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1 NEW JERSEY URBAN ENTERPRISE ZONE AUTHORITY MEETING

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3

Wednesday, July 9, 2008

4 Trenton, New Jersey

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BOARD MEMBERS PRESENT:

6 CAROL McPHILLIPS Chairwoman

ELIZABETH LINDSEY, Treasury Designee

7 LEWIS HURD, Public Member

PAUL STRIDICK, DCA Designee

8 AMBAR ABELAR, Public Member

MARILYN DAVIS, Labor and Workforce

9 Designee

10 PRESENT:

JOSEPH NEAL, Governor's Authorities Unit

11 PATRICIA BRUCK, Deputy Attorney General

KATHLEEN G. KUBE, Director Office of Urban

12 Programs

13 HELD AT: Mary Roebling Building

20 West State Street

14 2nd Floor, Room 218

Trenton, New Jersey

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REPORTED BY:

16 Renee Helmar, Shorthand Reporter

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1 (Whereupon, the proceedings

2 commenced at approximately 10:05

3 a.m.)

4 MADAME CHAIRWOMAN: Good morning
5 everybody; welcome to the New Jersey Urban
6 Enterprise Zone Authority Meeting of Wednesday,
7 July 9th, 2008.

8 In compliance with the Open Meetings Act,
9 at least 48-hours notice of this meeting was
10 sent by way of secretary of the state with the
11 following newspapers: The Star Ledger, the
12 Trenton Times, the Trentonian, the Courier
13 Post, the Atlantic City Press, the Asbury Park
14 Press and the Bergen Record.

15 Have roll call.

16 Elizabeth Lindsey?

17 MS. LINDSEY: Here.

18 MADAME CHAIRWOMAN: Lewis Hurd?

19 MR. HURD: Here.

20 MADAME CHAIRWOMAN: Paul Stridick?

21 MR. STRIDICK: Here.

22 MADAME CHAIRWOMAN: Ambar Abelar?

23 MR. ABELAR: Here.

24 MADAME CHAIRWOMAN: Marilyn Davis?

25 MS. DAVIS: Present.

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1 MADAME CHAIRWOMAN: Carol McPhillips is
2 here. And, also, at the table we have Joe Neal
3 from the Governor's Authority Unit, and Trish
4 Bruck from the Attorney General's Office.

5 Okay. We have a quorum.

6 The first agenda item will be the approval
7 of the June 11th, 2008, minutes.

8 May I have a motion to approve?

9 MS. DAVIS: So move.

10 MADAME CHAIRWOMAN: And may I have a
11 second?

12 MS. LINDSEY: Second.

13 MADAME CHAIRWOMAN: All in favor, please
14 say aye.

15 Aye.

16 MS. LINDSEY: Aye.

17 MR. HURD: Aye.

18 MR. ABELAR: Aye.

19 MS. DAVIS: Aye.

20 MADAME CHAIRWOMAN: Okay. One abstention
21 from Mr. Stridick.
22 Motion carries.
23 Agenda item four under, New Business, we
24 will begin today with the Asbury Park's
25 Contract Amendment request for \$10,000 for
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1 Asbury Park Gateway Sign.

2 This project is extending and increasing
3 the project from 45,000 to 55,000.

4 Mr. Tom Gilmour is with today's
5 presentation.

6 Good morning.

7 MR. GILMOUR: Good morning.

8 Very simply, the reason that I am here
9 today is because of the amount increase is over
10 the 10 percent limit.

11 What happened with our sign here, we have
12 been working with this for quite awhile and
13 we've decided to go with a double-faced sign.
14 Originally, the project was put together where
15 we were talking about a single-faced sign.

16 So, we moved it so you can see from both
17 directions on Main Street. And in doing so, it
18 increased the price of the sign.

19 This went out to public bid, and we have a
20 bid for that amount.

21 MADAME CHAIRWOMAN: May I have a motion to
22 approve?

23 MR. STRIDICK: So moved.

24 MADAME CHAIRWOMAN: Second?

25 MS. DAVIS: Second.

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1 MADAME CHAIRWOMAN: Motion by Paul
2 Stridick; second by Marilyn Davis.

3 Do any of the Commissioners have any
4 questions for Mr. Gilmour?

5 MS. BRUCK: I have a question. So, if
6 there needs to be maintenance done on the sign,
7 who pays for that?

8 MR. GILMOUR: The city would pay for that.

9 MS. BRUCK: And then, also, is the city
10 paying for the running of the electrical lines

11 for the sign?

12 MR. GILMOUR: Yes.

13 MS. BRUCK: Okay.

14 MR. GILMOUR: And the phone lines.

15 MS. BRUCK: Okay. Great.

16 MADAME CHAIRWOMAN: Any further questions?

17 MR. NEAL: The only question that I could

18 ask; this is the low bidder, I imagine?

19 MR. GILMOUR: Yes.

20 MR. NEAL: Okay.

21 MADAME CHAIRWOMAN: I will take a vote.

22 All in favor, say aye.

23 Aye.

24 MS. LINDSEY: Aye.

25 MR. HURD: Aye.

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1 MR. STRIDICK: Aye.

2 MR. ABELAR: Aye.

3 MS. DAVIS: Aye.

4 MADAME CHAIRWOMAN: Any opposed?

5 (No response.)

6 MADAME CHAIRWOMAN: Any abstention?

7 (No response.)

8 MADAME CHAIRWOMAN: Motion carries.

9 MR. GILMOUR: Thank you.

10 MADAME CHAIRWOMAN: Thank you.

11 Okay. The second agenda item is East

12 Orange's request for \$378,444 for the Clean

13 Team Project, Phase II.

14 Mr. David Clark is here to make a

15 presentation.

16 MR. CLARK: Good morning.

17 This morning I am here to request \$378,444

18 for the Clean Team Project, Phase II.

19 Phase I was very successful. Phase I, we

20 hired eight full-time litter collectors; we

21 purchased two sidewalk sweepers and we also

22 purchased 200 trash containers.

23 In Phase II, we want to maintain the eight

24 litter collectors that we hired, and we also

25 want to purchase enough brushes for the

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1 sidewalk sweepers for a year's supply of

2 brushes.

3 So, basically, that is what we want to do
4 for Phase II, just maintain the project.

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

7 MR. ABELAR: So moved.

8 MADAME CHAIRWOMAN: And second?

9 MR. HURD: Second.

10 MADAME CHAIRWOMAN: Okay. Mr. Abelar
11 first, Mr. Hurd second.

12 Any questions?

13 MR. HURD: I just have one question. You
14 have one employee that is an East Orange
15 resident?

16 MR. CLARK: Yeah. All of them are East
17 Orange residents.

18 MR. STRIDICK: I just want to acknowledge
19 many of the things that you are offering the
20 staff. It is always good to see that.

21 Thank you.

22 MR. CLARK: Thank you.

23 MADAME CHAIRWOMAN: Any other questions?
24 Take a vote. All in favor, say aye.

25 Aye.

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1 MS. LINDSEY: Aye.

2 MR. HURD: Aye.

3 MR. STRIDICK: Aye.

4 MR. ABELAR: Aye.

5 MS. DAVIS: Aye.

6 MADAME CHAIRWOMAN: Any opposed?

7 (No response.)

8 MADAME CHAIRWOMAN: Any abstentions?

9 (No response.)

10 MADAME CHAIRWOMAN: Motion carries.

11 Thank you, Mr. Clark.

12 MR. CLARK: Thank you.

13 MADAME CHAIRWOMAN: Next is Jersey City,
14 they have a first request for \$1,345,045 for
15 Police Program, Year Three.

16 Roberta Farber.

17 MS. FARBER: Good morning.

18 We are requesting another \$1,680,370 for

19 30 police officers, 15 that will be graduating
20 in January of next year, and then 15 that will
21 be graduating in June of '09.

22 MADAME CHAIRWOMAN: Okay.

23 MS. FARBER: The police chief is here with
24 us, as well as Chief Comey is here, as well as
25 Bob Casarol (phonetic), police administrator

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1 for the police department.

2 MADAME CHAIRWOMAN: For the amount that
3 you gave, including the city's portion, the
4 municipal portion --

5 MS. FARBER: Yes.

6 MADAME CHAIRWOMAN: -- the 1,345,045?

7 MS. FARBER: Um-hum.

8 MADAME CHAIRWOMAN: May I have a motion to
9 approve?

10 MS. LINDSEY: So moved.

11 MADAME CHAIRWOMAN: Second?

12 MR. STRIDICK: Second.

13 MADAME CHAIRWOMAN: Miss Lindsey first and
14 Mr. Stridick second.

15 Any questions?

16 MR. STRIDICK: I have a question. As --
17 do the officers, kind of, rotate out? In other
18 words, after they are done with their shift, so
19 to speak, for a year on UEZ payroll, then they
20 go to the municipal payroll?

21 MS. FARBER: Correct.

22 MR. STRIDICK: Okay. So, this is a new
23 class that is coming on board?

24 MS. FARBER: Correct.

25 MR. STRIDICK: And I think that it is the

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1 same exact question that I asked last year.

2 MS. LINDSEY: I also have a similar
3 question as far as -- that we make sure that
4 there is a group of officers that will graduate
5 in January 2009, and they're covered under UEZ
6 until January 2010?

7 MS. FARBER: Correct.

8 MS. LINDSEY: And then the second group
9 graduates on July 2009, and they are covered

10 until June 30th, 2010?

11 MS. FARBER: Correct.

12 MS. LINDSEY: And then, is it 15 officers
13 in each class?

14 MS. FARBER: Correct.

15 MS. LINDSEY: And then my second question
16 was that, in the test, you say that the
17 candidates will not be funded by the UEZ while
18 in training?

19 MS. FARBER: Correct.

20 MS. LINDSEY: And on your detailed project
21 cost, it looks like that was switched --

22 MS. FARBER: Yes. We had cut that off,
23 because the city covers them while they are
24 trained. The UEZ funding only begins after
25 they have graduated the academy.

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1 MS. LINDSEY: Okay. Thank you.

2 MS. FARBER: You're welcome.

3 MR. STRIDICK: The previous officers from
4 the previous years, when they go off the
5 municipal payroll, they are really citywide,
6 they are no longer restricted to the UEZ --

7 MS. FARBER: Correct.

8 MR. STRIDICK: -- so, we have, actually,
9 like, a static number of 30 that --

10 MS. FARBER: Correct.

11 MR. STRIDICK: -- is shifting through the
12 UEZ?

13 MS. FARBER: Correct.

14 MR. STRIDICK: Thank you.

15 MADAME CHAIRWOMAN: Any further questions?

16 (No response.)

17 MADAME CHAIRWOMAN: Okay. I will take a
18 vote. All in favor, say aye.

19 Aye.

20 MS. LINDSEY: Aye.

21 MR. HURD: Aye.

22 MR. STRIDICK: Aye.

23 MR. ABELAR: Aye.

24 MS. DAVIS: Aye.

25 MADAME CHAIRWOMAN: Any opposed?

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1 (No response.)

2 MADAME CHAIRWOMAN: Any abstentions?

3 (No response.)

4 MADAME CHAIRWOMAN: Motion carries.

5 MS. FARBER: Thank you.

6 MADAME CHAIRWOMAN: Second for Jersey City
7 request for 70,000 for the Good Faith Waiver
8 request for WomenRising Community Partnerships
9 and Hotel Employment.

10 MS. FARBER: As everybody knows, the Good
11 Faith Waiver funds are from businesses that
12 cannot meet their 25 percent when continuing
13 the UEZ Program.

14 The \$70,000 is for a training program for
15 the hospitality placement that are -- to get
16 people gainfully employed in the hospitality
17 center, WomenRising with the highest carryout.

18 The Double Tree Hotels at the Newark
19 Airport is an extremely successful program.
20 You will notice in the project, our continued
21 success rate.

22 And that is because the project, in 2007,
23 however, they had some paper issues with
24 location, labor issues or nonprofits, so it had
25 to be delayed until their certification is

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1 completed.

2 MADAME CHAIRWOMAN: Any questions?

3 (No response.)

4 MADAME CHAIRWOMAN: Okay. I will take a
5 vote. All in favor, say aye.

6 Aye.

7 MS. LINDSEY: Aye.

8 MR. HURD: Aye.

9 MR. STRIDICK: Aye.

10 MR. ABELAR: Aye.

11 MS. DAVIS: Aye.

12 MADAME CHAIRWOMAN: Any opposed?

13 (No response.)

14 MADAME CHAIRWOMAN: Any abstentions?

15 (No response.)

16 MADAME CHAIRWOMAN: Motion carries.

17 MS. FARBER: Thank you.

18 MADAME CHAIRWOMAN: Paterson's two
19 requests. First one Mr. (sic) Northrop will be
20 presenting is for 2,500,000 for a Revolving
21 Loan Program -- oh, Jan, I'm sorry.

22 MS. NORTHROP: Good morning, everyone.

23 I was here only six months ago; I was
24 doing very well with our loan program, and we
25 are going back for the \$2.5 million for the

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1 Revolving Loan for the City of Paterson.

2 These loans are given strictly for
3 qualified members. They must be in tax
4 compliant; they must remain in tax compliant
5 throughout the entire length of the loan, and
6 if they fall out, they really have to pay back
7 the entire amount that was lent.

8 We try to keep the loans at 500,000. We
9 had one about 700,000 on one occasion.

10 But we try to keep them at 500,000 so that
11 we have enough money for those who may need
12 these loans.

13 Our rates are three percent for three
14 years; four percent for four years and so
15 forth, all the way up to seven percent for
16 seven years.

17 But we offer to those businesses that take
18 a larger chunk of money, and they want to --
19 maybe need a larger time frame to pay it back,
20 we offer 10 percent, 100 prime -- I'm sorry, 10
21 years, 100 prime.

22 MADAME CHAIRWOMAN: Any questions -- may I
23 have a motion to approve?

24 MR. STRIDICK: So moved.

25 MS. DAVIS: Second.

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1 MADAME CHAIRWOMAN: Mr. Stridick and Miss
2 Davis.

3 Now, any questions?

4 MR. ABELAR: So, who are the default rates
5 with these loans?

6 MS. NORTHROP: The default rate; I had one
7 business I think we lost. There is some
8 history behind that one, it was the Home Depot

9 site, which, thank God, will be opening up this
10 month in Paterson.

11 That gentleman, who is the developer of
12 the property, went bankrupt and he did not --
13 forfeit on that one, \$300,000.

14 The other loan, and the only other loan
15 that we ever had that looked like it was going
16 to be in jeopardy, but I'm not certain now, is
17 Princeton Laundry, who is no longer in
18 Paterson. We lost a lot of jobs, but we have a
19 business that is coming in and taking over, it
20 is buying their -- is purchasing their business
21 for the same exact type thing that Princeton
22 Laundry was doing. And they are going to
23 assume their loan.

24 So, I don't think that we are going to
25 have any problem with that one, although, you

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1 know, it is still up in the air. We may lose a
2 little bit on that. But other than that, we
3 don't have any other problems.

4 MR. ABELAR: And just separate problems
5 from the small loans, right?

6 MS. NORTHROP: Yes. It is separate. We
7 have a Micro Loan Program that was handled by
8 the Small Business Development Center and the
9 Paterson Restoration Corporation.

10 That is a corporation that oversees -- it
11 is a 501 corporation that oversees the Urban
12 Enterprise Loans.

13 The Paterson Restoration Corporation also
14 offers loans, other loans from 50,000 all the
15 way up to 200,000.

16 Mine begin at 200,000 and go up to a
17 million.

18 MR. ABELAR: These are also overseen by
19 the corporation?

20 MS. NORTHROP: The PRC oversees all the
21 loans.

22 MR. ABELAR: Including these ones?

23 MS. NORTHROP: Yes. Including these ones.

24 MR. ABELAR: Thank you.

25 MR. STRIDICK: Are there any expenses for

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1 non UEZ businesses that takes a loan to become
2 UEZ assistance? Are there -- since we are
3 using UEZ funds to really prime a non UEZ
4 businesses, how can we bring them into the fold
5 for their participation?

6 MS. NORTHROP: We get them to qualify by
7 offering them facade improvement grants.

8 So, they are coming in from another area
9 and have to purchase a business that is in
10 badly needed repair.

11 We will help with the facade improvement
12 grants. We have sidewalk matching grants.

13 So, we feel that that is the cart that
14 brings them in, in many cases.

15 MR. STRIDICK: So, how many of, just,
16 like, right off the top of your head, the
17 percentage of loans that are going to UEZ
18 businesses versus non UEZ businesses?

19 MS. NORTHROP: None.

20 MS. BRUCK: Don't they all have to be
21 certified?

22 MS. NORTHROP: Certified, yeah. We
23 don't -- the Urban Enterprise Loan, the one
24 that goes to 200,000. This one loan that is
25 presented today, goes up to a million, only go

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1 to qualified UEZ businesses, and they only go
2 to those that are in tax compliant and all the
3 other rules and regulations.

4 MR. STRIDICK: In your narrative, because
5 I do remember --

6 MS. NORTHROP: It is a Micro Loan.

7 MR. STRIDICK: Okay.

8 MS. NORTHROP: The Micro Loan. It is a
9 smaller loan.

10 MS. BRUCK: But they have to be a
11 certified business, correct?

12 MR. STRIDICK: That was in my mind.

13 MS. NORTHROP: Micro Loans, no. I don't
14 have anything to do with a Micro Loan. It is
15 not UEZ funded.

16 I was just going to say, if you mentioned

17 it in here, you understand that we've bridged
18 the gap.

19 The smaller ones -- we have a Micro Loan,
20 I think, maybe, they go up to \$50,000, maybe
21 100,000. I am not quite sure about that.

22 But the Paterson Restoration Corporation,
23 which is the 501C Corporation that oversees the
24 UEZ, they have loans that, again, you don't
25 have to be --

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1 MR. STRIDICK: That is probably where I'm
2 confused, because they were all lumped under
3 the same --

4 MS. NORTHROP: Only mine. Under 200,000
5 up to a million.

6 MR. STRIDICK: Thank you.

7 MS. DAVIS: I have a question. Are you
8 going to create more jobs?

9 MS. NORTHROP: We are hoping, yes.
10 Businesses that -- and we see -- are able to do
11 it, I think.

12 We're trying to monitor it through the
13 small business development center. They refer
14 a lot of these businesses to us that are
15 looking for loans. And these are businesses --
16 a lot of them are just coming into Paterson and
17 are starting a business. They had a business
18 in another area, coming to Paterson to start
19 here.

20 And we felt that we -- that is an average
21 assumption of the kinds of jobs that we've
22 created this.

23 Also, a lot of these loans are done for
24 expansion.

25 So, when a company is expanding, they

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1 create jobs.

2 MS. DAVIS: Okay. And is there a
3 connection between the -- like, your
4 organization and the One Stops to finding a
5 job, steelworkers?

6 MS. NORTHROP: We are working with WIB and
7 trying to -- I just had a meeting with them the

8 other day. We are definitely going to be
9 putting out the materials to the Urban
10 Enterprise Zone membership, to make sure that
11 they understand there is training out there and
12 it is available to them.

13 MS. DAVIS: Okay. Good. Thank you.

14 MADAME CHAIRWOMAN: Any further questions?

15 (No response.)

16 MADAME CHAIRWOMAN: We will take a vote.
17 All in favor, say aye.

18 Aye.

19 MS. LINDSEY: Aye.

20 MR. HURD: Aye.

21 MR. STRIDICK: Aye.

22 MR. ABELAR: Aye.

23 MS. DAVIS: Aye.

24 MADAME CHAIRWOMAN: Any opposed?

25 (No response.)

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1 MADAME CHAIRWOMAN: And abstentions?

2 (No response.)

3 MADAME CHAIRWOMAN: Motion carries.

4 Next, Miss Northrop will be conducting for
5 a project of \$300,000 for Solar Powered Street
6 Signage, Phase I.

7 MS. NORTHROP: Yes. We are, kind of,
8 excited about this. We would like to put
9 approximately 80 of these at the major
10 intersections in Paterson, solared powered
11 street signs.

12 If you haven't seen them, they are
13 awesome. There are some at the airport, they
14 illuminate. They are white and they are about
15 a foot high, and you can see them from afar.
16 And it is a nice clean look.

17 And we would like to do this throughout
18 Paterson. We are trying to go green.

19 We are in the process of doing a
20 streetscape project, where we are going to be
21 using white finding signs. And those, also,
22 are going to be solared power.

23 So, we are trying to go green. They run
24 energy, and we are, kind of, excited about this

25 project.

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1 That is what we are looking to do.

2 MADAME CHAIRWOMAN: Okay. I will take a
3 motion to approve.

4 MS. LINDSEY: So moved.

5 MADAME CHAIRWOMAN: Second?

6 MR. STRIDICK: Second.

7 MADAME CHAIRWOMAN: Any questions?

8 MR. STRIDICK: I really like the idea,
9 because I'm really the first one to admit that
10 I can never see a street sign, usually in a
11 darker environment, though, an urban area.

12 But at \$3750 per unit, that seems, kind
13 of, extravagant to me, as well as -- and I
14 appreciate the fact that you are going green
15 and solar and stuff like that.

16 But I find it ironic that we are putting a
17 solar component on an electrical device, you
18 know, because it is a street light and it is
19 already powered there.

20 And I was just wondering, is there a
21 premium because it is solar? In other words,
22 if we used an electrical device, would it come
23 in at \$1500 or \$2000, rather than 3750?

24 MS. NORTHROP: I really can't answer that
25 for you right away, but I can tell you, that

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1 number came from a company in Paterson that
2 does this. And they do it for the airports and
3 even cities throughout the country.

4 That was their pricing, and I had to base
5 it and get an assumption of prices, because I
6 really had no idea how much these things were.

7 We don't know if this is how much it is
8 going to be, it may be lower.

9 MR. STRIDICK: But is there a -- did you
10 look into a nonsolar -- I mean, again, I am not
11 advocating not --

12 MS. NORTHROP: No.

13 MR. STRIDICK: -- going green, but is
14 there a nonsolar street sign that can be
15 duplicated, where the average cost on that --

16 MS. NORTHROP: We really didn't even look
17 into that. We wanted the solar power to do the
18 white signs, because with our streetscape
19 project and -- so, this is what we looked at,
20 the solar powered signage.

21 But I think that this will come in lower,
22 to be quite honest.

23 MS. LINDSEY: I had a question. You said
24 they are a foot off the ground?

25 MS. NORTHROP: No. They are a foot

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1 higher.

2 MS. LINDSEY: They are on, like, a normal
3 level?

4 MS. NORTHROP: It is really this
5 (indicating). It is going to be about this
6 size (indicating), and they hang -- because we
7 have one up there now. We have one as a
8 sample. This company lent it to us. But they
9 loaned it to us and didn't tell us the pricing
10 and whatnot.

11 And the two boards that I have to do
12 before, thought that this is a great idea to go
13 green and do it this way.

14 They are awesome at night. You can see
15 them from afar, and they light up as white.

16 So, the sign itself is dark, but the light
17 makes it white. The illumination is white.

18 MADAME CHAIRWOMAN: Mr. Hurd?

19 MR. HURD: Should we wait until they have
20 a bid, or just go ahead and approve this
21 without an exact estimate?

22 MS. BRUCK: This is usually the way that
23 it is done, so they know that they have
24 something to work with instead of going to bid
25 and coming back and finding out that they are

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1 getting shot down.

2 MADAME CHAIRWOMAN: That is the most?

3 MS. NORTHROP: Yes. That is the most.

4 And it is not that much when we close out
5 the project with the balance of it.

6 But it would be almost the cost without

7 the bid, and it is something that we don't have
8 money for that.

9 So, we usually come here first, for the
10 money.

11 MR. ABELAR: I was just trying to -- going
12 green is great, but if we are paying three
13 times more.

14 So, when you come back and when we are on
15 a second phase and we can budget the project --

16 MS. NORTHROP: Yes.

17 MR. ABELAR: -- it is, kind of, a
18 necessary cost, this particular device --

19 MS. NORTHROP: Yes.

20 MR. ABELAR: -- versus the device that is
21 normally electric power?

22 MADAME CHAIRWOMAN: The cost of, you know,
23 using them, I am sure the electric bill will be
24 somewhat less.

25 MS. NORTHROP: Oh, the electric bill is

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1 going to be almost minimal.

2 MADAME CHAIRWOMAN: Maybe, initially, much
3 cheaper than electric, over the years.

4 MS. NORTHROP: There is not going to be
5 any electric.

6 MR. STRIDICK: I think that it is funny
7 that we are putting it on a completely
8 electrical device, and I was just wondering
9 what is the premium to accomplish that?

10 MS. NORTHROP: It is going on these
11 electrical devices because it is going on a
12 major intersection, and there is electric to do
13 the lighting.

14 MR. STRIDICK: Is it possible to bring
15 back, just to the Board, your bids, as well as
16 a comparison for an electrical device?

17 MS. NORTHROP: No. I can't go out to bid
18 if I don't know that I don't have the money.

19 MR. STRIDICK: No. I am saying, if we
20 approve it at the Board --

21 MS. NORTHROP: Yes.

22 MR. STRIDICK: -- and to bring it back.

23 MS. NORTHROP: Yes.

24 MR. STRIDICK: As well as a -- I don't
25 know if that is a policy, I would defer to you
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1 guys.

2 MS. BRUCK: Tell her to come back and tell
3 you what the market is.

4 MS. NORTHROP: I would be happy to do
5 that.

6 MR. STRIDICK: Just Ambar's request, but,
7 yet, well before a year.

8 MS. BRUCK: This is not going to be the
9 first, and this is not the last.

10 MR. STRIDICK: You have a lot more than 80
11 street signs?

12 MS. NORTHROP: They are all going in the
13 Urban Enterprise Zone. Every single street
14 light is going to be in the Urban Enterprise
15 Zone.

16 So, I don't know if we are going to switch
17 out the entire city. I suspect it is only
18 going to be the Urban Enterprise Zone, which is
19 mostly businesses anyway, which is where it
20 should be, that is where you get the most
21 traffic.

22 MR. STRIDICK: And what percentage of the
23 80 signs -- what percentage of the section are
24 you accomplishing; is it 25 percent of all
25 intersections in the UEZ Zone?

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1 MS. NORTHROP: I would say it is going to
2 be more than that. I think it is covering
3 about 60 percent of all the intersections in
4 the Urban Enterprise Zone.

5 MR. STRIDICK: So, your next request to
6 get 20 percent might be a similar number?

7 MS. NORTHROP: It will probably be less
8 than that to accomplish the rest of it, because
9 I think right now, we are almost at 60,
10 65 percent.

11 MR. ABELAR: And they look great.

12 MS. NORTHROP: Oh, they do. They do.
13 Yeah. They are awesome.

14 MS. DAVIS: You say that you are creating

15 three jobs; what kind of jobs?

16 MS. NORTHROP: Well, you know, like the
17 program, they would like to see if there is
18 anything that we can do to create jobs through
19 a program.

20 We lowballed it on this one, because we
21 felt that it was fair. Maybe in the Urban
22 Enterprise Zone, maybe it is more pricing.

23 When people start to come and look at your
24 streetscape and they start to see that, now,
25 you are going green and that we are doing

0029

1 something that is more inline with what we
2 should be doing, maybe a business or two will
3 move into the area because of that. And maybe
4 it will be a small mom or pop on Main Street.
5 And we figured we would lowball that, because
6 of jobs that will be created from this.

7 MR. STRIDICK: But that is not quantified?

8 MS. BRUCK: It is just speculation.

9 MADAME CHAIRWOMAN: Any further questions?

10 (No response.)

11 MADAME CHAIRWOMAN: Okay. Let's take a
12 vote. All in favor, say aye.

13 Aye.

14 MS. LINDSEY: Aye.

15 MR. HURD: Aye.

16 MR. STRIDICK: Aye.

17 MR. ABELAR: Aye.

18 MS. DAVIS: Aye.

19 MADAME CHAIRWOMAN: Any opposed?

20 (No response.)

21 MADAME CHAIRWOMAN: Any abstentions?

22 (No response.)

23 MADAME CHAIRWOMAN: Motion carries.

24 MS. NORTHROP: Okay. With that being
25 said, I will do some research on this in the

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1 next month or two, and I will come back and
2 give you an update and what that cost might be.

3 MR. STRIDICK: Okay. Great.

4 MS. NORTHROP: Thank you very much.

5 MADAME CHAIRWOMAN: Phillipsburg, he has

6 two requests. The first one is for \$26,250 for
7 the Pottery Zone Grant.

8 Mr. Portnoy?

9 MR. PORTNOY: Good morning.

10 MADAME CHAIRWOMAN: Good morning.

11 MR. PORTNOY: I just want to begin by
12 saying that we recently had some really good
13 news on this corner on these projects that are
14 before you.

15 For one thing, we are just completing the
16 \$3.6 million streetscape along with new
17 sidewalks, new street furniture and trees and
18 lighting. So, we are really excited about
19 that.

20 And we've just been named for the street
21 -- not the street, the central business
22 district has been just named -- is eligible for
23 the historic -- I'm sorry, for the Federal
24 Historic Register by the New Jersey Historic
25 Building Commission.

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1 So, we are very excited about that. What
2 we do need to do now, is fill some of these
3 buildings.

4 We have been active in recruiting
5 businesses, open satellite operations in our
6 downtown, going about a 30-mile radius outside
7 of Phillipsburg, and some of those include
8 Pennsylvania and others.

9 This particular business, the Pottery
10 Zone, is a business that we recruited from
11 Washington, New Jersey. It is not leaving
12 Washington, New Jersey. It is just about 20
13 miles distance from Phillipsburg that they are
14 building a second operation here.

15 We were very excited about this, because
16 this is the kind of business that we have been
17 seeking. One that offers new services not
18 typically found on the highway, and one that
19 has experience, three years or more in the
20 retail sector. So, they will have staying
21 power.

22 We have been successful in the recruiting

23 business, but, unfortunately, specifically,
24 very significant number undercapitalized and
25 lacking experience, and sometimes they don't

0032

1 last.

2 This is a typical -- a business that we
3 are really excited about getting.

4 It is in our tourist area, immediately
5 adjacent to our historic stream train
6 operation.

7 And we think that, too, will become
8 symbolic and help each other with the customer
9 basis in tracking young people and families to
10 the area.

11 This is, approximately, a \$75,000
12 restoration project on a building that needs a
13 total gut rehab. This unit needs a gut rehab,
14 I should say.

15 We are requesting \$25,000 to introduce her
16 to come to Phillipsburg and open the store.

17 MADAME CHAIRWOMAN: May I have a motion to
18 approve?

19 MS. LINDSEY: So moved.

20 MADAME CHAIRWOMAN: And second?

21 MR. HURD: Second.

22 MADAME CHAIRWOMAN: Any questions?

23 Paul?

24 MR. STRIDICK: Have UEZ and Phillipsburg
25 reviewed the business plan for this?

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1 MR. PORTNOY: We -- what is in your
2 packet, is what we received.

3 We interviewed this woman, and we really
4 want her as an operation. She has several
5 employees. We interviewed her extensively when
6 she came before the Urban Enterprise Authority
7 seeking this request. And we got the
8 opportunity to question her extensively about
9 her business operations in Washington, and what
10 her plan is for marketing. That is what we
11 were particularly concerned with, to make sure
12 that she would be successful here.

13 MR. STRIDICK: In your narrative, you say

14 that it will really rely on the tourist
15 attraction in Phillipsburg. I was just
16 wondering about the symbolic relationship
17 between the pottery shop and the train and all
18 the other things that are happening in
19 Phillipsburg?

20 MR. PORTNOY: Right. The train tracks --
21 family is larger with children. And that is
22 the same kind of reaction that this woman
23 brings to her stores in Washington.

24 I went there several times to observe her
25 store and operation. And moms coming in with

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1 older kids, typically, and it is really very
2 similar to what the kind of people, not
3 totally, but similar to the people who drive to
4 come ride the train.

5 For example, one of the things -- new,
6 that we are trying to institute, should happen
7 in one or two weeks, is the, kind of, foe
8 mining operation, where a water tower and
9 sleuths coming down and it's panning for gold
10 and other trinkets. We think they are looking
11 for things to do afterwards. We have, of
12 course, restaurants. We have good success with
13 restaurants, nonfood retailers at this point.

14 And we think that she will draw
15 significantly from outside of New Jersey as
16 well.

17 MR. STRIDICK: Pottery has a train
18 connection?

19 MR. PORTNOY: Wouldn't think that, but I
20 guess.

21 MR. STRIDICK: No charge for that.

22 But this 26,500 or whatever it is, is
23 roughly about 13 percent of the capital that
24 you have; you are comfortable investing that
25 percentage into one business?

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1 MR. PORTNOY: We have been not thrilled
2 with the receipts on a monthly basis, and I am
3 not sure that is due to the economy, but our
4 largest -- we don't know for sure where our

5 money is coming from, you know, but we did
6 suppose that the larger company, building
7 supplies area. As you know, those businesses
8 are well off. The housing supplies that are
9 going on.

10 But, yes, we anticipate better receipts in
11 the future. We will have funding to continue
12 as we move forward.

13 MR. STRIDICK: Thanks.

14 MS. LINDSEY: I have a question. How do
15 you -- it is something, the construction, that
16 you piece out to bids? I wasn't sure how you
17 choose the construction company.

18 MR. PORTNOY: We don't. These are grants
19 to the tenant.

20 MS. LINDSEY: So, then, she can use
21 whoever she wants?

22 MR. PORTNOY: That's correct.

23 MR. ABELAR: What happened to the Cuban
24 restaurant?

25 MR. PORTNOY: They are a disappoint to us.

0036

1 Basically, you know, we thought -- they
2 were all but signed up, you know, to enter the
3 space. This was at least three years ago. We
4 were really looking forward to it, because
5 that's, basically, what we needed, different
6 ethnic cuisines. And that is what we -- Red
7 Lobster, they don't look for us, and we are not
8 looking for them.

9 Unfortunately, due to family issues, they
10 decided to not relocate their business, which
11 continues to be successful. They are somewhere
12 else in New Jersey; I forget where.

13 So, we didn't get that one; it is one that
14 got away.

15 MR. ABELAR: And another question is, why
16 not a loan to that woman?

17 MR. PORTNOY: Well, basically, we do
18 occasionally make loans and grants.

19 We took a look at this and said, you know,
20 this was a kind of business that we really
21 wanted to go after, so we offer an additional

22 incentive, which was a grant to help her start.

23 You have to understand, these premises are
24 uninhabitable at the moment. And to induce her
25 to come into our town, we, basically, needed to

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1 make this as a grant.

2 MR. ABELAR: You mentioned that, because I
3 kept calling it grants, but I don't have a
4 problem with matching funds for a facade,
5 because a facade is still -- stays there, and
6 that will attract other businesses to make it
7 work, then to just giving to the tenant this
8 grant.

9 So, the second project is a grant, much
10 more better than that one?

11 MR. PORTNOY: See, what -- I respect your
12 point about, you know, attracting other
13 businesses. And that is a problem in all
14 downtowns. And I know it is one that we
15 experience, which is that, it is not like a
16 mall. It is not where everybody else gets
17 together and it is a joint marketing program.

18 So, what we need to do is have a critical
19 mass of these kinds of retail businesses
20 opening, somewhat, together. They don't open
21 together, they never do.

22 So -- but the mere fact of having this
23 business there, in close proximity of other
24 operating businesses is --

25 MR. ABELAR: Critical.

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1 MR. PORTNOY: Exactly.

2 MR. STRIDICK: But building upon that,
3 what is the facade like? The facade is
4 gorgeous. Okay. The facade is done.

5 MR. PORTNOY: Yeah. There are three
6 commercial units.

7 MR. STRIDICK: And the facade is, just to
8 build upon your point, really different from
9 the public realm and build it -- the facade
10 gives much to that business than it gives to
11 the entire streetscape and the community.

12 MR. PORTNOY: They did a fantastic job.

13 They actually bought this building from the
14 municipality about five years ago.

15 The exterior of the building is gorgeous,
16 and there are three commercial units in this
17 building, plus residential units that are
18 unoccupied. The exterior is just beautiful.
19 And two of those three units is occupied.

20 This is the third one to complete the
21 building, the commercial aspect of the
22 building.

23 So, it is beautiful, but the interior is
24 devastated in this unit.

25 MR. STRIDICK: Because if we back up and

0039

1 say, we gave them \$30,000 to the Cuban
2 restaurant, and they tanked after that \$30,000,
3 we would have to throw all of that away,
4 because that restaurant really wouldn't be
5 applicable to the pottery loan.

6 MR. PORTNOY: Let me correct you. You did
7 not approve a \$30,000 anything. We did,
8 locally. We never brought it to you, because
9 it never happened.

10 MR. STRIDICK: But -- okay. In the event.
11 But point still stands. In the event that it
12 played out to whatever extent, the \$30,000 may
13 have been lost, because it wouldn't have been a
14 fit for a pottery zone or another use, other
15 than a restaurant.

16 MR. PORTNOY: Right. When we make the
17 determination, it is going to be a restaurant
18 for a long time.

19 MR. STRIDICK: Well, I hope. Well,
20 somebody is. Either they go out and you would
21 probably have to recruit, typically recruit.

22 In this case that is not true. This is,
23 kind of, a general use, I would say, that could
24 be applicable to just about any retail,
25 non-restaurant retail use.

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1 MADAME CHAIRWOMAN: Any further questions?

2 (No response.)

3 MADAME CHAIRWOMAN: Take a vote. All in

4 favor, say aye.

5 Aye.

6 MR. HURD: Aye.

7 MS. DAVIS: Aye.

8 MADAME CHAIRWOMAN: Any opposed?

9 MR. STRIDICK: I oppose.

10 MR. ABELAR: I oppose.

11 MS. LINDSEY: I oppose.

12 MADAME CHAIRWOMAN: So, Mr. Stridick, Miss
13 Lindsey and Mr. Abelar oppose.

14 MS. BRUCK: We have three "ayes" and three
15 "nays". Doesn't count; the majority.

16 MR. PORTNOY: I am perplexed here.

17 MR. ABELAR: If it was a loan, it would be
18 different.

19 MS. LINDSEY: A loan would be different.
20 I agree with what Paul and Mr. Abelar are
21 saying. I worry that if it doesn't go forward,
22 that vested \$25,000 that could potentially be
23 wasted, and we should offer her a loan.

24 MR. PORTNOY: It is a political use of
25 funds under the statute and it wouldn't be

0041

1 wasted because, right now, the building is
2 uninhabitable in this unit.

3 And this particular grant, combined with
4 the tenant and the landlords, completely
5 involve their own funds would make it habitable
6 for any future use.

7 I mean, off chance that the -- this user
8 fails, but we've gone to some pretty great
9 lengths to producing this case.

10 We don't always do this, but in this case,
11 it's been a pretty strong track record in a
12 difficult climate. I mean, a climate in a
13 downtown retail is not easy. I admire many of
14 these people. Most of those people.

15 I think that, you know, it's not likely
16 that this money would ever be wasted, even if
17 this business fails, which is also unlikely.

18 MR. STRIDICK: And the hesitance regarding
19 the loan is? I mean, some other construction
20 over a long time that can be transferable to a

21 new tenant or the landlord or some other
22 structure that can be very favorable, and yet,
23 you know --

24 MR. PORTNOY: On occasion, what we do, and
25 to this, if the Authority is interested, is to

0042

1 place liens on the -- UCC liens on the business
2 assets, to be used, here, at this location.

3 MR. STRIDICK: And to be recaptured to --

4 MR. PORTNOY: Recaptured to default.
5 Default on the loan.

6 MR. STRIDICK: What kind of aspects would
7 there be? I mean, a kiln is probably a lot,
8 and 25,000 worth of stuff?

9 MR. PORTNOY: Inventory.

10 MS. DAVIS: May I add something? Is there
11 anything that would make this more appealing to
12 you?

13 I mean, if the legislation does permit
14 loans and grants, I don't -- if -- I just
15 wonder, are we going to approach all grants
16 this way?

17 MS. LINDSEY: Paul and Ambar just said,
18 you know, different -- it appeals differently.

19 For example, a facade that really can be
20 enjoyed in the public space and in the
21 community.

22 This is -- the interior to a building,
23 that I am not convinced that that forever --
24 that this forever, even in the nearest future,
25 will always remain a Pottery Zone. I don't

0043

1 know that for a fact.

2 And, so, I feel uncomfortable giving this
3 money and expect them -- in five years from
4 now, we might have to approve another \$30,000
5 for this building. And that is going to a
6 private use.

7 MS. DAVIS: Well, I am going to suggest a
8 clause saying, if the business fails in three
9 years, it will repay the money.

10 MR. PORTNOY: I have no problem with that.

11 MR. HURD: And how long has the Pottery

12 Zone been at that other location?

13 MR. PORTNOY: Three and a half years.

14 MS. DAVIS: But the kind of business is
15 more than houses?

16 MR. STRIDICK: And buildings upon -- even
17 if there was a grant in the amount -- in other
18 words, if they stay there for five years, then
19 this entire thing is forgivable. And if they
20 go out of business in one year, then
21 four-fifths of the loan -- or, of the grant is
22 paid back. If they are there for three years,
23 then only two-fifths of the grant is paid back.
24 At five years, it is clear and free.

25 MR. ABELAR: Excellent idea.

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1 MR. PORTNOY: And I have no problem with
2 that.

3 I also want you to know, we require -- we
4 did require this business to a five-year lease,
5 a minimum of three-year lease.

6 MR. STRIDICK: Yeah, but it doesn't mean
7 they will be busy. Even if they go out of
8 business and they still pay their lease and
9 stuff like that, you know, that building can
10 only be occupied by a tenant. But if they go
11 out of business and default on their lease or
12 whatever, or if they sublet it to another use
13 that needs to renovate that building
14 completely, well, then, our money is still
15 lost.

16 So, I like to, kind of, structure it,
17 building upon Marilyn's idea of, kind of,
18 decreasing the grant so that at the end of the
19 next time period, we are at zero and we don't
20 have to worry about it again. So, they don't
21 have to pay for a business for 50 years to gain
22 the benefit of this. It is realistic, say,
23 five years, because the math is easy.

24 MR. PORTNOY: I don't have any problem
25 with that kind of percentage. I understood all

0045

1 of it.

2 So, if you could repeat the percentage.

3 MS. BRUCK: Perhaps you should go to the
4 Pottery Zone and see if they still want to come
5 in under these circumstances, or do you want
6 the conditions carved out?

7 MR. PORTNOY: I would like to carve out
8 the conditions now.

9 MR. STRIDICK: Want to take a stab?

10 MS. DAVIS: There are -- 288 Labor has a
11 callback. If you review that same grant and
12 you state there is a three-year callback
13 clause. And the same with the grant, if you
14 leave, you have to pay back the money.

15 So, essentially, you would state to the
16 grantee, that we are giving you \$26,000.

17 However, if you take Paul's example, the
18 grant will decrease if you leave within five
19 years -- if you stay five years, you pay
20 nothing, but if you leave within three years,
21 you pay X percent back; two years, X percent
22 back.

23 MR. STRIDICK: Over five years, the grant
24 would decrease and pay back 20 percent per
25 year.

0046

1 MR. PORTNOY: 20 percent, okay. I
2 understand it.

3 MR. STRIDICK: So, in year one, if they
4 defaulted in 365 days, then they would really
5 -- the payback would be 80 percent. If they
6 defaulted in two years, the payback would be 60
7 percent. If they defaulted in the fourth year,
8 then the payback would be 20 percent. If they
9 defaulted after year five, it would be zero.

10 So, it would be a 20 percent increase in
11 the grant amount, would be the payback at each
12 year's anniversary of the closing.

13 MR. ABELAR: How about a personal grant?

14 MR. STRIDICK: I'm sorry?

15 MR. ABELAR: He got a personal grant for
16 the business owner?

17 MR. PORTNOY: Well, the business, itself,
18 enters into a grant agreement with us. That is
19 in your packet, I am going to include this.

20 MS. BRUCK: It will be a recoverable
21 grant.

22 MR. PORTNOY: Understood.

23 MADAME CHAIRWOMAN: So, at this point --

24 MR. ABELAR: May I address that, the
25 legislation, yes, authorizes grants, but it is

0047

1 20 years old, and that is why we have a living
2 authority that lives in the present to, kind of
3 -- not to kind of, to analyze and to filter
4 this petition, because there is no limit. If
5 all the zones asked for grants, there is no
6 limit in amount of grants that can be given.

7 MS. BRUCK: So, perhaps what would be in
8 order is to make a motion to revote conditioned
9 upon the terms being, that grant is
10 recoverable.

11 MS. LINDSEY: Can he just come back with
12 that information worked out for us, because I
13 don't feel comfortable unless I actually see
14 the agreement?

15 MR. STRIDICK: I think if we spell it out
16 clearly enough and if they come back in
17 agreement with our information, you -- would
18 that be acceptable to you?

19 MS. LINDSEY: I mean -- I guess, as long
20 as -- I just want to make sure what we had
21 discussed today, actually has to be.

22 MR. STRIDICK: Well, it will be part of
23 our resolution.

24 Because I would like to make a motion that
25 we open this up for a revote and a recasting of

0048

1 our resolution or motion, so to speak.

2 MADAME CHAIRWOMAN: Is there anyone --
3 Paul made the motion. Anyone second?

4 MS. DAVIS: Second.

5 MR. ABELAR: The motion is for, what?

6 MR. STRIDICK: Just to recast our vote on
7 a new motion.

8 MS. DAVIS: Conditions on the new --

9 MR. STRIDICK: In other words, after we
10 vote on this motion to reopen, then we are

11 going to create another motion that we will all
12 vote on, which will include the recoverable
13 grants.

14 MS. KUBE: And what I will do is, once
15 Mark forwards all the information to me, I will
16 e-mail it to all of you, and I will wait for
17 you to be in agreement or not in agreement.

18 Mark will not move forward until I get an
19 aye or a nay from the Commission; is that okay?

20 MS. LINDSEY: Yeah.

21 MS. BRUCK: You want to have a motion to
22 move forward on this, because it is going to be
23 amended so that the grant is recoverable over a
24 five-year period, on a sliding scale on a
25 percent reduction per year, leading up to the

0049

1 fifth year. And the conditions that the
2 business remain in the location and stay in
3 qualified business.

4 MS. KUBE: Are you clear on all that,
5 Mark?

6 MR. PORTNOY: I guess. I'm clear in that,
7 is it in the grant agreement between the UEZ
8 and the tenant?

9 MR. STRIDICK: It needs to be.

10 MS. LINDSEY: It has to be.

11 MS. KUBE: That is what I'm going to
12 forward to them.

13 MADAME CHAIRWOMAN: We are going to take a
14 remotion.

15 MR. STRIDICK: I put a motion.

16 MS. DAVIS: I second it.

17 MADAME CHAIRWOMAN: Now, we will take a
18 vote for the recoverable grant.

19 MR. HURD: We have to take a grant --
20 motion on rescinding the vote.

21 MADAME CHAIRWOMAN: All in favor?
22 Aye.

23 MS. LINDSEY: Aye.

24 MR. HURD: Aye.

25 MR. STRIDICK: Aye.

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1 MR. ABELAR: Aye.

2 MS. DAVIS: Aye.

3 MADAME CHAIRWOMAN: Now, we will have a
4 motion to re --

5 MR. STRIDICK: I would like to make a
6 motion that the application be re casted to be
7 a recoverable grant based on a 20 percent per
8 decrease in the grant amount that will be
9 recoverable by the Authority in the event that
10 it does not adhere to stipulations in the grant
11 agreement.

12 MR. HURD: Second.

13 MADAME CHAIRWOMAN: Now, we will go to
14 vote. All in favor?

15 Aye.

16 MS. LINDSEY: Aye.

17 MR. HURD: Aye.

18 MR. STRIDICK: Aye.

19 MR. ABELAR: Aye.

20 MS. DAVIS: Aye.

21 MADAME CHAIRWOMAN: Any opposed?

22 (No response.)

23 MADAME CHAIRWOMAN: This motion, amended
24 motion, carries.

25 Okay. Now, \$25,000 -- the next one is

0051

1 \$25,000 for Moussa, LLC Facade Grant.

2 Mr. Portnoy.

3 MR. PORTNOY: This is for, in the public
4 realm, is for exterior improvements.

5 When we had done a study, it was really 10
6 years old now, but it is a blueprint for our
7 public investment in the Urban Enterprise Zone,
8 and calls for -- identified two areas that we
9 should be a historic district which was
10 previously.

11 And the other is the area around Chappelle
12 Park which, up until 1970, was built for
13 municipal at that time. Big mistake was when
14 we moved it out of the downtown. But that park
15 is an attraction for businesses. And that is
16 where this particular grant request location
17 is.

18 We are just seeking some assistance, here,

19 to help this to improve the exterior, esthetics
20 of this building front on Chappelle Park.

21 And we think that will have a major impact
22 in attracting a viable tenant for that
23 particular vicinity.

24 MADAME CHAIRWOMAN: Take a motion to
25 approve.

0052

1 MR. STRIDICK: So moved.

2 MR. HURD: Second.

3 MADAME CHAIRWOMAN: Mr. Stridick and
4 Mr. Hurd.

5 Any questions?

6 MS. BRUCK: I have a question. What
7 really is the business --

8 MR. PORTNOY: It is --

9 MS. BRUCK: -- Property Management?

10 MR. PORTNOY: Correct.

11 MR. STRIDICK: We are readying it for
12 future tenants?

13 MR. PORTNOY: Actually, the owner of this
14 building owns a pizzeria and a multi-tenant
15 building, about four doors down.

16 He purchased this building when it became
17 vacant, and undertook substantial renovation to
18 the interior.

19 He's asked us for assistance on the
20 exterior.

21 MS. BRUCK: But Moussa, LLC is a property
22 management business?

23 MR. PORTNOY: Yes. That's correct.

24 MR. STRIDICK: There is no business going
25 into it yet, it is being prepared for the

0053

1 future business, and you may not come back for
2 us?

3 MR. PORTNOY: That's correct. It
4 shouldn't be necessary.

5 MADAME CHAIRWOMAN: Any further questions?

6 (No response.)

7 MADAME CHAIRWOMAN: Take a vote. All in
8 favor, say aye.

9 Aye.

10 MS. LINDSEY: Aye.
11 MR. HURD: Aye.
12 MR. STRIDICK: Aye.
13 MR. ABELAR: Aye.
14 MS. DAVIS: Aye.
15 MADAME CHAIRWOMAN: Any opposed?
16 (No response.)
17 MADAME CHAIRWOMAN: Any abstentions?
18 (No response.)
19 MADAME CHAIRWOMAN: Motion carries.
20 Thank you, Mr. Portnoy.
21 Next is Pleasantville; they have three
22 requests today.
23 The first one is for \$1,398,925 for City
24 Center Property Acquisition Phase IV.
25 Mr. Tees.

0054

1 MR. TEES: Thank you, Madame Chairwoman.
2 This project is for the eminence of three
3 properties in the central business district of
4 the Urban Enterprise Zone, which is described
5 as the City Center Redevelopment Area.
6 As you will recall, we have been very
7 aggressive in acquiring properties in this
8 redevelopment area of about four city blocks.
9 It has helped us to, number one, assemble
10 properties to be transferred, at some point, to
11 the designated redeveloper, who is River
12 Development in Port Monmouth, New Jersey.
13 The other value to our work is to reduce
14 the cost of the location, because we are, for
15 the most part, getting these properties without
16 tenants.
17 And then the third portion of most
18 important parties, if you move to the table of
19 names, it talks about eminent domain and
20 condemnation as a way to acquire properties for
21 the redevelopment of our City Center.
22 So, these fines are for the negotiated
23 agreement for the sales of the properties, as
24 well as the professional services needed to
25 perpetuate those sales and to go to a closing.

0055

1 MADAME CHAIRWOMAN: Thank you, Mr. Tees.

2 May I have a motion to approve?

3 MS. LINDSEY: So moved.

4 MADAME CHAIRWOMAN: And second?

5 MR. STRIDICK: Second.

6 MADAME CHAIRWOMAN: Any questions?

7 Mr. Stridick.

8 MR. STRIDICK: I know that your UEZ is
9 doing a very cumbent puzzle, let's call it, on
10 the site acquisition. How do these particular
11 lots dovetail into the overall scheme of
12 things, because I don't have much?

13 MR. TEES: Sure. We had a site map
14 attached.

15 Six West Parcel, for instance, is in the
16 parcel. There are 10 parcels in the City's
17 Tenant Redevelopment Plan.

18 Parcel one is that, which houses the city
19 hall annex, police and fire departments for
20 residential properties.

21 Parcel two has the primary city government
22 services and municipal building and the library
23 and other commercial, and some light industrial
24 uses.

25 And parcel three has commercial with

0056

1 industrial use of properties.

2 Six West Washington is in parcel two, is
3 near the city hall site and actually adjoins
4 four parcels we already purchased.

5 So, it is just wanting to continue the
6 series in that block.

7 117 West Washington is in parcel three,
8 directly across the street from the city hall
9 annex. And there, we control probably
10 60 percent of the property now.

11 Tricounty Building Supply, which we
12 purchased several years ago, was the biggest
13 chunk of that parcel.

14 9-15 South Main Street is also in parcel
15 three. This is one of the first properties,
16 Front and Main Streets, that we are acquiring.
17 And it just became available to us because the

18 tenant, which is the County of Atlantic, The
19 Family Service Association, will be relocating
20 to the One Stop Center across the street, on
21 Main Street.

22 And, so, with that mentioned, the lease in
23 there, the owner called us and said if we would
24 like to get it now, as opposed to waiting for
25 the developer at some point.

0057

1 So, these are all in the primary support
2 area downtown, and are complimented by, again,
3 at least 10 properties that we have purchased
4 over the last several years to assemble these
5 parcels.

6 MADAME CHAIRWOMAN: Thank you.

7 MR. ABELAR: I take it for granted, the
8 parcels, which are here (indicating), are
9 included in the parcel?

10 MR. TEES: Yes. Again, we do appraisals
11 -- the process for us, we do appraisals, and
12 that becomes the opening of the negotiating for
13 the property owner.

14 And there have been times when we had paid
15 less than the appraised value, because the
16 property conditions were such, where we able to
17 make a deal. So, it does happen.

18 So, these are -- one of the things that we
19 are very conscious of, and I've mentioned this
20 before, is because we are the entity buying
21 most of the properties, we are setting the rate
22 of comparables that appraisers use to compare.

23 So, we don't want to be paying more than
24 we should be, because then it raises our
25 appraisal value, because we pay too much.

0058

1 So, we are very conscious of the amount
2 that we will offer for a property.

3 MADAME CHAIRWOMAN: Any further questions?

4 (No response.)

5 MADAME CHAIRWOMAN: Take a vote. All in
6 favor, say aye.

7 Aye.

8 MS. LINDSEY: Aye.

9 MR. HURD: Aye.

10 MR. STRIDICK: Aye.

11 MR. ABELAR: Aye.

12 MS. DAVIS: Aye.

13 MADAME CHAIRWOMAN: Any opposed?

14 (No response.)

15 MADAME CHAIRWOMAN: Any abstentions?

16 (No response.)

17 MADAME CHAIRWOMAN: Motion carries.

18 Next is a contract amendment request for

19 \$1,050,500 for Revolving Loan Program, UEZA

20 97-61. This increases the project from

21 \$10,101,615 to \$11,152,115.

22 MR. TEES: Thank you, Madame Chair.

23 This is an annual reauthorization of our

24 Revolving Loan Direct Loan Program. One of the

25 most beneficial projects.

0059

1 We've done 77 loans since its inception.

2 We only had one default that we actually went

3 to go for judgment on. That was for about

4 \$6000.

5 The loans are being repaid, and we have

6 benefited the Second Generation Fund from that

7 activity.

8 We anticipate doing several more loans in

9 this next fiscal year. It is almost a

10 standardized \$1 million to replenish the fund

11 pool, and then to pay for the legal services

12 and project management services that go with

13 this particular project.

14 MADAME CHAIRWOMAN: Thank you.

15 May I have a motion for approval?

16 MS. LINDSEY: So moved.

17 MADAME CHAIRWOMAN: Second?

18 MR. STRIDICK: Second.

19 MADAME CHAIRWOMAN: Any questions?

20 MR. ABELAR: How are we doing with

21 defaults in the project?

22 MR. TEES: Only one default that we've

23 actually had to get a judgment on. We had two

24 slow pays that had suffered some economic

25 downturn. We were able to, in one, to

0060

1 renegotiate the terms, and that has been paid
2 off. And the other one is now current.

3 So, we are -- you know, we stay on top of
4 the payment schedule for these people. But
5 only one default. And, again, that was for
6 about \$6000.

7 MR. ABELAR: I am asking you this
8 question, because of the notorious situation of
9 the banking industry.

10 MR. TEES: Well, first of all, we don't do
11 high risk loans. We have given loan in
12 partnerships with other commercial lenders, and
13 JDEA has been in partners with several.

14 We don't do startups; we refer them to the
15 Small Business Administration or other entities
16 that do, you know, the startups.

17 So, we still have requirements for
18 collateral mortgages and personal guarantees
19 and professional guarantees.

20 And, so far, knock on wood, in
21 Pleasantville, our economic situation is that,
22 these people are able to pay their loans in a
23 timely manner.

24 MADAME CHAIRWOMAN: Very good.
25 Any more questions?

0061

1 (No response.)

2 MADAME CHAIRWOMAN: All in favor, say aye.
3 Aye.

4 MS. LINDSEY: Aye.

5 MR. HURD: Aye.

6 MR. STRIDICK: Aye.

7 MR. ABELAR: Aye.

8 MS. DAVIS: Aye.

9 MADAME CHAIRWOMAN: Any opposed?

10 (No response.)

11 MADAME CHAIRWOMAN: Any abstentions?

12 (No response.)

13 MADAME CHAIRWOMAN: Motion carries.

14 Next item is for \$91,884 for UEZ
15 Multicultural Carnival 2008.

16 MR. TEES: Thank you, Madame Chair.

17 This project is presented as our
18 Pleasantville Economic Stimulus Package, trying
19 to generate business activity in our Urban
20 Enterprise Zone.

21 I think it is universal for New Jersey for
22 you to take -- the economy has been down for
23 business activities, that we lost businesses
24 who cannot meet their hiring obligations
25 because -- especially in the downturn of the

0062

1 market, the housing, which our building supply
2 businesses participate.

3 And, so, what we are proposing to do this
4 year, under the permitted use of Zone
5 Assistance Funds for Special Events, is to
6 capitalize on the annual Multicultural
7 Festival, in this case, Multicultural Carnival,
8 that the City of Pleasantville has sponsored
9 for, now, 13 years.

10 The UEZ has previously provided financing
11 for the UEZ Program. And this year, to add to
12 that economic stimulus, we had, basically,
13 three elements.

14 One is to ensure that the UEZ businesses
15 have a value added attraction to this.

16 Last year there were over 3000 people who
17 attended this event in Pleasantville.

18 So, we are opening the door to 3000 or
19 more people to our business communities to find
20 new customers or to meet with current
21 customers.

22 The second is, that it is limited to UEZ
23 businesses so that they can take advantage of
24 being street vendors to sell their products and
25 wears to informational booths and tables.

0063

1 And, of course, it is to have an event
2 that is a good time, that people can enjoy and
3 have a reason to come out.

4 This has been successful; this was
5 successful last year.

6 So, this particular project that provides
7 the funding for the operation expenses to run

8 this festival this year, August 23rd, with a
9 rain date of the 24th, and to offer the free
10 advertising coupon opportunity in what is
11 called, the Value Pack, which goes to every
12 person who attends the fair and then, too, also
13 be a vendor at the event if they choose to do
14 so.

15 For instance, Kmart and McDonald's,
16 Advance Auto, they don't usually sell at street
17 fairs, but they are committed to taking tables
18 so they can have job applications, for Kmart,
19 especially, or promote their business through
20 flyers, is another way. They don't actually
21 sell anything.

22 We have, right now, 40 commitments from
23 the business community, 29 -- 28 or 29 in
24 writing now, the other 12 require district
25 manager level approval, but we know that they

0064

1 want to participate.

2 And, so, this is what we want it earmarked
3 for.

4 MADAME CHAIRWOMAN: May I have a motion to
5 approve?

6 MS. LINDSEY: So moved.

7 MADAME CHAIRWOMAN: And second?

8 MS. DAVIS: Second.

9 MADAME CHAIRWOMAN: Any questions?

10 MS. LINDSEY: I have a question. So, last
11 year the event cost, if I am reading this
12 correctly, \$35,000?

13 MR. TEES: Correct.

14 MS. LINDSEY: So -- and you said that it
15 was successful. So, why the significant jump
16 in price, now, to 91,000?

17 MR. TEES: There is a couple of reasons.
18 First of all, last year, it was a two-day
19 event. It was, obviously, scaled down to a
20 smaller version. There were less rides; less
21 fireworks; less activity for the public to
22 enjoy.

23 We are moving this to a one-day event to
24 reduce the stress on the city and its resources

25 to have people out on a Saturday and Sunday.

0065

1 But the hours are noon to eleven, which is even
2 more hours than the two-day event was. It
3 started at 5:00 in the afternoon, and went to
4 10 or 11:00 at night.

5 The other is because, we really need to
6 have something that is going to get people's
7 attention. The increase in the rides, which,
8 again, there were long lines at the 13 or so
9 rides last year, so people actually had to wait
10 a long time to get on certain rides and so on.

11 The fireworks were good and exciting, but
12 we know that we can increase that end of the
13 day event into keeping people there in
14 anticipation of the fireworks.

15 And to make sure now, of course, that we
16 know we are going to have 3000 people to pay
17 the police, the public works, the
18 port-a-potties which we did not have last year.
19 Those things now all have to be increased to
20 make sure we handle the crowds for public
21 safety and for the public sanitation.

22 So, that's the primary reasons why this
23 has gone up, in order to compete with other
24 events to try to get some of the vendors, like
25 the Festival Company, to be committed to our

0066

1 community.

2 MS. LINDSEY: And you have no statistics
3 from '07, so I am just wondering, are you
4 planning on collecting statistics, because I
5 have no proof that 2007, that this contributed
6 to that amount of involvement? And, now, it is
7 an increase of \$60,000. It is hard to --

8 MR. TEES: It is an apples and oranges
9 type of comparison. Our involvement last year
10 was to just raise the awareness of the UEZ,
11 assigning the advertising that we contributed
12 to promote the Urban Enterprise Zone that is
13 there, in Pleasantville.

14 This year, however, because of our
15 interest to really show benefit to the UEZ

16 businesses, more so than the previous years,
17 the measurement of this would be the coupon
18 book that we have.

19 It describes every business that wishes to
20 offer something of value, can take out a coupon
21 ad, others will just have an ad to promote
22 their business.

23 And we expect to measure two ways. One is
24 that we will count the redeemed coupons that
25 will be turned back into us from the businesses

0067

1 to see what number that is, and how many people
2 went to their business.

3 The other is to ask them to compare to the
4 previous calendar year, their sales receipts or
5 business activity, and then to compare it to
6 this years, as the result of this involvement.

7 So, hopefully, we will see some increase
8 in traffic in their businesses, compared to
9 what they did last year.

10 And that is another way of measuring the
11 success of this program.

12 MR. STRIDICK: What was the take -- does
13 UEZ take any cuts, let's say, or do you get
14 something from the ride vendors from everything
15 else?

16 MR. TEES: No.

17 MR. STRIDICK: In other words, is all the
18 \$93,000 out the door, and the ride vendor and
19 everything like that, keeps the total kitty
20 that he collects?

21 MR. TEES: The reason that we would be
22 financing, what I call the operating cost, the
23 cost of the vendors to be there is because, in
24 our market base, both with the population in
25 this area, which is a low to moderate income

0068

1 population, and even populations in the mid
2 area outside of Pleasantville, we have to make
3 it affordable to them to come to the carnival.

4 We found, last year, that by selling these
5 wristbands, the rubber wristbands, that were
6 incremented -- permitted for \$5. That became

7 the ticket to every ride, as many times as you
8 wanted, for as often as you wanted.

9 So, the only cut would be, that these
10 wristbands, which is the way to measure the
11 number of participants in the carnival, would
12 be, charge \$5, and that money goes back to the
13 UEZ Second Generation Fund.

14 These are charged to the street vendors,
15 which would be \$50 for a food vendor, because
16 they did quite well last year, they sold out
17 all their food, and \$25 for other exhibitors,
18 be it a retail sale or business that wants to
19 be there to promote, that also is recovered
20 through the Second Generation fund.

21 So, that is the way we recoup some of the
22 funds. But if we have 3000 people at -- 3000
23 wristbands were sold last year, so that 15
24 grand comes out.

25 MR. STRIDICK: But that 15 grand is based

0069

1 on the \$35,000 expenditure. In other words,
2 where you covered half of your cost. Right
3 now, at -- 3000 was based on the data that we
4 have, that is \$31 per head that you're putting
5 out, and you may get five bucks back. So, you
6 -- in other words, the ratio between the
7 \$50,000 if you recover the 35, is a greater
8 proportion of \$50,000 to 93,000.

9 MR. TEES: But I think the rate of return
10 that we are looking for is the increase in
11 business to UEZ members who participate in the
12 coupon offering, or being there at the site. I
13 think that is the level of success for us, will
14 be new business generated, not necessarily that
15 we were able to --

16 MR. STRIDICK: I understand there is a
17 lost leader in that, obviously, I understand.
18 But the portion in terms of that 33 is a good
19 three times greater this year than last year.

20 MR. TEES: The number of businesses, UEZ
21 businesses, that participated last year and how
22 many are scheduled or forecasted for this year.

23 Last year it was an apples and oranges

24 comparison, because last year we were not
25 committed to this event in this way. It wasn't

0070

1 about the UEZ businesses being there, it was
2 about just promoting the UEZ.

3 And we -- the PP Committee, Pleasantville
4 for Prosperity, a nonprofit group, were more
5 involved in soliciting the street vendors.
6 There were only 10 street vendors. So, that
7 isn't the draw.

8 For our festival, it is not about having
9 100 street vendors, it's about having rides and
10 fireworks and those activities. So, it is
11 really not a --

12 MR. STRIDICK: And is this event in the
13 middle of the UEZ zone, geographically?

14 MR. TEES: Well, we don't really have a
15 geographic middle. It is --

16 MR. STRIDICK: Is it within the UEZ zone?

17 MR. TEES: Absolutely.

18 MR. STRIDICK: Where these participants,
19 attendees, can easily wonder into the
20 businesses?

21 MR. TEES: Yes.

22 MR. STRIDICK: In other words, you don't
23 need a car to drive to them?

24 MR. TEES: You are two blocks from Main
25 Street, South Main Street; we're another two

0071

1 blocks from the Black Horse Pike, which brings
2 you downtown.

3 This is at the Lakes Bay Waterfront
4 Redevelopment area. We are planning on having
5 a mixed use development on the waterfront. And
6 that is the reason the fireworks are down
7 there, is because of that view that they would
8 have.

9 So, yes, it is within the zone, and people
10 can partake of, you know, the rest of the UEZ
11 zone.

12 MR. STRIDICK: And you are marketing this,
13 how?

14 MR. TEES: We're marketing it several

15 ways.

16 First of all, I would like to introduce
17 our City Administrator, Marvin Hopkins. Mr.
18 Hopkins is in the back.

19 MR. HOPKINS: Good morning.

20 (Whereupon, there was a
21 collective response.)

22 MR. TEES: Paul Altadoor (phonetic),
23 president of Ads Incorporated, an ad agency
24 that we worked with for the project; Mr.
25 Jennings, who is a project manager within the

0072

1 office, and he is the day-to-day guy.

2 Mr. Hopkins and I, the last six work days,
3 have been going door-to-door, meeting with our
4 UEZ businesses and signing up those UEZ
5 businesses.

6 Paul will be putting together ads for the
7 local newspapers. We have street signs,
8 promotional signs going up on the streets. And
9 there is even -- we are going to be putting
10 stuff inside these large trash clean containers
11 that we got from the community.

12 They have a three-foot by four-foot square
13 advertising there.

14 So, we are using the local media, radio
15 stations. We have 23 radio stations that serve
16 the Atlantic County market.

17 So, we hope to do a public service
18 announcement and other promotional activities.

19 So, it will be marketed and promoted very
20 well this year.

21 MR. STRIDICK: And you will be capturing
22 people --

23 MR. TEES: Sure.

24 MR. STRIDICK: -- in the proximity of the
25 Steel Pier?

0073

1 MR. TEES: This is not a Pleasantville
2 only event, meaning the residents of
3 Pleasantville. This is a regional event.

4 And based upon personal experience with
5 other regional carnivals and fund raising

6 events, people come from outside the area.

7 MS. LINDSEY: Last year, the UEZ was
8 12,500, correct; and the balance of 23,000, was
9 that paid by PP?

10 MR. TEES: PP raised funds from the
11 private sector of the UEZ business center to
12 offset the cost of this. And they also used
13 the Neighborhood Preservation Program Grant,
14 that was permitted by DCA, to also contribute
15 to this community activity.

16 So, that is how they were able to get that
17 money.

18 We didn't want to anticipate using that
19 again, the coupons, because that program has
20 changed a bit in our structure there.

21 We can't keep hitting up the businesses to
22 give, when the idea of this event is to help
23 attract new customers to help them make money,
24 not to hit them up for donations.

25 MS. LINDSEY: So, there were no attempt to

0074

1 find additional funds for this year's carnival?

2 MR. TEES: Yes, there were.

3 MR. HOPKINS: There was additional change
4 for those -- as Mr. Tees indicated, that was
5 taken at the development, not as it was last
6 year.

7 Those are businesses that are in the Urban
8 Enterprise Zone based on the economic situation
9 right now in Pleasantville, has not been
10 submitted, those responses, through our
11 solicitation efforts, drastically.

12 MADAME CHAIRWOMAN: I have two questions.

13 MR. HOPKINS: Yes, Ma'am.

14 MADAME CHAIRWOMAN: First, all the vendors
15 are just UEZ vendors, or other vendors?

16 MR. TEES: Right. We are only offering
17 the advertising in the coupon book and the
18 vendor opportunities to UEZ member businesses.

19 One condition that I would like to put on
20 that is, if the UEZ -- if we come up short,
21 this is for food vendors or people that provide
22 services, we may look outside of that. But

23 nobody gets in the ad book except for UEZ
24 businesses.

25 MADAME CHAIRWOMAN: Are they selling the
0075

1 wears that they sell in the business, or is it
2 just --

3 MR. TEES: Well, for instance, Kmart and
4 McDonald's will not be selling anything, they
5 will be there just supportive of the event and
6 having job applications promoting what they are
7 doing, as well as Advance Auto and so on. They
8 are not selling products.

9 We would assume they are going to have --
10 we already have two restaurants and another
11 deli, who will probably be food vendors.

12 MADAME CHAIRWOMAN: Selling what they
13 usually sell --

14 MR. TEES: Yeah.

15 MADAME CHAIRWOMAN: -- to promote their
16 business?

17 MR. TEES: Yes.

18 MADAME CHAIRWOMAN: And then the second
19 question that I have is a rain date; do you
20 have insurance for that, or is there a rain
21 date?

22 MR. TEES: The next day.

23 MADAME CHAIRWOMAN: What if it rains both
24 days?

25 MR. TEES: Then, I don't know.

0076

1 MR. HOPKINS: That is a good question.
2 The City of Pleasantville looked at that same
3 thing last year.

4 We do have rain insurance. What happens
5 is, depending on the amount of rain, it is part
6 of the insurance policy. If it rains half an
7 inch, they charge us so much money; a quarter
8 of an inch, they reduce the amount.

9 But, yes, we will have rain insurance.

10 MADAME CHAIRWOMAN: And rain date?

11 MR. STRIDICK: Building upon that, I don't
12 see your insurance in your project cost.

13 MR. HOPKINS: That is under the City of

14 Pleasantville.

15 MR. STRIDICK: So, that is going to be --

16 MR. HOPKINS: Absolutely.

17 MADAME CHAIRWOMAN: So, if you do collect
18 the insurance, it will go back to offset the
19 UEZ --

20 MR. TEES: Second Generation Fund.

21 MADAME CHAIRWOMAN: -- fund?

22 MR. TEES: That's correct.

23 And, also, building upon your actual first
24 question with regards to the food vendors, the
25 carnival, you know, the fun rides provider, the

0077

1 Midway guy, he is not bringing funnel cake and
2 everything like that. He is strictly bringing
3 rides. Anything that will be consumed on site,
4 is going to be provided by a UEZ business.

5 And that goes through the process of
6 Atlantic County Board of Health and
7 Inspections, and that temporary certificate to
8 operate that day, the fire department, all the
9 electrical connections, make sure the fire
10 safety --

11 MR. STRIDICK: But the carnival guys don't
12 bring that?

13 MR. TEES: No.

14 MR. STRIDICK: No cotton candies or
15 anything like that?

16 MR. TEES: Strictly the rides.

17 MS. LINDSEY: How did you choose the
18 carnival operator; was there a bidding process?
19 How did you find him?

20 MR. TEES: He did it last year.

21 MR. HOPKINS: It is a very interesting
22 business, the carnival business.

23 I've learned -- last year -- this is the
24 same vendor that we used last year.

25 And what happens is, that you have to set

0078

1 these dates one year in advance in order to
2 have them booked, because they move around so
3 frequently. There was no bidding process
4 involved.

5 MS. LINDSEY: So, how did you find him?

6 MR. HOPKINS: Well, there is a directory,
7 and all licensed through the New Jersey
8 Business Registration, and they are listed as
9 carnival people. And they give you a list of
10 the names that they have of New Jersey
11 Registered Business and Licensed, and they give
12 you the address and phone number.

13 MR. TEES: And the state also has to
14 inspect the carnival rides.

15 MR. HOPKINS: We began making phone calls
16 just to see if they were available last year,
17 which I believe was September 1st.

18 At that time, we began making those
19 contacts, which, I would say, in February, we
20 found out when we went down the list, most of
21 them were not available. And through
22 references and referrals, this particular
23 company came up. Then we began doing business.

24 MR. STRIDICK: Since we are up to
25 something a year in advance, we are looking at

0079

1 this, really, six weeks before your event, that
2 seems, really, like we are short sheeting the
3 --

4 MR. HOPKINS: Well, I am going to be
5 honest with you. When I first began as the
6 business administrator in Pleasantville, I'm
7 getting used to the Urban Enterprise Authority
8 and the types of projects that they approve
9 coming to these types of meetings and, also,
10 looking at other municipalities and also other
11 similar types of events that have been approved
12 by this Board.

13 So, once I found that out, I said, well,
14 why can't the City of Pleasantville do
15 something very similar?

16 Giving, for example, Gloucester City just
17 had an event last week, which spent about
18 \$154,000 for this event in order to stimulate
19 business within Gloucester City.

20 So, obviously, we have not made any
21 commitments; we have not signed off on any

22 contract anticipating that it would go through.

23 MR. TEES: Yeah. This was actually
24 presented as an amendment to our Zoned
25 Marketing Project, because special events we

0080

1 already had budgeted 25,000 in there to support
2 special events such as this. But staff felt
3 that is was better to package it as a
4 completely separate project, and that is why it
5 is presented in this format.

6 MR. ABELAR: I am always concerned that
7 all these proposals have the local included by
8 the zones, corporations, or by city council.

9 And I saw in a letter here, that two city
10 councilmen voted against this project. I know
11 it is two citizens took the time to write to us
12 that this is not an appropriate use of funds of
13 the UEZ.

14 One of the functions that this Authority
15 has, is to keep an eye on the public funds,
16 which I'm, sort of, doing, to the public funds.

17 And -- so, I am concerned that two
18 councilmen voted no, and voted against this
19 project, and two citizens wrote to us
20 especially. I have my concerns.

21 MR. HOPKINS: May I comment, and I will
22 let you comment afterwards?

23 Getting back to the council people, the
24 council vote. First of all, it did go before
25 the UEZ Finance Board in Pleasantville, which

0081

1 was unanimously approved. And when it went
2 through council, even though there were two
3 councils that voted against it, the first one,
4 council that voted against it, he was just put
5 on council that particular night, so he is not
6 familiar with the activities of the program.
7 The other councilperson that didn't give
8 approval indicated that, it is not that he did
9 not approve the concept, he just thought that
10 this particular company, he needed additional
11 information.

12 Once I shared that information about

13 Gloucester City, that goes through council, and
14 the full council, they came back, and they said
15 this publicly, by the way, they now support
16 this activity even though they voted against
17 it.

18 And the person that sent, I believe it was
19 one letter, I think that is the same person
20 that sent the E-mail and then, also, wrote the
21 letter. Without getting into details, that is
22 a person who has a relative that works for the
23 City of Pleasantville. They are now out on
24 administrative leave, and I can't get into the
25 reasons why.

0082

1 So, there is some personal issues there.

2 MR. NEAL: You used the same vendor last
3 year; how much did you pay last year to use
4 this vendor, because right now, we are seeing a
5 cost of almost \$75,000?

6 And a second question is, who paid the
7 vendor last year?

8 MR. HOPKINS: Last year, it was \$25,000 as
9 Mr. Tees indicated.

10 We have from 5 to 10, which was 5 hours;
11 this year it is from 12 p.m. to 11. So, you
12 are talking about an increase of six hours.

13 So, what we are doing is, instead of
14 having the festival in two days, we are doing
15 it in one, but actually it is still a two-day
16 event, as it relates to the machinery.

17 We've increased it from 12 rides to 20.
18 So that is almost doubled as well.

19 So, then, you have, also, the people that
20 are working and, by the way, some of the people
21 that operate the rides, are Pleasantville
22 citizens. It gives them an opportunity to make
23 earnings for the 11 hours. I don't know what
24 the hourly rate is.

25 That is the reason why these significant

0083

1 increase from last year to this year.

2 MR. NEAL: And who paid the cost?

3 MR. HOPKINS: The cost was paid for and

4 split. It was paid for by the Neighborhood
5 Residency Program, others was paid for by the
6 Urban Enterprise Zone.

7 MS. LINDSEY: So, last year it was a
8 two-day event; is that correct, was it 5 to 10?

9 MR. HOPKINS: No. In previous years, it
10 was a two day --

11 MR. TEES: Three-day event, actually,
12 Friday night through Sunday.

13 MR. HOPKINS: It was a three-day event.
14 Because, what had happened, when I first
15 arrived, it was not something that was popular
16 at the time, it was not well attended. Maybe a
17 couple hundred people, as Mr. Tees indicated
18 earlier. It is now built on that base, and it
19 is over 3000 people that attended last year.

20 And because of the number of rides that we
21 proposed increasing from 12 to 20, we expect to
22 see them double that this year.

23 MR. STRIDICK: But the operating hours are
24 about the same. You did five hours each day,
25 over two days, that is 10. If you are

0084
1 operating from 12 to 11, that is 11 hours. You
2 are increasing it by -- it is just not a
3 five-hour event, really.

4 MR. HOPKINS: That is right. This is what
5 I mean. Two days of events squeezed into one
6 day.

7 MR. STRIDICK: So you are increasing the
8 attractions that come with it?

9 MR. HOPKINS: That's correct.

10 MR. STRIDICK: So, there is no cost --

11 MR. HOPKINS: But they only operate the
12 carnival for people -- only operate from 5 to
13 10.

14 MR. STRIDICK: Only one day?

15 MR. HOPKINS: No. No. It was only one
16 day last year. There was only one day last
17 year.

18 MR. STRIDICK: What was the two-day
19 period? What did you do the second day, or the
20 first day last year?

21 MR. HOPKINS: No. There was only one-day
22 festival last year. Last year was only one
23 day, I misspoke.

24 MR. STRIDICK: I thought the entire --

25 MR. HOPKINS: No. It was only a one-day

0085

1 event last year. Prior to that, it was a
2 two-day, three-day event.

3 MR. TEES: Instead of us going to a
4 two-day event, Saturday and Sunday, we are
5 taking the longer hours for the Saturday to do
6 it.

7 MS. LINDSEY: So, last year it was a
8 five-hour event, this year --

9 MR. HOPKINS: It will be 11 hours. That
10 is why this increase.

11 MR. HURD: It is not clear the way it is
12 written.

13 MADAME CHAIRWOMAN: Also, my question is,
14 last year it was a joint event, and I can
15 understand that part of this project. I could
16 see the UEZ portion, you know, being able to
17 fit in and join, but why is it just now all
18 UEZ? Why is it not, you know, a combination of
19 this past or just the municipality? Why is it
20 all only the UEZ portion; why is UEZ paying for
21 this? That is what I don't understand.

22 MR. HOPKINS: As I understand, it is an
23 allowable expense under the UEZ Bylaws.

24 I don't understand why it couldn't be
25 funded totally by the UEZ?

0086

1 MS. BRUCK: Mr. Tees, did you not tell us
2 that the PP people are volunteering their time?

3 MR. TEES: That committee was just -- the
4 community, they volunteer their time to help
5 manage the event during the day. They are
6 there from, you know, set up to take down and
7 clean.

8 Obviously, this year, because of the
9 heavier involvement in the program, the
10 employees of my office, who are also city
11 employees, will also be at the event,

12 especially to monitor the funds that are, you
13 know -- the purchasing of the bands and so on.

14 So, we still have a nonprofit volunteer
15 organization that is providing the brunt work,
16 the manpower, except for police and fire, we
17 have to pay, and sanitation, we have to pay for
18 them to be there overtime.

19 MADAME CHAIRWOMAN: Okay.

20 MR. NEAL: And I don't want to prolong it,
21 but I want to make sure the record is clear,
22 because you mentioned something to me before,
23 and I want to make sure that that is the
24 statement that you want to make.

25 When it was asked or presented that

0087

1 certain businesses, especially UEZ businesses,
2 are reluctant to invest into a program that
3 would bring more business to their community,
4 is that what you are letting me believe, that
5 asking UEZ businesses to invest in a program,
6 is something that they don't want to do?

7 MR. TEES: No.

8 MR. HOPKINS: No. That is not what we
9 said. I believe the question was asked, was
10 there any solicitation efforts this year; and
11 the answer was, yes, there are solicitation
12 efforts.

13 I've also indicated, though, based on --
14 if we didn't have this component as part of the
15 marketing efforts for the City of Pleasantville
16 that is offering a coupon opportunity, the
17 businesses last year solely just said, we are
18 going to help fund it, but there is no
19 guarantee that the citizens and the residents
20 of Pleasantville were going to go to their
21 business.

22 We are offering them incentives through
23 this marketing effort to say that, if you come
24 to the carnival, you are going to get this
25 booklet. This booklet is going to have several

0088

1 coupons. If you go to those businesses and
2 redeem them, that you will get a discount of

3 some sort. That is the incentive.

4 We've gotten an audience in the City of
5 Pleasantville. And as we've indicated earlier,
6 it is a stimulus, an economic stimulus package.

7 I think that we are focusing on the fact,
8 you know, that, ultimately, there is a carnival
9 and there is just going to be a great time, but
10 that is the idea. And the whole concept is
11 that we have an audience of people that is
12 going to be at one central location, two blocks
13 from our business area.

14 So, we are hoping that spills over into
15 the business sector.

16 MR. TEES: Mr. Neal, the point being, a
17 business community is not participating and not
18 giving, because of the economy, their ability
19 to give cash is restricted.

20 The reason we are doing this event is to
21 build business back to our business community.

22 We still ask for financial help, but the
23 limits to what they can give is a lot tougher.

24 MR. STRIDICK: Last year, I believe that
25 you said the vendor, the ride vendor, was

0089

1 \$25,000, and that is for 12 rides --

2 MR. TEES: Correct.

3 MR. STRIDICK: -- this year we are
4 increasing that by 8 -- or 40 percent, and
5 taking an increase of almost \$75,000.

6 So, we are increasing the cost by 300
7 percent, yet we are only seeing a net increase
8 in the rides by 40 percent.

9 MS. BRUCK: For twice the amount of time.

10 MR. HOPKINS: More than that. And not
11 only that, there are different types of rides
12 as well. Different types of rides obviously
13 cost more.

14 MR. STRIDICK: Still, in my mind, that
15 \$25,000 over two days, I haven't gotten that
16 out of my head yet.

17 MR. HOPKINS: I apologize for that.

18 MADAME CHAIRWOMAN: So, we done with the
19 question and ready to take a vote?

20 All in favor, say aye.
21 MS. DAVIS: Aye.
22 MR. STRIDICK: Aye.
23 MR. HURD: Aye.
24 MADAME CHAIRWOMAN: All opposed?
25 MR. ABELAR: Opposed.

0090

1 MADAME CHAIRWOMAN: I oppose, also.
2 MS. LINDSEY: I oppose.
3 MADAME CHAIRWOMAN: So, we have three
4 oppose and three not opposed. The motion does
5 not carry.

6 MR. HOPKINS: Are there any elements of
7 this project that you feel are eligible for UEZ
8 funding, or are you opposed of the concept of
9 us funding this specific event?

10 MS. LINDSEY: I would say that I am not
11 opposed to us funding a special event at all.
12 I think it is a good idea.

13 I do have concerns that the cost
14 differential is not -- I am just not convinced
15 that it would actually result in economic
16 profit to the same scale like the cost -- it
17 was picked up last year for \$35,000. It is
18 hard for me to really wrap my mind around
19 adding a few more rides and adding better
20 fireworks, who it translates.

21 I heard your arguments, but I would be
22 more to funding the money if that was closer to
23 the cost of last year, and then collect some
24 data and then, you know, the following year, I
25 can see, oh, this actually made a difference,

0091

1 then I would consider approving a funding.

2 MR. TEES: Would you, then, offer to us,
3 as you done to Phillipsburg, this type of -- is
4 there an amount in which you could give your
5 approval, and not to exceed an amount,
6 especially for that line item, that particular
7 line item? And that would be, then, incumbent
8 on us to negotiate with that company or another
9 company, if possible, to provide whatever rides
10 at that amount. Can we look at it from that

11 regard?

12 MR. STRIDICK: Would a \$50,000 bottom
13 line, it is like a school board budget, when it
14 comes back --

15 MR. TEES: I understand.

16 MR. STRIDICK: -- and the municipality
17 gives the bottom line --

18 MR. TEES: So, can the amusement rides
19 concession, instead of 74 --

20 MR. STRIDICK: No. I am saying, the
21 bottom line --

22 MADAME CHAIRWOMAN: The project.

23 MR. TEES: Oh, of the total project.

24 MR. STRIDICK: And you work out -- you
25 figure out your numbers, maybe there are things

0092

1 that you could actually cut that you don't
2 need, and provide savings that way. Or you get
3 sponsorships from Kmart and McDonald's and
4 stuff like that to make up the difference.

5 MR. TEES: Excuse me, I didn't see the
6 vote that was cast; you said it was three and
7 three?

8 MADAME CHAIRWOMAN: Yes.

9 MR. TEES: So, is that a number -- the
10 50,000 for this project is the number that you
11 -- can you consider recasting the vote or
12 reconsidering the motion?

13 MR. ABELAR: On my part, I am concerned
14 about other things. I am concerned about the
15 local support of this.

16 First, I want to see a unanimous vote from
17 the city council.

18 MR. TEES: Mr. Abelar, we are in a
19 contested political year for elections of,
20 both, mayor and council. I don't think that
21 you are going to find unitaminy in this
22 situation.

23 I would ask you this, for the objection of
24 the two residents that wrote to you, we have,
25 in hand, 29 commitment letters from UEZ member

0093

1 businesses to participate; we have 12

2 businesses who are waiting for their district
3 management level approvals. So, we have
4 written out 40 businesses, and that is just
5 from us going door-to-door.

6 We couldn't do a full blown sales pitch to
7 our business community, until we knew what the
8 scope of the project would be.

9 So, these people are making their
10 commitments to us, on what our ramification is
11 before you today.

12 I don't think it will change if you reduce
13 the budget, that we would then have to work
14 under. I think the commitment still being
15 there, because that doesn't change the event
16 and the hours.

17 So, I would argue to you, or counter to
18 you saying, the business community, so far,
19 only one business has said no, and it is
20 because, corporately, they couldn't get
21 approval before July 23rd, to commit to the ad
22 book. That is the only reason they wouldn't do
23 it.

24 So, that is not bad, because those are the
25 beneficiaries of this. It is their sales tax

0094

1 dollars that they are collecting, that is
2 paying for this.

3 So, I think that is a good counter to some
4 residents who may object to it that support the
5 carnival. Because they are just arguing about
6 the price. They said, we support the carnival,
7 it is the price that they are concerned about.

8 And if you're giving us a cap, then,
9 obviously, we have your support for the
10 carnival, but at this price, not --

11 MADAME CHAIRWOMAN: So, I am going to take
12 a motion --

13 MR. ABELAR: Just, if I may?

14 MS. BRUCK: Can you ask for the motion
15 first, then we can have a question.

16 MADAME CHAIRWOMAN: Can I have a motion to
17 consider the cap of \$50,000?

18 MS. LINDSEY: So moved.

19 MR. HURD: Second.
20 MADAME CHAIRWOMAN: Discussions now.
21 MR. ABELAR: Two points I would like to
22 make. One is, even if it is a political year,
23 city council doesn't approve our spending. It
24 does not effect them at all. The city doesn't
25 spend a penny on this. And two councilman that
0095

1 voted "no," I expect unanimous, because it is
2 not their money. So, I expect unanimous
3 approval of this. That raises a red flag for
4 me, because something is wrong.

5 If I am in a city council and I brought to
6 council whatever outrageous amount that I am
7 not going to pay and it would benefit my
8 community, I have no reason, apparent reason,
9 because -- and now the fact that two councilmen
10 voted no, raises a red flag.

11 And the second one, is the approval of the
12 merchants. I remember seeing -- I'll give you
13 an example.

14 The City of Orange always has a packet of
15 support from merchants. It is always the same,
16 but reasonable. All the same, but you can have
17 the same, as well as letters from supporters.

18 MR. TEES: We have --

19 MR. ABELAR: That isn't this case.

20 MR. TEES: We have those letters. They
21 are signed by the agent, whoever we met with at
22 the time, so that is not a problem, you know,
23 with showing they are supporting this.

24 This is not something that we can produce
25 here, this was done in the last few weeks.

0096

1 MS. DAVIS: If I could just comment. It
2 is not unfathomable to have detractors on a
3 council.

4 So, there is more of a positive, that it
5 seems very cut and dry and should be for the
6 public good, you can still have something that
7 is called, political dynamics. That is
8 possible and realistic.

9 MADAME CHAIRWOMAN: Also, too, the

10 liability insurance, that there is a problem
11 I've seen, and I just want to go on record.
12 The municipality is carrying that liability?

13 MR. HOPKINS: That is correct.

14 MR. TEES: The vendors provide a -- called
15 a Harmless Certificate to the City, but the
16 City's joint insurance fund does provide
17 coverage for liability and any action that the
18 city government may take.

19 MADAME CHAIRWOMAN: Okay. So, we will go
20 for a vote now at the lower rate of 50,000,
21 bottom line.

22 All in favor, say aye.

23 Aye.

24 MS. LINDSEY: Aye.

25 MR. HURD: Aye.

0097

1 MR. STRIDICK: Aye.

2 MS. DAVIS: Aye.

3 MADAME CHAIRWOMAN: All opposed?

4 MR. ABELAR: I am still opposing it.

5 MADAME CHAIRWOMAN: Any abstention?

6 (No response.)

7 MADAME CHAIRWOMAN: Okay, motion carries.

8 We are just going to take a two-minute
9 break.

10 (Whereupon, a brief recess was
11 taken.)

12 MADAME CHAIRWOMAN: We have Vineland's two
13 requests. The first request is \$1,294,250 for
14 Center City Parking Lot.

15 Who is presenting?

16 MS. FOROSRSKY: Sandy Fororsrsky
17 F-O-R-O-S-R-S-K-Y, Director of Redevelopment,
18 and this is Brian Myers, who is our city
19 engineer.

20 We are asking for \$1,294,250 for -- to
21 expand our public lots. What the money is used
22 for is acquisition of four lots, which is in
23 yellow (indicating). This is our downtown
24 (indicating) Landis Avenue.

25 Jim Lelli did a wonderful job, as you can

0098

1 see. The green are existing parking lots that
2 are privately owned, the pink are city owned
3 parking lots, and then the yellow represents
4 what we are here today for. What we are
5 acquiring these lots. And then we are also
6 combining those with city parking to improve
7 the flow of traffic.

8 The importance of this is, and this was
9 our point when we did restaurant row is, where
10 are all these people going to park?

11 So, on Landis Avenue, it is a wide street,
12 we have diagonal parking on both sides of the
13 street. But what we are doing is, the two
14 streets which we have, Elmer Street and Wood
15 Street, we really use that for parking, and
16 then we try -- we are making alleyways
17 pedestrian walkways, so that people are parking
18 behind the building.

19 It is an intricate part of what we are
20 doing downtown.

21 You'll see some other pictures. Those are
22 blowups of the two actual parking lots that are
23 in question, that we are going to be
24 resurfacing.

25 But -- so, you know, we have a lot going

0099

1 on downtown. We put the four corners, which
2 was previously funded for the Landis Theater
3 and, by the way, July 1st, our other project
4 across the street, was one of the successful of
5 getting 14 million in loans from other tax
6 creditors from New Jersey, NHMFA. We believe
7 there are only two awarded, and we were one of
8 them. So, we are definitely on our way.

9 EDA has a -- it will be at their next
10 board meeting, that they are giving us new
11 market tax credits for the theater to use with
12 UEZ funding.

13 So, we are using all of our tools and --
14 anyway, things are going.

15 We also have restaurant row, which you
16 approved. It is in this area (indicating)
17 here, 6th Street and 7th Street; we have the

18 public market which, you know, we are going to
19 present, that is right over -- this would be
20 the public market (indicating), this parking
21 lot (indicating) would belong to it.

22 So, it is in the center of all this
23 parking.

24 So, we brought our engineer to answer any
25 specific questions, but what we are asking for

0100

1 is funding for acquisition of the property, and
2 to resurface so that we can continue to use the
3 parking lot.

4 MADAME CHAIRWOMAN: Thank you, Sandy.

5 Can I have a motion to approve?

6 MS. LINDSEY: So moved.

7 MADAME CHAIRWOMAN: Any second?

8 MR. ABELAR: Second.

9 MADAME CHAIRWOMAN: Any questions?

10 Paul.

11 MR. STRIDICK: Actually, this is really a
12 great tool here, but you have a number of
13 parking lots that don't have any colors on
14 them.

15 In other words, behind the four corners,
16 your public market and stuff like that.

17 MS. FOROSRSKY: It was just, I think, we
18 only did the large ones. There are more; there
19 is a lot more.

20 MS. LINDSEY: The lot, is that a lot
21 around the theater?

22 MS. FOROSRSKY: Yeah. That is not there.
23 This (indicating)?

24 MR. STRIDICK: No. The other one.

25 MS. FOROSRSKY: Yeah, but that is the high

0101

1 school. You do it at nighttime.

2 MR. STRIDICK: Well, during nighttime,
3 restaurant row --

4 MS. FOROSRSKY: Yeah. I mean --

5 MR. STRIDICK: -- and the theaters are --

6 MS. FOROSRSKY: Yeah.

7 MR. STRIDICK: -- so, that is available at
8 some point?

9 MS. FOROSRSKY: Yeah, but not during the
10 day. No. That is opened.

11 MR. STRIDICK: And how about the one near
12 the public market along Landis Avenue?

13 MS. FOROSRSKY: This right here
14 (indicating)?

15 MR. STRIDICK: Yes.

16 MS. FOROSRSKY: This will go with the
17 property. This was the private parking. So,
18 yes, that will be part of --

19 MR. STRIDICK: And if we approve all those
20 private parking lots in green that --

21 MS. FOROSRSKY: Yeah. These go behind --
22 see, a lot of the people that own property on
23 Landis Avenue, have their own private parking
24 right behind their businesses.

25 MR. MYERS: Yeah, unfortunately, all the

0102

1 buildings on Landis Avenue, there are ways to
2 go, so there is rights-of-way and easements
3 granted to them. But some is a big legal
4 headache for us.

5 But that is why all the parking you see,
6 all the parking lots are private.

7 MR. STRIDICK: If you could explain how
8 you get the 1.3 million parking in yellow?

9 MS. FOROSRSKY: Yeah.

10 MR. STRIDICK: Just go through the cost,
11 because there is 135,000 in land acquisition.

12 MS. FOROSRSKY: There is -- 39,000 is to
13 buy -- based on approvals to buy vacant lots on
14 Elmer Street. And then there was three lots
15 over here (indicating), I believe was 33 -- I
16 mean they are listed in here.

17 MR. STRIDICK: The yellow lot I don't
18 understand.

19 MS. FOROSRSKY: Because this (indicating)
20 is what they are going to pave.

21 We are combining -- we are acquiring the
22 yellow, and then this (indicating), we already
23 own. But then the whole resurfacing and
24 reconfiguration is yellow.

25 MR. STRIDICK: I got it.

0103

1 MS. FOROSRSKY: Yeah. We are going to be
2 prepared.

3 MR. STRIDICK: Nothing wrong with that.

4 MS. LINDSEY: Can you hold it up again
5 just so I can see it? I can see it, great.

6 MR. STRIDICK: This is what just got the
7 tax credit here.

8 MS. FOROSRSKY: One of the residents,
9 yeah.

10 And then the other cost, the engineer,
11 Brian, can tell you.

12 MR. MYERS: The construction cost.

13 MR. STRIDICK: I wanted a breakdown -- let
14 me just put my cards on the table.

15 The reason that I'm asking, and I'm just
16 going through the -- presently, there is 133
17 spaces on the adjacent lot. Now, I grant it
18 that not all of the spaces are -- some of them
19 are substandard. At the completion of the
20 project, it will result in 120 standard parking
21 spaces. So, there is a decrease of 13 spaces,
22 especially all of them will be comported --

23 MS. FOROSRSKY: Yeah.

24 MR. STRIDICK: -- and I'm going through
25 your application and doing the math.

0104

1 So, at 120 spaces, the 1.3 equals 10,500
2 -- \$10,600 per space for surface parking.
3 Perhaps we could get structure parking at that
4 cost.

5 So, I just wanted to, kind of -- how did
6 we get to 1.3, including line acquisitions --

7 MR. MYERS: The proposal -- these two
8 blocks of Landis Avenue (indicating), they've
9 recently been completed within the last two
10 years, where there is new streetscape and
11 projects. This has been done, the connecting
12 down to the existing --

13 MR. STRIDICK: The alleyway.

14 MR. MYERS: -- the alleyway. We are
15 carrying in that same theme into the parking
16 lot so it all flows together.

17 And, likewise, we have been approved from
18 this block (indicating), and we were able to
19 have right here (indicating), connecting that
20 parking lot.

21 MR. STRIDICK: And that is, kind of, this
22 enhancement right in here (indicating)?

23 MR. MYERS: Yeah. That one that you
24 pointed to, is actually this one (indicating).

25 MR. STRIDICK: So, it is a 50 or 60-foot

0105

1 right-a-way here (indicating)?

2 MR. MYERS: Right.

3 MR. STRIDICK: And this one is, kind of, a
4 lesser doodad on this one?

5 MR. MYERS: Right.

6 MR. LELLI: And we have been out to bid,
7 and we received bids and we are still waiting
8 for DOT for the South Boulevard streetscape for
9 enhancement.

10 It is a \$460,000 project.

11 MR. STRIDICK: Is that through one of
12 their key projects or --

13 MR. LELLI: Yeah. Transportation
14 Enhancement Project. And that is getting the
15 same treatment that this will receive.

16 So, it will all be tying into the same
17 pavers and decorative lighting and other
18 enhancements.

19 MR. STRIDICK: Is there a parking survey
20 and a parking plan for this?

21 In other words, what is generating the
22 need? Because you have a lot of pink, orange
23 and yellow, as well as some of the things that
24 are overflow, like the school lot, plus the
25 parking that is behind the corner project that

0106

1 we approved, maybe, six months ago?

2 So, what will the total parking capacity
3 be in the downtown, and what is the need for
4 parking in the downtown?

5 MS. FOROSRSKY: Do we have the number? I
6 know that we have it, I didn't bring it with
7 me.

8 There is a number of parking problems that
9 was done at one time.

10 But without the numbers, the thing is,
11 what people are concerned with, as we are
12 growing and we are doing these restaurants, we
13 are addressing each section.

14 So, if we know -- in here (indicating), we
15 are going to have the restaurants, and over
16 here (indicating), we have a concert hall, we
17 know they need more parking.

18 Right now, everyone always says, Landis
19 Avenue is -- what are you going to do about
20 parking, because everybody wants to pull up
21 right in front of their store.

22 And what we are trying to do is -- what we
23 are trying to do is, we have to make the back
24 parking more attractive and lighting, and
25 people make more stores.

0107

1 So, even though some of you say, the net
2 number is the condition, too, of the parking.

3 So, there is two things. There is need to
4 make the parking, you know, more attractive
5 that people will use it, and then as we are
6 growing, we are going to need it. That is a
7 good thing to have; has a good need.

8 MR. STRIDICK: Yeah. And I just want to
9 quantify the need, because it looks -- I am not
10 saying that it is saturated.

11 But, again, I'm just going on the
12 presentation here. I see a lot of the pink and
13 green, and with yellow being added into it,
14 something that is not highlighted at all, I am
15 just wondering, you know, how do we demonstrate
16 the need for \$1 million?

17 MS. FOROSRSKY: Go drive by the parking
18 lots.

19 MR. MYERS: The majority of these parking
20 lots are restricted parking.

21 MR. STRIDICK: The green ones?

22 MR. MYERS: Yes. The green ones where
23 they say, only for this building.

24 MR. STRIDICK: In Vineland Zoning

25 Ordinance, is part of the requirement -- is it
0108

1 a zero requirement?

2 MS. FOROSRSKY: Right.

3 MR. STRIDICK: And is there any investment
4 come to businesses to -- in other words, a
5 business that is coming in for restaurant row
6 or the concert hall or whatever, are they --
7 how are they being encouraged to become part of
8 the UEZ?

9 MS. FOROSRSKY: Our incentive. Our
10 incentive to do business. Because of the
11 incentive.

12 MR. STRIDICK: Well, parking is an
13 incentive if they are UEZ or not.

14 I mean, you have a pretty healthy UEZ
15 attention, 56.80.

16 MS. FOROSRSKY: Yeah. So, you are saying
17 for the parking?

18 MR. STRIDICK: Well, I am just saying, for
19 a net decrease of -- what did I say, 13 cars or
20 something like that? In the area that is pink
21 -- in the area that is yellow, now -- I'm just
22 trying to justify in my head.

23 I understand the need for parking,
24 certainly I understand the need for parking in
25 front of the store and have it attractive.

0109

1 MS. FOROSRSKY: Right.

2 MR. STRIDICK: And the fact that it is
3 still cited as safe and usable and in the
4 proximity of where I am going, and I see some
5 enhancements here (indicating) and stuff like
6 that.

7 So, going back to my original question,
8 how do you break down a 1.3?

9 MS. FOROSRSKY: That was submitted.

10 MR. STRIDICK: Yeah. I know. I just --
11 talk me through.

12 MR. LELLI: Well, I mean, we went through
13 the land acquisition, so we are getting
14 increases in estimates in construction, I guess
15 is where you are looking at, where that is

16 broken down.

17 MR. STRIDICK: Yes, because I have a, you
18 know, four line items that, 135,000 for land
19 acquisition, and then I have a lump sum pretty
20 much of 1.15 million for --

21 MS. FOROSRSKY: I thought -- I thought the
22 cost was submitted?

23 MS. BRUCK: The cost was submitted for
24 each parking lot, is a lump sum, but you want
25 the square footage?

0110

1 MR. STRIDICK: I was just wondering, how
2 do we -- when we were going back, way back
3 when, the little parking lots in Jersey City,
4 we were, really, like, a page estimate of how
5 many street lights -- I don't know.

6 We would get a stack that I would have to
7 have a hand truck.

8 MS. KUBE: At one point, our Chair, Kevin
9 Brennan, had asked that we keep a copy of the
10 attachments here, and Lisa has them -- you get
11 the streamlined package.

12 MS. LINDSEY: That is fine.

13 MR. LELLI: They are broken down.

14 MS. LINDSEY: I have a question. Has
15 someone done -- I'm sorry, Paul.

16 MR. STRIDICK: No. Go ahead.

17 MS. LINDSEY: Has someone done an analysis
18 about the parking lots; are they full? I am
19 just wondering if there is a capacity in those
20 parking lots now?

21 MS. FOROSRSKY: During --

22 MS. LINDSEY: At night, when people --
23 when the restaurant patrons park in those
24 current parking lots.

25 MS. FOROSRSKY: Yes.

0111

1 MR. LELLI: Except for the -- I would say,
2 the one parking lot that we are carrying, I
3 would say this lot is the under utilized,
4 simply because the connection here
5 (indicating), it used to be a building that was
6 torn down.

7 MADAME CHAIRWOMAN: So, that is part of
8 the 1.3 million?

9 MR. LELLI: That is part of that --

10 MS. FOROSRSKY: Yeah.

11 MR. LELLI: -- the connection to Landis
12 Avenue.

13 MS. FOROSRSKY: But what is really
14 important is, this is our new concert hall
15 (indicating), and this will very much be
16 utilized at night.

17 And then there is a parking lot even, I
18 believe, across the street.

19 And then they did a -- they had to do a
20 parking study when they got their approval to
21 put in the concert hall.

22 And, so, we had to use every existing spot
23 there was to say we could support, you know,
24 putting a concert hall there.

25 But to answer your questions, no, we don't

0112

1 have a surplus of parking downtown. I mean, we
2 will get a count, but there is not a surplus of
3 parking.

4 MR. STRIDICK: And to arrive at that
5 conclusion --

6 MS. FOROSRSKY: At night, we are hoping to
7 use it more.

8 MR. STRIDICK: And to arrive at that
9 conclusion, has the UEZ, or any other entity,
10 provided or conducted a parking survey, a
11 condition survey and a usage survey?

12 In other words, like, what is striving
13 that conclusion that there is a parking
14 problem?

15 And, again, I'm not saying there isn't --

16 MS. FOROSRSKY: Right.

17 MR. STRIDICK: -- just, mathematically,
18 how did we arrive at that to justify, again,
19 1.3?

20 MS. FOROSRSKY: During -- because we know
21 that there is not any available parking spaces
22 when there is going to be -- if this is an
23 event going on, we know that.

24 And right now, since we can't use any of
25 the green ones, these (indicating) all fill up.

0113

1 Whenever there is a reason to come
2 downtown and we have events, right now parking
3 is a problem. Right now, parking is a problem
4 at night; no. Because the Avenue closes at
5 5:00. But we want to change all that.

6 And with the theater and the public
7 parking and everything that we are planning --
8 but let's go back to the original thing of,
9 really, what is happening here.

10 This project, the 1.3 million, isn't so we
11 could create 100 new parking spots, it is so
12 that people will use what we have, and you get
13 that mindset, you have to park here. That, you
14 know, is not the case. There is wonderful
15 parking behind here (indicating).

16 So, you have to make it attractive. And
17 right now, if you go into this parking lot
18 (indicating), I wouldn't want to park there.

19 MR. STRIDICK: Have you ever considered
20 spending, say, \$50,000 on getting a parking
21 master plan done for the downtown area?

22 MS. FORORSKY: Yeah. We've talked about
23 it. We talked about that. The design, we
24 talked about doing that.

25 And that has to be because of everything

0114

1 that we are planning.

2 But that isn't what is driving what we are
3 doing now. What we are doing now is, taking
4 the existing parking lots and making them user
5 friendly and tie them into everything that we
6 are doing downtown.

7 MS. DAVIS: Wouldn't it be more logical to
8 do the study first? In the meantime, create,
9 like, an MOU visits.

10 If you have parking spaces that are
11 underutilized at night for a temporary gap, a
12 gap fill, say -- create an MOU to the city and
13 big businesses, and take at night, from X hours
14 to X hours when the businesses are open, to

15 utilize their parking spaces.

16 MS. FOROSRSKY: That is an excellent idea,
17 in fact. But, somehow, we are losing what
18 today's project is. It is not about creating
19 MOUs and creating extra parking spaces, it is
20 about 15 -- I mean, yes. We are doing some
21 acquisition here, but it is also to make this
22 parking lot usable.

23 I mean, most of the things fit. The
24 acquisition was 135,000. The big thing is,
25 fixing the parking lots.

0115

1 MS. DAVIS: Okay. But let's fix them
2 after the study that says there is a demand for
3 the parking.

4 In the meantime, since you say there is a
5 demand, which you cannot quantify, you say --

6 MS. FOROSRSKY: I don't have the numbers.
7 No. I don't have the numbers.

8 MS. DAVIS: Then, why not use the study?
9 In the meantime, clear the MOU with the
10 businesses, that you have parking spaces during
11 the peak period that you need parking, until
12 the study is complete.

13 MS. BRUCK: Sandy, are people parking in
14 these lots now?

15 MS. FOROSRSKY: Well, this one we don't
16 know. But -- yeah. They are parking -- there
17 is parking there, yes.

18 MR. STRIDICK: In the pink or yellow?

19 MS. FOROSRSKY: The pink, yes; yellow we
20 don't own. So, they are parking there.

21 MR. STRIDICK: This is a lot that everyone
22 parks in?

23 MS. FOROSRSKY: Is it nice parking; does
24 it tie in with -- no. But they are parking
25 there.

0116

1 MS. BRUCK: So that space is being
2 utilized?

3 MS. FOROSRSKY: This one is important,
4 though. This needs to happen.

5 She is opening a --

6 MR. STRIDICK: She, being?

7 MS. FOROSRSKY: Hanger 84.

8 MR. HURD: Since we approved the 135,000
9 for the acquisition of the property, and have
10 them do the study and have them come back for
11 the one point whatever.

12 MS. BRUCK: Well, I think they have to see
13 a property study, number one. They will come
14 back with the study.

15 MR. STRIDICK: We constantly look at
16 numbers that are based on proposals or numbers
17 that accompany data and stuff like that, but we
18 don't see a proposal for, like, the street
19 signs in Paterson. We didn't need a proposal
20 for that, we just said it was 300 -- \$3800
21 times 80 lights.

22 And I'm just saying, if we give them a,
23 "not to exceed" tax number --

24 MS. BRUCK: No. We want to see them hire
25 a professional to do the undertaking work.

0117

1 MR. STRIDICK: Okay. I am just trying to
2 get --

3 MS. BRUCK: We weren't asking them to go
4 out and do a study, we are saying go out into
5 the market and see what the market is. And
6 once you think what the cost in reality, you
7 know --

8 MS. FOROSRSKY: For, what, the actual cost
9 of construction?

10 MR. STRIDICK: No. We are talking about
11 the parking survey.

12 MS. BRUCK: An overall, kind of, a master
13 plan that you have considered on studies to see
14 what the need is in Vineland, actual, for
15 parking, and what would be the best use of
16 and/or might acquire.

17 I think that is what you are looking for.

18 MS. DAVIS: You also stated earlier that
19 the property -- the concert hall, that you did
20 have to justify that there were spaces
21 available to accommodate that particular
22 vicinage, you said that earlier.

23 MS. FOROSRSKY: Yeah. I said they had to
24 show that.

25 MR. MYERS: They provided a report --

0118

1 actually, their report showed lack of parking.

2 The report that this Hanger 84 did at the
3 time that they went to reassessment approvals,
4 indicated that the majority of their patrons
5 that were using that concert hall, were below
6 the age of 18, and the parents would be taking
7 them there.

8 So, what they ended up doing was, slashing
9 the requirement of what they need for parking,
10 and then they spread it from -- for here
11 (indicating), they spread it all the way down,
12 including lots all the way down, about three,
13 four blocks away.

14 So, I don't think that the destine -- that
15 they actually did show that there was adequate
16 parking downtown.

17 MS. DAVIS: That is a good reason why we
18 should do that, because a study was done to
19 approve this project based on available
20 parking, and here we have the picture here.

21 And now you are saying that, that report wasn't
22 good enough, if you will, so, therefore, that
23 further, in my opinion, that you should do a
24 study.

25 MR. LELLI: When this went through the

0119

1 Planning Board process, one of my concerns was,
2 they were saying, oh, it is going to be for 18.
3 And my concern was, well, what if we are
4 holding that for the older crowd that will be
5 driving?

6 MADAME CHAIRWOMAN: So, at this point --

7 MR. ABELAR: I suggest, here, this is
8 going to be a second parking lot that we have
9 in Vineland, and we can approve this one, but
10 the next parking lot, we would have to see a
11 study. That is a suggestion that I throw.

12 MR. STRIDICK: The thing about the master
13 plan is, that it does just that, it master

14 plans.

15 Rather than encumber a particular property
16 that is going to be parking, the master plan
17 may uncover a high and better use, and then an
18 alternative use for parking, and balancing it
19 out amongst the needs that you have.

20 Because right now, you know, I am working
21 on good faith on the information here from the
22 concert hall and the restaurant row and the
23 four corners and stuff like that, but I would
24 like to have an expert, not belittling your
25 expertise --

0120

1 MS. FOROSRSKY: No. No. No.

2 MR. STRIDICK: -- but an expert who is a
3 professional in this, to take a look at this
4 broad rush, the overall downtown parking
5 situation, and balance it evenly and create it,
6 because, you know, we may be -- we may be, but
7 we are not experts.

8 But if you are really in a long area here,
9 and they may say, well, if you fit it this way,
10 and it is only going to cost you \$2 million,
11 but you are going to resolve all of your
12 problems forecasted for the next 35 years,
13 well, then, I think that money is really spent
14 well.

15 I like your idea, Lewis, about doing the
16 acquisition.

17 MS. FOROSRSKY: I need to do that, because
18 I wouldn't have this if I don't.

19 MR. STRIDICK: And if that has a timeline,
20 because that has its own timeline -- and a
21 parking guru can, kind of, look at this and
22 react pretty quickly and do the surveys.

23 Summertime is not the best time to do a
24 parking survey, because everyone is down in Sea
25 Isle anyway.

0121

1 MS. FOROSRSKY: The reason we have talked
2 about this and doing -- so, I don't think that
3 is a bad suggestion at all.

4 MADAME CHAIRWOMAN: So, at this point, I

5 am just going to take a motion to just approve
6 the acquisition of land, and table the rest
7 until there is a parking study.

8 MS. FOROSRSKY: Now, what pays -- would
9 you throw in that little bit of money, too?

10 MS. LINDSEY: You need to bring another
11 one.

12 MS. FOROSRSKY: So, that is four months --

13 MR. LELLI: It is six months out, and you
14 are out and we are going to get the report
15 back.

16 MS. FOROSRSKY: I mean, you are going to
17 get the real proposal.

18 MS. BRUCK: I cannot even begin presenting
19 this. I mean, we can show the staff, we'll do
20 everything that we can to expedite it --

21 MS. FOROSRSKY: Even if you did
22 everything, it is four months. I mean, it is a
23 minimum of four months.

24 MS. BRUCK: You don't have to get an
25 acquisition. Hire those people in any event.

0122

1 MR. STRIDICK: Can we give them a working
2 number; a lead; anything more than that?

3 MS. BRUCK: No. No.

4 MR. STRIDICK: Okay. I am just trying
5 to --

6 MS. BRUCK: I know that you are.

7 MS. FOROSRSKY: Okay. All right.

8 MS. BRUCK: How about taking a motion,
9 something to amend this motion to simply
10 consider the acquisition to proposal.

11 MR. HURD: So moved.

12 MR. ABELAR: Second.

13 MS. BRUCK: Is there any more discussion
14 on that?

15 MR. ABELAR: It is not a question. The
16 city council and the zone corporation voted
17 unanimously on that?

18 MS. FOROSRSKY: Yes.

19 MS. BRUCK: Now, will your resolution
20 cover just the acquisition portion, or is it a
21 package deal?

22 MS. FOROSRSKY: I mean, it is a package
23 deal.

24 MR. LELLI: City council approves the
25 whole thing.

0123

1 And, also, the Urban Enterprise
2 Development.

3 MS. FOROSRSKY: Yeah. This is -- yeah. I
4 don't have the resolution.

5 MS. BRUCK: But the acquisition, it is not
6 contingent on doing the construction portion?
7 And I will just leave that to you to determine.

8 MS. FOROSRSKY: Oh, yeah. We will go
9 back. We don't have to go through the four
10 months, you know, because it goes to our
11 committee and city council, and we can assist
12 them.

13 In the best of circumstances, you are four
14 months out.

15 MR. STRIDICK: And in your closing time,
16 do you want the four months?

17 MS. FOROSRSKY: It was set, because they
18 knew it was going to make this meeting. So
19 they were looking to close by the end of
20 tomorrow.

21 MS. BRUCK: Sandy, we could see your
22 resolution.

23 MS. FOROSRSKY: Okay. I can get you a
24 resolution, but it doesn't mean --

25 MS. BRUCK: Just for the approval of the

0124

1 acquisition.

2 MS. FOROSRSKY: Okay.

3 MS. BRUCK: Okay. So we know that they
4 were advised and --

5 MS. FOROSRSKY: No. We can do that, but
6 it doesn't need to go through -- it is only
7 subject to getting the acquisition?

8 MS. BRUCK: Right. Since we approved the
9 acquisition already.

10 MS. FOROSRSKY: Okay.

11 MADAME CHAIRWOMAN: We are going to take a
12 vote on just the acquisition, subject to the

13 acquisition.

14 So -- subject to the resolution. Right.

15 So, all in favor?

16 Aye.

17 MS. LINDSEY: Aye.

18 MR. HURD: Aye.

19 MR. STRIDICK: Aye.

20 MR. ABELAR: Aye.

21 MS. DAVIS: Aye.

22 MADAME CHAIRWOMAN: Any opposed?

23 (No response.)

24 MADAME CHAIRWOMAN: That motion passes.

25 Okay. Next is 491,667 for Second

0125

1 Generation Funds for Economic Development Loan
2 to South Jersey Paint and Glass Company.

3 Mr. Lelli will be presenting.

4 MR. LELLI: This request is for a
5 development loan, expansion loan for South
6 Jersey Paint and Glass Company to acquire
7 another building and expand their business in
8 another section of town.

9 Currently, they are located on Landis
10 Avenue, and have been for years. And the
11 business got so good, that they want to expand.

12 Fortunately, they had an old building that
13 they like to acquire and move into a nice new
14 building for the city.

15 And from the Smart Group Program, we are
16 not going to any new land, and taking an old
17 building and renovating it.

18 In the meantime, their building on Landis
19 Avenue has been sold to a furniture store, so
20 we will have another retail business on Landis
21 Avenue.

22 Actually, in the background for -- this is
23 for any historian buffs here, this business
24 store now, it was incorporated in 1954. It
25 started out in the 24th store on Landis Avenue

0126

1 back in, about, 1925.

2 It was an owner and his wife and two
3 employees. One of those employees was my

4 father. So, it's been a long time.

5 Our portion is for the acquisition of
6 property, \$491,667 on an evaluation of the sale
7 price of \$550,000.

8 The total project is a million eight, with
9 Sun Bank coming up with 833,000, and the
10 borrower is putting in 483,000. Almost all of
11 that is from the sale of his property on Landis
12 Avenue.

13 This, here, is, again, the benefit to the
14 city is, obviously, we are getting a new
15 appraisal, a new appraisal on real estate,
16 increase on a new location in the business
17 zone.

18 The store on the Avenue will be a retail
19 store. That will generate additional surplus
20 for the city. And, also, the other one will,
21 the South Jersey Glass, generates additional
22 income for the city.

23 The number of jobs will stay about the
24 same, as far as I can see.

25 When the furniture store comes in for

0127

1 their loan, they will be employing some more
2 people.

3 So, overall, we currently have 193 loans
4 outstanding right now, and we passed -- at the
5 end of June 30th, and I am going to say the
6 report of -- is now totaling \$65 million. And
7 they are generating about -- almost -- a little
8 over \$600,000 a month, which is pretty close to
9 what the Zone Assistance Fund generates.

10 Especially in October of this year, we get
11 cutback from three percent to two percent.

12 So, it is very poor thing as we grow the
13 loan portfolio, which is designed to replace
14 the Zone Assistance Fund.

15 MADAME CHAIRWOMAN: Thank you, Mr. Lelli.

16 MR. LELLI: Thank you.

17 MADAME CHAIRWOMAN: May I have a motion to
18 approve?

19 MS. LINDSEY: So moved.

20 MADAME CHAIRWOMAN: Second?

21 MR. STRIDICK: Second.
22 MADAME CHAIRWOMAN: And any questions?
23 MR. ABELAR: Of those 135 loans you have
24 are outstanding, 135?
25 MR. LELLI: 193.

0128

1 MR. ABELAR: 193.
2 MR. LELLI: And you get over 400. A lot
3 of them are paid off in 13 years.
4 But as of the count, as of June 30th, our
5 fiscal year, it is 193.
6 MR. ABELAR: Any defaults lately?
7 MR. LELLI: None lately. We've had some
8 defaults over the years. But out of the 400 or
9 so, I would guess there is no more than 10.
10 Some of which we took the property back, resold
11 it and we got our money back anyhow.

12 MR. ABELAR: So, the loans aren't to any
13 bank?

14 MR. LELLI: No. We have a very good
15 record for being a second mortgage loan option.

16 MR. ABELAR: Thank you.

17 MR. STRIDICK: When can we expect to see a
18 furniture store? Will they be coming in for
19 facade?

20 MR. LELLI: Yeah. We got to get South
21 Jersey Glass moved. They are still operating.

22 As soon as they move out, the furniture
23 store be will coming in with that project.

24 MR. STRIDICK: And the relocated new
25 project, that certainly will be within the

0129

1 zone?

2 MR. LELLI: Yes. You don't get this if it
3 isn't.

4 MADAME CHAIRWOMAN: Any further questions?
5 Just go for a vote. All in favor, say
6 aye.

7 Aye.

8 MS. LINDSEY: Aye.

9 MR. HURD: Aye.

10 MR. STRIDICK: Aye.

11 MR. ABELAR: Aye.

12 MS. DAVIS: Aye.

13 MADAME CHAIRWOMAN: Any oppose?

14 (No response.)

15 MADAME CHAIRWOMAN: Motion carries.

16 MR. LELLI: Thank you.

17 MADAME CHAIRWOMAN: Mr. McKelly, West New

18 York's request for \$150,000 for General

19 Maintenance Phase III.

20 I think that I have to say, good

21 afternoon.

22 MR. McKELLY: Right.

23 We are requesting \$150,000 to finish the

24 next repairs, which will lead to increased

25 activity and leave a positive message to our

0130

1 shoppers, merchants and vendors alike, that our

2 streets are maintained.

3 And this project will be supervised by the

4 town engineer and officers who are qualified

5 agents, who will ensure the compliance.

6 MADAME CHAIRWOMAN: I have a motion to

7 approve?

8 MS. DAVIS: So moved.

9 MR. STRIDICK: Second.

10 MADAME CHAIRWOMAN: Any questions?

11 (No response.)

12 MADAME CHAIRWOMAN: Then I will go for a

13 vote. All in favor, say aye.

14 Aye.

15 MS. LINDSEY: Aye.

16 MR. HURD: Aye.

17 MR. STRIDICK: Aye.

18 MR. ABELAR: Aye.

19 MS. DAVIS: Aye.

20 MADAME CHAIRWOMAN: All opposed?

21 (No response.)

22 MADAME CHAIRWOMAN: Motion carries.

23 Now, we just have the consent agenda,

24 which consists of all contract amendments, just

25 12.

0131

1 Motion to take approval?

2 MR. ABELAR: I have to remove one from

3 Long Branch, I will not vote on that one. And
4 the second one.

5 MS. BRUCK: Long Branch? There is no Long
6 Branch.

7 MS. KUBE: Yes. There is.

8 MR. ABELAR: The second one.

9 MS. KUBE: It is not on agenda, but it is
10 in the pack.

11 MS. BRUCK: You can take it next month.

12 MS. KUBE: We are amending the agenda.
13 Sure.

14 MADAME CHAIRWOMAN: So, now, I will take a
15 vote on the remaining portion; do I have to do
16 that one first?

17 MS. BRUCK: Actually, take the consent
18 agenda as it is, from one motion.

19 MADAME CHAIRWOMAN: So, motion to approve
20 the consent agenda?

21 MR. STRIDICK: So moved.

22 MADAME CHAIRWOMAN: Second?

23 MS. LINDSEY: Second.

24 MADAME CHAIRWOMAN: Take a vote. All in
25 favor?

0132

1 Aye.

2 MS. LINDSEY: Aye.

3 MR. HURD: Aye.

4 MR. STRIDICK: Aye.

5 MR. ABELAR: Aye.

6 MS. DAVIS: Aye.

7 MADAME CHAIRWOMAN: Okay. All opposed?

8 (No response.)

9 MADAME CHAIRWOMAN: So, that motion
10 carries.

11 So, now, we have a motion to add this City
12 of Long Branch change in the contract to the
13 agenda.

14 Do I have a motion?

15 MR. STRIDICK: So moved.

16 MADAME CHAIRWOMAN: Do I have a second?

17 MR. HURD: Second.

18 MADAME CHAIRWOMAN: And then the project
19 number 87-154.

20 The original contact was 225,000 and they
21 are asking for -- they just changed --

22 MR. STRIDICK: Time extension and a
23 funding.

24 MADAME CHAIRWOMAN: So, I'm just taking a
25 vote.

0133

1 MR. STRIDICK: Well, make a motion. I
2 make a motion to accept it.

3 MADAME CHAIRWOMAN: Second?

4 MR. HURD: Second.

5 MADAME CHAIRWOMAN: We will take a vote.

6 All in favor?

7 Aye.

8 MS. LINDSEY: Aye.

9 MR. HURD: Aye.

10 MR. STRIDICK: Aye.

11 MS. DAVIS: Aye.

12 MADAME CHAIRWOMAN: Any opposed?

13 (No response.)

14 MADAME CHAIRWOMAN: Any abstentions?

15 MR. ABELAR: Abstention.

16 MADAME CHAIRWOMAN: Okay. Other business?

17 Do any of the Commissioners have any

18 comments for the record?

19 MR. NEAL: I just have one comment. I
20 wanted to say that I had an opportunity to go
21 to the Coordinator's Meeting, and it was
22 sponsored by Muriel and Charity and Kim Burke,
23 Denise and Joe. And it was fantastic.

24 And I know that Board Members give so much
25 of your time, you can't really get down there,

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1 but if you ever do, go to one of these
2 meetings. It's perfect. It was a wonderful
3 event and they did a very great job with the
4 presentation, the presenters and the work that
5 they do.

6 And I just wanted to make sure that they
7 were acknowledged for the record.

8 MADAME CHAIRWOMAN: Thank you.

9 MR. NEAL: Especially Joe.

10 MR. STRIDICK: When is the next

11 Coordinator's Meeting?

12 MS. KUBE: October, and we are looking at
13 Lakewood.

14 MADAME CHAIRWOMAN: Item 14, open to the
15 public.

16 Are there any comments from the public for
17 the record?

18 (No response.)

19 MADAME CHAIRWOMAN: I will adjourn. Do I
20 have a motion for adjournment?

21 MR. STRIDICK: So moved.

22 MADAME CHAIRWOMAN: Do I have a second?

23 MR. HURD: Second.

24 MADAME CHAIRWOMAN: All in favor, say aye.

25 Aye.

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1 MS. LINDSEY: Aye.

2 MR. HURD: Aye.

3 MR. STRIDICK: Aye.

4 MR. ABELAR: Aye.

5 MS. DAVIS: Aye.

6 MADAME CHAIRWOMAN: Thank you.

7 (Whereupon, the proceedings
8 concluded at approximately 12:35
9 p.m.)

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1 CERTIFICATE

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I, RENEE HELMAR, a Shorthand Reporter, and Notary Public, certify that the foregoing is a true and accurate transcript of the proceedings which were held at the time, place and on the date herein before set forth.

I further certify that I am neither attorney, nor counsel for, nor related to or employed by, any of the parties to the action in which these proceedings were taken, and further that I am not a relative or employee of any attorney or counsel employed in this action, nor am I financially interested in this case.

Renee Helmar

Shorthand Reporter