrasive Alloy Casting Comp.)	Delran Township	SR	0	0	0	0	Site Remediation -
	Masonic Charity Foundation of New Jersey	Burlington City	NP	5	0	0	350	Stand-Alone Bond
	800 Coopertown Rd LLC	Delanco Township	WS	60	0	0	0	Statewide Loan Pool
	Richard E Pierson Materials Corp	Cinnaminson Township	MF	12	0	0	125	Statewide Loan Pool
TOTAL PROJECTS	13			662	170	186	510	

	PROJECT	MUNICIPALITY	PROJECT TYPE	JOBS IN TW	AT RISK RETAINED JOBS	CONSTRUCTION JOBS	JOBS APP	PROGRAM NAME
CAMDEN COUNTY	ICCG Properties LLC	Voorhees Township	CM	10	0	0	31	Direct Loan
	Cooper-Grant Neighborhood Association	Camden City	RH	1	0	67	0	Recovery Board - Camden
	Denise English	Camden City	SV	3	0	0	0	Recovery Board - Camden
	Tyrone Miles	Camden City	RT	0	0	0	0	Recovery Board - Camden
	Cooper Health System, The	Camden City	NP	0	0	0	0	Economic Resilience Bank
	The Cooper Health System (CHP Project Loan)	Camden City	NP	0	0	0	0	Economic Resilience Bank
	Amerinox Processing, Inc. **	Camden	MF	8	45	1	0	Grow New Jersey Tax Credit-EOA
	Barry-Callebaut USA LLC *	Pennsauken Township	MF	26	0	0	0	Grow New Jersey Tax Credit-EOA
	Holtec International *	Camden City	MF	235	160	1141	0	Grow New Jersey Tax Credit-EOA

2017 Project List



CAMDEN COUNTY	PROJECT	MUNICIPALITY	PROJECT TYPE	JOBS IN TW	AT RISK RETAINED JOBS	CONSTRUCTION JOBS	JOBS APP	PROGRAM NAME
	IPAK, Inc. **	Camden City	MF	0	114	0	0	Grow New Jersey Tax Credit-EOA
	LiDestri Foods, Inc. and Pennsauken Packing Company *	Pennsauken Township	MF	60	27	7	0	Grow New Jersey Tax Credit-EOA
	Philadelphia 76ers, L.P. **	Camden City	RL	250	0	0	0	Grow New Jersey Tax Credit-EOA
	Esterbrook Lane Limited Liability Company	Cherry Hill Township	SR	0	0	0	0	Site Remediation -
	Neal Senholzi and Beth Senholzi	Collingswood Borough	SR	0	0	0	0	Site Remediation -
	Camden Redevelopment Agency (BDA Harrison Avenue Landfill)	Camden City	SR	0	0	0	0	Site Remediation -
	Camden Redevelopment Agency (Frm ABC Barrel-Penn St)	Camden City	SR	0	0	0	0	Site Remediation -
	Camden Redevelopment Agency (North Camden Waterfront BDA)	Camden City	SR	0	0	0	0	Site Remediation -
	KIPP: Cooper Norcross, A New Jersey Nonprofit Corporation	Camden City	NP	23	0	124	0	Stand-Alone Bond
	KIPP: Cooper Norcross, A New Jersey Nonprofit Corporation	Camden City	NP	30	0	115	0	Stand-Alone Bond
MSC Facilities LLC	Camden City	NP	53	0	209	97	Stand-Alone Bond	
Uncommon CP Properties II, LLC	Camden City	NP	210	0	209	42	Stand-Alone Bond	
TOTAL PROJECTS	21		909	346	1873	170		

CAPE MAY COUNTY	PROJECT	MUNICIPALITY	PROJECT TYPE	JOBS IN TW	AT RISK RETAINED JOBS	CONSTRUCTION JOBS	JOBS APP	PROGRAM NAME
	Mark Crego dba MC Signs	Upper Township	CM	1	0	0	2	NJ Business Loan
TOTAL PROJECTS	1		1	0	0	2		

CUMBERLAND COUNTY	PROJECT	MUNICIPALITY	PROJECT TYPE	JOBS IN TW	AT RISK RETAINED JOBS	CONSTRUCTION JOBS	JOBS APP	PROGRAM NAME
	Tri-County Community Action Partnership	Bridgeton City	SR	0	0	0	0	Hazardous Site Remediation - Commercial
TOTAL PROJECTS	1		0	0	0	0		

ESSEX COUNTY	PROJECT	MUNICIPALITY	PROJECT TYPE	JOBS IN TW	AT RISK RETAINED JOBS	CONSTRUCTION JOBS	JOBS APP	PROGRAM NAME
	Flame Cut Steel Inc.	Irvington Township	MF	0	0	0	0	Direct Loan
	TDAF I Springfield Avenue **	Newark	CM	105	0	145	0	Redevelopment Growth
	Makers Village QALICB, LLC.	Newark City	SV	78	0	11	0	Redevelopment Growth-
	Fabuwood Cabinetry Corp. *	Newark City	MF	276	336	422	0	Grow New Jersey Tax Credit-EOA
	Grocery Delivery E-Services USA Inc. **	Newark City	RT	443	122	0	0	Grow New Jersey Tax Credit-EOA
99 Chapel Street LLC	Newark City	SR	0	0	0	0	Site Remediation -	

2017 Project List



ESSEX COUNTY	City of Newark (Maas & Waldstein Co. E. Parcel)	Newark City	SR	0	0	0	0	Site Remediation -
	City of Newark (Rise Field project)	Newark City	SR	0	0	0	0	Site Remediation -
	Township of Montclair (Southend Pyramid)	Montclair Township	SR	0	0	0	0	Site Remediation -
	West Orange Township (Selecto Flash Inc.)	West Orange Township	SR	0	0	0	0	Site Remediation -
	NSA 18th Avenue, LLC	Newark City	NP	4	0	225	80	Stand-Alone Bond
	Port Newark Container Terminal L.L.C.	Newark City	EX	291	0	410	80	Stand-Alone Bond
	The Kintock Group of New Jersey Inc.	Newark City	NP	50	0	0	350	Stand-Alone Bond
	52 La France LLC	Bloomfield Township	WS	20	0	15	125	Statewide Loan Pool
	Clean Mat Services Limited Liability Company d/b/a	Roseland Borough	SV	1	0	0	2	NJ Business Loan
	Orange Trucking Inc.	Newark City	TP	5	0	0	12	NJ Business Loan
Orange Trucking Inc.	Newark City	TP	0	0	0	0	NJ Business Loan	
TOTAL PROJECTS	17		1273	458	1228	649		

	PROJECT	MUNICIPALITY	PROJECT TYPE	JOBS IN TW	AT RISK RETAINED JOBS	CONSTRUCTION JOBS	JOBS APP	PROGRAM NAME
GLOUCESTER COUNTY	Eastern Pro Pak L.L.C. *	Glassboro Borough	AG	65	65	52	0	Grow New Jersey Tax Credit-EOA
	Sebring Company	Washington Township	SR	0	0	0	0	Site Remediation -
	Sebring Company (Greentree Shopping Center)	Washington Township	SR	0	0	0	0	Site Remediation -
	Borough of Clayton (Clevenger Brothers Glass Works)	Clayton Borough	SR	0	0	0	0	Site Remediation -
	Borough of Clayton (Wayne's Auto)	Clayton Borough	SR	0	0	0	0	Site Remediation -
	City of Woodbury (Hill Brothers Inc.)	Woodbury City	SR	0	0	0	0	Site Remediation -
	MCM Acquisitions, L.L.C. and Swedesboro Animal Hospital, L.L.C.	Woolwich Township	SV	12	0	0	50	Statewide Loan Pool
TOTAL PROJECTS	7		77	65	52	50		

	PROJECT	MUNICIPALITY	PROJECT TYPE	JOBS IN TW	AT RISK RETAINED JOBS	CONSTRUCTION JOBS	JOBS APP	PROGRAM NAME
HUDSON COUNTY	DVL, Inc **	Kearny	CM	150	0	393	0	Redevelopment Growth-
	Wylei, Inc.	Jersey City	TC	24	0	0	11	Innovation VC Growth Fund
	Advisor Group, Inc. *	Jersey City	SV	60	0	7	0	Grow New Jersey Tax Credit-EOA
	Appeagle, Inc. *	Jersey City	TC	29	31	5	0	Grow New Jersey Tax Credit-EOA

2017 Project List



HUDSON COUNTY	Brown Brothers Harriman & Co. **	Jersey City	OF	110	435	97	0	Grow New Jersey Tax Credit-EOA
	Clover Health LLC *	Jersey City	SV	62	102	4	0	Grow New Jersey Tax Credit-EOA
	Fidessa Corporation *	Jersey City	TC	340	0	0	0	Grow New Jersey Tax Credit-EOA
	FXDirectDealer, LLC **	Jersey City	SV	121	0	6	0	Grow New Jersey Tax Credit-EOA
	H&M Hennes & Mauritz, L.P. *	Secaucus Town	RT	45	110	17	0	Grow New Jersey Tax Credit-EOA
	Insurance Services Offices, Inc. *	Jersey City	SV	0	430	68	0	Grow New Jersey Tax Credit-EOA
	LI 2000, Inc. *	Secaucus Town	CM	261	931	246	0	Grow New Jersey Tax Credit-EOA
	Marsh & McLennan Companies, Inc. & Marsh Inc. *	Hoboken City	SV	0	475	110	0	Grow New Jersey Tax Credit-EOA
	Omnicom Group Inc. *	Jersey City	SV	493	0	68	0	Grow New Jersey Tax Credit-EOA
	Quest Diagnostics Incorporated *	Secaucus Town	RD	0	395	174	0	Grow New Jersey Tax Credit-EOA
	RVM Enterprises, Inc. **	Jersey City	SV	112	0	14	0	Grow New Jersey Tax Credit-EOA
	Safilo USA Inc. *	Secaucus Town	WS	0	211	29	0	Grow New Jersey Tax Credit-EOA
	The Interpublic Group of Companies, Inc. *	Jersey City	SV	110	0	15	0	Grow New Jersey Tax Credit-EOA
	Tory Burch, LLC *	Jersey City	WS	139	0	55	0	Grow New Jersey Tax Credit-EOA
	WallachBeth Capital LLC **	Jersey City	SV	55	0	3	0	Grow New Jersey Tax Credit-EOA
	City of Hoboken (Jackson Street Gargage)	Hoboken City	SR	0	0	0	0	Site Remediation -
	Jersey City Redevelopment Agency (Berry Lane Park)	Jersey City	SR	0	0	0	0	Site Remediation -
	Jersey City Redevelopment Agency (Berry Lane Park)	Jersey City	SR	0	0	0	0	Site Remediation -
	Jersey City Redevelopment Agency (Jersey City MUA)	Jersey City	SR	0	0	0	0	Site Remediation -
	San Antonio Broker Services, Inc.	North Bergen Township	DS	25	0	0	60	Street Assistance Line
San Antonio Broker Services, Inc.	North Bergen Township	DS	0	0	0	0	Street Assistance Line	
Ex-Titanic Corp. and Atlas Express Inc.	Union City	CM	0	0	0	2	NJ Business Loan	
Ex-Titanic Corp. and Atlas Express Inc.	Union City	CM	0	0	0	0	NJ Business Loan	
Harborside Unit A LLC **	Jersey City	SV	18	0	700	0	Transit Hub Tax Credit	

2017 Project List



HUDSON COUNTY	Journal Square Associates **	Jersey City	OF	17	0	711	0	Transit Hub Tax Credit
	PHMII Associates, L.L.C. **	Jersey City	SV	8	0	400	0	Transit Hub Tax Credit
	TOTAL PROJECTS	30		2179	3120	3122	73	

	PROJECT	MUNICIPALITY	PROJECT TYPE	JOBS IN TW	AT RISK RETAINED JOBS	CONSTRUCTION JOBS	JOBS APP	PROGRAM NAME
HUNTERDON COUNTY	Borough of Milford (A&L Oil Co. Inc.)	Milford Borough	SR	0	0	0	0	Site Remediation -
	TOTAL PROJECTS	1		0	0	0	0	

	PROJECT	MUNICIPALITY	PROJECT TYPE	JOBS IN TW	AT RISK RETAINED JOBS	CONSTRUCTION JOBS	JOBS APP	PROGRAM NAME
MERCER COUNTY	Aralez Pharmaceuticals US Inc. and Affiliates *	West Windsor Townsh	OF	90	0	22	0	Grow New Jersey Tax Credit-EOA
	P&R Dental Strategies, LLC *	Hamilton Township	SV	30	0	5	0	Grow New Jersey Tax Credit-EOA
	The Hibbert Company *	Trenton City	SV	0	259	26	0	Grow New Jersey Tax Credit-EOA
	3048 South Broad Street LLC	Trenton City	SR	0	0	0	0	Site Remediation -
	Joseph Miccio	Ewing Township	SR	0	0	0	0	Site Remediation -
	Michael A. Tramontana	Trenton City	SR	0	0	0	0	Site Remediation -
	Michael A. Tramontana	Trenton City	SR	0	0	0	0	Site Remediation -
	Township of West Windsor (Sanitary Landfill)	West Windsor Townsh	SR	0	0	0	0	Site Remediation -
TOTAL PROJECTS	8		120	259	53	0		

	PROJECT	MUNICIPALITY	PROJECT TYPE	JOBS IN TW	AT RISK RETAINED JOBS	CONSTRUCTION JOBS	JOBS APP	PROGRAM NAME
MIDDLESEX COUNTY	30 West Pershing, LLC	Edison Township	RT	268	0	260	0	Redevelopment Growth-
	Saint Peters University Hospital	New Brunswick City	NP	0	0	0	0	Economic Resilience Bank
	Saint Peters University Hospital	New Brunswick City	NP	0	0	0	0	Economic Resilience Bank
	Direct Energy Gp LLC *	Woodbridge Township	OF	115	276	18		Grow New Jersey Tax Credit-EOA
	J.F. Hillebrand USA, Inc. *	Edison Township	SV	25	107	7	0	Grow New Jersey Tax Credit-EOA
	Thomas Dolan	Highland Park Borough	SR	0	0	0	0	Site Remediation -
	Borough of Dunellen (The Strip Joint, Inc.)	Dunellen Borough	SR	0	0	0	0	Site Remediation -
	Borough of South River (Firehouse Redevelop Site)	South River Borough	SR	0	0	0	0	Site Remediation -
	City of Perth Amboy (Former Municipal Complex)	Perth Amboy City	SR	0	0	0	0	Site Remediation -

2017 Project List



MIDDLESEX COUNTY	Highland Park Redevelopment Agency (Classic Cleaners)	Highland Park Borough	SR	0	0	0	0	Site Remediation -
	Redevelopment Agency (Denison Avenue vacant lots)	Highland Park Borough	SR	0	0	0	0	Site Remediation -
	Redevelopment Agency (Rutgers Gun & Boat Shop)	Highland Park Borough	SR	0	0	0	0	Site Remediation -
	Middlesex County (BDA Waterfront Park)	Perth Amboy City	SR	0	0	0	0	Site Remediation -
	Middlesex County (BDA-Former Municipal Complex)	Perth Amboy City	SR	0	0	0	0	Site Remediation -
	Township of Edison (Muller Machinery Company)	Edison Township	SR	0	0	0	0	Site Remediation -
	Township of Woodbridge (Industrial Hwy Corporation BDA)	Woodbridge Township	SR	0	0	0	0	Site Remediation -
	Solutions, Inc. and Broadway Kleer-Guard Corporation	Monroe Township	MF	0	0	0	0	Street Assistance Line
	International Academy Charter School, Inc.	East Brunswick Township	NP	13	0	19	54	Stand-Alone Bond
	41 Ethel Road West LLC	Piscataway	MF	25	0	0	0	Statewide Loan Pool
	Global Furniture USA, Inc.	East Brunswick Township	DS	3	0	0	30	Statewide Loan Pool
Reina Tire Services Inc.	South River Borough	RT	2	0	0	3	NJ Business Loan	
TOTAL PROJECTS	21		451	383	304	87		

	PROJECT	MUNICIPALITY	PROJECT TYPE	JOBS IN TW	AT RISK RETAINED JOBS	CONSTRUCTION JOBS	JOBS APP	PROGRAM NAME
MONMOUTH COUNTY	Fort Monmouth Economic Revitalization Authority	Oceanport Borough	GF	0	0	0	0	Direct Loan
	iCIMS, Inc. *	Holmdel Township	SV	390	552	127	0	Grow New Jersey Tax Credit-EOA
	Innocor, Inc. *	Red Bank Borough	MF	50	90	10	0	Grow New Jersey Tax Credit-EOA
	Manhattan Telecommunications Corporation *	Holmdel Township	TC	100	0	12	0	Grow New Jersey Tax Credit-EOA
	Work Wave LLC *	Holmdel Township	TC	247	154	32	0	Grow New Jersey Tax Credit-EOA
	City of Long Branch (86,88,90 Broadway)	Long Branch City	SR	0	0	0	0	Site Remediation -
	Count Basie Theatre, Inc.	Red Bank Borough	NP	15	0	0	25	Stand-Alone Bond
	78 Apple Associates, L.L.C. et al	Tinton Falls Borough	CM	25	0	0	205	Statewide Loan Pool
	Industrial Ct LLC	Howell Township	DS	6	0	0	15	Statewide Loan Pool
	Middletown Bus Depot LLC	Middletown Township	TP	50	0	0	0	Statewide Loan Pool
	Wayside Bus Depot LLC	Tinton Falls Borough	SV	0	0	0	0	Statewide Loan Pool

2017 Project List



MONMOUTH	Merchwerks LLC dba Cowerks	Asbury Park City	CM	2	0	0	0	Tech Shared Space
	TOTAL PROJECTS	12		885	796	181	245	

	PROJECT	MUNICIPALITY	PROJECT TYPE	JOBS IN TW	AT RISK RETAINED JOBS	CONSTRUCTION JOBS	JOBS APP	PROGRAM NAME
MORRIS COUNTY	Capintec, Inc. *	Florham Park Borough	MF	45	0	4	0	Grow New Jersey Tax Credit-EOA
	Ogilvy CommonHealth Worldwide LLC *	Parsippany-Troy Hills Township	SV	60	447	55	0	Grow New Jersey Tax Credit-EOA
	York Risk Services Group, Inc *	Parsippany-Troy Hills Township	SV	44	123	11	0	Grow New Jersey Tax Credit-EOA
	Richard Dinardo	Parsippany-Troy Hills Township	SR	0	0	0	0	Site Remediation -
	Borough of Madison (Bayley Ellard Field)	Madison Borough	SR	0	0	0	0	Site Remediation -
	Borough of Madison (Fmr Guerriero Paving Company)	Madison Borough	SR	0	0	0	0	Site Remediation -
	Township of Hanover (Frm Van Dyk Research Corp.)	Hanover Township	SR	0	0	0	0	Site Remediation -
	Visiting Nurse Association of Northern New Jersey, Inc.	Morristown Town	NP	15	0	0	25	Stand-Alone Bond
	WKFM Realty Limited Liability Company	Wharton Borough	SV	5	0	0	30	Statewide Loan Pool
TOTAL PROJECTS	9		169	570	70	55		

	PROJECT	MUNICIPALITY	PROJECT TYPE	JOBS IN TW	AT RISK RETAINED JOBS	CONSTRUCTION JOBS	JOBS APP	PROGRAM NAME
MULTI COUNTY	Dakota Properties, Inc.	Statewide	NP	2	0	0	12	Stand-Alone Bond
	Oaks Integrated Care, Inc.	Statewide	NP	15	0	0	1850	Stand-Alone Bond
	The Kintock Group of New Jersey, Inc. and The Kintock Group, Inc.	Statewide	NP	50	0	0	350	Stand-Alone Bond
	TOTAL PROJECTS	3		67	0	0	2212	

	PROJECT	MUNICIPALITY	PROJECT TYPE	JOBS IN TW	AT RISK RETAINED JOBS	CONSTRUCTION JOBS	JOBS APP	PROGRAM NAME
OCEAN COUNTY	Sandy's Service Center, LLC	Brick Township	SR	0	0	0	0	Site Remediation -
	Township of Berkeley (AT&T Property)	Berkeley Township	SR	0	0	0	0	Site Remediation -
	Congregation Nachlas Yisroel, Inc.	Lakewood Township	NP	8	0	0	10	Stand-Alone Bond
	Services for Children with Hidden Intelligence, Inc.	Lakewood Township	NP	35	0	0	405	Stand-Alone Bond
	Yeshiva Gedola Na'os Yaakov Inc	Lakewood Township	NP	35	0	0	21	Stand-Alone Bond
	Charles Plum Corp.	Plumsted Township	MF	3	0	0	8	Statewide Loan Pool
	Rutgers Bus Depot LLC	Lakewood Township	TP	2	0	0	30	Statewide Loan Pool

2017 Project List



OCEAN COUNTY	Bobbalooch and Fats LLC d/b/a Ryan's Deli	Seaside Heights Borough	SV	3	0	0	2	NJ Business Loan
	Bowker's South Beach Grill, LLC	Long Beach Township	RT	6	0	1	0	NJ Business Loan
	Bowker's South Beach Grill, LLC	Beach Haven Borough	CM	0	0	0	0	NJ Business Loan
	LBI Recreation Center, Inc.	Beach Haven Borough	SV	0	0	0	43	NJ Business Loan
	The Dutchman's Brau Haus	Stafford Township	CM	0	0	0	0	NJ Business Loan
	TOTAL PROJECTS	12			92	0	1	519

	PROJECT	MUNICIPALITY	PROJECT TYPE	JOBS IN TW	AT RISK RETAINED JOBS	CONSTRUCTION JOBS	JOBS APP	PROGRAM NAME	
PASSAIC COUNTY	Goose Pond Investors LLC	Wayne Township	MF	0	0	0	0	Direct Loan	
	Vidal Travel Inc	Passaic City	RT	3	0	2	4	State Growth Zone BLI-Grow New Jersey Tax Credit-EOA	
	Master Metal Polishing Corp. **	Paterson City	GF	31	34	0	0	Site Remediation -	
	1500 Main Avenue Associates	Clifton City	SR	0	0	0	0	Site Remediation -	
	Gus Anna LLC	Woodland Park Boro	SR	0	0	0	0	Site Remediation -	
	Joseph Piazza and Francine Piazza	Wayne Township	SR	0	0	0	0	Site Remediation -	
	Paterson Habitat for Humanity	Paterson City	SR	0	0	0	0	Site Remediation -	
	City of Paterson	Paterson City	SR	0	0	0	0	Site Remediation -	
	City of Paterson (BDA - former ATP Processors)	Paterson City	SR	0	0	0	0	Site Remediation -	
	City of Paterson (Dairy Queen)	Paterson City	SR	0	0	0	0	Site Remediation -	
	City of Paterson (Paterson Armory)	Paterson City	SR	0	0	0	0	Site Remediation -	
	City of Paterson (Paterson Steam Plant)	Paterson City	SR	0	0	0	0	Site Remediation -	
	5RG Realty LLC	Paterson City	MF	16	0	0	62	Development Financing	
	Patella Construction Corp. d/b/a Patella Woodworking	Passaic City	MF	0	0	0	0	Street Assistance Line	
	Goose Pond Investors LLC	Wayne Township	MF	20	0	10	80	Stand-Alone Bond	
	UMM Energy Partners, LLC	Little Falls Township	EX	2	0	114	72	Stand-Alone Bond	
	TOTAL PROJECTS	16			72	34	126	218	

	PROJECT	MUNICIPALITY	PROJECT TYPE	JOBS IN TW	AT RISK RETAINED JOBS	CONSTRUCTION JOBS	JOBS APP	PROGRAM NAME
SALEM COUNTY	City of Salem (Four BDA Sites)	Salem City	SR	0	0	0	0	Site Remediation -

2017 Project List



SALEM COUNTY	City of Salem (North Bend Fire Comp. No. 4)	Salem City	SR	0	0	0	0	Site Remediation -
	TOTAL PROJECTS	2		0	0	0	0	

	PROJECT	MUNICIPALITY	PROJECT TYPE	JOBS IN TW	AT RISK RETAINED JOBS	CONSTRUCTION JOBS	JOBS APP	PROGRAM NAME
SOMERSET COUNTY	Sysco Guest Supply, LLC *	Franklin Township	SV	35	121	23	0	Grow New Jersey Tax Credit-EOA
	Veeco Process Equipment., Inc. *	Franklin Township	MF	49	26	41	0	Grow New Jersey Tax Credit-EOA
	Cecilia Niedzialkowski	Franklin Township	SR	0	0	0	0	Site Remediation -
	Borough of Somerville (BDA Somerville Landfill)	Somerville Borough	SR	0	0	0	0	Site Remediation -
	Borough of Somerville (BDA Somerville Landfill)	Somerville Borough	SR	0	0	0	0	Site Remediation -
	TOTAL PROJECTS	5		84	147	64	0	

	PROJECT	MUNICIPALITY	PROJECT TYPE	JOBS IN TW	AT RISK RETAINED JOBS	CONSTRUCTION JOBS	JOBS APP	PROGRAM NAME
UNION COUNTY	JA Properties, LLC	Union Township	SV	1	0	0	2	Direct Loan
	Mahi Aashirwad LLC	Elizabeth City	RT	0	0	0	2	Direct Loan
	Northwood Avenue LLC	Linden City	SV	30	0	13	120	Direct Loan
	DBV Technologies *	Summit City	TC	45	0	5		Grow New Jersey Tax Credit-EOA
	Macrietta Realty Company	Cranford Township	SR	0	0	0	0	Site Remediation -
	City of Plainfield (Arlington Heights)	Plainfield City	SR	0	0	0	0	Site Remediation -
	City of Plainfield (Central Business District)	Plainfield City	SR	0	0	0	0	Site Remediation -
	City of Plainfield (Central Business District)	Plainfield City	SR	0	0	0	0	Site Remediation -
	City of Plainfield (Redemption Power)	Plainfield City	SR	0	0	0	0	Site Remediation -
	Rahway Redevelopment Agency (Slokker Development Site)	Rahway City	SR	0	0	0	0	Site Remediation -
	Township of Scotch Plains (Raritan Rd Rec Facility)	Scotch Plains Township	SR	0	0	0	0	Site Remediation -
	Township of Scotch Plains (Raritan Road Rec. Facility)	Scotch Plains Township	SR	0	0	0	0	Site Remediation -
	Provident Group - Kean Properties L.L.C.	Union Township	NP	15	0	245	0	Stand-Alone Bond
	1245 Virginia St NJ LLC	Elizabeth City	WS	20	0	0	0	Statewide Loan Pool
	960 Holdings LLC	Rahway City	MF	25	0	0	124	Statewide Loan Pool
	Power Photo Corp. and 40 Montgomery St Hillside LLC	Hillside Township	WS	50	0	0	50	Statewide Loan Pool
TOTAL PROJECTS	16		186	0	263	298		

Total Projects 214

2017 Project Key



PROJECT TYPE KEY

AG: Agriculture	CM: Commercial	CC: Continuing Care Retirement	DS: Distribution
CF: Commercial Fishing	GF: Government Facility	MF: Manufacturing	NH: Nursing Home
OF: Office Facility	PC: Pollution Control	RD: Research & Development	SV: Services
TP: Transportation	WS: Wholesale	RT: Retail	EX: Exempt Public Facility
RH: Residential Health Care	RC: Recycling	CT: Construction Trade	DC: Day Care
NP: Not for Profit	SR: Site Remediation	UT: Underground Storage Tank	HS: Housing
CU: Cultural	IN: Infrastructure	SS: Streetscape	RL: Recreational
TC: Technology			

* Executed pending certification - Project has executed grant agreement in 2016, but has yet to certify completion. No disbursement has been issued to date for these projects.

** Certified & completed - All projects that have certified completion in 2016 and received tax credits or reimbursements to date.

2017 Project List



	Company	Municipality	County
TECHNOLOGY BUSINESS TAX CERTIFICATE TRANSFER PROGRAM 2017 APPROVALS	Acuitive Technologies, Inc.	Allendale	Bergen
	Advaxis, Inc.	Princeton	Mercer
	Agile Therapeutics, Inc.	Princeton	Mercer
	Angel Medical Systems, Inc.	Tinton Falls	Monmouth
	Arable Labs Inc.	Princeton	Mercer
	Avlino Inc.	Holmdel	Monmouth
	Bellerophon Therapeutics, Inc.	Warren	Somerset
	Brilliant Light Power, Inc.	Cranbury	Middlesex
	Cancer Genetics, Inc.	Rutherford	Bergen
	CircleBlack, Inc.	Princeton	Mercer
	ContraVir Pharmaceuticals, Inc.	Edison	Middlesex
	CRESCENTA BIOSCIENCES INC	Princeton	Mercer
	CytoSorbents Medical, Inc.	Monmouth Junction	Middlesex
	Edge Therapeutics, Inc.	Berkeley Heights	Union
	Elite Laboratories, Inc.	Northvale	Bergen
	Enhatch Inc.	Hoboken	Hudson
	Eos Energy Storage	Edison	Middlesex
	Flowonix Medical Incorporated	Mt. Olive	Morris
	FUSAR	Kearny	Hudson
	Hemispherx Biopharma, Inc.	New Brunswick	Middlesex
	I.D Systems, Inc.	Woodcliff Lake	Bergen
	Impactivate Networks, Inc.	Atlantic City	Atlantic
	Matinas Biopharma Nanotechnologies	Bedminster	Somerset
	MDx Medical, Inc. dba Vitals	Lyndhurst	Bergen
	Miami International Holdings, Inc	Princeton	Mercer
	Mobly	Livingston	Essex
	Nanotech Industrial Solutions	Avenel	Middlesex
	Nephros, Inc.	River Edge	Bergen
	Ocean Power Technologies, Inc.	Pennington	Mercer
	Oncobiologics, Inc.	Cranbury	Middlesex
	Rive Technology, Inc.	Monmouth Junction	Middlesex
	Sight Logix, Inc. fka Automated Threat Detection	Princeton	Mercer
	Solidia Technologies, Inc	Piscataway	Middlesex
	Soligenix, Inc.	Princeton	Mercer
	Svelte Medical Systems, Inc.	New Providence	Union
	Teleran Technologies, Inc.	Fairfield	Essex
	United Silicon Carbide, Inc.	Monmouth Junction	Middlesex
	VectraCor	Totowa	Passaic
	Voxware, Inc.	Hamilton	Mercer
TOTAL	39	\$46,204,131.00	

2017 Project List



	Company	Angel Investment:	Total Investment Amount	Total Tax Credit Approved for Angel Investors
ANGEL INVESTOR TAX CREDIT PROGRAM 2017 INVESTMENT ACTIVITY	Acuitive Technologies, Inc.	10	\$2,045,000	\$204,500
	Admera Health LLC	2	\$5,000,000	\$500,000
	AeroFarms	1	\$1,000,000	\$100,000
	Astarte Medical Partners Inc	2	\$130,000	\$13,000
	Aucta Pharmaceuticals, LLC	2	\$4,000,000	\$400,000
	BackEndB.com LLC	9	\$470,000	\$47,000
	Bergen Medical	2	\$150,000	\$15,000
	BioAegis Therapeutics Inc.	11	\$625,002	\$62,500
	Chromis Fiberoptics, Inc.	1	\$100,000	\$10,000
	CircleBlack, Inc	4	\$402,000	\$40,200
	Coriell Life Sciences	13	\$825,000	\$82,500
	Crescenta Biosciences Inc.	1	\$749,960	\$74,996
	D3UC LLC	6	\$225,000	\$22,500
	Energy Technology Savings Inc.	27	\$2,892,840	\$289,284
	Eos Energy Storage LLC	17	\$21,455,336	\$2,145,534
	Etrainx LLC	3	\$125,000	\$12,500
	Futurestay, Inc	3	\$85,000	\$8,500
	Innovaci Inc	11	\$925,000	\$92,500
	Inpena Inc.	2	\$275,000	\$27,500
	Inspirit Group, LLC	15	\$2,284,292	\$228,429
	iQ4 Corporation	1	\$1,800,000	\$180,000
	Kiswe Mobile Inc.	2	\$3,400,011	\$340,001
	Kovid Inc	3	\$1,000,000	\$100,000
	LugTrack LLC	4	\$325,000	\$32,500
	Lumeta Corporation	37	\$5,815,429	\$581,543
	Matinas Biopharma Holdings Inc.	1	\$937,500	\$93,750
	Nevakar, LLC	15	\$16,253,500	\$1,625,350
	Novitium Pharma, LLC	8	\$13,067,599	\$1,306,760
	Oncogenics, LLC	1	\$5,000,000	\$500,000
	OpenDoor Securities LLC	1	\$250,000	\$25,000
	Princeton Infared Technologies	3	\$504,012	\$50,401
	Quixgen, Inc.	3	\$459,108	\$45,911
	Reflik	4	\$1,150,325	\$115,033
	Solaris Pharma Corporation	2	\$1,799,999	\$180,000
	Svelte Medical Systems, Inc.	1	\$100,000	\$10,000
	TAXIS Pharmaceuticals	8	\$1,578,469	\$157,847
	Tenna, LLC	1	\$2,221,836	\$222,184
	Turnpoint Medical Devices Inc.	9	\$1,247,500	\$124,750
	VClinBio	10	\$11,112,638	\$1,111,264
	39 companies	256 investments	\$111,787,356	\$11,178,736

2017 Project List



INVESTMENT INSIGHTS
NEW JERSEY
FOUNDERS & FUNDERS
 FOR NJ INNOVATORS

	Event Date	Investors	Companies	Meetings Organized
NEW JERSEY FOUNDERS & FUNDERS EVENT ACTIVITY	6/10/2014	21	32	190
	9/17/2014	19	30	220
	3/10/2015	21	30	300
	10/27/2015	20	29	193
	5/4/2016	23	31	222
	10/26/2016	18	26	194
	4/27/2017	18	27	204
	12/6/2017	18	20	140
TOTAL		158	225	1663

NJ Founders & Funders is organized by the NJEDA Technology & Life Sciences (TLS) team to facilitate warm introductions between emerging New Jersey TLS companies and sophisticated angel & institutional investors. Hosted twice per year, venture capital investors are invited to meet with a select group of companies for 10-minute, one-on-one sessions to discuss strategy, business models and funding opportunities.

For more information on NJ Founders & Funders, including how to register to attend, please visit <https://application.njeda.com/tls/>



Certifications Pursuant to E.O. 37

August 10, 2018

In accordance with Executive Order No. 37, the New Jersey Economic Development Authority's 2017 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 July 16, 2018, is attached and completes the EDA's requirements concerning the preparation of a comprehensive report required by Executive Order No. 37.

I, Tim Sullivan, certify that during 2017, 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.



Tim Sullivan
EDA CEO

I, Richard LoCascio, 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.



Richard LoCascio, CPA
Controller