NEW JERSEY URBAN ENTERPRISE ZONE

AUTHORITY MEETING

MARY ROEBLING BUILDING

SECOND FLOOR CONFERENCE ROOM #218

TRENTON, NEW JERSEY

WEDNESDAY, MAY 14, 2008

10:00 A.M.

J.H. BUEHRER & ASSOCIATES

2295 Big Enough Way

Toms River, New Jersey

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A P P E A R A N C E S:

CAROL McPHILLIPS, Chairwoman Designee
KATHLEEN KUBE, Director, Office of Urban Programs
MARILYN DAVIS, Labor and Work Force Designee
PATRICIA BRUCK, Deputy Attorney General
JOE NEAL, Governor's Authorities Unit
ELIZABETH LINDSEY, Treasury Designee
PAUL STRIDICK, DCA Designee
AMBAR ABELAR, Public Member
TANESHIA NASH LAIRD, Public Member
LEWIS HURD, Public Member
CHAIRWOMAN: I'll call the meeting officially open. This is the meeting of the New Jersey Urban Enterprise Zone Authority of Wednesday, May 14, 2008. In compliance with the open meetings act at least 48 hours notice of this meeting was sent by way of Secretary of State to the following newspapers: The Star Ledger, the Trenton Times, the Trentonium, The Courier Post, The Atlantic City Press, the Asbury Park Press and the Bergen Record. Roll call.

Ms. Laird?

MS. LAIRD: Here.

CHAIRWOMAN: Mr. Abelar?

MR. ABELAR: Here.

CHAIRWOMAN: Ms. Davis?

MS. DAVIS: Present.

CHAIRWOMAN: Carol McPhillips, present. Trish Bruck?

MS. BRUCK: Note my presence.

CHAIRWOMAN: Elizabeth Lindsey?

MS. LINDSEY: Here.

CHAIRWOMAN: Lewis Hurd?

MR. HURD: Here.

CHAIRWOMAN: Paul Stridick?

MR. STRIDICK: Here.
CHAIRWOMAN: We have a quorum. The first agenda item is the approval of the April 9, 2008 Minutes. May I have a motion to approve?

MR. STRIDICK: So moved.

CHAIRWOMAN: May I have a second?

MS. LINDSEY: Second.

CHAIRWOMAN: Motion by Paul Stridick and seconded by Elizabeth Lindsey. All those in favor say "I".

(All in unison said "I".)

CHAIRWOMAN: Any opposed? Any abstentions which will be made? I abstain because I was not present.

MR. HURD: So do I.

CHAIRWOMAN: And Mr. Hurd. Motion carried. Agenda item 4-A. Under "New business" we will begin today's agenda with Bridgeton's request for $475,000 for Port Authority Acquisition and Redevelopment Project. I understand Mr. John Barry is going to make the presentation.

MR. BARRY: Good morning. This is Arch Liston.

MR. LISTON: I'll actually do the presentation for the Port Authority. The city
actually has a Port Authority. It's in a
redevelopment zone. We are looking to develop it
with commercial and some residential properties
in the long-term. What this would allow is the
$475,000 would allow us to clear up any debt
service on it and for the city to acquire the
Port property along the river.

CHAIRWOMAN: Thank you, Mr. Barry.

May I have a motion to approve?

MR. ABELAR: So moved.

CHAIRWOMAN: Is there a second?

MR. STRIDICK: Second.

CHAIRWOMAN: Motion by Mr. Abelar and
second by Paul Stridick. Do you have any
questions for Mr. Barry?

MR. NEAL: I just -- one question.

May I ask? Who owns the Port now?

MR. LISTON: The Port Authority.

MR. NEAL: Is that a public entity?

MR. LISTON: Yes, it is.

MR. STRIDICK: I have a question.

What goals do you have in marketing it or do you
have a potential use for a buyer for this
property?

MR. LISTON: We actually have a
redeveloper that is beginning to lease some of
the more commercial sites. We are going to do
farmer market along the site which attaches right
to the downtown in conjunction with some of the
other projects. So we do have -- we are still
shopping for some of the larger developments. We
have a lot of interest and we -- to see what we
can do with the redeveloper.

MR. BARRY: It's also in the
redevelopment center.

CHAIRWOMAN: All in favor please
signify by saying "I".

(All in unison said "I".)

CHAIRWOMAN: Any opposed? Any
abstentions? Motion carries. Thank you.

Bridgeton's request for $183,347 for
Florida Avenue Industrial Park/Bridgeton Plumbing
Storm Drainage Project. Mr. Liston.

MR. LISTON: John is going to do
this.

MR. BARRY: For Industrial Park
project it's an infrastructure grant for storm
drainage pipe. The first partial has already
been purchased by Bridgeton Plumbing. It's in
supply, that's what you see here in the project.
So this would enable us to put the infrastructure in for this project and move forward with marketing the properties to other available industrial or developers.

CHAIRWOMAN: Thank you. All in favor please -- sorry. May I have a motion to approve.

MS. DAVIS: So moved.

CHAIRWOMAN: And second?

MR. STRIDICK: Second.

CHAIRWOMAN: Marilyn Davis and Paul Stridick second.

Do any of the commissions have any questions?

MR. STRIDICK: Just a real quick one.

With regard to the sizes, they're pretty hefty sizes, would this piping satisfy all the storm drainage for the entire site or just for the Bridgeton Plumbing?

MR. BARRY: Entire site.

MR. LISTON: It's designed to tie in three lots that we're looking at.

MR. STRIDICK: Is there an existing right away.

MR. LISTON: Yes.
MR. NEAL: I have less of a question, more of a comment. You make sure the DEP and any other organization that you should advise them and have them check it out before you move forward?

MR. BARRY: Yes.

CHAIRWOMAN: Before we continue I just want to put on the record that Mr. Joe from the Governor's Authority is introduced.

All those in favor please say "I".

(All in unison said "I").


Next is Elizabeth's request for $2,835,378 for UEZ Financial Lending Programs, phase two. Mr. Mario Rodrigues is with us today to make a presentation.

MR. RODRIGUES: Good morning. I also have with me Carl Sanchez who is the director of the financial programs. The item before you on the agenda is for $2,835,378 to the continuation of our UEZ financial program. To date we've approved 72 loans which totaled $1.8 million and we've leveraged over $66 million to date. This project involves the UEZ commercial loan program,
UEZ micro loan program and now UEZ financial program. And we ask your approval this morning for the continuation administration of our UEZ financial program.

CHAIRWOMAN: Thank you, Mr. Rodrigues. May I have a motion to approve?

MR. ABELAR: Certainly.

MR. HURD: Second.

CHAIRWOMAN: Motion by Mr. Abelar, second by Mr. Hurd. Do any of the commissions have any questions or comments? All those in favor say "I". (All in unison said "I".)

CHAIRWOMAN: Any opposed? Any abstentions? Motion carried.

Next is Elizabeth's request for $885,247 for Elizabethport Infrastructure and Streetscape Beautification Improvement project. Do we have someone else?

MR. RODRIGUES: No. Anthony Curos from Magnelia (Phonetic) Engineering is also joining me here. This project is for $885,247 for funding of the sort improvements along, Bayway, Birch Street and all located within the Elizabethport UEZ. Currently the land is vacant
and what we're doing with this development we're going to do new curb side and streetscape improvement along this area. And by this development we're going to bring in a 40,000 square foot commercial space which is going to attract a new pharmacy, a new supermarket which is going to revitalize this area by the streetscape and curb side improvement and we ask for approval this morning.

CHAIRWOMAN: May I have a motion to approve?

MR. HURD: I.

CHAIRWOMAN: Second?

MS. LAIRD: Second.

CHAIRWOMAN: Mr. Hurd and Ms. Davis second. Does anyone have a question?

MR. STRIDICK: A quick question with regard to the police traffic records. In your cost you have man hours of 320 and I just want to make sure I'm reading it correctly that it's $120 per hour for the traffic direction.

MR. RODRIGUES: Yeah, because in that case it's for police captains and police officers.

MR. STRIDICK: But you're charging the
project $120 per hour?

MR. RODRIGUES: I could get back to you on that.

MR. STRIDICK: I assume MH is for man hour?

MR. RODRIGUES: I could get back to you if you want more clarification.

MR. STRIDICK: Because that's over the course of the three projects that's going 13 percent of the project cost for the totals.

MR. RODRIGUES: Back to you on that.

CHAIRWOMAN: All in favor please say "I".

MR. ABELAR: I.

CHAIRWOMAN: Any opposed? Any abstentions?

MR. STRIDICK: Excuse me, on the follow-up with regard to the --

MR. RODRIGUES: You want clarification on the --

MR. STRIDICK: Yeah, if I would just -- I would like to know what number --

MS. BRUCK: Do you want this clarification before the motion?

MR. STRIDICK: Yeah, I would like
MS. BRUCK: Receipt and review of the information?

MS. STRIDICK: That's correct.

MR. RODRIGUES: Okay.

CHAIRPERSON: Next is the request for $446,556 for Elizabeth's Commercial District Powerwashing and Graffiti Removal Project.

MR. RODRIGUES: Once again we are before your Authority for $446,556 and this is going to encompass powerwashing and removal along our commercial districts. What we're going to do is we're going to hire a company. This is going to go out to public bid and we're going to hire a company that's going to come out and powerwash our streetscapes and our second floor of our storefront windows. Over the last couple of years has very invested tremendous money in our streetscape. They have a lot of gum and grime. This will enable us to once a month have a company powerwash it. This way it's going to attract more pedestrians, more shoppers and hopefully more business in the area, in commercial district areas.

CHAIRWOMAN: Okay. May I have a
motion to approve?

MR. STRIDICK: So moved.

CHAIRWOMAN: And second?

MR. ABELAR: Second.

CHAIRWOMAN: Motion by Stridick, second by Mr. Abelar. Anyone have any questions for Mr. --

MS. LINDSEY: I have a question. I was just wondering -- I see it's going out to bid, which is great. I was just wondering where did you get the estimated cost for the project?

MR. RODRIGUES: The estimated cost was provided to us by -- we asked our special improvement district --

MS. LINDSEY: Uh-huh.

MR. RODRIGUES: -- to give us estimates and this is one of their estimates that they gave to us. So when we go out to bid if the estimate comes in higher we'll come back to the authority for more funds and we'll abide by all of the public bidding and procedures required.

MR. STRIDICK: Building upon that. In your estimate I don't see any cost for facade cleaning but in your narrative you mention facade cleaning and I was wondering is that going to be...
part of the --

MR. RODRIGUES: No. This was just for the remove the grind off the brick and second floor storefront window, the second floor storefront graffiti. It's on the facade.

MR. STRIDICK: Second floor of what?

MR. RODRIGUES: Storefront.

MR. STRIDICK: So off the facade.

MR. RODRIGUES: A lot of storefronts you are able to see them from the pedestrian's point of view and they have graffiti. What this company is going to do is not only going to powerwash the sidewalks but also going to remove the graffiti from the second floor of the storefront. Second floor meaning upstairs, vestibules, but, you know, but in the front we have another facade program which I'll explain in a few minutes, that is different. This is going to take -- this project is going to take a larger scope when the facade program is going to involve individual storefront. This is going to take a larger scope. It's going to entail a larger scope.

MR. STRIDICK: But just to clarify in your budget on page nine does that take into
account there was upper floors of their graffiti removal?

MR. RODRIGUES: Yes.

MR. STRIDICK: Or is it just focusing on the sidewalk?

MR. RODRIGUES: No, it's for both.

It's for graffiti removal and for the grind and removal of dirt.

MR. STRIDICK: So when it says total square foot area I should assume that's really the square foot area of the facade being cleaned.

MR. RODRIGUES: Right.

MR. STRIDICK: Okay.

CHAIRWOMAN: All in favor?

(All in unison said "I".)


Next is Elizabeth's request $300,559 for Facade Improvement Program, Phase IV. Again, this is for $300,559. This is a continuation administration of our facade improvement grant program. Over the last two and a half years we approve facade and sidewalk improvements that total over 151,350 and leverage over 215,000 in private equity. Again, this is
for individual storefront. If the client wants
to beautify their storefront for new gates or new
awnings this is where this money would come out.
It's on an individual basis.

CHAIRWOMAN: May I have a motion to
approve?

MR. STRIDICK: So moved.

CHAIRWOMAN: Second?

MS. DAVIS: Second.

CHAIRWOMAN: Stridick and Ms. Davis.

Does anyone have any questions for
Mr. Rodrigues?

CHAIRWOMAN: Okay. All in favor say
"I".

(All in unison said "I").

CHAIRWOMAN: Any opposed? Any
abstentions? Motion carried.

Next is Elizabeth's request for
$83,591 for Sponsorship of the City of Elizabeth
Festivals and Midtown Concert Series.

MR. RODRIGUES: Again, this is for
$83,591. It's for Sponsorship for several
festivals and concert series within our city UEZ.

Over the last couple of years the music of
Midtown sponsored the music of Midtown. We
sponsored the Columbia festival. We sponsored
the waterfront festival. What this enables us to
promote our UEZ programs within these districts.
So we're before you this morning to ask you to
approve this project for $89,000 to continue
promoting our UEZ program. We provide literature
to the businesses, to the merchants, to the
pedestrians that come out to -- different
shoppers that come out to these festivals and
they've been very receptive to our UEZ program
both the facade sign grant and potential loans
that we may give out in the future.

CHAIRWOMAN: May I have a motion to
approve?

MR. ABELAR: So moved.
CHAIRWOMAN: Second?
MS. DAVIS: Second.
CHAIRWOMAN: Mr. Abelar and Ms. Davis
second. Does anyone else have any questions for
Mr. Rodrigues? All in favor please say "I".
(All in unison said "I".)
CHAIRPERSON: Any opposed? Any
abstentions? Motion carried. Thank you.
MR. RODRIGUES: Thank you.
CHAIRWOMAN: This is the request for
$154,178 for Business Recruitment/Retention and Shopper Awareness via Special Events, year two.

Mr. Clark.

MR. CLARK: Yeah, this is a successful program. In year two we're trying to coordinate what we've already accomplished in the last years festivals. We had shamrock festival which brought in about 8,000 people to the waterfront. We also did Bill Haley Rock and Roll Twin bars which is now designated historically as the home of rock and roll where it started in Gloucester City. So we're going to build on that this year. We're also going to have a two day festival now to improve the rock and roll era because we had so many people come last year. Some of these funds also include shamrock festival which will be held in September. Also of Gloucester City cat fish tournament and we're going to have a regionalized St. Patties day parade since Gloucester City has 42 percent of its population is directly in the Delaware Valley, so we're going to have our JDSC group which is our local consultants. It's to really promote this regionally and we want to see what kind of effect we have. So this is year two. It
worked well last year. We just want to expand upon that.

CHAIRWOMAN: May I have a motion to approve?

MR. HURD: So moved.

CHAIRWOMAN: Second?

MR. STRIDICK: Second.

CHAIRWOMAN: Mr. Hurd and Mr. Stridick second. Does anyone have any questions on this project?

MR. STRIDICK: I just have a real quick one. There's a mural that's included in this. Is this part of the funding of this or did we -- or is that part of other funding? I know --

MR. CLARK: Actually it was first year funding and that's why we have a balance on the first year funding. And Bill Haley's grandson actually is designing this for the Twin Bars and it's a mural that goes around the building with the historical significance of his grandfather's accomplishment.

MR. STRIDICK: And this is going to be dedicated in June?

MR. CLARK: Yes.
MR. STRIDICK: Have they actually started the mural?

MR. CLARK: I have not seen it started yet, so he has to work fast.

MR. STRIDICK: Nothing like having a deadline?

MS. BRUCK: Started today.

CHAIRWOMAN: All in favor.

(All in unison said "I").

CHAIRWOMAN: Any opposed? Any abstentions. Motion carried. Next is the request for $90,000 for Gloucester City for the UEZ Business Recruit and Retention, year two.

MR. CLARK: Yes. Speaking about our consultants, the JDSC group has done an outstanding job in performing surveys and collecting data to improve the economic conditions based upon the needs of the community. And they've done an outstanding job in performance levels. This money here will go to extend our contract for year two.

CHAIRWOMAN: May I have a motion to approve?

MS. DAVIS: So moved.

CHAIRWOMAN: And second?
MR. HURD: Second.

CHAIRWOMAN: Davis and Mr. Hurd.

Anyone have any questions?

MR. STRIDICK: Sorry. For your total cost of 90 grand to the consultants 250 an hour that's about 360 hours per year like 30 hours per month. Are they able to satisfy your needs on such a limited basis?

MR. CLARK: What we're doing -- yeah, that's a good question. I have never seen a group perform like they have. We meet probably two times a week for the revitalization projects. We're also coordinating a Broadway Monmouth corridor and the southern South Port development area and we're trying to coordinate everybody to get on the same page to develop that community right now with the new master plan. I've never seen anything like this in 15 years that I've been around here. And their performance level is probably, I would say, twice that amount of time with our group and our city.

CHAIRWOMAN: All in favor.

(All in unison said "I").

CHAIRWOMAN: Any opposed? Any
abstentions? Motion carried. Thank you, Mr. Clark.

Ms. Farber.

MS. FARBER: Good morning, everyone.

CHAIRWOMAN: This is Jersey City's request for $1,061,477 for UEZ maintenance, phase five.

MS. FARBER: This is for the street cleaning efforts that go on in Jersey City. This was put out for public bid. The doe fund which is located in Jersey City, and they cover all of the UEZ's areas in this city doing street cleaning and picking up litter.

CHAIRWOMAN: May I have a motion to approve?

MS. LINDSEY: So moved.

CHAIRWOMAN: And second?

MR. ABELAR: And second.

CHAIRWOMAN: Motion by Ms. Lindsey and second by Mr. Abelar. Does anyone have any questions?

MR. STRIDICK: Just to clarify, Roberta, with the doe fund, the workers, they're getting room and board and housing and stuff like that and then on top of that they're getting the
$7.28 an hour or $7.20 go to the doe fund? In other words, are they taking home the 200 and some dollars a week?

MS. FARBER: Yes.

MR. STRIDICK: $259 a week on top of the room and board?

MS. FARBER: Yes.

MR. STRIDICK: And then you mention that they take personal and sick days. Are there any -- is there any formula to that? I mean, the narrative says, "As needed" and I was just wondering how does that work?

MS. FARBER: When someone is sick it's when they need to go to the doctor or whatever the case.

MR. STRIDICK: And does the doe fund provide any medical or -- in other words, if they have to go to a doctor?

MS. FARBER: No, they do not.

MS. LINDSEY: I have a question. Paul are you finished? A couple of times in your report you mention workers are men and I was wondering are there any women?

MS. FARBER: Yes, there are.

MS. LINDSEY: Yes. So it's not only
men?

MS. FARBER: It's not only men.

CHAIRWOMAN: All in favor.

(All in unison said "I").

CHAIRWOMAN: Any opposed? Any abstentions? Motion carried.

MS. FARBER: And the women work harder.

MR. STRIDICK: I object.

CHAIRWOMAN: Next is the request for Jersey City for $825,079 for CCTV Maintenance Program, phase three.

MS. FARBER: Our CCTV program is larger in the State of New Jersey. It is very effective in fighting crime and this is for the maintenance for cleaning the domes, for repairing knock downs and pays for salaries for Bob Dalton who is our CCTV manager and the city provides 20 percent match the employees that operate the camera room.

CHAIRWOMAN: Motion to approve?

MR. HURD: So moved.

MR. STRIDICK: Second.

CHAIRWOMAN: So Mr. Hurd and Stridick second. Any questions? All in favor?
(All in unison said "I".)


This is Jersey City's request for $328,709 for Customer Service Skills Center, phase four. Ms. Farber.

MS. FARBER: Customer Service Skills Center has been a cooperative effort between Jersey City, an extreme program, a development corporation actually runs the program. We have had a huge success rate with this program. Since the application was submitted we did a retention analysis and of the 235 people that were attempted to be contacted. Out of those 131 still have jobs and we just hired a retention specialized who's going to be working with the other individuals who are not yet employed. So it is an incredible success program.

CHAIRWOMAN: Motion to approve.

MR. STRIDICK: Move.

CHAIRWOMAN: Second?

MS. LINDSEY: Second.

CHAIRWOMAN: Mr. Stridick and Ms. Lindsey second. Any questions?

MS. DAVIS: Can I ask, does the
Department of Labor have a wage record information system that we could track the employment? Can I ask that we tie that into the performance of this particular project, is that doable?

MS. BRUCK: Can you articulate that?

MS. DAVIS: You weren't listening to me. We have wage information that is house and Department of Labor that we can track the employment of people going through training programs and asking if we -- can we ask or does the city utilize the Department of Labor to confirm that those workers are still employed, that the program is successful so we can become --

MS. BRUCK: Is it something that's a subjective -- I mean, an objective thing that can supply you the information?

MS. DAVIS: Social security numbers and we can confirm that the individuals are working and that the program is successful.

MS. BRUCK: As long has Jersey City is willing to provide that information. I don't think it's any obligation, otherwise I don't know if I can be forced to comply with that, because
MS. DAVIS: How else do we measure how it's successful.

MS. BRUCK: I'm just saying I don't know the program that you're referring to. I'm not sure what the criteria are for somebody having to comply with that, what the compliance factors are. I'm just not familiar. If Jersey City is willing to provide that information, there's no problem.

MS. FARBER: We have no problems providing the information. But also just so we do work very closely with Jersey City employment training which is funded by the Department of Labor. So a lot of these students that go are from that also from the one stop shop. They all go through the -- I'll get it straight, the tab testing and all of the different testing that is required by the state. So a lot of those individuals have been through that system and I will have Carol Morgan get in touch with you whatever it is that you want. We are actually in Keith's space so --

MS. DAVIS: Okay.

CHAIRWOMAN: We didn't take a vote
yet.

MR. STRIDICK: You're confident, are you?

MS. FARBER: Yes.

CHAIRWOMAN: All those in favor say "I".

(All in unison said "I".)


MS. FARBER: Thank you.

CHAIRWOMAN: Mr. Freiser. Okay. This is Kearny's request for $1,273,050 for Kearny Avenue roadway improvements, fourth and fifth year bond repayments.

MR. FREISER: Good morning my name is Joel Freiser.

MR. FREISER: We're here this morning to actually complete a project. The request this morning represents the fourth and fifth year bond repayments for a project that had been funded by this authority from basically 2-0-0 -- and I guess three prior projects and this is the fourth and fifth payment of them. It's basically the paying for the reconstruction of Kearny Avenue which is the main shopping street within the
Urban Enterprise Zone of Kearny. This project is
the replacement of catch basins and the
reconstruction of the street itself. It's
actually part of a much larger project that was
separately funded by the authority over the years
which in totality I just did a calculation is
nearly $9 million. There were one, two, three,
four, prior projects for construction and the
first one was approved in fiscal year 1999 for
$2.7 million and in February, 02/05/04 for $1.6
million and 07/06/03 for $2,140,000. And those
were streetscape projects. The project we're
approving today is the completion of the funding
of the roadway reconstruction itself which was
bonded for about three or four years ago for a
total of about $3 million. This payment today
represents the fourth and fifth year bond payment
and in the application itself there's a schedule
that shows what those prior year bonding payments
were. It's attachment two I think or attachment
one. So today we're looking for two payments and
they total the amount for the project this
morning. I'll be happy to answer any questions
you might have about this.

CHAIRWOMAN: May I have a motion to
approve?

MR. HURD: So moved.

CHAIRWOMAN: And second?

MS. LINDSEY: Second.

CHAIRWOMAN: Mr. Hurd first and Ms. Lindsey second. Does anyone have any questions for Mr. Freiser?

CHAIRWOMAN: Okay. All in favor please say "I".

(All in unison said "I").


MR. FREISER: Thank you very much.

CHAIRWOMAN: Patricia Komsa. This is Lakewood's request for $210,000 for New Jersey Manufacturing Extension Program, Partnership Project.

MS. KOMSA: Good morning. This is a new project for us. From what I understand we're one of the only ones working for the New Jersey Manufacturing Extension Program. They are a nonprofit organization funded by state and federal grants that work directly with small to midsize manufacturers to assist them with stream line efforts, looking at their manufacturing
process. How is their product being made?
What's the step to step. What can they do to make process move faster. Plant layout. They'll look at and assess everything that goes on with the manufacturing process itself right back to its front office, its web site. It looks at the business as a whole and provides a need assessment report. That part is all free to a business. The point of implementation of recommendations for business how they can make their business more profitable, increase sales, create jobs, retain jobs, all important things for us as UEZ coordinators in our zone. That all at that point becomes costly. They have to bring in efficiency experts and sometimes technology.
Some businesses in our zone are literally making five and $10,000 mahogany doors by hand. There is no CAD system. There is pretty much bare hands making these things. And what this project seeks is to work with manufacturers, the small manufacturers for matching grant of reimbursement grant of the $50,000. The average implementation for businesses between 50 and $100,000 to make a business more efficiency.

In your package you'll see statistic
of what the average business can expect to see in
cost savings and manufacturing. It's page
three.

MR. STRIDICK: Yeah.

MS. KOMSA: The reduction of floor
space. One of the businesses we're looking to
work with want to double their floor space. The
manufacturing extension program has already come
in and done their needs assessment and said we
cannot only double your productivity but we can
do it in less space. You don't need to spend
more money. We can put money elsewhere in your
business. So we're partnering with the
manufacturing extension program and the UEZ
certified business obviously meaning all tax and
client issues or standards by the state. And to
infuse money into this business, these businesses
we're looking up to $50,000 so would he have
enough for four businesses to start. It's a
great program and we encourage all coordinators
to meet with the manufacturing program. They
have a lot to offer. And at a minimum the needs
assessment are free. Businesses can look, you
know -- try to implement on their own, but a lot
of times problems are much bigger than what an
average business can.

CHAIRWOMAN: May I have a motion to approve?

MR. HURD: So moved.

CHAIRWOMAN: Any second?

MS. LINDSEY: Second.

CHAIRPERSON: Mr. Hurd moved and Lindsey second. And any questions?

MR. HURD: I have a question. Just for clarification. So the grant would go to the nonprofit arm or to the small business?

MS. KOMSA: It's a reimbursement. What we're trying the business to do is invest some in themselves. So we will reimburse up to 50 percent or $50,000 and they'll provide, the business will provide with proof of payment to the extension program.

MR. HURD: And the grant is to do what?

MS. KOMSA: Is to implement stream lining methods and in some cases relay the process. The machinery, the plant layout to bring in the machines, the technology, taxes and things like that.

MR. HURD: Okay.
MS. LINDSEY: I have a question. So this proposal is for $200,000. And so I'm wondering how you choose which businesses will get -- I saw the eligibility criteria or is there an application process?

MS. KOMSA: There's not an application process. What we do is because there may be 15 or 20 in our industrial park that actually meet -- could possibly even make this criteria as far as being under the $50 million gross sales and 250 employees, we haven't done that an application process. We allow the business place to be assessed for free with any etiquette and a letter requesting considerations what we're asking from the businesses. The nuts and bolts of what they need is going to be in the assessment, not necessarily that we can see in an application.

MS. LINDSEY: And then would the UEZ choose which businesses?

MS. KOMSA: Our Board of Directors will.

CHAIRWOMAN: Any other questions?

MR. ABELAR: Yes. So far the New Jersey Manufacturing Extension with how many
businesses have been involved?

MS. KOMSA: Okay. With the MEP themselves how much they actually have done?

MR. ABELAR: Approximately.

MS. KOMSA: Over 1500 businesses.

MR. ABELAR: In Lakewood.

MS. KOMSA: In Lakewood, I know they're working with three currently. There's one testimony from Luminar in your proposals as to what they've got now, the project, how pleased they've been at their particular project. They didn't work through us directly. They have found an extension program on their own before we as a zone realized that there was an un-tax market here that we could use to help our businesses. I'd like to also note that the MEP also uses a third party to collect data. So any of the data you see in your packet is actually from a third party. About the number of employees we retained, new employment created, sales retained, sales created and cost savings to the business. That's all done by a third party. They don't put the data themselves. So it's actually quite impressive numbers and I believe it's in your attachment.
MR. ABELAR: You're going to come back for more funding, right?

MS. KOMSA: If this takes off like we think it will, yes, we will be back.

MR. ABELAR: Okay. So next time we have more numbers to see?

MS. KOMSA: Yes, we will have numbers. And, like I said, by a third party independent so you'll have to phone numbers to see.

MR. ABELAR: In other words, we like to promote efficiency, not just a grant.

MS. KOMSA: Right. Right. We understand.

MR. ABELAR: So we have the next time we're going to have those numbers.

MR. KOMSA: We've never done this particular business before, we don't have backup data for this. We're working from what New Jersey MEP's own track record is in the state.

MR. ABELAR: Very well.

CHAIRWOMAN: Any other questions?

MR. NEAL: I have a question. As far as when you track it, you also track it for controls to make sure the money is being credited
MS. KOMSA: Correct. And that's also why we're doing it as a reimbursement. It gives us tighter control. We find that with some of our other projects reimbursement is the only way to go because we can see everything.

MR. NEAL: Okay.

MS. DAVIS: I have something to add.

MEP is a vendor of Department of Labor and as you stated earlier they do provide you with the performance track of how the project is working and they've been very responsible in our dealings with them at labor. So I'm sure they'll bring clients from your UEZ from the customer grant.

MS. KOMSA: Uh-huh.

CHAIRWOMAN: Sounds like a great program.

MS. KOMSA: I strongly encourage other coordinators to look into it especially if you have a lot of manufacturers.

CHAIRWOMAN: Okay. All in favor say "I".

(All in unison said "I".)

Mr. Jones. Good morning. Next is Long Branch’s request for $100,000 for UEZ facade assistance 2008. Mr. Jones.

MR. JONES: Yes. The facade improvement project that we are requesting funding for today is a vital component of our five year Urban Enterprise Zone Development Plan. With a city such as Long Branch our zones are rather small so when we can impact two or three buildings in that zone it basically changes the appearance of that zone. So the overall purpose, though, here is to increase customer traffic to the zones, ultimately to increase business revenues, force economic development activity and we also in doing this will create part-time employment and state-wise the ratable rates in Urban Enterprise Zone.

CHAIRWOMAN: May I have a motion to approve?

MR. HURD: So.

CHAIRWOMAN: Second?

MR. STRIDICK: Second.

CHAIRWOMAN: Mr. Stridick and Mr. Hurd second. Any questions for Mr. Jones? Okay. All in favor please say "I".
(All in unison said "I").

CHAIRWOMAN: Any opposed? Any abstentions?

MR. ABELAR: I abstain.

MR. JONES: Thank you.

CHAIRWOMAN: Motion carries. Thank you.

Maurice Jones. This is Pemberton's request for $274,000 for UEZ clean team, phase one. Mr. Maurice Jones.

MR. JONES: Maurice Jones, correct.

Pemberton Township is requesting $274,000 to fund RUEZ clean team year number one and these funds will be utilized to pay two full-time employees and to purchase the equipment necessary for them to perform their duties.

CHAIRWOMAN: May I have a motion to approve?

MS. DAVIS: So moved.

CHAIRWOMAN: Second.

MR. STRIDICK: Second.

CHAIRWOMAN: Ms. Davis and Mr. Stridick. Any questions?

MR. HURD: Along this strip there will be including the cleaning area.
MR. JONES: Yes.

MR. HURD: How many UEZ businesses will be affected.

MR. JONES: Well, our town is 64 square miles. So we have several areas that are in the UEZ that are commercial areas. But along the main strip that you're talking about is our Browns Mills barrier, the town, and that's where the majority of our UEZ businesses are. And I approximate in that area of about 40 of our 65 businesses in that area.

MR. HURD: Okay.

MR. STRIDICK: You mentioned with regard to the employees, you mentioned fringe benefits, it's just a lump sum here. What does that include?

MR. JONES: Well, I have it broken up with medical --

MS. LINDSEY: I don't think we have that.

MR. STRIDICK: It just has a lump sum of $17,100.

MS. LINDSEY: We didn't get that.

MR. STRIDICK: Does it include medical?
MR. JONES: Yes, medical, social
security benefits, pension, glasses.

MS. LINDSEY: Paul, I have that from
the original notes.

MR. STRIDICK: She just gave it to
me.

CHAIRWOMAN: Any other questions?
MR. STRIDICK: No.
CHAIRWOMAN: All in favor say "I".
(All in unison said "I").
CHAIRWOMAN: Any opposed? Any
abstentions? Motion carries. Thank you.
MR. JONES: Thank you.

CHAIRWOMAN: Mr. Portnoy. Next is
Phillipsburg's request for Second Generation Fund
request for $50,700 for New York Susquehanna and
Western Train Maintenance.

MR. PORTNOY: Good morning. First for
simplicity sake I'll refer to this organization
as Susquehanna. This is our fifth year in
operations with 501C3 company that consists of
all the volunteers who run a steam excursion
first attraction for us in conjunction with us
along the Delaware River in Phillipsburg. It's
been enormously successful in attracting tourists
to our community. Last year in the town of 15,000 people we drew 30,000 visitors and there will be new attractions as in your packages, you could see new attractions that are planned for this coming season including a simulated -- I don't know what. Simulating mining. Kids come in and they get trinkets and they panning for gold kind of whatever you call it. I don't know much about this. But it's very attractive to bring additional things especially for children and it just had an enormous impact in the downtown particularly with restaurants but also retail shops in the area. It works particularly well when it's tied to our main successes in December we run a Polar Express excursion along the Delaware. It's currently sold out for this year, that's how popular it is. You could bring in more cars and particular continue to sell. It's on the web site for Warner Brothers and get people come in from all over the east for this event. It's very popular. We are asking for $50,700 to assist in the maintenance and repair for the cars which take a beating during the year and they need repair. This is our fifth year with this organization.
CHAIRWOMAN: Thank you, Mr. Portnoy.

May I have a motion to approve?

MR. ABELAR: So moved.

CHAIRWOMAN: And second.

MR. HURD: Second.

CHAIRWOMAN: Does anyone have any questions for Mr. Portnoy?

MR. STRIDICK: You mentioned in the narrative that the Susquehanna you call it would remit up to 20 percent of the gross revenue back to the UEZ --

MR. PORTNOY: Yes and no.

MR. STRIDICK: Have you ever received anything?

MR. PORTNOY: And this money goes into the Second Generation Fund which we are requesting the funding today. The agreement is that there's a break even point that we stipulated of $150,000. We get nothing up to 150. Above 150,000 we get 20 percent of the gross revenue.

MR. STRIDICK: Of the above number?

MR. PORTNOY: Of the above. And what that meant in 2007, $61,000.

MS. LINDSEY: I have a question
similar which is that I just want to make sure I understand that the Susquehanna is it owned by this American Family Fund Center?

MR. PORTNOY: No. All these people are volunteers who have other jobs. American Family Fund Centers happens to be a business that's one of the volunteers has nothing do with this.

MS. LINDSEY: Okay.

MR. PORTNOY: Other than its connection with that individual.

MS. LINDSEY: I'm sorry, so could you just clarify for me. The city, who owns the train, like who runs it?

MR. PORTNOY: The New York Susquehanna and Western technical and historical society which is a 501C3. Pretty good. But which is a 501C3 organization. Charitable organization.

MS. LINDSEY: So it's okay that we give money to this?

MS. BRUCK: Nonprofit?

MS. LINDSEY: Yes.

MS. BRUCK: Yes.

CHAIRWOMAN: Any other questions?

Okay. All in favor say "I".
(All in unison said "I.").

CHAIRWOMAN: Any opposed? Any abstentions: Motion carries. Thank you.

Wayne Awald. This is Plainfield's request for $206,888. The UEZ police officers phase two. Mr. Awald.

MR. AWALD: Yes. Thank you. This is our second phase, the UEZ police officer. I'd like to say very successful first phase. Police officers are within the Enterprise Zone areas and there has been a reduction in this areas overall about 22 percent as you'll see in the packets. Really, it's been a relationship building experience between the police department and the business owners. And again, a very successful one. Police went out, met with all the local business owners. Got to know them face to face. So we actually have more eyes on the street because our business owners have a relationship with officers that are there on a more consistent basis. And we're asking for funding for a second phase to get us through to December.

CHAIRWOMAN: Thank you. May I have a motion for approval?

MS. LAIRD: So moved.
CHAIRWOMAN: And second?

MS. DAVIS: Second.

CHAIRWOMAN: Ms. Laird and Ms. Davis.

Any questions?

MR. AWALD: I'm introducing our public safety director Martin Halloway and Lieutenant Michael Gilliam who has the UEZ police officer's program.

CHAIRWOMAN: Any questions?

MR. STRIDICK: One question. The officers that are mentioned are they consistent from year one? Is this the same team that's going out or are they new people that are rebuilding the relationship?

MR. AWALD: The majority of the officers are. I believe one of the officers was -- is going to Iraq, I believe. So new officers, a new season officer is going to be.

CHAIRWOMAN: Any other questions?

MR. ABELAR: Yes. On this level of compensation for high level officers, experienced officer or just entry level, the business, the compensation here.

MR. AWALD: They are contract negotiations out of UEZ control, but, yes, they
are the most seasoned officers we can have and
they show to be the most effective officers on
that position.

MR. ABELAR: And there's a question as
to the safety. Is that reasonable for enterprise
zone to have the most experienced officer given
that it's a commercial zone police officer?

MR. HALLOWAY: Yes, there is. Those
officers are able to build a relationship better
and they're able to affect the quality of life
concerns that we have such as issuing ordinance
for illegal dumping. Those officers also deal
with the business owners meetings. We go to
their city and chamber of commerce meeting in
attendance with them and work on building
relationship with them to address their
concerns. And I found that the seasoned officers
that have the most experience were able to handle
that situation better than some of the officers
who are just coming onto the job that are out to
just, you know, issue summons and infractions and
make arrests.

MR. ABELAR: That would work against
the city where the UEZ is funding the best
officer and the city is getting officers with
less experience seem to me, but it's just a
comment.

MR. AWALD: I would like to add to
that that we had high expectations for this
program initially in phase two. And I have to
tell you, the authority, that this program is met
and exceeded our expectations. The relationships
developed between the police department and the
business community we dub this program taking
care of business and we certainly done that and
we appreciate last year's funding. We look
forward to more funding because this is very
worthwhile program. We definitely committed to
it. We started out with a strategic plan at the
inception. We follow that plan and it's
successful, but I have to tell you from a
community point of view it's been more than that.
Some we are very grateful with the funding so
far. We hope that you continue to do that.

CHAIRWOMAN: Any further questions?

Can I have a motion? All those in favor.

(All in unison said "I").

CHAIRWOMAN: Any opposed? Any
abstentions?

MR. HURD: Abstain.
CHAIRWOMAN: Mr. Hurd abstains.

CHAIRWOMAN: Motion carries.

Mr. Lelli and Sandy Forosisky. Good morning.

MR. LELLI: A little bit of history, this girl and my daughter were classmates.

CHAIRWOMAN: This is Vineland's Second Generation Fund request for $5 million for restaurant row initiative.

MS. FOROSISKY: Sandy Forosisky, director of redevelopment for the City of Vineland. Our downtown is a redevelopment area. And a little over a year ago we were looking for a theme, a sustainable revitalization of downtown. They did a survey of the city to find out what the needs and where people spent their money and what would bring them downtown and they took that information and together with demographic information from Claritas they were able to identify where there was gaps in where people were spending money outside of our area because we weren't filling the needs within our community. And we found that restaurants that there was over $20 million that people were spending their money on full service restaurants
outside of the area. We weren't capturing that money. So when we were developing a theme for downtown all the studies we've had through the years have always said capitalize on your heritage food and heritage agricultural community. Welch's Grape Juice started in Vineland. There's a line of food process. So we identified that food is our niche for the downtown and that restaurant, nice restaurants, full service restaurants were going for ethnic restaurants, would be a niche for our downtown. But banks, historically banks stay away from restaurants and start up. So using our Second Generation Funds that we already have we with like to establish a $5 million loan pool for what we call restaurants row initiative that would provide 80 percent. So there's a 20 percent equity contribution required, but 80 percent for acquisition and rehabilitation to take -- we've already identified several buildings they're abandoned, they're under-utilized so that we could convert them into restaurants. And since word has gotten out about this and we have had -- I have a file full of interested people who wish to establish restaurants. We think that this
could be very successful.

CHAIRWOMAN: May I have a motion to approve?

MR. STRIDICK: So moved.

CHAIRWOMAN: Second.

MS. DAVIS: Second.

CHAIRWOMAN: Mr. Stridick and Ms. Davis. Does anyone have any questions?

MR. STRIDICK: Is there a maximum amount that any one borrower can borrow from this loan pool for acquisition?

MS. FOROSISKY: The $500,000 for renovations. The acquisition, we didn't put a maximum. We say 80 percent of the value of the building. I don't -- there's no million dollar buildings in our downtown, so we didn't put a maximum on that. But it's 80 percent.

MR. STRIDICK: So you feel comfortable that the six to eight projects that you want to fund can still be coming out --?

MS. FOROSISKY: Oh, yeah.

MR. STRIDICK: No one borrower will match whatever the 1.5 that you have for acquisition.

MS. FOROSISKY: No, I'm comfortable
with this.

MS. DAVIS: What will be your process for reviewing applications for --

MS. FOROSISKY: Well, it goes through an underwritten criteria, but we’re looking for experienced operators or what we also have found that there’s people who just like real estate and then there’s people with restaurants who don’t want to be landlords, so we’re doing a lot of matching together. So either a person has the financial wherewithal to buy the building and renovate it and they have -- we lease it with an experienced restaurant operator or the restaurant operator can buy the building. But what we’re shying away from is someone who says, "I've always wanted to open a restaurant. It's always been my dream", because that is the business risk. So we’re looking -- the criteria is experience.

CHAIRWOMAN: Any other?

MR. ABELAR: Vineland has an excellent history in developing business and I would vote for this project, but I have great concerns that this is a planned government planned enterprise where the private sector is unwilling to go. I
don't know the quality of the start that gives
you the idea that a restaurant is the way to go.
And that's where I rely on the excellent record
of Vineland, but if the private sector is not
willing to go to these places, I don't trust that
the government planned this as a general
proposition, I guess, going to be successful, but
you know the community better than I do.

MS. FOROSISKY: The private sector
couldn't offer the incentives we're offering,
that's clear. But historically you're right,
restaurants are risky for banks. And that's why
the government -- that's why we're there to fill
in that gap and that's why there are these
economic development programs because we are
given an opportunity to make it financial --

MR. ABELAR: With the cost that's what
we're discussing.

MS. FOROSISKY: Yeah.

MR. ABELAR: I would vote given the
community concerns on this, but I distrust this
center planning that under financial by realtor
but the community will gain the best.

MS. LAIRD: I have a question. Can
you summarize for us the outcome of the study?
Did it show that there were others leakage, if
you will, so if you could just summarize the
study to perhaps make some a little more
comfortable.

MS. FOROSISKY: What the study did is
ask the question about how many times you go out
to dinner and that was gathered by survey that
was over 700 responses and we did focus groups.
That information was with Claritas which is a,
you know, data base and what they found was 20
million -- 20 million for full service was a
leakage and six million for by fast -- full
service restaurants 20.9 million. Specialty food
8.5 million. 50 -- and then they did customer
preference and 50 percent said they wanted ethnic
restaurant, so we're going for all that.

MS. LAIRD: Just to summarize over $30
million of potential to Vineland was going
outside Vineland.

MS. FOROSISKY: That's correct. Unmet
customer demand.

MS. DAVIS: Does this study reflect
where they're going, were they going to --
MS. FOROSISKY: So what happened was
with Claritas, they take what people are spending
and then they take what all the sales are in your
area and people are spending more, they know that
there's leakage. It doesn't identify which
restaurant they're going to, but it just shows
that Vineland -- this is the total amount being
spent on full service restaurant and this is the
amount people are spending.

MR. STRIDICK: I have a question.
Will you be targeting the buildings that we have
photographs of and some of the addresses
primarily or will this program be available to
the Route 55 junction as well, like an Applebee's
take advantage of this?

MS. FOROSISKY: No. We targeted --
this program is only from East Avenue to the
boulevard. It's the Main Street district.

MR. STRIDICK: Exclusively?
MS FOROSISKY: The market is taking
care of that.

MR. STRIDICK: Because it says that an
applicant needs to be a Vineland Millville Urban
Enterprise so that would include --

MS. FOROSISKY: Well, they need to be
in the -- they have to be a member of the
Vineland Enterprise but the actual geographic
area for the program is just that Main Street, the four lots.

MR. STRIDICK: And those buildings in particular?

MS. FOROSISKY: Those buildings were identified. It wasn't exclusive. If someone finds a building, you know, in that area, then it would be eligible if the building converted into a restaurant.

MR. NEAL: How are you going to be managing the parking situation? It is nice to have a restaurant, but how do people get there? Walk?

MR. FOROSISKY: We have, of course, we have parking on the streets, but then we have on the Wood Street and Elmer Street, they're the two streets that are behind Landis Avenue which is our main street, we have -- we are expanding our public parking and we continue to do that. What we're trying to do is get the parking all behind the building as much as possible.

MR. STRIDICK: There were a couple of projects a couple of months ago, the four corners, those projects are eligible for this project?
MR. FOROSISKY: The theater, the one
is eligible for a -- the tenant is eligible
because a restaurant is going to be established
in that -- one of the buildings attached to the
theater. So they would be -- they would be
eligible, the restaurant, not the theater.

CHAIRWOMAN: Any further questions?

Take a vote. All in favor "I".

(All in unison said "I").

CHAIRWOMAN: Any opposed? Any
abstentions? Motion carried.

Next is Vineland's request of
$451,800 to the Division Street parking lot. Is
this Mr. Lelli?

MR. LELLI: Yes. Speaking of parking
lot, this is an acquisition. We were not the
parking lot, the ground is only $40,000 to pave
it, but based on the engineer's estimate would be
high cost of materials for parking lots going up
to $451,800. But the main thing is it's adjacent
to the third largest employer in Vineland, glass
industry, class tubing. The tubing industry is
Gerresheimer. And we need -- they have some
empty buildings that they are trying to lease out
or condo out for other businesses that support
provide additional parking. The planning department made a suggestion that they would get some additional parking available for workers and this one became available so we made a move on it.

CHAIRWOMAN: Thank you. Can I have a motion to approve?

MS. DAVIS: So moved.

CHAIRWOMAN: And second?

MR. ABELAR: Second.

CHAIRWOMAN: Ms. Davis and Mr. Abelar.

Any questions?

MR. HURD: Does this parking follow any line where the restaurant roadways are?

MR. LELLI: No, it's entirely different. It's an industrial area, right adjacent to the Kimball's -- the Gerresheimer manufacturer.

MR. STRIDICK: How long is the parking lot? How many spaces? I didn't get an engineering estimate.

MR. LELLI: Let me see. The engineer's thing here is not -- I'm afraid I don't have that information for you. I thought
MR. STRIDICK: Or the area of the project, not so much the spaces. What is the size of the lot?

MR. LELLI: Maybe I can tell you that. Oh, I'm sorry, the lot has currently approximately 140 spaces, but the conceptual layout will reduce it to 108 spaces that's from the city engineer's estimate.

MR. STRIDICK: In other words, so currently it's a parking lot?

MS. LINDSEY: Yes.

MR. LELLI: Yes, it is.

MR. STRIDICK: And who owns that?

MR. LELLI: I forgot who we bought it from.

MS. LINDSEY: Carmen Perez.

MR. STRIDICK: So he's using it as a parking?

MR. LELLI: No, he wanted to build a home. He requested for a variance. The Planning Board didn't think it was good idea to grant it since it was right next to the industrial park. So we came to the agreement to buy it from him and redo the parking lot.
MR. STRIDICK: So it's currently 140 space parking lot that he was going to put a home on it and it's currently used as a parking lot?

MR. LELLI: No, he didn't use it at all. He wanted to buy it and use it as a home.

MR. STRIDICK: Who uses it, though?

MR. LELLI: Nobody uses it until we buy it.

MS. BRUCK: It's a vacant lot.

MR. STRIDICK: But you mentioned that there's 140 spaces that would be reduced to 108.

MR. LELLI: Because the storm water retention basin. When you do a parking lot now, the new storm water retention guidelines reduce the size lot because you have to have this other declaration.

MR. STRIDICK: Let me just reiterate so I understand. There's no parking on there now?

MR. LELLI: There's no parking.

MR. STRIDICK: But it could potentially by layout accommodate 140, but because of storm water it could be reduced at 108?

MS. FOROSISKY: That's correct.
MR. LELLI: That's correct.

MS. LINDSEY: That's the cost of the construction is going to be for the storm water.

MR. LELLI: The construction is four hundred and something thousand dollars.

MS. LINDSEY: Right. So what exactly if it's already a parking lot.

MS. BRUCK: It's not a parking lot.

MR. LELLI: The Planning Board doesn't like to say parking lots and that kind of thing.

MS. BRUCK: It's unimproved land, correct? It's unimproved land?

MR. LELLI: Unimproved.

MS. FOROSISKY: The 140, that was the part that wasn't clear.

MS. LINDSEY: Actually --

MS. FOROSISKY: They cut back what it could have been.

MS. LINDSEY: Okay. Thank you.

CHAIRWOMAN: I have a question. Now, I assume that the city of Vineland is expected to build a parking lot?

MR. LELLI: Yes.

CHAIRWOMAN: So they could attract businesses to come into this industrial park?
MR. LELLI: Yes, because when the company would apply to move into the Gerresheimer facility depending on the number of employees, there's a ratio of cars and that is part of the planning Board savers. So we need to have those extra spaces available in case we get -- in the event we have a large company that employees a lot of workers, but we don't know that.

MS. BRUCK: But this would be public parking?

MR. LELLI: Public parking. Anybody could use it, but it's so far from the downtown it won't be used for that.

CHAIRWOMAN: It would be used for the --

MR. LELLI: For the industrial in the area.

CHAIRWOMAN: But doesn't most companies, like, supply their own parking? Would they reimburse then the City of Vineland to use the parking?

MR. LELLI: No. It's like providing parking for center city without the owners paying the city for using the parking. It's just an incentive to use.
CHAIRWOMAN: Businesses there --

MS. FOROSISKY: They're creating because the glass factory is continually decreasing and decreasing. They're creating kind of a new industrial complex there and we are trying to attract new businesses into that facility. So it isn't specifically for the, you know, benefit of just the glass factory.

MS. LINDSEY: So if the glass company is reducing its work force, where did those workers park previously?

MR. LELLI: There's parking on the other side. This is just additional -- provide additional parking.

MR. STRIDICK: So when the business plan for the development of this site, is there a need for parking that's being developed or can the existing --

MR. LELLI: Don't know until I see the number of employees.

MS. STRIDICK: In other words, how many existing spaces are there that are being vacated?

MR. LELLI: At one time Kimballs had 1800 employees. Now they're down to maybe
between five and six.

MR. STRIDICK: Let me ask the question this way. How many parking spaces exist in the existing industrial complex?

MR. LELLI: I have no idea.

MR. STRIDICK: But has there been a need that's demonstrated --

MR. LELLI: Not until we get -- we were able to attract some new industries. We don't -- it's not needed right at this moment. We need to be prepared to do that when companies look at it.

MR. STRIDICK: Would you say that again, just to get my arm around this thing. Are there several hundred parking spaces or --

MR. LELLI: Yes. Yes. Oh, yeah, there are several hundred parking spaces. Because at one time there was as many 1800 people working, not all of them drove there because they came from the neighborhood and walked there, but there was considerable parking there.

MR. STRIDICK: So on a given workday like today if we flew over the site would we see a lot of spaces empty.

MR. LELLI: Uh-huh, yes.
MR. STRIDICK: I'm just curious as to what's driving the need for an investment of four hundred and something thousand.

MR. LELLI: Because we're working Gerresheimer to attract new industries into their empty buildings and making use of the industrial spaces. It's a complex that has rail service besides and it has extra features that are attractive to industries that are now shipping by rail.

MR. STRIDICK: And what other efforts are going into kind of marketing or strategizing on the industrial --

MR. LELLI: My normal industrial --

the programs we have as part the UEZ Zone and we have a set of packet which is our web site, you could see that, and there's a loan program, there's the sales tax exemption program. If a company comes in there's a business of incentive program, relocation program, job training and on-the-job training.

MR. STRIDICK: Have there been any inquiries that would generate a need for 108 additional spaces the --

MR. LELLI: Yes. There's a
distributor who's looking at it trigger this
thing that we got to get this thing ready just in
case. It will happen sooner or later. I had two
people, two different companies look at it. The
manager of the Gerresheimer called me the other
day and said he had more available space and we
were looking to just be ready. Instead of
building a new industrial park, we're actually
renovating what is in existence, parking lot.

MS. FOROSISKY: And it will make it a
much more attractive.

MR. STRIDICK: This parking lot --
MS. FOROSISKY: Fixing it.
MR. STRIDICK: Is this adjacent to an
existing parking?
MR. LELLI: There's parking lots all
around. It's a clump. There's parking lots all
around the area that are owned by Gerresheimer.

CHAIRWOMAN: So when this is all
filled you expect more than 1800 employees?
MR. LELLI: I would like to think
that, but I don't know. Some of the industries
that we looked at would attract the residents
which is adjacent to this manufacturer's complex
which has been there since 1875. Since a lot of
people could walk to work, what we are trying to
do is provide employment for those people that
live in these -- the old center city areas.

CHAIRWOMAN: Okay.

MS. DAVIS: Could we table this and
ask for more information such as pictures of the
lot, pictures of the current business --

MR. LELLI: We sent them in. The
pictures are in there.

MR. STRIDICK: Can you pass them
around if you have them.

MS. DAVIS: Can you walk me through
the pictures so I can understand? So the lot is
labeled 208 and 209, that's what we're referring
to, right?

MR. LELLI: Yes, I believe it is.

They refer to it as block 2327, lot two, which
was formerly -- the old number was lot 327.

MS. DAVIS: I'm sorry, what are the
numbers again?

MR. LELLI: You can tell from the area
as you see now, just right in the center, are of
everything.

MR. STRIDICK: If I may, in this
aerial photograph, is it the space that's right
here? I mean, it looks like a whole bunch of --
couple of hundred cars parked there already.
MR. LELLI: Yes, that's the lots that
surround it. And the appraisal shows the lot
where the grass --
MR. STRIDICK: So the lot that's
highlighted, that's on the corner of Crystal and
Fowler and Division Street, is that the lot in
question? I have a lot that's kind of 200 by
200.
MR. LELLI: No, this one is an odd
shape lot. It's 106.82 by 181.41 by 59 foot
wide.
MR. STRIDICK: So it's like a flag
lot?
MR. LELLI: Maybe that's not the lot.
2327 lot two. Is surrounded by Division Street
on one side and Fowler Avenue on the other.
MR. STRIDICK: And Crystal on the
top. So in this aerial photograph it looks like
there's a whole bunch of cars parked there -- it
looks like a parking lot already. It's striped.
MR. LELLI: It could be. I don't know
when this picture was taken. It looks like it
was taken some time ago. It's not a new picture.
MR. STRIDICK: But according to the testimony it's an unimproved lot and here it looks like an improved lot.

MR. LELLI: It might have been a long time ago, but it's not now. So I don't know when the picture was taken.


MR. LELLI: Here's the actual picture of the lot now, the appraisal.

MR. STRIDICK: Yeah, I'm just -- the lot and block in the photograph don't jive to me.

MR. LELLI: Because this picture is old, there's no recent aerial of the -- it might have been -- it says that, but --

CHAIRWOMAN: We're just going to have to table this.

MS. BRUCK: But if you're going to table it, you could get to clarify from Vineland what you want them to design for you.

MR. LELLI: What do you mean?

MR. BRUCK: That's what I'm saying.

MR. LELLI: What do you mean?

MR. BRUCK: Unless the authority members are satisfied to take a vote.
MS. DAVIS: First question, the pictures that we see here does look like a parking lot. So if you could provide us with updated pictures.

MR. LELLI: It was a parking lot. It was sold to a guy who wanted to buy it for a house.

MS. DAVIS: Correct.

MR. LELLI: And then now the Planning Board did not approve because it was zoned industrial although some realtor assured him he could have gotten a variance. So the city took the advantage to buy the lot and now wants to improve it back to a new improved parking lot.

MR. STRIDICK: In my earlier -- if you don't mind, in my earlier questioning you said it was an unimproved lot that could accommodate 140 cars and that you would go down --

MR. LELLI: By the old standards the engineer said it could accommodate 140, by new standards it's 108.

MS. BRUCK: Mr. Lelli, you did just say that he bought it and it was a parking lot.

MS. DAVIS: Right.

MS. BRUCK: You just said that. We
MR. LELLI: It was a parking lot, had deteriorated into this picture.

MS. BRUCK: So it was a parking lot that was in disrepair and disuse?

MR. LELLI: Right.

MS. BRUCK: And now you want to bring that up to grade to use the money to acquire it and also to bring it to standards?

MR. LELLI: That's correct.

MS. BRUCK: And then I guess the follow-up question is how do you establish the need for this parking lot in light of the existing parking and existing industry that is going on in the area?

MR. LELLI: As the Planning Board says it's the best and possible use of the land adjacent to an industrial --

MS. BRUCK: But that doesn't mean that the zone has to buy it. So I think the Board is concerned why does the Board -- I understand you're negotiating with other companies and you
want to promise available parking. That's very reasonable and commercially practical. But if you have other parking available in light of the fact that the down sizing, for example, have you established that there's actually a need for additional parking and I think --

MR. LELLI: We need to be prepared to provide parking for what we believe is going to be additional industries going into the park.

It's like buying a piece of vacant land and turning into industrial park assuming we're going to get companies to buy it.

MS. BRUCK: I guess what the Board wants to know, what is existing now? What is being utilized now. And what are your projections for what you need in the future based upon your discussions with other companies and perhaps that's the information that needs to come -- additional information before the Board before perhaps they even want to vote on this.

MS. DAVIS: And the other thought is because you're, you know, trying to attract new businesses perhaps the issue here today should be the acquisition of the land and now the total amount that you're requesting. From the 40,000
versus the $460,000 because you haven't demonstrated that there's no need.

MS. BRUCK: This goes back to whether or not there is an initial need and can you provide that information, for example?

MR. LELLI: I can't provide that information because I don't know. It's the future of the city.

MS. BRUCK: Again, I guess that would be a concern as to what was the due diligence undertaken --

MR. LELLI: It just makes business sense to have that available for the industrial complex.

MS. BRUCK: What if there were 5,000 other parking spaces unused around?

MR. LELLI: No, there is not.

MS. BRUCK: Do you now know there is not?

MR. LELLI: Well, there's not 5,000?

MS. BRUCK: So, Mr. Lelli, if you could go back and provide the Board with --

MR. LELLI: I can't do that. I'll say it right now, I cannot do that.

CHAIRWOMAN: Let's take a vote.
MR. LELLI: Turn it down, that's all.

I don't care.

CHAIRWOMAN: We'll take a vote and all in favor. All opposed?

(All in unison said "I").

CHAIRWOMAN: Any Abstentions? None.

It's been a motion that does not carry.

MS. BRUCK: I actually would just say if you want to re-submit this with the additional information I would encourage you to do so if you feel that that's appropriate. Thank you.

CHAIRWOMAN: Next is Vineland, Second Generation Funds request for $202,500 for Economic Loan Development Loan to Vineland Construction Company. Mr. Lelli.

MR. LELLI: Vineland Construction Company is asking for $202,500 for interior improvements and parking lot improvement to their commercial building located at 415 West Landis Avenue. The $285,000 of which the borrower is going to put $142,000 and the UEZ of the 202, 142.5 is the fit out. The parking is 120 and 60 from the borrower and 60 from the UEZ. So that totals along $202,500. The first floor is also only occupied and this is the second floor and
that is going to be a mortgage loan with five percent interest for 15 years.

CHAIRWOMAN: May I have a motion to approve?

MR. ABELAR: So moved.

CHAIRWOMAN: And second?

MS. DAVIS: Second.

CHAIRWOMAN: Mr. Abelar and Ms. Davis.

Any questions? Okay. No question. We'll go to move. All those in favor say "I".

(All in unison said "I".)


Next we have Vineland is second generation funds request for $200,000 for Economic Development Loan to SMS Enterprises.

Mr. Lelli.

MR. LELLI: SMS Enterprise is a -- this is for permanent loan for leasehold improvements and equipment acquisition for a new Burger King restaurant which is -- there was one there. They just torn the whole thing down because this is the first of the new style Burger Kings that are coming in. Total project cost is $1,100,000. Bank of America is funding an
interim loan of $1,341,000 which includes refinancing of existing that we had there. The Bank of America will fund the loan $1,141,000 and the UEZ will follow with a $200,000 loan as part of the project. The cost is leasehold improvement $820,000. The soft balls are 45. Acquisition of finisher and equipment is 235 and refinancing that is $1,456,000. The Bank of America is providing $1.1 million, UEZ is providing $200,000. The borrower is putting $115,000.

CHAIRWOMAN: Motion to approve.

MR. HURD: So moved.

CHAIRWOMAN: Second.

MS. LAIRD: Second.

CHAIRWOMAN: Any questions?

MR. STRIDICK: Yeah. In the benefit to the zone you mention that there's going to be five full-time and 30 part-time jobs. How many were in existence before the place actually got demolished, because we're kind of replacing even though it's a newer --

MR. LELLI: I can't tell you.

MR. STRIDICK: Because right now as a demo site it's zero jobs.
MR. LELLI: Flat down starting all over again.

MS. LINDSEY: I have a question about the economic development purpose of rebuilding this Burger King. I'm just wondering how you see it, besides the jobs that may be created, how you see it really benefiting the zone specifically when we approve funding for the restaurant row and now this could be a potential competitor with those restaurants. I know that it's a different type of restaurant, but I'm just wondering if you're talking about it.

MR. LELLI: The Burger King is out on Route 47 which is a high traffic area which attracts customers that do not want to pay 20, $25 for a meal and higher end restaurant. But most importantly this is a new building which will generate real estate taxes which is the heart and soul of what cities need for revenue to balance their budget for ever and ever until they tear down the building down. And if it wasn't for the fact that New Jersey is based on a real estate tax system, I couldn't say that, but it's more important than the restaurant. And Burger King, the company, owns the ground itself. So if
this gentleman decides to move on they'll have
another operator there. The jobs will still be
there regardless of who owns it and the building
will pay taxes regardless of who owns it. I
mean, that's the benefit, the real benefits to
what the usual enterprise is all about.

MR. STRIDICK: Building upon that,
what is the increase in tax, local tax payments
from the previous restaurant that was demolished
to the new one?

MR. LELLI: I haven't seen the
assessment for the new year because it's going up
now. So I don't know what the new tax assessor
has.

MR. STRIDICK: Was it demolished with
plans of building a new one?

MR. LELLI: Yes. Uh-huh.

MR. STRIDICK: It's already gone?

MR. LELLI: Yeah. The new one is
halfway up.

MS. FOROSISKY: It cleans up the area
because it was an old Burger King. It's just a
more attractive look too.

CHAIRWOMAN: I have just a question
about wording in here where in this proposal that
asks -- that says that the borrower does not have
the historical capabilities to service the debt.
What does -- and it seems like this person
doesn't have a very good credit.

MR. LELLI: The gentleman has four
other Burger King restaurants and sufficient
equity and net worth to provide whatever short
fall in case the projections for this new
restaurant do not come up to standard. We've
been with him, two other restaurants, two other
Burger Kings with him. And as our credit analyst
put in there that the final decision and what the
revolving loan fund committee historically SMS
Enterprises has been operating business at this
location without any interruptions. In addition,
Mr. Salsbury owns and operates three other
restaurant locations and has been recognized as a
good operator by Burger King. But, again, you
have to -- I hate to even preach this, but this
is an economic development loan, not a bank
loan. If it was a bank loan maybe it wouldn't
have made it. But an economic development loan
although you use the same liens and mortgages and
all that kind of thing, it's a question of city
investing in bringing this business along. But
if it wasn't for that the lenders wouldn't do it. We're in a very difficult subprime mortgage financial mess right now for the next two years and we expect we're going have some more -- this is new thank God and we hope we won't see many -- this is where we're going to have to go back and help for a while. This will eventually -- two years.

CHAIRWOMAN: Any other questions?

MS. BRUCK: Yeah. Well, at the risk of opening up Pandora's box at this moment and not knowing the background of this, is the recipient aware of the fact that acceptance of this financial assistance may be a trigger for having to pay the prevailing wage for the leasehold improvements?

MR. LELLI: Yeah, that's in our application, the whole page warning him of that.

MS. BRUCK: Thank you.

MR. LELLI: And I know there's a decision coming from the Department of Labor about the problems of prevailing wages and to what it applies to and so forth and so on, but believe we're making sure that everybody is totally aware of prevailing wages. And by the
way, if the decision goes against us this loan program will disappear. It wouldn't work that way.

MS. BRUCK: I just want to make sure that the recipient is aware.

MR. LELLI: Oh, yes. Since Sandra and I are being sued personally for not fully disclosing by another client.

MR. STRIDICK: I'm confused.

MS. BRUCK: Later.

CHAIRWOMAN: Any other questions?

Okay. We'll go for a vote. All those in favor "I".

(All in unison said "I").


Next is the request for 60,000 for Vineland for South East Boulevard for their improvements AJM Rail Spur. Mr. Lelli.

MR. LELLI: 60,000 is for the engineering to provide the -- contract to provide the wherewithal to build -- the city has agreed to pay for crossing on the boulevard and the company got a grant from the Department of Transportation on the rail side which is like
$545,000. Now, this is a new company that is planning -- just getting -- coming to Vineland, creates AJM manufacturers of manufacture paper goods similar to Dixie products and things like that. It will generate a new company for Vineland, it will be their East Coast manufacturing and distribution center and they -- the deep award was based on 268 jobs. So this is necessary because they -- to put on the rail side again because they use five rail carts a week on their full production. And then -- but this is to get it start it. They've been delayed because of the slowdown in the economy but now they're ready to go and they're getting ready to move the machinery into the new building or the existing building and I think second phase will be another 70,000 square foot added on because this rail side is going to run right into the building.

CHAIRWOMAN: Okay. May I have a motion to approve?

MR. STRIDICK: So moved.

CHAIRWOMAN: Second.

MS. KUBE: Second.

CHAIRWOMAN: Any questions?

MR. STRIDICK: I think it's great for
$60,000 if we can generate 238 jobs.

MR. LELLI: The Department of Transportation said the same thing. This is one of the biggest when it's fruition this will be one of the newest manufacturing businesses in Vineland. We worked hard to get this one and it's about to come through fruition.

MR. HURD: There will be new jobs for local residents or new jobs that are transferred over?

MR. LELLI: The Department of Labor and work force development of the Cumberland County has all of the job descriptions and they are pre-training the applicant and I'm sure when they -- when the ad hits the paper and you'll see applicants from all over the county.

CHAIRWOMAN: Okay. Any other questions before we go on a vote? All in favor say "I".

(All in unison said "I".)

CHAIRWOMAN: Any opposed? Any abstentions? Motion carries. Thank you, Mr. Lelli.

MR. LELLI: One other thing.

MS. BRUCK: It's not time for public
MR. LELLI: I got some good news and bad news. Good news is last month we competed in the United States through the CDFI. We finished second. We lost by one vote. So we're the second best in the United States. And unfortunately the bad news is that the mayor and counsel who have blessed this program for last eight years lost the election last night and so I got six new people to break in.

MR. STRIDICK: You think we're difficult.

MR. LELLI: I practiced on you.

MR. STRIDICK: We're training wheels.

MR. LELLI: I'm sorry I got carried away.

CHAIRWOMAN: Mr. Ferrara. City of Wildwood. This is their request for $223,388 for boardwalk benches and trash cans.

MR. FERRARA: Good morning. I was going to take my Fire Chief Conrad Johnson to lunch but I'm taking him to Vineland for dinner. And I don't want to pick on Howard because it's his first month, but my mayor would have a serious problem with his mayor claiming his town
the birth of rock and roll. I know that my mayor has claimed for years to be the town where rock and roll was born where people like Chuck Berry who lived there all his life and American Band Stand, the home of American Band Stand.

Good morning, everyone.

MR. STRIDICK: Sibling rivalry.

MR. FERRARA: Thank you for hearing my application. The first application is for boardwalk benches and trash cans. Historically municipalities like Wildwood were forced to use whatever they had on hand for years. So the standards for trash cans became painted 50 gallon trash -- 50 gallon oil cans. We're now competing with a national tourism industry that's used to things that are a little bit more attractive than those 50 gallon cans. The other problem that comes with that is on any given day the city of Wildwood, for instance, population is about 5200, and any given summer night our population could be 250,000. We have door counts at places like Morey's Pier on a Saturday night 200,000 people.

So the way public works usually operates is they'll take that 50 gallon trash can and put five trash bags at the bottom of the can and as
they fill up our crews take the bag out, lay it
next to the unit and put a new bag in. What this
project does actually creates uniformity along
the boardwalk. A few months ago I came for you
for North Wildwood, our sister community that
shares our boardwalk and they bought the same	rash cans and same benches. So we're going to
have uniform trash cans and benches on the entire
boardwalk. It makes us more attractive. It
makes us cleaner, more importantly it lets us
compete with some of the bigger tourism
industries out there. I was told to keep it
brief, so I'll stop there. If you have any
questions I'll be glad to answer.

CHAIRWOMAN: May I have a motion to
approve?

MS. DAVIS: So moved.

CHAIRWOMAN: And second?

MR. HURD: Second.

CHAIRWOMAN: And any questions. All
those in favor say "I".

(All in unison said "I".)

CHAIRWOMAN: Any opposed? Any
abstentions? Motion carries.

MR. FERRARA: The next project is our
Item "D" is actually the sister application for the City of North Wildwood. The City of Wildwood and the City of North Wildwood historically for years had their own independent sound systems, they were nothing more than a mishmash of commercial amplifiers and loud speakers with wire strung from lamp post to lamp post. Along with the boardwalk special improvement district, we got very aggressive and decided to design a state of the art system that will enable us to make emergency announcements, lost children announcements, but more importantly, again, compete with other tourism destinations with things like music. Good example that I used in the application was if you've ever been to Disneyland their parade their pumpkin parade or Cinderella parade travels through the streets at Disneyland and what happens is the music follows the parade. So the music is not going on everywhere, it's actually localized to follow the parade. This system will do that. It will also allow both cities to enter information into the sound system independently. The City of North Wildwood will be able to broadcast from either
the special improvement district office on 27th Street or from their police substation. The City of Wildwood would be able to broadcast from our information system in Scavenger Avenue. But technology is great nowadays. It's going to allow our police department to broadcast into that system from anywhere in the city. They can do it with a cell phone, they can do it with dispatch, but if there should be some sort of an emergency or lost child, the police can come in and make a public service announcement. Probably one of the most famous uses for the sound system is the national anthem at 12 noon everyday welcomes people to the boardwalk, but it's a great project. It's state of the art. It's a system that was designed by the people that did the sound system for Morey's Piers. So we're very confident in them. We've seen the system in action. We know that it holds up in the salt air which is a big problem for us, everything rots immediately. But they designed the system. If the project is approved from you today it will go out to bid. Hopefully they will be one of the bidder.

CHAIRWOMAN: Thank you. May I have a
MR. HURD: Motion to move.

MS. DAVIS: Second.

CHAIRWOMAN: Any questions?

MR. STRIDICK: How was it awarded, was it an RP issue?

MR. FERRARA: It hasn't been awarded.

If it's approved today -- this was just an estimate that was created --

MR. STRIDICK: How did you get the estimate? In other words, if you were awarded to the Delaware audio visual integration of the design, was there an RP issued or is it sole source or --

MR. FERRARA: The boardwalk SID (Phonetic) works with this company to design the system. They asked -- because of their relationship with Morey's Pier, the boardwalk said -- asked them to design and write an estimate free of charge for the SID. The SID came to me and said this is the type of system that we recommend. If the amount is approved we'll go out to bid on the entire system. So there's no guarantee to this company listed here that designed the system that they will win the
MR. STRIDICK: So RP will be issued --

MR. FERRARA: Absolutely. They will do an -- our purchasing agent will put the entire system out to bid. And then there's no guarantee that Delaware Valley will win the bid. The lowest bidder will win according to state law.

CHAIRWOMAN: Any other questions? We will go to vote. All in favor say "I".

(All in unison said "I".)


MR. FERRARA: Thank you. Next item on the agenda I would like to introduce my buyer Chief Conrad Johnson. The project is for $119,800 for ambulance rescue vehicle purchase. One of the reasons I put our schedule on the table before the meeting along with our Doo Wop design book which I'll talk about in a minute. Was just to give you an indication of how many events we have throughout the year. The City of Wildwood fire department already has three rescue units that they use for day-to-day service. But because of the large number of events it's necessary to stage one of these vehicles at most
of these events. And that's what this project
will do. It creates a unit show that we don't
tie up one of our regular rescue units to take
care of all the tourism-related business. So
with that I'll --

CHIEF JOHNSON: Thank you. Connie I
go by. But as Lou said we staff well over 200
events. And I'd like to start out by saying this
is a kind of a direct result of the success of
the UEZ in Wildwood. Businesses, the special
improved business in the boardwalk, the business
district downtown because of their success I've
extended our season greatly. Our season goes
well into actually into December believe it or
not. We have to staff many events. At times
we've actually have had to take those ambulances
that we assign to those events because we only
have the three that we operate. We've had to
leave that event with the staff at ambulance for
other emergency, but at the same time we're still
responsible for covering any emergencies in the
town. So it's vital that we can dedicate an
ambulance with the staff that we send to these
events and not to have that ambulance leave. A
few times we've had prior to getting our third
ambulance about two years ago we actually have
had the borrow ambulances to be able to staff
these events. And obviously with the success of
the UEZ and the special improvement district the
reasons we staff the events is because the large
numbers of people, some of the hazards involved,
you know, we're talking about a large boat shows,
and generally people climbing on the boats and
motorcycle shows, car shows, you name it we have
to staff these events. And the ambulances have
to be at these events. We're just trying to be
able staff those, still provide the service that
the community needs and not have to actually take
ambulances and resources. Once we dedicated to
an event that's business sponsor or convention
center sponsor we could dedicate it and leave it
there and ensure for the most part not going to
have to leave the event.

CHAIRWOMAN: Okay. Thank you. May we
have a motion to approve?

MR. STRIDICK: So moved.

CHAIRWOMAN: Second?

MR. HURD: Second. Mr. Hurd, thank
you.

CHAIRWOMAN: Any questions?
MR. ABELAR: I just have a brief comment. In the future it will be a good idea to ask the sponsoring business to contribute to these services.

CHIEF JOHNSON: We have considered that. And we have gotten other limited small amount of equipments, some equipment that goes on the ambulances and things like that. We had gotten that and we take that. Definitely consider that in bigger events.

MR. ABELAR: But we're funding 100 percent of the services here.

CHIEF JOHNSON: Well, the city is through bonding an additional 30,000. The entire project is 139. So, yes.

MR. ABELAR: So business sponsors seminar or any events and doesn't pay anything related to --

CHIEF JOHNSON: Some of the convention center events that are not city related or are not business related, not special improvement district related pay for staffing at those events. But the majority of them do not.

MR. STRIDICK: I have a question.

You're increasing your fleet by 33 percent with
the fourth vehicle. So do you have staff to
cover it?

CHIEF JOHNSON: Yes. Staffing hasn't
been an issue. It's just the equipment.

MR. FERRARA: Like the Chief said in A
big event, the events creators will pay for the
staff. They either the downtown SID, the
boardwalk SID, the convention center. It's great
that we have all these organizations that have
come forward to help their communities, but one
down side for the city is they're constantly
looking for services and this is one of the
things that we feel we have to provide.

CHIEF JOHNSON: We typically bring in
additional staff already on duty.

MR. STRIDICK: Okay.

CHAIRWOMAN: Any other questions? Any
comments? Okay. We'll take a vote. All in
favor "I".

(All in unison said "I".)

CHAIRWOMAN: Any opposed? Any
abstentions? Motion carries.

MR. FERRARA: Thank you. The next
project is the City of North Wildwood boardwalk
sound system. This is the sister project for the
project I described a minute ago. It is the same identical system that is going to be mirrored in North Wildwood. It actually splits on 26th Street. North Wildwood has fewer blocks so it's a little business expensive, less tolls, less mileage. And one thing that you'll notice in the proposal is a small amount I believe it's around $5,000 that the two cities share for the equipment that ties these two systems together. So in this world of mutual or -- mutual cooperation between communities, I think is terrific that the City of Wildwood and North Wildwood got together on this and decided to do this as one big city rather than go out and look for their own system.

CHAIRWOMAN: Okay. Can I have a motion?

MR. HURD: So moved.

CHAIRWOMAN: Second?

MS. LINDSEY: Second.

CHAIRWOMAN: And any comments, questions? Vote. All in favor "I".

(All in unison said "I".)

CHAIRWOMAN: All opposed? Thank you.

MR. FERRARA: Just --
CHAIRWOMAN: Motion carries.

MR. FERRARA: Before I leave, the book that I put on your tables "How to Doo Wop" is one of our first design guides. What we're trying do as a community is steer the building community to create architecture that's consistent with what's known as our Doo Wop architecture or our mid century architecture. The city is world recognized for some of its architecture that we have and this book when a developer comes in like Commerce Bank or McDonald's or Burger King, whoever it may be, the Planning Board always recommends that they work with the committee like our Doo Wop preservation league to create architecture that's consistent with our community. In the next few weeks we're going to have our second publication which is our boardwalk design guide. We worked for months on that. It's going to look very similar to this book, but what it's going to do is when someone buys a property on the boardwalk it's going to offer guidance to our architecture and how to fit in where a community to make it a better overall community. That was also done in conjunction with North Wildwood. Thank you everyone.
CHAIRWOMAN: Agenda item 17 through 21 these agendas will be taken as one motion unless a commissioner has a specific concern. Does anyone have concerns? Okay. I have a motion to approve.

MR. HURD: So moved.

MS. DAVIS: Second.

CHAIRWOMAN: All those in favor say "I".

(All in unison said "I").

CHAIRWOMAN: Any opposed? Any abstentions? Motion carries. We'll move to old business. Does anyone have any comments for the record? Okay. Next we'll open to the public. Are there any comments from the public for the record?

MR. RODRIGUES: Yes. I want to -- on the question of the police. Within your packet if you want to go back, unfortunately I apologize, within your packet there's a resolution to the City of Elizabeth Police Department and the city counsel which outlines the rate per hour for police sergeants, for police lieutenants and police captains as well as for regular officers when they're involved in
streetscapes of this type. So sometimes the
nature of the improvement will dictate one to two
officers. So that's the reason why the cost
there is such. It's in your packet. You'll see
police -- they don't have it? They don't have
the attachment?

MR. STRIDICK: But on your schedule,
in your estimate it's listed as man hours so that
doesn't mean that, to me at least, that doesn't
say that there's actually three police officers
on duty, that seems individual man hours at $120
an hour and here you say it's accumulative total
for the package for however many police officers
are needed for traffic.

MR. RODRIGUES: Correct. Yeah,
because when the engineer starts digging and
doing the streetscape they don't know how much
intensive work is needed. So they'll bring in
another officer need be and they'll situate him
or her and as if he points to the streetscape to
allow the flow of traffic. That's why -- I
thought it was in your packet there is a break
down of cost for officer.

MR. STRIDICK: But in the engineer's
estimate it's labeled as man hour and so it's
actually a package hour.

MR. RODRIGUES: Correct. And it's for
the whole police control crew whether it's two or
three that's needed for the street work. It's
inclusive.

MS. KUBE: It's up to $120?

MR. RODRIGUES: It could be less. It
could be less.

ANTHONY: That would include three
officers for some of the utility work that we've
got excavation like 15, 10 to 15 feet. So you
need one officer I guess basically protecting the
excavation area and then the two officers on both
ends for traffic control, that's the worst case
scenario.

MS. BRUCK: Does that satisfy the
board because if so there would be no further
recording. We could move on.

MR. STRIDICK: That clarification as
presented satisfies my questions with regard to
the $120 per man hour. It's actually for point
of clarification kind of a package purchase of
police or traffic protection that would cost $120
an hour for no matter what police are needed.

MR. RODRIGUES: Correct. Correct.
MS. BRUCK: Thank you. Very much.

Saves a few e-mails, to say the least.

CHAIRWOMAN: Mr. Ayres.

MR. AYRES: Yes. Don Ayres from City of Millville just inquiring as to the prevailing wage issues, if there's any further information or guidance for the zones?

MS. BRUCK: It's still being considered and debated between the attorney general's office and the Department of Labor and we have -- if you have a specific question that perhaps I could address, I might be able to answer that, but there are still some issues that are outstanding.

MR. AYRES: We would all like to know if there's a decision the use of the sales tax exempt certificate trigger prevailing wage and in the meantime while discussions are being held as Jim said there are lawsuits going on and yesterday I got an e-mail that labor is coming down, want to see my files. And it's, you know, it's all ramped in Cumberland County throughout the business community and the contract community and everyone is in an uproar and --

MS. BRUCK: Understood. Well, I can
tell you that that is probably the one in terms of application of prevailing wage the one major outstanding issue is whether or not the sales tax exemption is going to trigger prevailing wage. Now, some of the other cases that I'm aware of are pretty much black and white in my view in terms of talking about facade grants and things like that that currently the floor is $2,000 for construction contracts. So I think that there might have been some business owners or contractors who either are unaware or weren't thinking about prevailing wage when they took UEZ funds. So I'm not going to get to the specific of that. But otherwise for construction using UEZ funds for construction, yes, triggers prevailing wage in general and that would include take out financing that was required as a condition of getting construction financing for improvements. And it's my understanding that that has been a long standing position and interpretation of prevailing wage loss.

MR. AYRES: Take out use --

MS. BRUCK: Now, the issue of use of the tax exemption, that's correct, we had a meeting yesterday and hopefully we'll have that
written in stone to you in a few days as soon as possible. And I understand the anxiety and appreciate your patience.

MR. AYRES: Just as a comment, the sales tax exemption certificate triggers prevailing wages then, you know, we're about to the end.

MS. BRUCK: We've made the appropriate arguments and we're hopeful that they'll, you know, see it our way.

CHAIRWOMAN: We're really --

MR. AYRES: I hope so too. It's like we're going off the cliff.

CHAIRWOMAN: But just to let everyone know here that we're very much on top of this. We're very aware of the issues. We had a meeting yesterday, the governor's office, with the commissioner of labor, David Sacalo (Phonetic), myself, Trish, Kathy, they are aware. They know how important it is for them to come and give us, you know, a definitive answer and we have meetings on this and talk about this everyday probably for the last two weeks. So I don't want anyone to think that we're not very concerned about this. And we will get an answer to you as
soon as we receive an answer.

MS. BRUCK: I think that one thing that is clear is just by virtue of being in the program does not trigger prevailing wage.

PUBLIC: But if you can't use the sales tax exempt, what good is it being in the program?

MS. BRUCK: Using the sales tax exemption for the construction material we're talking about. But just by virtue of being in the program is not going to trigger prevailing wage and think that was a concern at some point in time and I just want to make that clear.

MR. LELLI: There was some concern because if you build a new building and you get a real estate tax exemption based on that new construction they're saying that triggers prevailing wage.

MS. BRUCK: You mean a real estate tax exemption outside of --

MR. LELLI: Five year program.

MS. BRUCK: Excuse me. Outside of the UEZ program?

MR. LELLI: Yes.

MS. BRUCK: Like a pilot type thing.
MS. FOROSISKY: Yes.

MS. BRUCK: That's another issue that is not UEZ related, that is simply doing business in the state of New Jersey. That's not something that we're specifically addressing with labor right now because that's outside the scope of what we're dealing with. But certainly I'll keep that -- it goes in the same vein, does it not.

MS. FOROSISKY: It is, you know -- you're saying it's black and white that take out financing and we understand that now, but there seems to be some confusion and if that was always the case there's 32 UEZ's we asked if it was just Vineland and it was overwhelming, no, we're all doing it. Is there going to be a grandfather or can they go back to, you know --

MS. BRUCK: That's another thing that we are addressing as because of the sort of newness, if you will, of the issue as it relates to this program in particular we are looking into whether or not, yes, to prevent a catastrophe from happening.

MS. FOROSISKY: Thank you.

MS. BRUCK: And to look at this prospectively with labor and to work it out in
that way. But we have no answers as to either.

And frankly on that point I don't know that they're ever going to give us a specific direction on that because if they see -- if they saw a major issue, something that was very blatant that happened in 2003/2004, I don't think that they would be able to promise to us that they wouldn't go after, but that's not the case at this point in time. Am I making myself clear?

MS. FOROSISKY: Yes. The fear is when these two projects get say, "Oh, they should have been prevailing wage", then every job that someone works on but two or three years ago they're all now going to file that I should have gotten prevailing wage and it will -- there will be a domino effect.

MS. BRUCK: Well, I don't know what the statute limitation is, if any, is under the prevailing wage loss, that's one thing. But also I mean if it was something very -- that should very clearly been prevailing wage as opposed to some of the gray areas that we're dealing with now, I don't know that we're going to get a promise from them that they're not going to go
I think we should deal with what's happening in the present rather than anticipating. But we are dealing with that issue retroactivity as well as the sales tax exemption. And just rapping it up, that was retroactivity was definitely addressed yesterday.

MR. FERRARA: Just to bring this back into perspective. I agree that the loan and grant program is a serious issue, but as far as UEZ four and five is concerned in reality, you know, in my zone anyway, unless someone is building a brand new building, you know, spending millions of dollars, we're talking about little mom and pops that might use UEZ four or UEZ five to buy some lumber or screws or nails, you know. Remember, there is a $2500 exception or $25,000 exception.

MS. BRUCK: It's currently to construction contract over $2,000, but I don't mind telling you that we're looking to other ways of structuring it so that it would help the mom and pop businesses who are buying the nails. But I have to say some of those people doing the work themselves, obviously they're not going to be
affected.

MR. FERRARA: Exactly.

MS. BRUCK: They're not entering into a construction --

MR. FERRARA: Like you said, to bring it back, right away people jump into conclusion and it's going to kill -- it's going to kill -- again, when it comes to mom and pops, there's that $2,000 limit and if they're doing the work themselves --

MS. BRUCK: There's no issue.

MR. FERRARA: There's no issue. So granted if someone in my zone is building -- we just got a CAPA permit for our first 25 story resort facility for -- been a long time coming, no doubt that they'll have to pay prevailing wage if they spend $20 million on construction materials. That's part of being in the program.

So I appreciate all the help --

MS. BRUCK: Thank you.

MR. FERRARA: -- fighting the cause for us.

MS. BRUCK: Thank you. That's worth it then.

CHAIRWOMAN: Any other questions or
PUBLIC: Has the UEZ Board commission been assigned on this issue or is it still been negotiated? How is that being determined?

MS. BRUCK: There hasn't been anything. When it's articulated it will come from the authority. There hasn't been any vote or anything of that nature. It's really dealing with the governor's office pretty much,

Department of Labor. I mean, we're being advocates for the program, but within the limits as what we see is the law.

MR. FERRARA: Is there some stipulation in the UEZ legislation that says that any outside legislature affects the UEZ legislation must be evaluated for its impact on UEZ legislation, if I'm reading that correctly?

MS. BRUCK: Not to my knowledge. I mean, if you look at all these laws together and they overlap -- I mean, you have your own requirements on a municipal level. You have a lot of layers of concerns.

PUBLIC: I might add that what Mr. Peters for years, years that I sat here always reminded people that prevailing wage was an
issue.

MS. BRUCK: Right. And it's an issue. But the thing is when you have an issue, what's -- how is it going to fall out when there's a gray area, that's what we're working on. But what we came up in the few projects as far as I know is that we're -- facade program, for example, is that prevailing wage? Yes. Right?

PUBLIC: If it's paid for -- again, look at the limits and --

MS. BRUCK: Other than the limits, if it falls over $2,000 construction contract. But I think there was some oversight also on some people's part and I'm not saying you people, but people just weren't mindful or thinking of the fact that prevailing wage needs to be paid when I think if you looked at it you know that it should. Do you know what I'm saying?

PUBLIC: Absolutely. I would, you know, I have to admit if someone in my town were giving a $50,000 facade grant they would be subject to prevailing wage.

MS. BRUCK: Exactly.

PUBLIC: Somebody who spoke said
that's not the case.

MS. BRUCK: The facade grants?

PUBLIC: Or any project which the UEZ or the town is not in direct privy with the contractor prevailing wage is not applicable.

MS. BRUCK: I want to know who told you that from the Department of Labor.

PUBLIC: I'll provide you with that e-mail that I've been operating. We've been operating this program.

MS. FOROSISKY: We have --

MS. BRUCK: But in 2006 we clearly came out and that went to the issue of retroactivity because in 2006 our office clearly came out and said prevailing wage applies. So from that point on everybody was on notice.

KEVIN J. MIZIKAR: But my e-mail from UEZ -- I had both phone and e-mail conversations with the Department of Labor, the gentleman's last name is Sheffield. It circulated all the coordinators and specifically asked him if a grant funding to UEZ business versus the UEZ directly cutting a check to a contractor for work done to UEZ businesses is different. In so many words he said, yes, there is a difference. As
Mr. Portnoy just said it's only if the check is
cut directly to the business with prevailing wage
it's applicable.

MS. BRUCK: That's not my
understanding, and I'm not aware of that
particular situation, but if it's what I'm
thinking of, I think that they dispute that
that's what was said.

KEVIN J. MIZIKAR: I understand that
they dispute it, but I don't dispute.

MS. FOROSISKY: I know that -- I was
at the same work shop and I walked away with the
impression that as long -- there should be no
construction contract. So I know Vineland and
like many others we only do permanent financing
and we really actually thought we were acting --
I mean, now obviously it's clearly we weren't,
but somehow -- and we asked and maybe there's a
few of you, but the majority of the 32
coordinators were saying, yes, we're all
operating under that same premise. So I don't
know how we missed it, but we did. I mean, it
wasn't intentional, but I know when I walked away
and that's why we do not let our facade do any
construction. Does it enable construction? Yes,
I'm not going to dispute that now, but we only do permanent mortgages. They are on their own finding construction financing. So we were clear that if we funded the construction it was prevailing wage. We thought permanent mortgages was, you know, because they're clearly on their own in getting construction financing. I mean --

MS. BRUCK: I can understand how you might miss that issue, but that's far --

MS. FOROSISKY: Everybody has been doing that.

MS. BRUCK: It's unfortunate, but as far as I've been told that's the position of the Department of Labor going way back. But we have to deal --

MS. FOROSISKY: I thank you.

MS. BRUCK: We're trying to sort it out to make it as painless as possible and make it as clear so we don't have these kinds of problems in the future.

MS. FOROSISKY: Yes, because it's a lawsuit now and it's serious.

PUBLIC: Take it to the next step, what if I give the grant to the local SID and then the SID grant does facade grants with that
funding, how do I control that?

MS. BRUCK: Well, the city is governed by its own prevailing wage department, that's different.

PUBLIC: I mean, the special --

MR. HURD: The SID.

MS. BRUCK: The SID. Then, I don't understand.

PUBLIC: That's why I think their argument has merit. Once it leaves our control how do --

MS. BRUCK: It's not the way the definition is.

PUBLIC: I understand.

MS. FOROSISKY: Now, we understand.

MR. PORTNOY: I understand, but --

MS. BRUCK: Anything else?

CHAIRWOMAN: Any other comments, questions because I'm going to call for adjournment. May I have a motion to adjourn.

MR. HURD: Move.

MR. STRIDICK: Second.

CHAIRWOMAN: All in favor?

(All in unison said "I").

(Concluded at 12:15 p.m.)
CERTIFICATE

I, MARIBEL SYPNIEWSKI, a Certified Shorthand Reporter and Notary Public of the State of New Jersey, do hereby certify that prior to the commencement of the examination, the witness was duly sworn by me to testify the truth, the whole truth and nothing but the truth.

I DO FURTHER CERTIFY that the foregoing is a true and accurate transcript of the testimony as taken stenographically by and before me at the time, place and on the date hereinbefore set forth, to the best of my ability.

I DO FURTHER CERTIFY that I am neither a relative nor employee nor attorney nor counsel of any of the parties to this action, and that I am neither a relative nor employee of such attorney or counsel, and that I am not financially interested in the action.

MARIBEL SYPNIEWSKI, C.S.R.

LICENSE NO. 30X1000203200

May 29, 2008