

FY12 ANNUAL REPORT

BUSINESS RETENTION AND RELOCATION ASSISTANCE ACT

Introduction

In accordance with P.L. 2004, c.65, the New Jersey Economic Development Authority (EDA) submits this report on FY12 activity for the following five programs that exist under the Business Retention and Relocation Assistance Act:

1. The Business Retention and Relocation Assistance Grant (BRRAG) Program;
2. The Sales and Use Tax Exemption (STX) Program;
3. The BRRAG Tax Credit Certificate Transfer Program (Transfer Program);
4. The Urban Enterprise Zone Energy Sales & Use Tax Exemption for Manufacturers Program; and
5. The Energy Sales Tax Exemption Program, Salem County.

Background

The Business Retention and Relocation Assistance Act was signed into law on June 30, 2004. This Act revised a retention program created in 1996 and gave the State new tools in the effort to retain jobs under threat of leaving New Jersey. On January 13, 2008, the Business Retention and Relocation Assistance Act was amended by P.L. 2007, c.310, which reduced the program's eligibility threshold from 250 retained full-time jobs to 50 retained full-time jobs. In 2011, the Christie Administration and New Jersey State Legislature completed statutory revisions pursuant to P.L. 2010, c.123, to enhance the effectiveness of this key economic development and growth incentive for businesses committed to retaining jobs in New Jersey.

Program Descriptions

1. Business Retention and Relocation Assistant Grant (BRRAG) Program

The BRRAG Program is a grant of corporation business tax credits to businesses to assist them in retaining jobs and developing projects that may relocate within the state. The purpose of the program is to encourage economic development, preserve existing jobs, and stimulate capital investment in New Jersey.

In 2011, Governor Christie signed the BRRAG statutory amendments that were approved in the 2009-2010 Legislative Session to expand the program and bring it in line with comparable programs from other states. The revisions, which were based on feedback from New Jersey businesses that were being offered major incentives to leave the state, are intended to ensure New Jersey remains competitive with incentives offered by other states also seeking to attract and retain businesses. The program now provides a maximum tax credit of \$2,250 per year per job retained in the State, for up to six years. Prior to the recent statutory revisions, the program provided for a maximum one-time tax credit incentive of up to \$1,500 per job retained in the State.

The revised BRRAG Program incentivizes businesses committed to expanding in New Jersey, providing the maximum benefits under the program to businesses that demonstrate an investment by making substantial capital investments in the State. To qualify for the program, a BRRAG applicant must enter into a project agreement with the Authority to undertake a project to: 1) Relocate or maintain a minimum of 50 retained full-time jobs from one or more locations within this State to a new business location or

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locations in this State¹; 2) maintain the retained full-time jobs pursuant to the project agreement for the commitment duration; and 3) commit to remain in the state for the tax credit term plus an additional five years (for example, if a business is eligible for a 2-year tax credit, they must remain in New Jersey for 7 years.)

Projects that consist solely of point-of-final-purchase retail facilities are not eligible for a BRRAG. However, projects that are mixed-use may be eligible under certain circumstances. In order to be eligible for a BRRAG a business must demonstrate:

- Certification of highest ranking executive that receipt of assistance will be a material factor in the business' decision not to relocate the retained full-time jobs outside of New Jersey (a business that relocates 1,500 or more retained full-time jobs from outside of a designated urban center to one or more new locations within a designated urban center are not required to make such a demonstration if the business applies for a grant of tax credits within six months of signing its lease or purchase agreement);
- Grant of tax credits and resultant retention of full-time jobs and any capital investment will yield a net positive benefit to the State equaling at least 110 percent of the grant of tax credits during the commitment duration; and,
- Business or a predecessor entity has been operating, in whole or in part, in this State for at least 10 years prior to the filing of an application under this program,

The number of years BRRAG credits are awarded (1 to 6 years) is determined by the number of jobs to be retained. In addition, “bonus” credits, awarded for relocation of jobs to urban centers, as well as for the amount of a capital investment, would result in the maximum benefit increasing from \$1,500 to \$2,250 for up to 6 years.

The total value of grants of tax credits approved by the EDA in any single fiscal year is capped at \$20 million and the total value of the grants of tax credits that a single business may apply against its tax liability shall not exceed an annual aggregate limit of \$10 million in a fiscal year. The program also has a recapture or “claw back” provision for businesses that do not retain the necessary number of jobs for the agreed upon additional five-year commitment or that are otherwise in default according to the Project Agreement contract.

Businesses across New Jersey have taken notice of the program enhancements, as evidenced by a significant increase in BRRAG activity since the legislative changes. Since the statutory revisions, EDA has approved 38 projects for just over \$107 million, supporting the retention of nearly 13,000 jobs and leveraging **over** \$457 million in capital investment. A chart detailing these projects can be found in Exhibit B.

2. *Sales and Use Tax Exemption (STX) Program*

¹ New business location means the premises to which a business will relocate that the business has either purchased or built or for which the business has entered into a purchase agreement or a written lease for a period of no less than the commitment duration or eight years, whichever is greater, from the date of relocation. A new business location also means the business's current location or locations if the business makes a capital investment equal to the total value of the business retention or relocation grant of tax credits to the business at that location or locations.

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Under this program, qualifying businesses are exempt from sales and use tax for eligible property located or placed at a business location for a construction and/or renovation project. The sales tax exemption certificate, which applies only to items purchased for installation at the approved project, allows the business to purchase machinery, equipment, furniture, fixtures, and building materials for the project location without the imposition of sales and use tax. The exemption expires once the new facility is ready for occupancy. This program has a benefit recapture provision for businesses that do not retain the required number of jobs for five years or that default on other program conditions and requirements. To qualify for the program, a business must meet the following eligibility criteria:

- Businesses are required to have 1,000 or more employees in New Jersey and relocate 500 or more to a new location; or
- Life science, pharmaceutical, and manufacturing companies are eligible for the STX if they relocate 250 employees or more to a new research and development facility, a new headquarters, or a new manufacturing facility; and
- The project is located in a Smart Growth area as defined by the State Development and Redevelopment Plan; and
- The business must demonstrate that receipt of this incentive is a significant financial inducement in its decision not to relocate outside New Jersey; and
- Businesses must retain the relocation project jobs for a five-year period pursuant to a Project Agreement contract with the EDA.

FY2012 Program Highlights

On August 1, 2011, the EDA adopted amendments to the rules implementing the BRRAG Program pursuant to statutory revisions in P.L. 2010, c. 123, which among other changes, required that a business shall demonstrate that the grant of tax credits and resultant retention of full-time jobs and any capital investment will yield a net positive benefit to the State equaling at least 110 percent of the grant of tax credits during the commitment duration.

BRRAG and STX Program Activity – FY2012

Nineteen BRRAG grants, two of which also received STX benefits, were executed in FY12. These seventeen projects represent over \$388 million of new estimated capital investment and the retention of over 8,000 jobs in the Garden State. Following are the nineteen companies that executed BRRAG/STX Project Agreement contracts in FY12: (***Not all projects have utilized their tax credits as projects may not yet be completed.**)

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Company	Program	Industry	Location	Estimated Benefit	Capital Investment	Jobs Retained
Medin Corporation	BRRAG	Medical Device	Totowa/Passaic	\$142,800	\$1,250,000	119
SYNNEX Corporation	BRRAG	Business Services	TBD	\$202,500	\$1,700,000	90
Rosetta Marketing Group LLC	BRRAG	Marketing	TBD	\$371,250	\$1,396,000	165
Maplewood Beverage Packers	BRRAG	Food Manufacturing	Edison/Middlesex	\$205,400	\$66,790,000	158
Ferraro Foods Inc. and Affiliates	BRRAG	Food Distribution	Piscataway/Middlesex	\$1,129,500	\$4,100,000	251
Aeropostale, Inc.	BRRAG	Apparel	TBD	\$328,500	\$6,000,000	146
Bracco Diagnostics, Inc.	BRRAG	Medical Device	TBD	\$398,250	\$4,500,000	177
Mission Solutions LLC	BRRAG	Software Engineering	TBD	\$3,746,250	\$11,635,300	555
The Dun and Bradstreet Corporation	BRRAG	Business Information	TBD	\$2,700,000	\$4,980,000	602
EMX, LP and subsidiaries	BRRAG	Billing Services	TBD	\$981,000	\$1,300,000	327
Church & Dwight	BRRAG	Consumer Goods	Ewing/Princeton/Mercer and Lakewood/Ocean	\$13,554,000	\$79,500,000	1,004
Excalibur Group Inc.	BRRAG	Medical Devices	Perth Amboy/Middlesex	\$159,750	\$700,000	71
UBS Financial Services and related entities	BRRAG	Financial Services	Jersey City/Hudson	\$27,000,000	\$57,885,000	2,000
Realogy Corporation	BRRAG	Real Estate Services	Madison/Morris and Mt. Laurel/Burlington	\$10,721,250	\$25,060,000	953
Consolidated Services Group	BRRAG	Insurance	Cherry Hill/Camden	\$225,000	\$1,268,000	100
Robertet, Inc.	BRRAG	Fragrance	Mount Olive/Morris	\$225,000	\$3,500,000	100
QualCare Alliance Networks, Inc.	BRRAG	Medical Services	Egg Harbor/Atlantic	\$245,250	\$1,503,450	109
Evonik Degussa Corporation	BRRAG	Chemical Manufacturing	Parsippany/Morris	\$1,017,000	\$ -	298
Durand Glass Manufacturing Company	BRRAG	Glass Manufacturing	Millville/Cumberland	\$9,562,500	\$65,800,000	850
BRRAG Subtotal	19 projects			\$72,915,200	\$388,867,750	8,075
Church & Dwight	STX	Consumer Goods	Ewing/Princeton/Mercer and Lakewood/Ocean	\$2,520,000	See BRRAG	See BRRAG
Realogy Corporation	STX	Real Estate Services	Madison/Morris and Mt. Laurel/Burlington	\$1,445,987	See BRRAG	See BRRAG
Grand Total	21 projects		4	\$76,881,187	\$388,867,750	8,075

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Since the program's inception, 88 BRRAG and STX projects have been executed with 66 companies for a total estimated benefit of over \$162 million. This assistance has resulted in the retention of over 29,000 jobs and leveraged nearly \$2.4 billion in private investment in New Jersey. A detailed list of cumulative activity for BRRAG and STX to date can be found in Exhibit A. Not all projects have utilized their tax credits as projects may not yet be completed.

Project Summaries - BRRAG/STX Project Agreements Executed in FY12

- **Medin Corporation** – is a manufacturer of custom and standard medical instrument trays, cases, and sterilization devices. This project involves the relocation and retention of 119 jobs to a new facility in Totowa. Pennsylvania and New Hampshire also competed for this project.
- **SYNNEX Corporation** – is a leading business process services company servicing resellers, retailers, and original equipment manufacturers in multiple regions around the world. This project involves the relocation and retention of 90 jobs to a new facility in Jamesburg. Mississippi also competed for this project.
- **Rosetta Marketing Group LLC** – is the nation's largest interactive marketing agency, providing an array of interactive marketing strategies and personality based marketing solutions on a global basis. This project involves the retention and possible relocation of 165 jobs to a New Jersey location to be determined. Pennsylvania also competed for this project.
- **Maplewood Beverage Packers** – has been manufacturing canned soft drinks from its Maplewood facility since 2000 and is the largest manufacturer of Arizona Iced Tea products in the United States. This project involves the relocation and retention of 158 jobs to a new facility in Edison. New York and Pennsylvania also competed for this project.
- **Ferraro Foods Inc. and Affiliates** – is an accomplished domestic distributor of foods and related products primarily to the restaurant industry on the eastern seaboard. This project involves the relocation and retention of 251 employees to an expanded facility in Piscataway. Pennsylvania also competed for this project.
- **Aeropostale, Inc.** – is a primarily mall-based, specialty retailer of casual apparel and accessories, principally targeting 14-17 year old young men and women through its Aeropostale stores and 7 to 12 year old children through its P.S. from Aeropostale stores. This project involves the relocation and retention of 146 jobs from Wayne to a New Jersey location to be determined. New York also competed for this project.
- **Bracco Diagnostics, Inc.** – develops and markets clinical agents for use in x-ray, computed tomography (CT), nuclear medicine, and magnetic resonance imaging (MRI) in the U.S. and Canada. This project involves the relocation and retention of 177 jobs to a New Jersey location to be determined. Pennsylvania also competed for this project.
- **Mission Solutions LLC** – is a full service systems software engineering provider. This project involves the relocation and retention of 555 jobs in Moorestown. Pennsylvania also competed for this project.

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- **The Dun and Bradstreet Corporation** – is the world’s leading source of information and insight into businesses with a database that contains more than 195 million business records covering more than 130 million companies in more than 190 countries. This project involves the retention of 602 jobs to Parsippany. Pennsylvania also competed for this project.
- **EMX, LP and subsidiaries** – provides billing, management, and software services to Emergency Medical Associates and its affiliates, physician owned entities that provide emergency department staffing for hospitals. This project involves the relocation and retention of 327 jobs to a New Jersey location to be determined. Pennsylvania and West Virginia also competed for this project.
- **Church & Dwight** – is a publicly held consumer products company best known for its Arm & Hammer baking soda, as well as other “power brands” including Trojan, Oxiclean, Spinbrush, First Response, Nair, Orajel, and Xtra. This project involves the retention of 1,004 jobs in New Jersey (514 in Ewing, 240 in Princeton, 252 in Lakewood). Pennsylvania also competed for this project.
- **Excalibur Group, Inc.** – is a provider of a diverse array of services to clients in the healthcare industry, specializing in the installation of advanced medical diagnostic and surgical devices. This project involves the retention and relocation of 71 jobs to a new facility in Perth Amboy. Maryland also competed for this project.
- **UBS Financial Services and related entities** – is a worldwide financial institution serving private, institutional, and corporate clients. This project involves the retention of 2,000 jobs in Jersey City. Tennessee, Connecticut, and New York also competed for this project.
- **Realogy Corporation** – is a global provider of real estate and relocation services that has a diversified business model that includes real estate franchising, brokerage, relocation and title services. This project involves the retention of 953 jobs in New Jersey (713 in Parsippany, 240 in Mt. Laurel). North Carolina and Georgia also competed for this project.
- **Consolidated Services Group** – has more than 25 years experience in the medical claims management industry. This project involves the retention of 100 jobs in Cherry Hill. Pennsylvania also competed for this project.
- **Robertet, Inc.** – is a family owned fragrance and flavor company that specializes in natural ingredients. This project involves the retention and relocation of 100 jobs in Mount Olive. Pennsylvania also competed for this project.
- **QualCare Alliance Networks, Inc.** – is the largest full service managed healthcare organization in NJ that offers self funded plans, third party administration services, provider network access, utilization management services, and a workers’ compensation product. This project involves the retention and relocation of 109 jobs in Egg Harbor City. Pennsylvania and Delaware also competed for this project.
- **Evonik Degussa Corporation** – is an international company whose principal business is the manufacture and distribution of a variety of specialty and industrial chemical products in North

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America. This project involves the retention of 298 jobs in Parsippany. Alabama also competed for this project.

- **Durand Glass Manufacturing Company** – is a leading manufacturer of tabletop glassware with a global workforce of over 19,000. This project involves the retention of 850 jobs in Millville. The company had considered moving the operations to Mexico as well as Ohio, which competed for this project.

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3. *BRRAG Tax Credit Certificate Transfer Program (Transfer Program)*

The Transfer Program allows companies with unused tax credits to sell those credits to other New Jersey businesses, provided that the taxpayer receiving the surrendered tax credits is not affiliated with the business that is surrendering its tax credits. The tax credits must be sold for at least 75 percent of the amount of the surrendered tax credit.

BRRAG Transfer Program Activity – FY2012

Following are the three companies that finalized BRRAG Transfer agreements in FY12:

Seller	Value of Unused Tax Credits	Buyer	Sale Price of Tax Credit	Sale Price as Percentage of Original Value
United Parcel Service	\$1,111,500	Hartford Underwriters Insurance Company	\$1,011,465	91%
Saveology.com LLC	\$158,000	The Hartford Insurance Company of the Midwest	\$143,780	91%
Diversified Foam Products, Inc.	\$78,000	First Transit, Inc.	\$70,200	90%

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4. Urban Enterprise Zone Energy Sales & Use Tax Exemption for Manufacturers Program

This program provides an exemption of sales and use tax for retail sales of electricity and natural gas and their transport for eligible manufacturing businesses located in a New Jersey Urban Enterprise Zone (UEZ). To qualify for the program, a business must meet the following eligibility criteria:

- Manufacturers must be located in a UEZ with 250 or more employees, half of whom must be directly employed in the manufacturing process or be a vertically integrated combination of businesses within a single Redevelopment Area manufacturing a single product that together employ at least 250 people, half of whom must be directly employed in a manufacturing process.
- Manufacturers must have UEZ certification and the electricity and natural gas must be consumed at the UEZ certified site.

**Urban Enterprise Zone (UEZ) Energy Sales & Use Tax Exemption for Manufacturers
FY12 Program Activity**

The following table identifies program participants at the conclusion of FY12 along with the estimated annual program benefit for each company:

Company	UEZ	County	Full-time Jobs	Estimated Annual Benefit
Actavis Elizabeth	Elizabeth	Union	587	\$254,000
Amcors Global Pharma	Millville	Cumberland	608	\$684,400
Anheuser-Busch	Newark	Essex	353	\$977,400
Avantor Performance Materials	Phillipsburg	Warren	332	\$329,000
Church & Dwight	Lakewood	Ocean	262	\$118,320
Durand Glass Manufacturing	Millville	Cumberland	641	\$987,650
General Mills/Progresso	Millville	Cumberland	439	\$253,600
Gerresheimer Glass	Millville/Vineland	Cumberland	751	\$1,608,620
Leone Industries	Bridgeton	Cumberland	326	\$731,750
OHM Laboratories	New Brunswick	Middlesex	411	\$174,930
Omni Baking Company	Vineland	Cumberland	496	\$140,000
11 companies			5,206	\$6,259,670

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5. *Energy Sales Tax Exemption Program, Salem County*

Under this program, manufacturers in Salem County with 50 or more employees, at least 50 percent of whom are directly involved in the manufacturing process, are eligible for a sales tax exemption for electric and gas purchases.

The following chart identifies program participants and benefits provided in FY12.

**Energy Tax Exemption Program, Salem County
FY12 Program Activity**

Company	Municipality	Full-Time Jobs	Estimated Annual Benefit
Anchor Glass	Salem City	293	\$922,330
B & B Poultry	Norma	177	\$76,200
Cooper Crouse-Hinds LLC	Salem City	126	\$10,200
E.I. duPont de Nemours	Pennsville	775	\$1,004,600
J.E. Berkowitz, L.P.	Oldmans	160	\$60,100
Mannington Mills Inc.	Salem City	528	\$483,200
Phoenix Glass, Corp	Pittsgrove	67	\$23,400
PolyOne Corporation	Oldmans	66	\$548,800
Siegfried (USA), Inc.	Pennsville	158	\$140,000
9 companies		2,350	\$3,268,830

Exhibit A
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Business Retention and Relocation Assistance Grant Program
 Executed Projects Since Program Inception

Company Name	Program Type		Est BRRAG Benefit	Est STX Benefit	Retained Jobs	Capital Investment	Industry	Relocation Site	County	Executed Date	Approval Date
Verizon	BRRAG, STX	2	\$ 1,155,000	\$ 1,296,000	770	\$ 200,000,000	Telecom	Basking Ridge	Somerset	2/2/05	2/2/05
Citigroup NA	BRRAG, STX	2	\$ 1,260,000	\$ 1,111,300	855	\$ 133,000,000	Financial Services	Warren	Somerset	3/2/05	3/2/05
Celgene	BRRAG, STX	2	\$ 345,800	\$ 81,096	266	\$ 4,900,000	Biotech	Summit	Union	4/6/05	4/6/05
Novartis #1	BRRAG, STX	2	\$ 810,000	\$ 1,142,400	540	\$ 47,600,000	Pharma	East Hanover	Morris	4/6/05	4/6/05
Ernst & Young	BRRAG, STX	2	\$ 1,503,000	\$ 2,165,145	1002	\$ 56,045,000	Business Services	Secaucus	Hudson	5/4/05	5/4/05
Medarex	BRRAG, STX	2	\$ 390,000	\$ 960,000	300	\$ 40,000,000	Biotech	Bloomsbury	Hunterdon	5/4/05	5/4/05
Cingular (AT&T)	BRRAG, STX	2	\$ 1,659,000	\$ 157,632	1106	\$ 6,568,000	Telecom	Parsippany	Morris	5/4/05	5/4/05
Mellon LLC	BRRAG	1	\$ 1,099,500		733	\$ 19,000,000	Financial Services	Jersey City	Hudson	5/4/05	5/4/05
ISP Management & Building Materials Corp	BRRAG, STX	2	\$ 1,305,000	\$ 336,600	870	\$ 14,000,000	Mfg/R&D	Wayne/Parsippany	Morris	6/1/05	6/1/05
McMaster-Carr	BRRAG	1	\$ 855,000		570	\$ 41,500,000	Distribution/Warehouse	Washington Twp	Mercer	6/1/05	6/1/05
Eisai, Inc.	BRRAG, STX	2	\$ 325,500	\$ 677,820	250	\$ 31,000,000	Pharma	Woodcliff Lake	Bergen	6/1/05	6/1/05
Cadbury Adams	BRRAG, STX	2	\$ 349,700	\$ 155,376	269	\$ 8,300,000	Confection Mfg	Parsippany	Morris	7/13/05	7/13/05
Rhodia	BRRAG	1	\$ 408,200		314	\$ 2,000,000	Mfg	Cranbury	Middlesex	7/13/05	7/13/05
Novartis #2	BRRAG, STX	2	\$ 750,000	\$ 2,208,840	500	\$ 147,000,000	Pharma	East Hanover	Morris	10/5/05	10/5/05
MetLife	BRRAG, STX	2	\$ 3,462,000	\$ 734,400	2308	\$ 36,000,000	Financial Services	Bridgewater	Somerset	2/1/06	2/1/06
Novartis #3	BRRAG, STX	2	\$ 1,588,500	\$ 11,060,671	1059	\$ 538,300,000	Pharma	East Hanover	Morris	6/7/06	6/7/06
Bed Bath & Beyond	BRRAG, STX	2	\$ 750,000	\$ 691,200	500	\$ 15,000,000	Distribution	Woodbridge	Middlesex	6/7/06	6/7/06
Deloitte & Touche	BRRAG, STX	2	\$ 1,233,000	\$ 1,010,331	822	\$ 39,161,000	Financial Services	TBD	Morris	7/24/06	7/24/06
Louis Berger Group	BRRAG	1	\$ 370,800		309	\$ 1,000,000	Engineering Services	Morristown	Morris	9/14/06	9/14/06
Bayar	BRRAG, STX	2	\$ 448,000	\$ 1,225,000	320	\$ 35,500,000	Pharma	Wayne	Passaic	9/14/06	9/14/06
Maidenform	BRRAG	1	\$ 302,400		250	\$ 500,000	Apparel	Iselin	Middlesex	10/18/06	10/18/06
Novo Nordisk	BRRAG, STX	2	\$ 420,000	\$ 1,387,680	300	\$ 20,000,000	Pharma	Plainsboro	Middlesex	6/21/07	6/21/07
MRS Associates	BRRAG	1	\$ 360,000		300	\$ 3,152,000	Collection Services	Cherry Hill	Camden	1/16/08	1/16/08
KS Engineers	BRRAG	1	\$ 101,200		92	\$ 300,000	Civil Engineering	Newark	Essex	6/10/09	10/15/2008
Dr. Leonard's Healthcare Corp	BRRAG	1	\$ 88,800		80	\$ 500,000	Healthcare	Edison	Middlesex	7/26/09	2/10/2009
Global Aerospace	BRRAG	1	\$ 176,400		147	\$ 850,000	Insurance	Madison	Morris	8/11/09	3/10/2009
Abbott Point of Care	BRRAG	1	\$ 246,400		176	\$ 3,000,000	Medical Device	Princeton	Mercer	9/24/09	3/25/2008
InVentiv Health	BRRAG	1	\$ 519,000		346	\$ 9,500,000	Pharma	Franklin Township	Somerset	10/14/09	5/21/2008
American Van Equipment	BRRAG	1	\$ 89,700		69	\$ 7,500,000	Equip Mfg	Lakewood	Ocean	11/24/09	6/18/2008
Wyndham Phase I	BRRAG	1	\$ 1,557,000		1038	\$ 16,372,500	Hospitality	Parsippany	Morris	12/17/09	7/24/2006
Direct Cabinet Sales	BRRAG	1	\$ 62,400		52	\$ 682,880	Cabinetry	S. Brunswick	Middlesex	1/5/10	8/11/2009
The Chubb Corporation	STX	1		\$ 28,956,550	1,300	\$ 413,665,000	Insurance	Readington	Hunterdon	1/14/2010	12/8/09
ImClone Systems	BRRAG	1	\$ 350,000		250	\$ 18,900,000	Biotech	Branchburg	Somerset	2/10/10	3/5/2008
Diversified Foam Products	BRRAG	1	\$ 78,000		60	\$ 4,125,000	Mfg	Woolwich Twp	Gloucester	4/22/10	7/14/2009
Williams Sonoma Direct	BRRAG	1	\$ 129,600		108	\$ 1,500,000	Warehouse/Distribution	TBD	TBD	5/12/10	10/13/2009
Burlington Coat Factory	BRRAG	1	\$ 72,000		60	\$ 475,000	Apparel	Edgewater Park	Burlington	5/27/10	12/8/2009
ID Systems	BRRAG	1	\$ 60,500		55	\$ 400,000	Electronics	TBD	TBD	6/14/10	8/11/2009
Pinnacle Foods Group	BRRAG	1	\$ 186,200		133	\$ 4,670,000	Food Mfg	Cherry Hill	Camden	6/16/10	3/9/2010
Pitney Bowes	BRRAG	1	\$ 187,200		156	\$ 5,000,000	Mailing/Shipping	Newark	Essex	7/8/10	8/11/2009
Watson Pharmaceuticals	BRRAG	1	\$ 289,800		207	\$ 12,200,000	Pharma	Parsippany	Morris	7/27/10	10/13/2009
PNY Technologies	BRRAG, STX	2	\$ 455,000	\$ 636,488	325	\$ 28,580,000	Elec. Device Mfg	Parsippany	Morris	7/30/10	2/9/2010
United Parcel Service	BRRAG	1	\$ 1,111,500		741	\$ 2,800,789	Distribution	Wayne	Passaic	8/26/10	4/13/2010
IDL TechniEdge	BRRAG	1	\$ 93,500		85	\$ 152,500	Tool Mfg	Maplewood	Essex	9/21/10	10/13/2009
Elephant Group, dba Saveology.com	BRRAG	1	\$ 165,000		150	\$ 250,000	Professional Services	South Plainfield	Middlesex	2/7/2011	1/13/2009
Marine Container Services Inc	BRRAG	1	\$ 59,400		54	\$ 60,000	Logistics	TBD	TBD	2/8/2011	10/12/2010
Conopco/Unilever	BRRAG, STX	2	\$ 627,200	\$ 1,519,252	448	\$ 78,100,000	Food Mfg	Englewood Cliffs	Bergen	2/14/2011	9/14/06
Mednet Healthcare Technologies Inc.	BRRAG	1	\$ 79,200		66	\$ 710,000	Medical Device	TBD	TBD	2/16/2011	9/16/2010

Exhibit A
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 Business Retention and Relocation Assistance Grant Program
 Executed Projects Since Program Inception

Company Name	Program Type		Est BRRAG Benefit	Est STX Benefit	Retained Jobs	Capital Investment	Industry	Relocation Site	County	Executed Date	Approval Date
Jefferies & Company, Inc.	BRRAG	1	\$ 317,200		244		Investment Banking	Jersey City	Hudson	5/24/2011	12/14/2010
Medin Corp	BRRAG	1	\$ 142,800		119	\$ 1,250,000	Medical Device Mfg	Paterson	Passaic	10/17/2011	8/11/2009
SYNNEX Corporation	BRRAG	1	\$ 202,500		90	\$ 1,700,000	Business Services	TBD	TBD	12/16/2011	4/12/2011
Rosetta Marketing Group, LLC	BRRAG	1	\$ 371,250		165	\$ 1,396,000	Marketing	TBD	TBD	12/20/2011	5/13/2011
Maplewood Beverage Packers	BRRAG	1	\$ 205,400		158	\$ 66,790,000	Food Mfg	Edison	Middlesex	12/22/2011	9/8/2009
Ferraro Foods Inc. and Affiliates	BRRAG	1	\$ 1,129,500		251	\$ 4,100,000	Food Distribution	Piscataway "Existing Location"	Middlesex	12/28/2011	3/8/2011
Aeropostale, Inc.	BRRAG	1	\$ 328,500		146	\$ 6,000,000	Apparel	TBD	TBD	12/29/2011	5/13/2011
Bracco Diagnostics, Inc (BDI)	BRRAG	1	\$ 398,250		177	\$ 4,500,000	Medical Device	TBD	TBD	1/18/2012	2/8/2011
Mission Solutions, LLC	BRRAG	1	\$ 3,746,250		555	\$ 11,635,300	Software Engineering	TBD	TBD	1/20/2012	4/12/2011
The Dun and Bradstreet Corporation	BRRAG	1	\$ 2,700,000		602	\$ 4,980,000	Business Information	TBD	TBD	1/26/2012	10/11/2011
EMX, LP and subsidiaries	BRRAG	1	\$ 981,000		327	\$ 1,300,000	Billing Services	TBD	TBD	2/22/2012	5/13/2011
Church & Dwight	BRRAG, STX	2	\$ 13,554,000	\$ 2,520,000	1004	\$ 79,500,000	Consumer Goods	Princeton/Ewing	Mercer	3/5/2012	6/14/2011
Excalibur Group Inc.	BRRAG	1	\$ 159,750		71	\$ 700,000	Medical Devices	Perth Amboy	Middlesex	3/20/2012	3/8/2011
UBS Financial Services and related entities	BRRAG	1	\$ 27,000,000		2000	\$ 57,885,000	Financial Services	Jersey City/Weehawken	Hudson	3/22/2012	7/14/2011
Realogy Corporation	BRRAG, STX	2	\$ 10,721,250	\$ 1,552,467	953	\$ 25,060,000	Real Estate Services	Madison/Mt. Laurel	Morris/Burlington	5/13/2012	4/12/2011
Consolidated Services Group	BRRAG	1	\$ 225,000		100	\$ 1,268,000	Insurance	Cherry Hill	Camden	5/31/2012	8/16/2011
Robertet, Inc.	BRRAG	1	\$ 225,000		100	\$ 3,500,000	Fragrance	Mount Olive	Morris	6/4/2012	7/14/2011
QualCare Alliance Networks, Inc.	BRRAG	1	\$ 245,250		109	\$ 1,503,450	Medical Services	Egg Harbor	Atlantic	6/6/2012	8/16/2011
Evonik Degussa Corporation	BRRAG	1	\$ 1,017,000		298	\$ -	Chemical Mfg	Parsippany	Morris	6/12/2012	3/8/2011
Durand Glass Manufacturing Company	BRRAG	1	\$ 9,562,500		850	\$ 65,800,000	Glass Manufacturing	Millville	Cumberland	6/20/2012	11/9/2011
88 BRRAG & STX projects			\$ 101,167,800	\$ 61,586,248	29,030	\$ 2,388,687,419					