STATE OF NEW JERSEY
NEW JERSEY COMMERCE & ECONOMIC
GROWTH & TOURISM COMMISSION

IN RE: NEW JERSEY URBAN
ENTERPRISE ZONE
AUTHORITY PUBLIC MEETING

Transcript of proceedings taken on May 9,
2007 at 10:00 a.m. at the Mary Roebling Building,
20 West State Street, 2nd Floor Conference Room #218,
Trenton, New Jersey 08625.
APPEARANCES:

Board Members:

James A. Carey, Governor's Authority Unit
Ambar Abelar, Public Member
Joann Hammill, Labor & Workforce Designee
Lisa Migliaccio, UEZ Staff
Kevin Drennan, Chairman Designee
Patricia Bruck, Deputy Attorney General
Donna Pearson, Public Member
Michelle Richardson, DCA Designee
Lopa Kolluri, Treasury Designee
PRESENTERS:  
Terrence Malloy (Bayonne's request or $255,778 for Enhanced Security Project-Phase IV)  60
Camden's request for $100,000 for Eyes in the Sky Project Consultant & Manager)  65
Mario Rodrigues (Elizabeth's three requests for: A. $4,419,657 for Elizabeth Ave Streetscape Phase IV. B. $748,182 for Commercial District Security Program - Year 12 C. $524,287 for Police Security - 7 Officers - Year 14)
Joseph D'Arco (Kearny's three Contract Amendment Extension requests: A. Request #8 for UEZA 99-74 For Marketing and Promotion Strategy. B. Request # 10 for UEZA 99-129 for Kearny Ave Streetscape Phase II. C. Request #5 for UEZA 01-52 for Business Development Revolving Loan Program II)
Long Branch's request for $220,000 for UEZ Marketing & Business Development Project Phase IX 71
Glen Carter & John Schlachter (Passaic's request For $1,463,300 for Market Street Reconstruction)  12
Jan Northrop (Paterson's request for $110,000 for Small Business Development Center - Year IX)  14
Robert McCoy (Perth Amboy's request for $297,300 For Business Recruitment Marketing Plan IV)  20
Roger Tees (Pleasantville's Contract Amendment Request for $18,782 (UEZA 06-27) for California Ave. Industrial Park - Phase I increasing the project from $66,210 to $84,992(Extension & Increase of 28%)
Todd Hunter (Vineland's request for $332,575 for DID/Main St. Vineland - CY 2007 Operating Expenses Yr. 16)  30
Frank DiGiorgio (Vineland's three Second Generation Fund requests for: A. $292,500 for Economic Development Loan to Genovese Realty, LLC, B. $135,000 for Economic Development Loan to C.M. Litchko, Inc., C. $100,000 for Economic  


Development Loan to Summit Investment Properties, LLC.

Consent Agenda - Items 15 & 16

Old Business
MR. DRENNAN: Okay we're ready, please be quiet, we're going to open the public meeting act. At least forty-eight hours notice of this meeting was sent by way of Secretary of State to the following newspapers, the Star Ledger, the Trenton Times, the Trentonian, the Courier Post, the Atlantic City Press, the Asbury Park Press and Bergen Record. Now, roll call. Ambar Abelar?
  MR. ABELAR: Here.
  MR. DRENNAN: Joanne Hammill?
  MS. HAMMILL: Here.
  MR. DRENNAN: Lopa Kolluri?
  MS. KOLLURI: Here.
  MR. DRENNAN: Michelle Richardson?
  MS. RICHARDSON: Here.
  MR. DRENNAN: Donna Pearson and Lewis Hurd, not here.
  MR. DRENNAN: Kevin Drennan, I am here. We have a quorum. We are going to move to the approval, the minutes from April 11th.
  MR. ABELAR: So moved.
  MR. DRENNAN: Move to consider the
Any discussion on the minutes? Hearing none, all in favor?

(All in favor)

The first request. Moving on to new business. First is Bayonne here?

A SPEAKER: No, they're running late.

Is Camden here?

MS. BRUCK: We will put it for later. Let's move on to Elizabeth.

MR. DRENNAN: Moving on to Elizabeth, is Elizabeth here?

MR. RODRIGUES: Yes.

MR. DRENNAN: Orlando Mercado?

MR. RODRIGUES: Mario Rodrigues.

MR. DRENNAN: I am sorry Mario Rodrigues.

MR. RODRIGUEZ: I have with me officer--

MR. DRENNAN: We will take the
1 Streetscape Project first.
2       MR. RODRIGUES: If I can please
3 request that the Streetscape Project be
4 reverted, we want to do the Commercial
5 District Security Program first, because
6 the presenter is not here.
7       MR. DRENNAN: Take the Commercial
8 District Security Program first, year
9 twelve.
10       MR. RODRIGUES: I have with me also
11 here Captain John Chisholm of the Elizabeth
12 Police Department, this is our twelfth year
13 of the Commercial District Security
14 Program, these officers patrol and walk our
15 commercial districts. They create a sense
16 of security for both the merchants and the
17 shoppers. This is like I said our twelfth
18 year. Overall crime in these areas is down
19 9.8 percent and the police department
20 attributes this to the extra duty policing
21 of walking patrols, so its been effective
22 all of these twelve years and for that I
23 ask for your approval.
24       MR. DRENNAN: Motion to consider.
25       MR. ABELAR: So moved.
MS. RICHARDSON: Second.

MR. DRENNAN: First by Mr. Abelar, second by Michelle. Any discussion or questions on the security program? Hearing none, all in favor?

(All in favor)

MR. DRENNAN: Opposed? None. Ayes have it, motion carried.

MR. DRENNAN: Second project, moving onto the Police Security.

MR. RODRIGUES: Yes, this is for five hundred twenty-four thousand two eighty-seven and this is to fund seven officers that patrol in their vehicles throughout the UEZ district. This is a greater sense of security also, they provide a larger security area throughout the UEZ. Our UEZ is pretty large, so the difference between this one and the Commercial District Security is that the Commercial District officers actually walk the commercial districts and these officers drive in their vehicles, a larger area of our UEZ, and for that we ask your approval.

MR. DRENNAN: Motion to consider the
$524,287.00 for Police Security, seven officers, year fourteen?

MS. RICHARDSON: First.

MR. DRENNAN: First, Michelle.

Second?

MR. ABELAR: Second.

MR. DRENNAN: Second Mr. Abelar.

Discussion?

MS. HAMMILL: I just want to know, is the position always filled throughout the year?

MR. RODRIGUES: Yes.

MR. DRENNAN: Any questions? Hearing none, all in favor?

(All in favor)

MR. DRENNAN: Opposed? None. Motion carries. Moving onto--

MR. RODRIGUES: Well, if I can hold off for the Streetscapes until my presenter arrives, I can pull it back later.

MS. BRUCK: That's fine.

MR. DRENNAN: Is Mr. D'Arco here from the pines?

MR. DRENNAN: Good morning. Take first the request number eight for UEZA,
99-74 for Marketing and Promotion Strategy,

MR. D'ARCO: Joseph D'Arco, D apostrophe A-R-C-O, acting UEZ coordinator.

MS. BRUCK: And you have with you?

MR. BOULDIN: Hi, Matt Bouldin, B-O-U-L-D-I-N.

MR. BRUCK: And you are again?

MR. BOULDIN: Finance manager for the Kearny UEZ.

MS. BRUCK: Thank you.

MR. D'ARCO: The marketing extension project request is primarily due to the need to process all of these final payments that are in the system here that haven't been processed out. As soon as they're processed out, this project would be closed but we have to present an extension in an effort to clear up the project.

MR. DRENNAN: Okay, I will take a motion to consider request from Marketing and Promotion Strategy, UEZ number eight for UEZA 99-74.

MS. RICHARDSON: First.

MR. DRENNAN: Michelle, first. Do I
have a second?

MS. KOLLURI: Second.

MR. DRENNAN: Discussion? Hearing none, all in favor?

(All in favor)

MR. DRENNAN: Opposed? There is none. Motion carries.

We will move on to the request number ten for the UEZA number 99-129 for Kearny Avenue Streetscape Phase II.

MR. D'ARCO: Basically the same justification, we're clearing out purchase orders that were sitting in the system now here at the State to be paid out and hence the request for the extension. The original--originally we were down here with our current UEZA project which is under construction Streetscape and I was asked a question about this 1999 project. At the time there were matters on hold with the contractor, and the disputes have finally been concluded, the project is resolved and we do still have outstanding payments to get reimbursed for and that's why the project, the extension is here.
MR. DRENNAN: Thank you. Motion to consider the request number 10 for UEZA number 99-129 for Kearny Avenue Streetscape Phase II.

MS. RICHARDSON: First.

MR. DRENNAN: Michelle first.

MS. HAMMILL: Second.

MR. DRENNAN: Second, Joanne Hammill.

MR. DRENNAN: Discussion? Hearing none, all in favor?

(All in favor)

MR. DRENNAN: Ayes have it. Motion carries.

Next the request number five for UEZA 01-52 for Business Development Revolving Loan Program II.

MR. D'ARCO: Again an extension to clear out the current loan projects that we have pending that are out there and get reimbursed for.

MR. DRENNAN: Motion to consider request number five for UEZA 01-52 for Business Development Revolving Loan Program II.

MS. RICHARDSON: First.
MR. DRENNAN: Michelle, first.

MR. ABELAR: Second.

MR. DRENNAN: Discussion? Hearing none, all in favor.

(All in favor)

MR. DRENNAN: Motion carried.

Thank you very much.

Is Jacob Jones here from Long Branch?

No.

Glen Carter from Passaic. State your names for the records, please.

MR. CARTER: Glen Carter, like Jimmy.

John Schlachter, city engineer for Passaic.

MR. DRENNAN: This is request for $1,463,300, for Market Street Reconstruction.

MR. CARTER: It's a big number, that's why it's so hard to say. It's a fairly simple project, we're taking a street and we're reconstructing it, curbs, sidewalks, sanitary sewer, all our utilities in the street, it's the entire length of Market Street in the City of Passaic, it's one of our main commercial corridors.
MR. DRENNAN: Motion to consider Passaic's request for one million four hundred sixty-three thousand, three hundred dollars for Market Street Reconstruction.

MS. HAMMILL: First.

MS. KOLLURI: Second.

MR. DRENNAN: Second Lopa Kolluri. Any discussion?

MR. ABELAR: No.

MR. DRENNAN: No discussion? Hearing none, all in favor? (All in favor)


MR. DRENNAN: Is Jan Northrop here from Patterson?

MS. NORTHROP: Before I begin this presentation, I was asked last time when I was here to discuss the business improvement grant for Patterson, if I would bring some pictures. I think the people that asked for them aren't here today but if you would like to see them, I am just going to pass them around, okay? There is several here, also attachments to them,
okay?

MR. DRENNAN: This is Paterson's request for $110,000 for Small Business Development Center, year IV.

MS. NORTHROP: Patterson is here today to ask for one hundred and ten thousand dollars of zone assistant funds to help subsidies the Small Business Development Center. We work very closely to Patterson Urban Enterprise Zone with the Small Business Development Center. They also provide a very much needed service that would otherwise not be there for Patterson residences, if we could not subsidies them. They offer--I will try to give you some stats here.

They counsel seven hundred and fifty-six new clients last year. They held sixty-three training sessions and they had one thousand one hundred and thirty-eight people attend. Primarily these people are from Patterson, they're most familiar with the Small Business Development Center and they provide a service that I say would otherwise not be there for them. They
helped secure the SBA loans, I think to the
tune of almost two million dollars, again
for Patterson residences. I cannot divulge
the names as we no in the past for
confidentiality reasons, but we do know
that they work in Patterson and that's my
request.

MR. DRENNAN: Okay. Thank you. The
motion to consider Paterson's request for
$110,000 for Small Business Development
Center, year IV. Motion?

MR. ABELAR: So move.

MR. DRENNAN: Mr. Abelar. Second?

MS. KOLLURI: Second.

MR. DRENNAN: Miss Kolluri.

Discussion?

MR. ABELAR: No.

MR. DRENNAN: I have a few questions.

We got plenty of material here that was
helpful but the New Jersey Small Business
Development Centers are responsible for,
according to the website, manning
operations, managing growth and launching
new ventures. Is there any information
from the Small Business Center in Patterson
as to their effectiveness of, you know, any
of these expanding operations, any of the
businesses there or managing growth or
launching new ventures of the Patterson
businesses?

MS. NORTHROP: I am not familiar with
all of the things they are involved in
launching new businesses, I do know that
the training sessions are given to
entrepreneur's primarily for the Patterson
area and they try to see them through from
step one through the end and hope that they
open the business, that is their primary
goal, is to open a business in Patterson to
help grow the economy there. I believe
they have been successful. Do I have
specifics on that? I don't. I know that
several meetings that I have had with Kate
Muldune who is the director of the center,
that they have secured that. I know she
was very well respected by William
Patterson University. If she wasn't
performing her duties, I am assuming that
she wouldn't be in that position. I am
assuming she does do what they say they do
on the website.

MR. DRENNAN: I don't know if this has been provided to us or to you, as part of the application is SBD's is also providing quarterly and annual reports which measures the impact of their services.

MS. NORTHROP: On a quarterly basis I do provide that on my quarterly reporting to New Jersey Commerce.

MR. DRENNAN: Thank you. Okay, any additional discussion?

MS. HAMMILL: I want to know how are you related to what goes on in Commerce with the Entrepreneurial Training Institute, do you have any relationship in referring clients back and forth?

MS. NORTHROP: Oh, referring clients, absolutely, when people come into our office and they need some training and additional help, that's the kind of services that the Small Business Development Center does, absolutely, we do refer them to the Small Business Development Center. Because they help
write business plans and other things that
we do not provide and so we absolutely
refer people to them. They in turn have
our material when new entrepreneurs or even
some existing businesses go in for help,
they'll then refer them to us.

    MS. HAMMILL: The Department of
Labor, the Department of Commerce and the
Small Business Development Centers all
offer different types of seminars and
programs for people starting businesses, I
wanted to know how they are coordinated so
there isn't duplication but leveraging each
others resources?

    MS. NORTHROP: I think it's done
correctly by the Small Business Development
Center, they work very closely with the
S.B.A. and all the other institutions that
you mentioned, however, their goal for
Patterson is to help these entrepreneurs
provide business plans so they can secure
loans. Also William Patterson University
has offered their facility, their
technology facility to all Paterson's
residents.
MS. HAMMILL: One thing I suggest is next year again when it comes to proposal, that they say how exactly how everything is coordinated, because when you go to the ETI, they say the same thing about developing business plans, you go to the assistance program, they help do business plans, so there is different levels of servicing provided by each. How are they being coordinated? I know some actually help provide the loans like ETI, so I think it would be useful an issue.

MS. NORTHROP: I certainly will do that.

MR. ABELAR: I do practicing in the Patterson area for awhile and the Small Business Development Center has a good reputation for entrepreneurs, especially immigrants that are opening business for the first time and don't know how to ask for a loan, so this is a very good service.

MS. NORTHROP: They offer a lot of their training in bilingual classes.

MR. DRENNAN: Any additional discussions? Hearing none, all in favor?
(All in favor)

MR. DRENNAN: Abstentions? One.


MS. BRUCK: For the record, Miss Pearson has joined us.

MR. DRENNAN: Mr. Robert McCoy here from Perth Amboy?

MR. McCOY: Yes. Good morning.

MR. DRENNAN: Perth Amboy's request for $297,300 for Business Recruitment Marketing Plan IV.

MR. McCoy: Good morning. This is our business recruitment and marketing plan four. This next phase of our marketing program, we propose to promote individual successful UEZ projects. Our primary objective is targeted to raise the level of awareness of Perth Amboy's attributes among consumers statewide and to promote individual UEZ projects outside of the city of Perth Amboy. It is our intention to demonstrate to potential investors that Perth Amboy will back projects with its own promotional campaigns and to sell those
advantages to commercial real estate agents and opinion leaders throughout the multi state regions and also to heighten awareness of Perth Amboy UEZ among potential applicants and consumers.

Now, we intend to utilize a new media outlet that will allow us to communicate with each target audience within a sustainable budget. This new media outlet is called broadcast e-mail.

The key components of the broadcast e-mail as a marketing initiative allows the UEZ to continue to attract retail and commercial businesses to the opportunities that are the direct result of all of the successful economic development that is taking place in Perth Amboy as a result of our UEZ efforts. The broadcast e-mail campaign allows our UEZ marketing to write its own headline when we want it, choose our own delivery date and deliver it when we want it and guarantee an article and guarantee it repeatedly.

The broadcast e-mail campaign will also allow us to promote the individual
successful UEZ projects and help us to
achieve our primary objective.

Now, the broadcast e-mail
provides, this is the way it works, the
broadcast e-mail provides potential
consumers who open their e-mail program, to
see a list of e-mails that has been sent to
them. We have all had those experiences.
The name of the sender is listed, the
subject line is listed and the subject line
is visible whether the e-mail is opened or
not. If the person has an e-mail notifier,
the message will actually pop up in the
corner of the screen even before they
access their e-mail account and virtually
every recipient, in this case three point
one million people, will see it.
Some will read the entire story, some
will click through to the designated
website. If the recipient just reads the
subject line, the Perth Amboy UEZ Marketing
has delivered its message. If the
recipient reads the story line, then Perth
Amboy UEZ Marketing is a double winner. If
the recipient clicks through to the
appropriate website, then Perth Amboy UEZ Marketing is a triple winner. This project is designed for implementation of a twelve month period from June of this year through May of next year. And just by way of analysis, an analysis of statewide circulation reported by the audit bureau of circulations indicates that our Perth Amboy UEZ broadcast e-mail campaign would have the highest reported circulation compared to the Star Ledger, the Record, the Atlantic City Press, the Trenton Times and the Home News Tribune with e-mail campaigns reaching the circulation of three point one million people. And I request your consideration of our request for funding.

MR. DRENNAN: Thank you. A motion to consider Perth Amboy's request for $297,300.00 for Business Recruitment Marketing Plan IV.

MS. KOLLURI: So moved.

MR. DRENNAN: Ms. Kolluri, second.

MR. ABELAR: Second.

MR. DRENNAN: Second, Mr. Abelar.
Questions? Discussions?

MS. HAMMILL: The $297,300.00, the entire amount is for the e-mail campaign?

MR. McCOY: Yes, it is.

MS. HAMMILL: And when they did the marketing effort, did they estimate how many of the three million will actually be able to open?

MR. McCOY: Every one of them.

MS. HAMMILL: Every one? Because a lot of people block their e-mail.

MR. McCOY: You will see it, you don't have to open it but you will see it. If you read it, you're going to read about Perth Amboy.

MS. HAMMILL: You won't get to spend it?

MR. McCOY: You are still going to read it.

MR. DRENNAN: Any questions?

MR. ABELAR: The mechanism to assist the effectiveness of this, right?

MR. McCOY: Yes.

MR. ABELAR: How it's going to be--

MR. McCOY: Yes there is. Well, we
have the opportunity to find out how many
hits we have, where it's coming from, which
enables us to even target that audience
even more directly with our marketing
initiatives.

MR. ABELAR: Is this a one time
expenditure? Are you going to combine--

MR. McCoy: Well, this is a
continuing effort of our UEZ marketing
campaign, as most of you know, this is our
fourth project that has been submitted, we
have been extremely successful in the city
of Perth Amboy with our UEZ in attracting
now more then two point five billion
dollars of private investment in Perth
Amboy. There is literally development
going on in every quadrant of the city.
With market rate housing, affordable
housing, we will have now over three
thousand new retail units coming up in our
development that's taking place in Perth
Amboy and we have been successful in
attracting over four thousand jobs thus far
and with the initiatives that are going
forward as we speak today, we're promising
another thousand jobs as a result of the
development and redevelopment that's taking
place in Perth Amboy.

In addition to reclaiming under
utilized Brownfields which have now been
converted and turned into new business
opportunities and development for Perth
Amboy, in our UEZ, all of this is within
the boundaries of our UEZ.

MR. ABELAR: I see this is going to
be bid out, right?

MR. McCOY: Yes, sir, we have to do
that.

MR. ABELAR: This public affairs
media, who are they, what is their role?

MR. McCOY: These are the folks who
are actually here today, Barry Brendle is
here, these are folks that provided us with
this innovative concept which we are all
familiar with but hasn't been incorporated,
at least we haven't initiated this type of
program yet as a marketing tool.

MR. ABELAR: This two hundred and
ninety-seven, they go to the e-mails.

MR. McCOY: This pays for all of
those e-mail addresses and for servicing
and there is a breakdown which I am
confident that you have of where the
funding is used. There is a set up cost,
an e-mail service cost, the art work and
photography, all of this goes into the
development of the e-mail campaign and I am
sure all of us are also familiar with, we
also will have the capacity to have
streaming video which is incorporated into
this e-mail campaign as well, so you can
click on and engage a streaming video of
some of the activities and programs and
initiatives that we have in Perth Amboy,
the Red Grant regatta, which is a sailing
campaign which we administer those type of
programs to the UEZ. Promoting the
businesses in our essential business
district. We have art exhibitions in the
central business district and those type of
events will be able to view them by way of
streaming video.

    MR. ABELAR: Who would be the payee,
who would be the payee?

    MR. McCOY: That goes to the firm
that is going to be approved, if it is approved by way of bid, to administer this.

MR. ABELAR: On the Public Affairs Media is just doing the consulting of this project.

MR. McCOY: They set it up, they presented it and they will be one of the entities that will have to bid on these services.

MR. ABELAR: Alright, thank you.

MR. DRENNAN: Anymore questions?

Hearing none, all in favor?

(All in favor)

MR. DRENNAN: Opposed? Abstentions?

None. Motion carries. Thank you.

MR. DRENNAN: Is Mr. Tees here from Pleasantville?

MR. TEES: Yes, sir.

MR. DRENNAN: Pleasantville's Contract Amendment request for $18,782.00 for California Avenue Industrial Park, Phase one, increasing the project from $66,210.00 to $84,992.00 and state your name for the record.

MR. TEES: Roger Tees, T-E-E-S, Urban
Enterprise Zone Coordinator for the City of Pleasantville. The California Avenue Industrial Park is a twenty acre parcel city owned, last large track that the city has control of in the northwest corner of our city. We have been packaging this property up for it's development as a light industrial site, because of some discovered fresh water wetlands and a unique boundary issue with neighboring Egg Harbor Township, which in your attachment there was a map showing a dual boundary line for the municipalities which had to be resolved in some way, a unique situation in my experience, this has cost us some additional time for the city engineer planner services and so the amendment to this would be to provide those funds necessary to complete the survey, the fresh water wetlands letter of interpretation action with NJDEP and then to be able to move this project into the redevelopment stage so we can sell it and get it built.

MR. DRENNAN: Thank you, I will take a motion to consider Pleasantville's
Contract Amendment request for $18,782 for California Avenue Industrial Park, Phase One, increasing the project from $66,210.00 to $84,992.

MS. RICHARDSON: First.

MR. DRENNAN: Michelle, first. I need a second.

MR. ABELAR: Second.

MR. DRENNAN: Mr. Abelar, second.

Discussion or questions? Hearing none, all in favor?

(All in favor)

MR. DRENNAN: Opposed? Abstentions?

Motion carries. Thank you.

MR. DRENNAN: Vineland’s request for $332,575 for DID/Main Street Vineland account year 2007 operating expenses year sixteen.

MR. DiGIORGIO: I am Frank DiGiorgio with the city of Vineland, I'll be after Todd.

MR. HUNTER: I'm Todd the executive director for VDID. As you see in the package before you, we have a request for partial funding of an eight month
operational budget. I want to explain it is only eight months because the long time executive director prior to me coming on three months ago, upon her departure, there was some discussion internally as to whether the VDID was going to be organized under the city auspices or whether they were going to remain somewhat independent. Because of that internal discussion, I guess time lines and dates got sort of off kilter there so we have a four month budget in the beginning of this year which we are currently working under and what you have there is the proposal for the remainder of the year which will go from ideally today until the end of the year.

MR. DRENNAN: Okay, thank you. I will take a motion to consider Vineland's request for $332,575.00 so the DID Main Street Vineland account year 2007 operating expenses in the year sixteen.

MS. RICHARDSON: First.

MS. KOLLURI: Second.

MR. DRENNAN: Any discussions or questions? Hearing none, all in favor?
(All in favor)

MR. DRENNAN: Opposed? Extensions?

Motion carried.

MR. HUNTER: Thank you very much.

MR. DRENNAN: Next is the Vineland Street Second Generation Fund Request. We will take them separately, the first is $292,500 for economic development loans for Genovese Realty, LLC.

MR. DiGIORGIO: Good morning, my name is Frank DiGiorgio, I am with is the City of Vineland Economic Development Office, continuing with Vineland's tradition of providing economic assistance to businesses, we have three second generation loan on request, the first being the Genovese Realty, LLC. A group of individuals from Northern, New Jersey are requesting funding for the acquisition of a two third commercial facility in Vineland in our downtown. They'll purchase this facility and operate the wholesale retail bakery operation in our Main Street area. The acquisition of this facility, $585,000.00, we're providing assistance in
the form of a UEZ loan in the amounts of $292,500.00. As we stated these folks are desirous of commencing operations in Vineland, New Jersey, they currently have an operation in North Jersey, they're moving their entire operation to Vineland and will provide wholesale banking operations and a retail store front as part of this downtown facade program. And with this project, we anticipate some job creation obviously, we have a new business that will relocate to Vineland, actually will relocate to Atlantis Avenue, our downtown Main Street area. The enhancements they'll make to the property will provide additional rateable creation and this can be a catalyst of downtown commercial properties for other properties.

MR. DRENNAN: Thank you, a motion?
MR. ABELAR: First.
MR. DRENNAN: Second?
MS. KOLLURI: Second.
MR. DRENNAN: Miss Kolluri second.
MR. DRENNAN: Any questions?
MR. ABELAR: What are the terms of
the loan?
MR. DIGIORGIO: The acquisition loan is a five percent loan for twenty year term, a fixed interest rate for 20 years. It is secured with a first mortgage lien on the building.
MR. ABELAR: And you have personal guarantees as well?
MR. ABELAR: You have personal guarantees?
MR. DIGIORGIO: Absolutely, there is five individuals, personal guarantees of these five individuals as well as the corporate guarantee of the operating entity which is a different entity than the LLC holding company.
MS. PEARSON: The question was how is it structured? Are you talking about all of the loans or just one?
MR. ABELAR: Well, that would be a question, we don’t know. The two ninety-two is one of the loans.
MR. DIGIORGIO: There are three components of this project but the other two fall under a previous presented
project, I believe it was the Facade Program, in Vineland, it was to be approved previously. The two hundred thousand dollar Facade is a different loan structure which is a forgivable loan product and the secondary loan for one hundred thousand is for the improvements--permanent loan for the improvements once the--sorry, once the loan improvements are completed.

MS. PEARSON: I guess it gets confusing because of its--

MR. D'GIORGIO: We're only presenting the two ninety-two five hundred today, right, I think?

MR. ABELAR: No, I think it's more. As to the two ninety-two it's--

MR. D'GIORGIO: For Genovese Realty there is three components but we are only presenting the two ninety-two five hundred. The other two loans are separate and they are two totally other entities.

MR. DRENNAN: Just looking at the Vineland's UEZ loan committee proposal, Genovese is request number one and request
number two and request number two is to borrowing contributing $50,000.00 for a UEZ funding for a second mortgage loan in the amount of $100,000.00. Is that previously approved?

MR. DIgIgIORgIO: It is my understanding that it is under a Facade Program that was previously approved. I will request a full funds of about two million dollars, previously that was approved and those loans will be disbursed out of that pool.

MS. PEARSON: So that's just down for information purposes?

MR. DIgIgIORgIO: I imagine, yeah, I don't now how they submitted it. That comes from a different area.

MS. PEARSON: On page three, can you explain to me the borrowing certificate basis, how does that work?

MR. DIgIgIORgIO: On page three? The borrow base certificate is--

MS. PEARSON: Explain how the borrowing base works.

MR. DIgIgIORgIO: We have entered into
an agreement with a financial institution in our town to provide us with access to a line of credit. And on a quarterly basis, that financial institution, who is technically our lender when we access a line of credit funds, or access line of credit of funding, they require us to report to them on a quarterly basis what are outstanding loans in the form of principles is, what our existing borrowings are, what our delinquency is and they calculate what would be available to us if we needed to access funds. We pledge our loans to collateral for an initial line of credit.

MS. PEARSON: So even receipts are collateral for the line of credit?

MR. DiGIORGIO: All of our loans and potentially received, we use the receipts monthly to fund other projects. We do pay interest on our line as well, so depending on what is outstanding on it. At any given time there could be zero balance outstanding, there could be five or ten million dollars outstanding, which we will
repay at a future point in time. Similar to a business line of credit, if you need to access funds, if you go to that line to access funds for your daily or operational needs. Pending loans may be an operational need and we access that line at that time.

MS. KOLLURI: So the five percent, is that based on cost of funding?

MR. DiGIORGIO: It's not, actually we have been funding loans at five percent even though our line may be in excess of five percent. We're only able to access fifty percent of our line at the most. We have a fifty three million dollar loan portfolio, only twenty-five million would be available to us at any given time, so technically under the negative spread or arbitrage, if you thought of each project. But we're able to make that up right now and hopefully we don't go over that expense or at that point in time, we will never exceed the capability of accessing more than twenty-five million, even though we have a fifty-three million dollar portfolio. The income earned from that
portfolio is more than enough to offset our interest expense in the borrowing currently, so we don't anticipate getting to the point where it's going to be a problem to pay our expenses on our line.  

MR. ABELAR: What is the story with that building particularly?  

MR. DiGIORGIO: That's a vacant building, this is a house, a social services office for the Cumberland County. They have moved so it's a twenty-five thousand square feet vacant facility, so it will now be improved with an operation that will probably have about fifteen employees at its peak and also have a retail store front which basis our downtown Main Street Landis Avenue, so we will have technically two operations in a vacant facility right now. It was unoccupied I think for almost two years.  

MR. ABELAR: Has there been any interest from the private sector, that building?  

MR. DiGIORGIO: Well, this is a private sector itself.
MR. ABELAR: In addition to this applicant?

MR. DiGIORGIO: No, in addition to this applicant we have not had any additional interest.

MR. ABELAR: And the operations of this applicant up north, are ongoing?

MR. DiGIORGIO: They're operating in a facility that's too small for them and they're in a town called South Bound Brook, New Jersey and they're going to relocate into a facility that they're going to own, to purchase the facility where they're at would not be cost effective. They are able to purchase this facility, you know, twenty-five thousand square foot facility, which is in very good shape, for $585,000.00. I am not sure you are going to duplicate that anywhere in New Jersey.

MR. ABELAR: And this operation in South Bound Brook has been going on for awhile?

MR. DiGIORGIO: Yeah, the Scala family, they have been operating as it says in the proposal, he has actually been in
the business of baking since he was
seventeen years old and he has been in this
country for several years and he has
operated this bakery up north for several
years as well.

MR. ABELAR: And this is the first
private interest that comes to you,
correct?

MR. DiGIORGIO: As far as I know,
into that building, correct.

MR. ABELAR: Thank you.

MR. DRENNAN: Any additional
questions? Discussions? Hearing none, all
in favor?

(All in favor)

MR. DRENNAN: Opposed? Abstention?

Motion carried.

Second project is one $135,000.00 for
Economic Development Loan to C.M. Litchko,
Incorporated.

MR. DiGIORGIO: Mrs. Steenman who is
a registered nurse, approached us a few
months back and she said she's going to be
starting here own business. Actually she
wants to purchase an existing business that
is closed down in Vineland, it's an Ocean
Fresh. Ocean Fresh was a business that
provided seafood and those type of products
that like to go purchase seafood or
actually go and get their own seafood, so
she has a family member who is a commercial
fisherman and thought this would be a good
time for her to put her entrepreneurial
skills to work. And she has entered an
agreement to purchase another facility on
South Delsey Drive which has been closed
and non-operational for sometime now and
she is going to open up her business with
the assistance of a $135,000.00 commercial
term loan. And as I said she is
entrepreneurial and she is interested in
opening a business and we're going to help
her.

This is a new business to our
area, UEZ territory, she is going to
enhance and improve the real estate and
create only two jobs but they are two jobs
that didn't exist before. This is
assisting a woman with owning a business
which is one of ours, also one of our
things that we like to do in Vineland.

MR. DRENNAN: I will take a motion.

MS. KOLLURI: Motion.

MR. DRENNAN: Second?

MS. RICHARDSON: Second.

MR. DRENNAN: Michelle second.

Discussion?

MR. DRENNAN: Questions?

MR. ABELAR: The same question, what are the guarantees here for collateral? Is your agency having the first lien on this?

MR. DiGIORGIO: Actually on this specific project we're going to be in second on the primary project property but we're taking additional collateral in the form of first mortgage in the property that Mrs. Steenman owns outside of Vineland and also placing a mortgage on her personal residence as well. We will also lien for business assets, equipment, whether we're also requesting a life insurance assignment in the amount of our loan in the event of a unspeakable tragedy.

MR. ABELAR: Is this also five percent?
MR. DiGIORGIO: Yes, this is also five percent and it's a twenty year term acquisition, real estate holding.

MR. ABELAR: Again, that property, has there been any other interest prior to this, for your agency?

MR. DiGIORGIO: As far as I know I haven't seen other interest in it but there may be because it's listed with realtors and some of the people that approach realtors don't actually come to UEZ for assistance. This person was able to find out about our program and approached us for funding.

MS. RICHARDSON: You mentioned that life insurance is assigned as an additional collateral, to support this loan?

MR. DiGIORGIO: Yes, because it's a start-up business.

MS. RICHARDSON: How much is the life insurance?

MR. DiGIORGIO: A term policy that would name us as a beneficiary in the amount of $135,000.00, the amount of the loan. It would decline as the loan gets
paid down, declining term.

MS. RICHARDSON: I am looking on page three where you very nicely laid out the risks putting the insurance here as a litigant. The bank has called that back. Is there a bank in this?

MR. DiGIORGIO: There is, but they have a primary lien and the property.

MS. RICHARDSON: So UEZ has access to the insurance, no one else standing in the way?

MR. DiGIORGIO: Correct.

MS. RICHARDSON: That should be the litigant. That's a good litigant. One of the things you point out is that not only is she a start up owner but she is leveraged, so her personal guarantee is listed, I think that's what you just said.

MR. DiGIORGIO: It could be.

MS. RICHARDSON: You said she offered it but you also note that she is leveraged so the insurance is really, in a worse case scenario, is your out?

MR. DiGIORGIO: She is leveraged however we also have a first lien on an
investment property that she owns as well, in Cape May County.

MS. RICHARDSON: As to the insurance, you said the bank is next first on the other property?

MR. DiGIORGIO: On the investment property. The bank has the first on the subject property, we will have a first on the investment property but we'll also take a lien on another property that she owns.

MS. RICHARDSON: Okay, I would add the insurance, that is huge.

MS. PEARSON: I just have a question about, this sounds a little convoluted. Has she ever owned a business before?

MR. DiGIORGIO: No.

MS. PEARSON: And this person who is the experienced person, are they married, is this a single commitment? I am just concerned about the sustainability of this whole process. That's a very viable spot for business and it may take quite a bit of work to get it going with all the other entities around it.

What kind of support of the
guarantees, other than all of this, do you have to insure that this is going to be a viable loan?

MR. Digiorgio: We reviewed her business plan and in addition she is purchasing a brand, I guess Ocean Fresh has been in business in Vineland for over twenty years or longer, and she is buying that business, even though she has no operational experience, technically her significant other, even though they're not committed in the legal, has been in the commercial fishery business for many years and although they're not married, they have been together for many years as well.

Ms. Pearson: Has he co-signed on this is my question?

MR. Digiorgio: He is not a cosigner. He does not have the assets.

Ms. Pearson: Or anything at all to bring to the table?

MR. Digiorgio: Outside of the ability to provide product, too. He is not the only one to provide product to the operation, she has to go outside of the
operation, his capabilities to purchase other seafood products that she is not going to be able to obviously obtain through his--they can purchase all different types of seafood from all different types of providers, in addition to him, to sell. And we looked at their business plan and we also compared it, we have access to two years of financial statements from the previous owner, he was able to share that with us and if she is able to maintain a portion of that business, then she should be successful.

MS. PEARSON: That has been closed for a couple of years, hasn't it?

MR. DiGIORGIO: No. Yes, 2006, yeah, because Al is the guy who had run the place and he is getting up in age I guess. But from a marketing standpoint, Vineland really doesn't have a lot of outlets outside of you're traditional grocery stores, and I think there is a market for her business to succeed.

MS. PEARSON: Will she be able to get his clients to come back?
MR. DiGIORGIO: She may be. As I said it's been a year or so that they closed. She will have to work hard to get those customers back. But we're trying to limit our risk with all the other collateral.

MS. PEARSON: The question that was asked earlier, for someone like this, what kind of technical support is there for a brand new business owner in a location that has been abandoned? Is she tied into any technical assistance so that she could be successful?

MR. DiGIORGIO: In preparing her business plan, we have several services in the area that she could utilize, the planning zone has a different plan, the separation service, the Cumberland County College also works with entrepreneurs and people who want to start a business, so she has utilized those services to help her understand what she is going through. She prepared a business plan on her own, she is not in the business but she has acquired assets on her own. She seems like a pretty
savvy businessperson at this point in her career. She has some experience, of actually applying to banks so she is doing for her own. But I think she has the entrepreneurial go to make this go.

MR. ABELAR: So the value of the first lien she has in her commercial property and her personal real estate I guess, right?

MR. DiGIORIO: Yes.

MR. ABELAR: Residence, she is giving a first mortgage? $135,000.00 is covered?

MR. DiGIORIO: In this case we do a loan to value analysis on the collateral and we place everything in a pot, to see what it looks like even after the primary lien is satisfied. In this case we're covered with her primary lien on her investment property, we have about an eighty-two percent loan to value in that property to us, in a worse case foreclosure, we could come out clean in this loan.

MR. ABELAR: And this is putting a mortgage on her residence then?
MR. DI GIORGIO: She needs to really work hard to make this succeed or her world will fall apart, in a worse case scenario.

MR. ABELAR: But you do have a mortgage on her residence?

MR. DI GIORGIO: Yes.

MS. BRUCK: But not a first mortgage?

MR. DI GIORGIO: We have a first mortgage on the investment property and a second--in a worse case scenario obviously there are other lenders in front of us, they'll have to execute or get a judgment and go through the foreclosure process, we would have to at that point decide if we want to go to sheriff's sale or something with her house or not to clear up the loan.

MR. ABELAR: That is meaningful, a mortgage on your residence is meaningful.

MS. PEARSON: If she closes in a year, that would be--

MR. DI GIORGIO: But we can move before everybody else does. Even though we will be named in the complaint for foreclosure, ultimately our responsibility will have to come out to a point where a
sale takes place and we don't have to participate in that sale if we don't want to.

MR. ABELAR: Thank you.

MR. DRENNAN: Anymore questions?

Discussion?

MR. ABELAR: On the light side, but we need nurses, too.

MR. DiGIORGIO: And that's the other thing, we have her income as a nurse is still there, to help with the expenses, monthly expenses, so she is not completely leaving the nursing field, I don't think she would want to do that, especially the start-up nature of her business.

MR. DRENNAN: Hearing no additional questions, all in favor?

(All in favor)

MR. DRENNAN: Opposed? Abstentions?

MS. HAMMILL: I am going to abstain.

MS. PEARSON: I am going to abstain.

MR. DRENNAN: Miss Pearson and Miss Hammill abstains.

MS. BRUCK: Why are you abstaining?

MS. HAMMILL: Because I have concerns
about the business.

MS. PEARSON: I am familiar with the process so maybe I should excuse myself.

MR. DRENNAN: For the record then, the motion is four in favor, one opposed and one abstention?

MS. PEARSON: Yes.

MR. DRENNAN: Then the motion is carried, right? Yes, the motion carried.
Thank you.

MR. DRENNAN: Next is the $100,000.00 Economic Development Loan to Summit Investment Properties, LLC.
 We will go back to clear the record, we will move and clear the record by the end of the meeting.
 Can we move on?

MS. BRUCK: Yes.

MR. DRENNAN: We'll move on and revert back, sorry.
 Go ahead, you can start on this project, sir.

MR. DiGIORGIO: Some of the investment properties I guess for the record, will they be changing this holding
company to a different name? They formed a
different company for operating the Bain's
Deli. We will have to get back and give
everybody a heads-up on that, because we
were informed there is going to be another
entity involved here so we have to separate
all their companies, for legal purposes.

Our loan is for a $100,000.00
commercial loan financing for a deli
operating company on Main Street, a Bain's
Deli operation is going to locate into a
former vacant building on our Main Street
and it will operate as a cafe deli style
known as the Bain's Deli as a franchise.
Mr. Swanson is an active investor developer
in our downtown and has located in another
project that he wants to work on and
honestly will be something of interest for
our downtown and customers for the Main
Street area.

The loan amount is for
$100,000.00 and it will be utilized to
purchase equipment primarily for the deli
and cafe operation. On page two I believe
you have a breakdown of all of the costs of
the project in excess of $537,000 and this
provides financing for the equipment
component.

The project is somewhat behind
schedule, it should be opening up June or
July, the first of March or April and I
drove by this morning it is still under
construction. The benefits for our town
for this project obviously there is going
to be a ratable increase as the improvement
is going to make the property more
valuable, some job creation, again
redevelopment of Landis Avenue and downtown
real estate and will be potential catalyst
for other activity as folks begin seeing
some action down in our Main Street.
Facade will improve the appearance of the
building and we're establishing new
business operations in our downtown
community.

MS. BRUCK: Did you say you changed
just the name?

MR. DiGIORGIO: The company, Summit
Investment Properties, is again the real
estate holding company, the operating
company of the deli will be known as something else. When we submitted this, we did not have that name for the operating company.

MS. BRUCK: Is it just a name or--

MR. DiGIORGIO: No, it's a one member LLC again with a different name.

MR. DRENNAN: So this development loan to Summit Investment Properties will not be the recipient of the loan?

MR. DiGIORGIO: The same guy that owns some investment properties who just decided to form another company just reoperating.

MR. DRENNAN: It's not about the business, it would be about the services?

MS. BRUCK: I would just ask to take this back and revise your proposal.

MR. DiGIORGIO: Just to change names?

Okay.

MS. BRUCK: And have full disclosure about who the certified business is, etcetera.

MR. DiGIORGIO: Typically on something like this, this should have
included a nominee company because we do not have that information on the deli operation company.

MS. BRUCK: It's just a matter of filling in the proposal until the total change, correct?

MR. DiGIORGIO: Yeah, if I didn't know today, I would know tomorrow, would I have gotten in touch with you at a later point to let you know that the name was changed from Summit?

MS. BRUCK: You have to re-submit different paperwork.

MR. DiGIORGIO: Okay. I just happened to be told that it's going to be changing to an operating entity.

MS. BRUCK: So we will put it on in June.

MR. DRENNAN: Do we need a motion to table?

MS. BRUCK: You have a motion pending.

MR. DRENNAN: No, there is no motion pending.

MS. BRUCK: So you can come back at a
later date.

MR. DRENNAN: Okay, we're going back to Bayonne. Is Mr. Malloy here?

MS. PEARSON: You were asking clarification when you have to come back with--I mean there are a whole host of documents here with the old name, I mean there are all kind of resolutions so just so I understand, when Vineland comes back, our resolutions also must be amended.

MR. DiGIORGIO: Which resolutions are we speaking of?

MS. PEARSON: Anything with a legal name.

MR. DRENNAN: Cathy will work through this with you, but basically all of the documents in here which reference the name and which the person receiving or the entity receiving the loan is going to need to be clarified in the entire application.

MS. PEARSON: And I just have one final. The question, so I can understand how you underwrite. When I look at this type of equipment, is the useful life ten years?
MR. DIGIORGIO: Probably not.

MS. PEARSON: Ten years at--well, wait a minute, I just want to make sure that I understand, the $100,000.00 for ten years at two point five percent, right?

MR. DIGIORGIO: That is right.

MS. PEARSON: To finance equipment with the useful life of how many years?

What is your best guess?

MR. DIGIORGIO: Restaurant equipment?

Five years or less.

MS. PEARSON: Your making a ten year loan on equipment that is pretty much worth nothing after five years?

MR. DIGIORGIO: Right, but there is also--the goal is to establish the business. Sometimes you have to go over and above your traditional financial institution requirements, we're an economic development agency and we try to push as much as we can for the business.

MS. PEARSON: That's your customary practice when it comes to these kind of loans, it's not a conventional criteria.

MR. DIGIORGIO: Not necessarily.
Yes, there is some connection to lending criteria, but there is also some connection with who you are dealing with, in this case we have a significant member of our community that we have a lot of history with and have performed as expected and over and above as expected with other projects that we have had with him in the past, so we feel like he is a good risk in this project as well.

MR. DRENNAN: Okay. Sorry, Mr. Malloy, Bayonne's request for $255,778 for the Enhanced Security Project-phase IV.

MR. MALLOY: Terrence Malloy, coordinator, Bayonne Open Enterprise Zone.

First I would like to apologize for being late. I promise if I had a better map I could come up with all kind of alternate routes when I get stuck.

This is year four of our enhanced security program, this provides funding for seven police officers who strictly patrol within the use Urban Enterprise Zone, the total dollar amount $255,778, that represents approximately fifty percent of
the cost of the salaries and fringe benefits of the seven officers. The city also provides the supervisors for these officers as well as the vehicles that they use and any overtime that they incur which typically would be to go to court, that is also basically on the city's tab and not paid for with Urban Enterprise funds. The city also has assigned a captain within this department to be the point person for the zone staff to deal with, with the police department. So if we hear any complaints from our merchants and our members, we have a go to person in the police department who then rectifies that by reassigning these seven officers to take care of any situations. The program has been successful, our crime rate overall in town is dropped eight point four percent in the last year. The seven officers issued a total of two thousand two hundred and thirteen motor vehicle summons as well as five hundred and three quality of life ordinances. I have to point out probably more importantly the motor vehicle
summons, all those quality of life ordinances, they're out there on a daily basis within the zone and primarily on Broadway shopping district, addressing small things like litter, loitering and the very small quality of life issues that if left unchecked add to the deterioration of the shopping zone. We do feel that we have that under control, the seven officers are active, they visit all of the different store owners in town.

The program that's working and I would just like to add one example of the quality of the officers we're fortunate enough to land four years ago, which by the way the seven officers hired four years ago are still with this program. We held a festival back in September and we had four thousand people attending the festival.

There was one police officer, one of our zone officers, assigned to the festival that day, and of course he had a radio backup if it means anything, you can access four thousand people from time to time, there are instances and the practice
of the assigning of the modern police
officer, but there was no arrests, any type
of incident that occurred, his M.O. was
basically to calm the situation down as
opposed to try to effectuate an arrest that
would escalate the situation. So I feel we
are fortunate with these seven officers,
high quality men and we are looking for the
renewal of the funding for the upcoming
year.

MR. DRENNAN: I will take a motion to
consider request.

MS. PEARSON: First.

MR. DRENNAN: Miss Pearson. Second?

MR. HAMMILL: Second.

MR. DRENNAN: Mr. Hammill. Any
discussion? Questions? Hearing none, all
in favor?

(All in favor)

MR. DRENNAN: Opposed? Abstention?

Motion carried. Thank you. We are going
to take a five minute recess.

(Which time a short break was had)

MS. BRUCK: We're going to--

MS. BRUCK: --open up the matter of
Vineland Second Generation funding for $135,000 for Economic Development Loan. To clarify what the bulk is, we had a motion pending for approval and we would just like to for the record, we take a new vote on that, we have a motion.

MR. DRENNAN: Yes, a motion for a new vote on the $135,000 for the Economic Development Loan to C.M. Litchko, Incorporated.

MR. ABELAR: So moved.

MS. KOLLURI: Second.

MR. DRENNAN: First moved by Mr. Abelar and is there a second on it? First we have Mr. Abelar and second Miss Kolluri. Can we have a vote? All in favor?

(All in favor)

MR. DRENNAN: Opposed?

MS. HAMMILL: Abstentions?

MS. PEARSON: Abstention.

MS. BRUCK: Two abstentions. Miss Pearson because your familiar with and have involvement and knowledge with the project. And Miss Hammill because—I'm sorry, Miss Hammill's abstention was taken as a yes
vote because of the motion was carried.

    MS. HAMMILL: I prefer to abstain.

    MR. DRENNAN: So therefore we have a

motion that carries, the motion will carry.

    MS. BRUCK: Motion is approved.

    MR. DRENNAN: That's right, the

motion is approved, the project is

approved. Thank you.

    MR. DRENNAN: Moving onto Camden's

request for $100,000 for Eyes In The Sky

Project for the consultant and manager.

We're going to take a motion to consider

Camden's request for $100,000.00 for Eyes

In The Sky Project consultant and manager.

Any motion?

    MS. RICHARDSON: So moved.

    MR. DRENNAN: A second?

    MR. ABELAR: But we didn't hear him.

    MR. DRENNAN: We're not required to

take his presentation, okay. That's it,

okay, I still have a second on the table.

    MS. PEARSON: Second.

    MR. DRENNAN: First was Miss

Richardson, second was Miss Pearson.

Discussions or questions on the project?
Camden's request for the Eye In The Sky Project. Hearing none, all in favor?

(All in favor)

MR. DRENNAN: Opposed? Abstentions?

Motion carried. Thank you.

MR. DRENNAN: Okay, item--I can take--the rest of them are addendums?

MS. BRUCK: Long Branch, right?

MR. DRENNAN: Now, Elizabeth, we have $4,419,657, for Elizabeth Avenue Streetscape-Phase IV. We're going to--yes, I am worried about a quorum, so I will take a motion to consider.

MS. PEARSON: So moved.

MR. DRENNAN: Thank you, Miss Pearson. Second, do we have a second?

MS. RICHARDSON: Second.

MR. DRENNAN: Miss Richardson on the second, thank you. This is for the Elizabeth Streetscape Project. Do you have any questions? I am not rushing this portion for us, we can ask questions, we're here to have a presentation.

MS. KOLLURI: It's all going into the construction of Streetscape?
MR. RODRIGUES: Correct.

MS. KOLLURI: When will it be done?

MR. RODRIGUES: Well, it's going out to bid I believe, we're waiting for SHIPO. We are waiting to be approved. There are construction jobs, yes, but it's not going to be pertinent to it's project.

MR. DRENNAN: Mr. Abelar?

MR. RODRIGUES: I can give you a little bit of background, okay. The $4,419,657, we initially put forth this project proposal back in January of 2005, if you look at your proposal. Since then we have had, and those are based on rough estimates, since then the city has hired our architectural firm, Noel Musial who is here to do a brief presentation and due to the construction cost increase over the last few years, this is based on the estimate that the architect has provided to us, this is what the architect deems necessary for this construction Streetscape Project and it's going to be out to public bid, we're going to consider the lowest bidder and that's pretty much it.
MS. RICHARDSON: So it's a rough estimate of a million to four million four?

A. Four million dollars.

MS. RICHARDSON: In a two year period, what are the major factors going from one to four? I just need to get comfortable with that, the scope or just a cost component.

MR. RODRIGUES: The major factors, it's two things, cost component and on field investigation we found a lot of things that weren't considered before. As an example, some of the sellers of the older buildings went out under the sidewalk so we now have the residents do a sidewalk on dirt, we have to do some structural work to update and make sure it works. Things of that nature, and the original estimate had some—I think it was just done by ballpark more than anything else. We actually did a unit take-off, so many square feet of concrete, so many feet of curbs, so many trees, so much street furniture, those things. And I also had just before prepared this estimate, done a
similar Streetscape for another community in Union County, so I had reliable data to work from, so this is realistic.

MS. RICHARDSON: Okay.
MR. DRENNAN: Any other questions?
MS. BRUCK: Just note for the record that Miss Kolluri has left the meeting.
MR. DRENNAN: Do you have any questions?
MR. ABELAR: No.
MR. DRENNAN: Hearing none, all in favor?

(All in favor)
MR. DRENNAN: Abstentions? Opposed?
MR. DRENNAN: None? Motion carried, thank you.
MR. DRENNAN: Next Mr. Jones from Long Branch.
MS. BRUCK: Mr. Abelar is going to abstain, Mr. Abelar has to abstain.
MR. JONES: Jacob L. Jones, J-O-N-E-S.
MR. DRENNAN: We're going to come back to you, Mr. Jones.
MR. JONES: Do I stay here or go back
to my seat?

    MR. DRENNAN: Stay there if you don't mind.

    Okay, at this time I am going to take a motion to consider item fifteen and sixteen which are on the consent agenda.

    MS. PEARSON: So moved.

    MR. DRENNAN: So moved, Miss Pearson.

    Second?

    MR. ABELAR: Second.

    MR. DRENNAN: Mr. Abelar second, Pearson first.

    Any discussion? Hearing none, all in favor?

    (All in favor)

    MR. DRENNAN: Opposed? Abstention?

    MR. DRENNAN: Motion carried under consent agenda. Thank you.

    Okay, sorry, Mr. Jones.

    MS. BRUCK: We should go onto old business. We do have things to consider.

    MR. DRENNAN: Yes, sorry. We do have something to consider.

    MS. BRUCK: We can go open to the public, any public comments? Or just wait
a moment.

MR. DRENNAN: For now we will do, if I can, I can do this. We are concerned about having the folks to the Long Branch project, so by phone, I am comfortable that you can make a vote. So if you don't mind running through this.

(Which time the chairman was on cell phone)

MR. DRENNAN: We thought we had enough but we don't, so this is the Long Branch, so I am just, while I have you on the phone, I am going to do a motion, just listen and we will take it.

So we have a motion to consider Long Branch's request for $220,000 for the UEZ Marketing and Business Development Project-Phase IX. Do we have a motion?

MISS PEARSON: First.

MISS RICHARDSON: Second.

MR. DRENNAN: Miss Pearson, Miss Richardson second. Discussion or questions? Not hearing none, all in favor?

(All in favor)

MR. DRENNAN: Miss Kolluri is an aye, Miss Pearson is an aye, Miss Richardson is
an eye, Mr. Drennan is an aye, Miss Hammill
is an aye. Opposition? None. Abstention?
One, Mr. Abelar.
    Motion carried, thank you.
Okay, moving on to old business, there
is one more item to consider. As you know
I was recently named at the last meeting I
was named as chairmen designee for the
meeting in which Cathy has still staffed
the board from her position as the Director
Of Urban Programs. Can you help me out
with this?
    MS. BRUCK: Sure, because Cathy's
position has changed and is no longer
operating under the chair person's
designee, we're looking to have her still
authorized to approve and sign-off on
administrative budgets and contracts which
are not brought before the board, never
were brought before the board. She signed
off on them in the recent past but since we
don't have an executive director, acting or
real, at this point in time the request is
for Cathy to have, for the board to
delegate to Cathy the authority to sign-off
on the administrative budgets in the
contracts, to give her the authority to
sign as opposed to having Kevin having to
sign-off on everything.

MR. DRENNAN: In absence of an
executive director, I will take a motion to
consider.

MS. BRUCK: Do a motion and I'll
elaborate a little.

MR. DRENNAN: A motion to consider as
the board directing Cathy to delegate the
authority to Cathy as the--

MRS. BRUCK: --Director of Urban
Programs to approve the administrative
budget and to sign-off on contracts for
administrative budgets on behalf of the
authority.

MS. PEARSON: So moved.
MR. DRENNAN: Miss Pearson. Second?
MR. ABELAR: Second.
MR. DRENNAN: Mr. Abelar second.
MS. BRUCK: This is a little bit more
background. We don't have a lot of
guidance on this but the current guidelines
provide that administrative budget shall be
presented to the Director of Urban Programs. It doesn't, they don't go any further though to say who should act and review and or approve. Just by way of contrast, in terms of projects that are presented to the board, those are in the guidelines clearly to be reviewed and ultimately signed off by the chairperson. There is just a little gap in the administrative budgets and since Kevin is coming in as chairman designate and Cathy as the Director of Urban Programs, it's just logical that she should couldn't to review and be able to be the person to sign-off and review those budgets, so it need not go to the board. It's to continue the guidelines, to provide to the guidelines to be submitted to the Director of Urban Programs, but it doesn't go any further in terms of who should have the approval authority and also the contracting authority. This is before she was the chairperson designate, so it was clear that she would have that authority, but it's no longer clear so we're asking for the board
members to consider giving here that authority.

   MR. ABELAR:  Does she accept?
   MS. BRUCK:  She has no choice.
   MR. DRENNAN:  Okay, any other questions?  Hearing none, all in favor?
   (All in favor)
   MR. DRENNAN:  Opposed?
   MR. DRENNAN:  Abstentions?  None.
   MR. DRENNAN:  Motion carried, thank you.  Thank you, Cathy.

   Moving onto old business. Open to the public.
   MS. BRUCK:  Do any of the board members have anything?
   MR. DRENNAN:  I am sorry, anything from the board members?  No. Well, just for something for the board members for me, we're working through making some changes to the agenda which maybe reflected in next month's, so if it's a little bit different as far as how you receive your agenda packages and the information that you get, so it's a little bit different, next month we will have all of the information that we
feel you need hopefully providing that
information for all that paperwork, with
you all acknowledging that we do have all
of that information, you know, as backup in
case we do have questions and we're going
to be continuing to review some of the
projects we brought before the board which
either myself or Cathy will get back to you
next month and if you have questions feel
free to contact myself or Cathy.

MS. RICHARDSON: Just a comment,
since this is a rather informal changing of
the chair, I just want to thank Cathy and
all of the staff. Personally I want to
thank her publicly because as a board
member, getting the packages, getting them
on time, they are always very patient about
the little missteps on my end but more
importantly entertaining all of my
questions. Some of my questions were
challenging and I just appreciate Cathy and
the staff always being responsive, always
being timely, making sure that I was
satisfied because I am a little tenacious
sometimes in getting my answers, but I
really like the way that we interact with each other and certainly being invited to the coordinator's meetings and being invited to the administrators budget meetings, it was always very open, great dialog, thank you, thank you, thank you. (Applause by audience)

MR. DRENNAN: Anything else from the board?

MR. ABELAR: No.

MR. DRENNAN: Moving onto public discussion. Anything from the public?

MR. DRENNAN: Great. Hearing none, I will take a motion to adjourn.

MS. RICHARDSON: Motion.

MR. DRENNAN: Miss Richardson on the first.

MS. PEARSON: Second.

MR. DRENNAN: Miss Pearson on the second. All opposed? Hearing none, we're adjourned. See you next month.

(Meeting was adjourned at 11:40 a.m.)
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