



---

New Jersey Economic  
Development Authority

---

**1980**  
**Annual**  
**Report**

---



# Contents:

To the Governor and Members of the Legislature	1
Message From the Executive Director	2
Targeting Authority Business Incentives	5
Tax-Exempt Industrial Development Bond Program	6
Loan Guarantee and Direct Loan Programs	8
Urban Real Estate Development Program	11
Trade Adjustment Assistance Center	13
Research and Policy Planning	14
1980 Projects	15
Financial Statements	22
Auditor's Report	31

## New Jersey Economic Development Authority

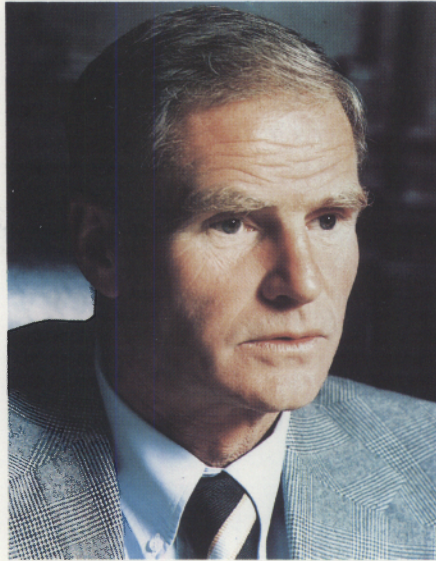
The New Jersey Economic Development Authority is an instrumentality of the State of New Jersey created to maintain and expand job opportunities, and to enlarge the tax base of the state and local governments. The Authority is empowered to provide low-cost project financing, credit guarantees, real estate services, and technical assistance to businesses in New Jersey.

To meet its objectives, the Authority issues tax-exempt industrial development bonds to provide funds to finance capital expenditures by businesses in the State of New Jersey. The Authority may also guarantee loans, provide direct loans, acquire, develop and sell land and other property, and conduct studies related to its legislative mandate to stimulate employment and investment in New Jersey.

The Authority's programs are targeted to areas of the state which have the greatest economic need for new investment, and to projects which provide the greatest benefit of economic growth for the State of New Jersey.



## To The Governor and Members of the Legislature:



**Brendan Byrne**  
*Governor*



**John J. Horn**  
*Chairman*



I am pleased to submit the 1980 Annual Report of the New Jersey Economic Development Authority.

Last year the Authority provided financial assistance to a record number of business expansion projects, although the New Jersey economy experienced the effects of the nationwide recession. The Authority's business incentive programs continue to be the catalyst for economic development activity within the state.

The achievements of 1980 serve as the foundation for a continued commitment to service by the members and staff of the Authority.

Sincerely,

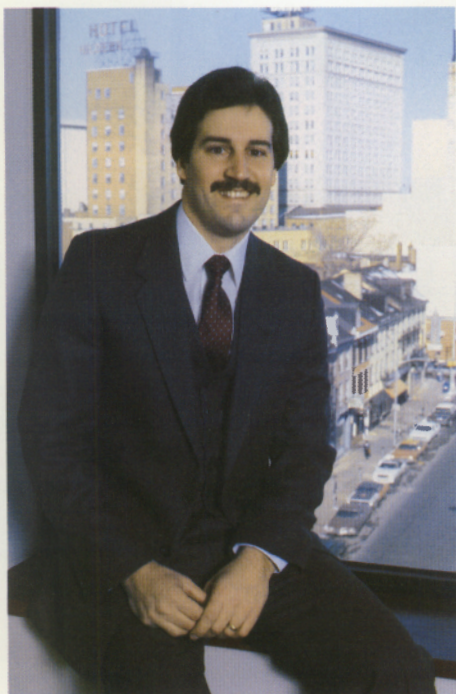
A handwritten signature in black ink that reads "John J. Horn". The signature is fluid and cursive, with the first and last names being more prominent.

**John J. Horn**  
*Chairman*

February 27, 1981



# Message From The Executive Director



The Authority provided a record level of economic development assistance for New Jersey during 1980. Here are some of the highlights.

## **Targeting Authority Assistance**

1980 was the first full year of operation in accordance with a regulation which redirects the Authority's business incentive programs in order to achieve a better economic balance within the state. Results achieved under this program are encouraging.

### *Assistance to Central-City Projects*

The Authority provided over \$170 million of financing to 141 projects located in New Jersey's "urban-aid" municipalities. This amount of financial assistance represents a 188% increase over the previous year, and is expected to generate over 4,300 new jobs in those communities.

### *Assistance to Industrial Projects*

Financings during 1980 also demonstrate a dramatic shift in the type of projects financed by the Authority. Seventy-four percent of the projects financed in 1980 were industrial in nature, as compared with 50% of the projects financed in 1978, prior to targeting.

## **Development Bond Financing**

The Authority provided over \$634 million of low-interest development bond financing to businesses in 1980, a 10% increase from the previous year. This type of financing assisted 477 projects and is expected to generate over 14,000 new jobs for the state.

Congressional subcommittee hearings will be held in early 1981 to review and evaluate the use of industrial development bonds.

## **Loan Guarantees and Direct Loans**

The Authority provided over \$4 million in loan guarantees and direct loans to 17 projects during the year. These projects are expected to result in the creation or maintenance of over 600 jobs.

Three new programs, which expand the Authority's loan guarantee and direct loan capabilities, were established in 1980. They include an urban center small loan program, an interest deferral program, and an expanded fixed asset loan guarantee program.

## **Urban Real Estate Development**

The Authority made steady progress in its activity as a developer of urban real estate during 1980, and the first tangible results of private investment came to fruition.

At Montgomery Industrial Center in Jersey City, a 72,000 square foot industrial building was completed and leased to a firm which is now providing new full-time jobs at the site. In addition, during the year construction began on a second industrial building.

At New Point Industrial Center in Elizabeth, construction of site improvements was completed by the Authority, and by year-end two companies had begun construction of facilities at the site. In addition, contracts for sale of property were entered into with two other firms which will begin construction of facilities in the spring of 1981.

During 1980, the Authority entered into an agreement with the City of Trenton to act as developer of the Trenton Marine Terminal Park. Ground was broken in October which commenced construction of approximately \$2 million in site improvements. At Trenton Marine



Terminal Park, the Authority is developing an industrial site as well as an adjacent recreational park along the Delaware River.

The Authority's investment in these first three urban industrial park projects is expected to generate more than \$40 million of total combined private and public investment and 1,200 permanent jobs during the coming years.

By year-end, the Authority had undertaken technical feasibility studies on a number of sites in the City of Newark. The Authority has worked closely with city officials to formalize agreements and financing for the Newark Industrial Center project to be undertaken in 1981.

A transfer of funds from the Authority's operating account to the industrial park development account will enable the Authority to continue this important program of urban real estate development.

#### **Trade Adjustment Assistance Center**

In 1980 the Authority again received funds from the U.S. Economic Development Administration to continue the operation of New Jersey's Trade Adjustment Assistance Center (TAAC). TAAC assists New Jersey businesses whose sales and employment have been reduced due to foreign import competition.

During 1980, 33 firms were newly certified for federal Trade Act assistance. Technical assistance and loan assistance was provided to several firms. Approximately 2,200 jobs are associated with those companies which received various types of TAAC assistance during the year.

#### **Economic Adjustment Grant — Mahwah, New Jersey**

In June, the Authority received a grant from the U.S. Economic Development Administration in order to address the problems of economic adjustment and recovery of a four-county area affected by the closing of the Ford Motor Company plant in Mahwah, New Jersey. As a result of Authority action under this grant, project development resources were made available to local economic development agencies in order to augment business development programs.

#### **Operating Results**

Revenues from financing fees and federal grants were sufficient to pay all operating expenses for the year. It is gratifying that for the sixth straight year, the Authority's administrative operations have not required appropriations from the state treasury.

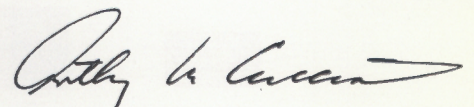
At year-end there was sufficient operating reserves to allow for a transfer, in January 1981, of a portion of these funds to the industrial park fund. This transfer will help to finance the continued expansion of the urban real estate development program.

Last year was one of expensive credit and continued inflation, and reflected a general downturn in business activity. For many firms, Authority business incentive programs were of critical importance in the decision to expand operations in New Jersey. In the second half of the year, extremely high interest rates deterred many industrial firms from continuing with business expansion programs. An increasing number of long-term financing commitments by institutional

lenders contained floating interest rates. It is apparent that the days of fixed rate loans are near an end. As a result, businesses must adjust to this change and seek to further minimize financing costs. The Authority will continue to provide programs to meet these needs.

#### **Robert S. Powell, Jr. — Six Years of Distinguished Service**

In September, Bob Powell, the Authority's first Executive Director, announced his resignation effective October 31, 1980. At that time Governor Byrne said, "Bob Powell has done an outstanding job in helping to establish the Authority and oversee its activity for the past six years. The Economic Development Authority has been a major tool in our efforts to assure the economic vitality of New Jersey." Bob's guidance during the first six years of the Authority's existence was the major contributing factor to the Authority's success. His direction provided a sound foundation for competence and professionalism within the Authority. It is from this foundation that the members and staff of the Authority will move forward to meet the challenges and opportunities of the 1980's.



Anthony M. Cuccia  
Acting Executive Director

February 27, 1981



# The Year At A Glance

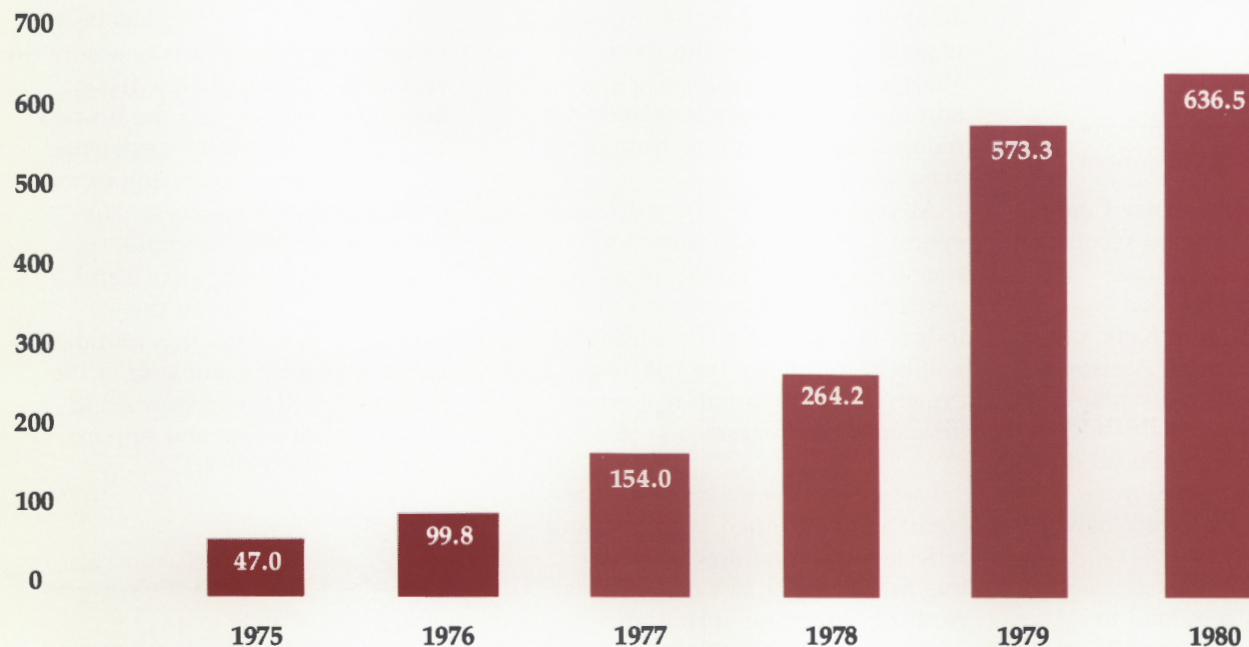
## Investment

	1980	1979	Cumulative Totals 1974-1980
Amount of Financing .....	\$636,454,225	\$573,261,975	\$1,774,754,150
Number of Projects .....	489	408	1,416
Total Investments Stimulated by Financings .....	\$808,250,000	\$724,022,000	\$2,422,942,000

## New Jersey Economic Development Authority

### Amount of Financing 1975 - 1980

Millions of  
Dollars



## Job Creation

	1980	1979	Cumulative Totals 1974-1980
Permanent Jobs to be Created by Financings* .....	14,700	19,100	53,750
Construction Jobs to be Created by Financings (estimated) ...	9,700	9,900	29,600

\*Permanent Job Figures for projects closed during the years 1974-1978 have been adjusted to reflect jobs actually created by those projects. The permanent job figures for 1979 and 1980 projects are estimates.



# Targeting Authority Business Incentives

Two years ago the New Jersey Economic Development Authority recognized the need to redirect its business incentive programs in order to achieve a better economic balance within the state. Accordingly, in July 1979, the Authority promulgated a targeting regulation which established program eligibility for those projects which provide the greatest economic benefit to the state.

This program addresses two kinds of economic imbalance, namely, locational and structural. In 1980, 133 of the state's most economically distressed municipalities were identified using official data for unemployment, per capita income, and tax ratables. This targeted list includes the state's urban aid municipalities, as well as those qualifying for Urban Development Action Grant (UDAG) assistance through the U.S. Department of Housing and Urban Development.

Projects which provide a particular economic benefit to the state are also eligible for Authority assistance, and are exempt from the locational requirements imposed by targeting. These include manufacturing, wholesale trade, motor freight

transportation, research and development, large office buildings, private nursing homes and commercial fishing, among others.

In addition, Waiver #3 of the Authority's targeting regulation, provides an exemption for otherwise non-eligible projects, if those projects create employment for a significant number of disadvantaged persons. In order to qualify under this waiver, the applicant must contract through the New Jersey Job Service with a federal, state or local manpower agency which will provide a substantial number of full-time employees to the project.

Results of the Authority's targeting program, reflected by 1980 closed projects, demonstrate a significant increase in private investment in line with the objectives of the program. In 1978, prior to targeting, the Authority provided financing to 85 projects in currently targeted municipalities with a total loan amount of approximately \$76 million. In 1980, 207 projects were financed in targeted municipalities with an aggregate loan amount of over \$226 million. These figures represent an increase in Authority financings provided to

targeted areas of the state of over 200%.

In addition, 1980 financings reflect a major shift in the type of projects financed by the Authority. In 1978, 50% of the projects financed by the Authority were industrial in nature. In 1980, 74% of projects financed were industrial. There was also a significant increase in the number of manufacturing projects assisted within targeted municipalities. This result disproves pre-targeting fears that locational exemptions would defeat overall targeting objectives.

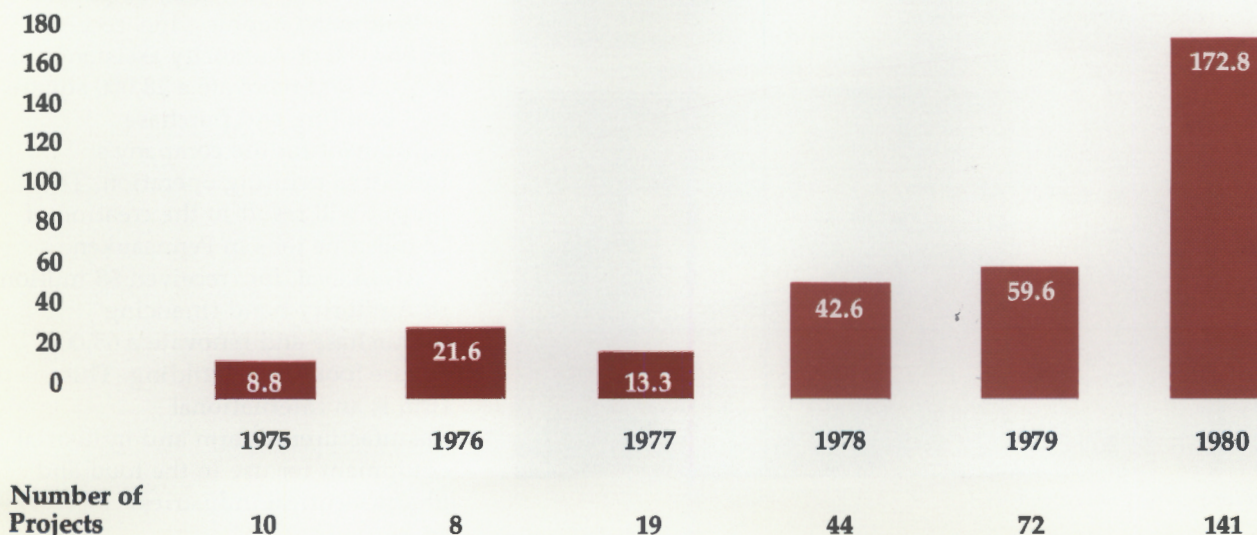
The results of the targeting program presented herein must be regarded as preliminary. However, in 1980, there was a clear indication that the program is meeting its original intent. The Authority will continue to monitor the program to assure that it reflects a continuing trend toward a more favorable economic balance within the state.

The chart below indicates the Authority's financial assistance provided to projects located in the state's "urban-aid" municipalities since 1975. Financings in 1980 represent a 300% increase over the financings provided in 1978, prior to the targeting program.

## New Jersey Economic Development Authority

### Financial Assistance to Projects in "Urban Aid" Cities 1975 -1980

Millions of Dollars





# Division of Project Development: Tax-Exempt Industrial Development Bond Program

The Authority is empowered to issue bonds to raise funds for the financing of industrial and commercial projects which provide employment and tax revenues for the state. Subject to the terms and conditions of the Internal Revenue Code, the interest income earned on these industrial development bonds is exempt from federal taxation. State law also exempts the interest income from most New Jersey taxes.

Because the bonds are tax-exempt, the lender (bond purchaser) can reduce the interest rate on the financing, and still obtain an attractive, after-tax return on the loan. Tax-exempt interest rates are usually 65%-75% of conventional, taxable interest rates.

The industrial development bond program, as with all Authority programs, is subject to the Authority's targeting rules.

## 1980 Results

In 1980, the Authority issued tax-exempt industrial development bonds in an aggregate amount of \$634,342,725, which assisted 477

projects. The total amount of 1980 bonds issued reflects a 10% increase over 1979.

Over 14,000 new permanent jobs and 9,700 construction jobs are associated with the 1980 development bond projects.

Total private investment stimulated by these projects was over \$800 million.

The chart beginning on page 15 provides a detailed breakdown of 1980 projects. Here are some highlights.

## Targeted Industrial Development Bond Investment

Blonder-Tongue Laboratories, Inc., utilized a \$2 million Authority bond to finance the acquisition of electronic equipment for the manufacture of products for the television industry. This financing will result in the creation of over 200 jobs in Lakewood.

Soundesign Corporation purchased land and two vacant buildings in Elizabeth, establishing a 133,000 square foot manufacturing facility with \$2.3 million of



*Soundesign Corporation, Elizabeth, N.J.*

Authority bond assistance. Soundesign is engaged in the production of consumer electronic products including phonograph and stereo components, and expects to create 150 new full-time jobs at the site within two years.

Lace Creations, Inc., and LCI Realty of Newark received \$495,000 in Authority financing to construct a 9,000 square foot addition to its existing manufacturing plant and to acquire equipment. Lace Creations manufactures plastic tablecloths, and as a result of the financing will increase employment by 62 people.

Waldman Graphics, Inc. received \$1,050,000 of Authority assistance to acquire and renovate a 28,000 square foot building and purchase equipment for the company's industrial printing operation. The project will result in the creation of 93 full-time jobs in Pennsauken.

Alfa-Laval, Inc. received \$8 million in Authority bond financing to purchase and renovate a 68,000 square foot office building. This firm is an international manufacturer of farm and industrial equipment for use in the food and pharmaceutical industries.



*Blonder-Tongue Laboratories, Inc., Lakewood, N.J.*



Alfa-Laval will utilize this facility in Fort Lee as its corporate headquarters, and will provide employment for 115 people.

Prime Motor Inns, Inc. received \$4 million in Authority financing to construct a motel-restaurant complex of 27,000 square feet in Franklin Township (Somerset County). Approval for this project was granted under Waiver #3 of the Authority's targeting regulation. As a result, with the creation of 86 full-time jobs, a minimum of 43 employment opportunities will be created for disadvantaged persons.

#### **Foreign Investment**

The Authority has helped New Jersey maintain a leading position as a home for foreign investors. During 1980 the Authority provided over \$109 million in incentive financing to 23 foreign firms for the construction or expansion of facilities that will lead to nearly 850 new permanent jobs for the State of New Jersey, and over 1,100 construction jobs.

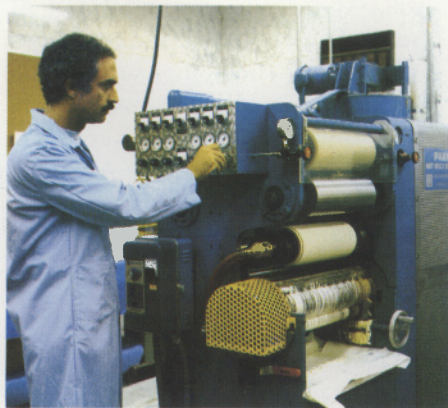
El Dorado Terminals received \$42 million in Authority bond assistance to finance the acquisition and major expansion of an existing public port storage facility in Bayonne. El Dorado Terminals is a wholly-owned subsidiary of PD Oil and Chemical of Great Britain and Dow Chemical.

Shiseido Cosmetics (America) Ltd., a Japanese corporation, acquired 6 acres of land in Oakland,



*Shiseido Cosmetics (America) Ltd.,  
Oakland, N.J.*

and constructed a 60,000 square foot building with funds provided from a \$2 million Authority bond issue. This facility will be Shiseido's U.S. corporate headquarters, and an east coast distribution center for their cosmetic products. The firm expects to create 60 new full-time jobs at this site.



*Malcolm Nicol & Co., Inc., Lyndhurst, N.J.*

Malcolm Nicol & Co., Inc., a Canadian firm, acquired 5 acres of land and a 110,000 square foot building with the assistance of a \$1.5 million Authority bond. The company will utilize the facility for the manufacture of specialty adhesives and emulsions. The project will result in the creation of 46 full-time jobs at this Lyndhurst facility.

#### **Job Creation**

Within the Division of Project Development is a project review and compliance section. One of the primary responsibilities of this operating unit is to monitor the actual jobs created by Authority-assisted projects. Authority applicants estimate job creation utilizing a two-year projection from the date of completion of the project. It is significant to note that

Authority applicants from 1974 through 1978 have achieved over 80% of the full-time jobs originally projected. Already, within one year of settlement, reported 1979 projects have achieved 74% of their job projections. These figures were reported during 1980, a year which saw a general downturn of business activity.

#### **Anticipated Changes in Internal Revenue Service Eligibility Standards for Industrial Development Bonds**

During 1980, there has been increasing concern in Congress over the use of industrial development bonds (IDB's). A study is being conducted by the Congressional Budget Office for the House Ways and Means Committee on the use of IDB's. Preliminary results of this nationwide study reveal that a large number of these bonds were issued in 1979 to finance non-targeted commercial projects. This fact is disturbing to many members of Congress and the U.S. Department of Treasury, who feel that regulations governing the use of IDB's should be modified to target their use to only those projects which result in the highest public purpose being served.

The Congressional Subcommittee has requested that the New Jersey Economic Development Authority submit testimony on the use of IDB's. The Authority's targeting program has been reviewed by the Congressional Budget Office and hopefully will become a model for changes in the IDB regulations emanating from Washington.



## Division of Finance: Loan Guarantee and Direct Loan Programs

In 1980, the Authority guaranteed loans to nine projects involving an Authority exposure of \$3,275,000. The Authority also provided nine direct loans in an aggregate principal amount of \$896,500. The total Authority exposure in 1980 of \$4,171,500 will generate over \$10.7 million in private investments, while creating or maintaining over 600 permanent jobs. Each \$6,750 of Authority exposure resulted in the creation or maintenance of at least one permanent job within the state.

Over eighty-eight percent of Authority loan guarantees and direct loans in 1980 were directed to projects located in municipalities designated by the Authority's targeting regulation.

At December 31, 1980, the Authority had aggregate loan guarantees of \$14,157,389, and had direct loan receivables totaling \$16,856,360. This assistance has sparked more than \$224 million of private investment in New Jersey and approximately 5,000 jobs. At December 31, 1980, the Authority fund which secures loan guarantees had an aggregate balance of \$19,652,779. The Authority limits exposure of the reserve funds to a maximum of three times fund balances.

### **New Loan Guarantee and Direct Loan Programs in 1980**

During the year, the Authority developed three new programs to help spur economic development in targeted communities.

A new program in 1980 was the Urban Centers Small Loan program. Recognizing that neighborhood commercial and retail establishments

in urban aid cities have been unable to acquire adequate bank financing, the Authority redirected a portion of its direct loan funds under its urban loan program to provide financing for renovations and working capital or fixed asset acquisition to these firms. Direct loans under this program may range from \$5,500 to \$30,000, for a maximum term of 10 years, and at a fixed rate of interest of 7%. Four financings were closed under this program in 1980 for a total of \$265,000 in new investment in urban neighborhoods. At year-end, the Authority had eight additional commitments outstanding for future financings under this program.

A second program was initiated to induce lenders to provide fixed asset financing for manufacturing, industrial, and distribution projects located in targeted areas. The Authority extended its fixed asset guarantee program by increasing the percentage of available Authority loan guarantees from 30% to 90% for eligible projects. Under this program the Authority may provide up to a 90% guarantee of a tax-exempt industrial development bond or conventional bank loan.

A third program was approved in December 1980 to provide interest deferral assistance to manufacturing firms located in targeted areas of the state. With the wide fluctuation of interest rates during 1980, it became apparent that many expansion projects could not be undertaken due to the inability of companies to justify the payment of these high interest costs. Under the interest deferral program, the Authority may finance, on behalf of a qualified applicant, a portion of the interest expense associated with a term loan made by a lending institution. By utilizing this program, eligible firms would be able to continue long-term expansion programs despite drastic fluctuations in interest rates. The firm would repay the Authority at a later

date when overall payments would be lower. Term loans made by financial institutions under this program may not exceed \$250,000, and the Authority could provide an interest deferment of up to 5% of the loan amount.

These new programs are a reflection of the Authority's continuing efforts to generate investment and economic growth in communities with the greatest need, and to redirect and modify programs in response to changing economic conditions.

The following are examples of projects which were made possible in 1980 by the Authority's loan guarantee and direct loan programs.



*Champion Realty Associates, Union, N.J.*

### **Champion Realty Associates**

The Authority utilized three financial assistance programs in order to provide the overall financing for the purchase and renovation of a formerly vacant 292,000 square foot manufacturing facility in Union, New Jersey. This firm's affiliate, Champion Envelope Manufacturing Co., Inc., produces envelopes and related paper products for distribution nationwide. Total investment



stimulated by this project was \$3,350,000. The Authority provided a partial guarantee of a tax-exempt industrial development bond in cooperation with The National State Bank of Elizabeth and Colonial Bank & Trust, Waterbury, Connecticut, in the amount of \$2,450,000.

In addition, the Authority provided a \$250,000 direct loan as part of this financing package. This project brings with it over 300 new jobs to the state.

#### **Schnoll Urban Renewal Company**

A total investment of over \$2.4 million was made by this company as part of their major expansion within the City of Newark. A new 32,000 square foot building will house the company's two affiliates, Schnoll Packing Corp. and Sol Schnoll Dressed Poultry Co. The companies are engaged in the processing of poultry and meat products. The Authority provided partial loan guarantees on two separate loans by Summit and Elizabeth Trust Company totaling \$2 million. Another \$164,000 of subordinated financing was provided by the Newark Economic Development Corporation utilizing a UDAG grant from the U.S. Department of Housing and Urban Development. This project puts to use a portion of the Avenue P urban renewal site in the City of Newark. As a result of the financing, overall employment will double from the existing work force of 70 persons.



*Kennedy Jewelers, Rahway, N.J.*

#### **James J. & Lori Kennedy t/a Kennedy Jewelers**

The Authority provided a low-interest, \$30,000 direct loan to this retail jeweler in Rahway under the Urban Centers Small Loan program. This financing provided funds for a major renovation of this store as part of the City's downtown redevelopment program.

#### **Abbott Manufacturing, Inc.**

This company utilized an Authority tax-exempt bond with a \$300,000 guarantee as an inducement to reactivate a vacant manufacturing facility in Bridgeton. With this incentive financing, arranged through Farmers and Merchants National Bank of Bridgeton, the company decided to open its second facility in New Jersey. The company manufactures custom metal components, and this project will create an estimated 38 new jobs in this urban-aid municipality.

#### **Cutler Electrical Products, Inc.**

A partial loan guarantee by the Authority was instrumental in providing this company with a \$450,000 working capital term loan provided by the Lincoln Bank of Philadelphia. The company is located in Westville, Gloucester County, a targeted municipality, and manufactures electrical signs, specialty lighting, and control systems. The financing enabled this company to continue with its expansion plans and helped to maintain 58 jobs as well as create an estimated 10 new jobs for this community.



# New Jersey Economic Development Authority

## 1980 Loan Guarantees and Direct Loans

Company	Project Location	Total Project Costs	Loan Amount	NJEDA Guarantee	NJEDA Direct Loan	New or Maintained Jobs	Description
Abbott Manufacturing, Inc.	Bridgeton	\$ 360,000	\$ 350,000	\$ 300,000		38	Manufacturing
Acme Engraving, Inc.	Passaic	150,000	150,000		\$150,000	8	Manufacturing
Beck & Beck Realty, Inc.	Irvington	99,800	30,000		30,000	6	Commercial
Champion Realty Associates	Union	3,350,000	2,700,000	980,000	250,000	303	Manufacturing
Clement Pappas & Co.	Lawrence	900,000	500,000	150,000			Manufacturing
Cosner, Inc.	Brick Twp.	60,000	60,000		60,000	14	Manufacturing
Craft Electric Corp.	Trenton	125,000	125,000	112,500		19	Commercial
Cutler Electrical Products, Inc.	Westville	850,000	450,000	405,000		68	Manufacturing
The Gregory Group, Inc.	North Bergen	1,150,000	600,000	540,000		44	Manufacturing
Highbeam Copier Co., Inc.	East Orange	75,000	75,000	67,500		12	Commercial
James J. & Lori Kennedy	Rahway	30,000	30,000		30,000	5	Commercial
NORSCO, Inc.	Passaic	95,000	30,000		30,000	3	Commercial
Park Records, Inc.	Newark	40,500	21,500		21,500	6	Commercial
Regional Automotive Warehouse Corp.	Newark	850,000	550,000		250,000	16	Distribution
Schnoll Urban Renewal Co.	Newark	2,414,000	2,000,000	630,000		70	Distribution
Star Porcelain Co.	Trenton	100,000	100,000	90,000			Manufacturing
Trailer Masters, Inc.	Jersey City	75,000	75,000		75,000	7	Commercial
<b>1980 (17 Projects)</b>	<b>Totals</b>	<b>\$10,724,300</b>	<b>\$7,846,500</b>	<b>\$3,275,000</b>	<b>\$896,500</b>	<b>619</b>	
<b>1976-1980 Cumulative Totals (51 Projects)</b>		<b>\$224,281,995</b>	<b>\$72,066,861</b>	<b>\$13,995,279</b>	<b>\$13,401,188</b>	<b>4,949</b>	

Cumulative figures have been adjusted to reflect principal payments made through 12/31/80, and thus indicate loan balances and Authority exposure at this date. Figures have also been adjusted for inactive or terminated projects. The cumulative totals do not include guarantee exposure and direct loans receivable transferred to the Authority in 1978 from the N.J. Urban Loan Authority and Area Redevelopment Authority.

## Summary of Loan Guarantee and Direct Loan Programs

The Authority is empowered to guarantee loans and bond issues and to make direct loans to assist in the financing of eligible job development projects. Such assistance is available for fixed asset financing and for working capital. The terms of Authority participation are tailored to meet the needs of a particular transaction. Loan

guarantees typically range from 30% to 90% of a financing, and direct loans usually do not exceed \$250,000 per project.

Authority loan guarantees are secured by and payable from cash and securities held in restricted accounts. These accounts were funded with appropriations from the New Jersey Legislature, and from grants received from the U.S. Economic Development Administration. The Authority's loan guarantees are special obligations of the guarantee fund, and are not backed by the State of New Jersey.

These programs place highest priority on projects located in targeted communities, job-intensive projects, and projects involving new businesses. The Authority must also determine that there is a reasonable prospect of repayment of a direct loan or guaranteed loan. In this regard, Finance Division staff members undertake detailed credit and collateral reviews of each application for assistance under these programs.





## Division of Real Estate Development: Urban Real Estate Development Program

A year of steady progress for the Authority's program of real estate development in urban areas, and the first tangible results of private investment came to fruition in 1980. In 1977 the Authority began this program to undertake the acquisition and improvement of vacant industrial property in the state's urban centers. By year-end 1980, urban industrial centers in Elizabeth and Jersey City had been developed and a third, in Trenton, was well into construction.

The program involves Authority acquisition of, and improvements to, land in core-city areas, and the marketing of these sites to businesses as locations for new facilities. The program is designed to retain and attract industry in areas of high unemployment, by offering modern, secure and well-designed business parks on competitive financial terms.

With an initial appropriation of \$3 million in 1978, the Authority through 1980 generated or had contracted to develop approximately \$20 million in combined public and private sector investment in these urban centers. Upon completion of these three industrial parks, combined public and private sector investment will reach \$40 million while creating over 1,200 new jobs in these cities.

### **New Point Industrial Center — Elizabeth**

In March 1980, the Authority completed more than \$1 million in improvements to a former urban renewal site. This finalized over \$2.4 million of total investment by the Authority and the U.S. Economic Development Administration, resulting in the creation of a 29-acre industrial park in Elizabeth.

In May 1980, the Authority sold its first tract of land to Schnitzer Alloy Products Company, which



*Aerial view, New Point Industrial Center, Elizabeth, N.J.*

immediately began the construction of an 85,000 square foot facility. This company manufactures and distributes stainless steel products. When completed in the spring of 1981, the project will represent a private sector investment of approximately \$4 million and will provide 125 employment opportunities within the city.

Papetti Hygrade Egg Company, located in Elizabeth for many years, was considering the relocation of their operations to Pennsylvania because there was no available property for expansion within the City of Elizabeth. With completion of site improvements at New Point Industrial Center, the company reconsidered its relocation, and in October 1980 purchased 7.5 acres at the site, and began construction of a 65,000 square foot facility.

The firm processes eggs into various food products. Papetti will invest \$2.5 million and create 100 additional jobs in Elizabeth. This project demonstrates the ability of the city to now compete with suburban and out-of-state locations for new business investment through the development of New Point Industrial Center.

In 1980 the Authority also contracted for the sale of two additional parcels at New Point Industrial Center. A 5.3 acre site has been contracted to Kansas Packing Company, a national meat supplier, and 3.2 acres has been contracted for sale to Eastman Construction Company, a New Jersey builder/developer. In the spring of 1981 these two firms will begin construction in an aggregate amount of 130,000 square feet of new industrial space. This activity will result in combined private investment of \$7 million with total employment expected to reach 250 new jobs.

At December 31, 1980 only six acres remained available at New Point Industrial Center. The Authority is currently negotiating with a number of companies for sale of these parcels, and expects the Industrial Center to be completely sold by the end of 1981. Upon completion of marketing, New Point Industrial Center is expected to result in over \$15 million of private sector investment in Elizabeth, and over 575 persons are expected to be employed at the site.



# Urban Real Estate Development Program (Continued)

## **Montgomery Industrial Center**

By mid-year 1980, the Authority had completed all site improvements at this 32-acre development in Jersey City. Montgomery Industrial Center represents an investment of approximately \$2.3 million by the Authority and the U.S. Economic Development Administration.

During 1980, a 72,000 square foot building was constructed on a 3.5 acre tract which the Authority leased to Kanter Urban Renewal Corp., a private development firm. Kanter now leases this facility to Jetto Cash and Carry Company, a wholesale food distributor, which expanded its multi-state operation into New Jersey. Montgomery Industrial Center has excellent access to major transportation arteries, which permits Jetto to service its customers most efficiently. This project resulted in total private investment of over \$1.8 million and the creation of 75 new jobs in Jersey City.

In October 1980, Kanter Urban Renewal Corp. purchased the Jetto site, and simultaneously exercised its lease option on an adjacent two-acre parcel in order to begin construction of a 50,000 square foot industrial facility. To assist in off-setting certain soil improvement costs on this parcel, the Authority received a grant of \$154,000 from the U.S. Economic Development Administration. Construction of this facility began by year-end, and when completed in the spring of 1981, this project will have spurred private investment in excess of \$1.5 million and will create an additional 50 job opportunities.



*Aerial view, Montgomery Industrial Center, Jersey City, N.J.*

Upon completion of marketing, Montgomery Industrial Center is expected to represent approximately 500,000 square feet of new industrial space, and a total private sector investment of over \$20 million. In addition, over 500 persons are expected to be employed at the site.

## **Trenton Marine Terminal Park**

This 24-acre site located on the Delaware River in Trenton, represents a combined effort by the Authority, the City of Trenton, the U.S. Economic Development Administration, and the New Jersey Department of Environmental Protection. In early 1980, the Authority executed an agency and option-to-lease agreement with the City whereby the Authority is responsible for providing site improvements and marketing of the site to private firms for construction of light manufacturing and/or distribution facilities.

In addition, the Authority, in cooperation with the New Jersey Department of Environmental Protection, will develop a public recreational park adjacent to the industrial portion of the site.

A groundbreaking was held in October 1980 commencing construction of almost \$2 million in site improvements. Grants to the city, totaling \$1,850,000, were received from the U.S. Economic Development Administration and the New Jersey Department of Environmental Protection to assist in funding this development.

With completion of the site improvements, Trenton Marine Terminal Park will offer a modern,



efficient, master-planned business center with direct access to the surrounding network of interstate highways. In addition, the three and one-half acre public recreation area along the Delaware River will accommodate activities such as boating, fishing, bicycling, and jogging while providing picnic areas and scenic open space in the city.

By year-end, sublease agreements were being negotiated with a major New Jersey builder/developer who intends to construct the first of several 24,000 square foot industrial facilities.

The Authority will coordinate the marketing of parcels at the site with industrial and commercial real estate brokers.

#### **Proposed Newark Site**

During 1980, the Authority began preliminary feasibility studies on a number of sites in Newark. By year-end, funding was being assembled to purchase and develop one or more of these locations. The Authority has worked closely with city officials in this undertaking, and it is expected that a Newark project will be realized in early 1981.

The Authority, through its Division of Real Estate Development, will continue to explore opportunities for urban real estate development. Such opportunities in the future may include downtown commercial redevelopment and retrofitting of older multi-story industrial facilities in these urban areas.

## **Trade Adjustment Assistance Center**

In 1980, the Authority again received grant funds from the U.S. Economic Development Administration to continue the operation of New Jersey's Trade Adjustment Assistance Center (TAAC). This was the second full year of operation for the TAAC which provides assistance to New Jersey manufacturing firms that have been adversely affected by imports. The main thrust of this federal program is to provide technical and financial assistance to qualified companies as provided for under the Trade Act of 1974. This assistance is intended to develop a recovery plan and strategy whereby the impacted firms can again become economically viable and competitive.

In 1980, 33 firms were newly certified for Trade Act assistance, while TAAC rendered assistance to more than 90 companies overall.

Technical assistance is available to qualified companies through the TAAC staff or through independent management consultants. This assistance may involve diagnostic studies or implementation plans in such areas as marketing, sales, production engineering, accounting and others. In most cases, TAAC funding pays for all or most of the cost of this assistance. Firms which were provided technical consulting assistance in 1980 account for nearly 2,200 new or maintained manufacturing jobs in the state.

Financial assistance under the Trade Act is provided through direct loans (\$1 million maximum) or loan guarantees (\$3 million maximum) through the U.S. Economic Development Administration.

Qualified firms may borrow for construction, acquisition or modernization of plant and equipment, or for working capital purposes in order to implement a recovery plan. In 1980, TAAC was successful in processing 6 direct loan applications for New Jersey companies totaling \$4.7 million which will assist in the maintenance or creation of more than 1,000 jobs.

Companies receiving trade adjustment assistance were in the apparel, electronic, metal, wood products, auto parts, and scales and foundry industries. Seventy-five percent of the assistance provided by the TAAC was to firms located in targeted municipalities.

Trade Act assistance through TAAC is illustrated by Bomar Crystal Company, a Middlesex manufacturer of quartz crystals for the micro-processor and consumer industries. Consulting assistance was provided to enable the firm to restructure its manufacturing process, develop sophisticated marketing plans, and initiate a new sales thrust. This assistance, coupled with a direct loan of \$922,000 primarily for the purchase of new equipment, will enable the company to improve its competitive position and is expected to create 32 new job opportunities.



## Division of Research and Policy Planning

The Authority's research group was established to engage in long-range planning, to conduct research on specific economic development problems, and assist in the preparation of applications for federal funding of new and existing programs of the Authority. During 1980 the research staff made significant contributions in these areas.

In June 1980, the Authority received a \$200,000 Title IX grant from the U.S. Economic Development Administration in order to address the problems of economic adjustment and recovery in a four-county area affected by the closing of the Ford Motor Co. plant in Mahwah, New Jersey.

The Authority, as grantee, established an Executive Management Recovery Board (EMRB) comprised of the chief governing officials of the counties of Bergen and Passaic in New Jersey and Orange and Rockland in New York. The EMRB represents a unique collaboration whose purpose is to address the overall economic conditions of the four-county area. The Authority, in conjunction with the EMRB, developed a basic work program in order to implement the purposes of the grant. By year-end a program was underway whereby members of the EMRB, through the Authority, have access to expert consultation which will enable potential public works and business development projects to move forward. By utilizing grant resources, a contract was awarded to an experienced consulting group for the purpose of finalizing the overall adjustment and recovery plan.

As a result of the Authority's action under this grant, augmented project development resources were made available to local economic development agencies. The final report, which will be completed in early 1981, will provide a comprehensive review of the economic strengths and weaknesses of the region and an agenda of the project possibilities for this area.

The research group was also instrumental in preparing a Title IX grant application to the U.S. Economic Development Administration for the purpose of providing a revolving loan fund to the Authority, which would then be loaned to the New York, Susquehanna and Western Railway Corp., a subsidiary of the Delaware Otsega Corp. This loan would finance the acquisition and revitalization of the bankrupt New York, Susquehanna and Western Railroad Co.

This division is responsible for preparing the annual list of targeted municipalities as required under the Authority's targeting regulation. The staff continues to monitor and evaluate the locational and structural impact of the Authority's targeting program.

Continued research in 1980 also resulted in the formulation of a program which would combine Authority programs with those of the U.S. National Marine Fishery Service in order to provide financial assistance to projects for the development of the state's commercial fishing industry.

In 1980, the Authority, while endeavoring to promote local economic development capacity, provided a \$50,000 grant to New Trenton Corporation to fund a portion of a project development study for New Jersey's capital city.

In 1981, the research division will take a lead role in the planning of a program to strengthen local economic development capacity within the state's targeted areas. In addition, this group will continue to monitor and evaluate opportunities for funding of Authority programs through authorized federal economic development programs.

## Office of Affirmative Action:

### Affirmative Action Program

On March 1, 1980 the Authority effected an affirmative action program for the purpose of providing jobs and income to minority construction workers. The plan will also help to establish long-term economic incentives for recruitment and training of minority youth for careers in the construction trades.

Under this program, applicants and contractors of Authority-assisted construction projects agree to meet the minority hiring goals established by the program. A professional and experienced staff was hired to monitor Authority construction projects for compliance with the affirmative action program.

At December 31, 1980, the Office of Affirmative Action was monitoring 119 construction projects in 19 of the state's 21 counties. During 1980, these projects, which are in various stages of construction, provided employment for over 400 minority construction workers, or 21% of the total construction workers utilized.

By year-end the Authority had entered into agreements for additional construction projects which are expected to begin in the spring of 1981. Although these are preliminary figures, the Authority looks forward to a progressive affirmative action program which will achieve its objectives.



# New Jersey Economic Development Authority

## 1980 Closed Projects

Project Name	Location	Project Type*	New Jobs	Construction Jobs	Authority Loan Amount	Total Project Cost
<b>ATLANTIC COUNTY</b>						
A. E. Stone, Inc.	Egg Harbor	M	12	10	\$ 850,000	\$ 903,693
Delaware Valley Galvanizing Co., Inc.	Folsom	M	0	0	750,000	1,353,899
Educational Development Group	Galloway	C	23	16	660,000	726,000
Indel Corp.	Egg Harbor	M	20	6	292,000	292,000
The Jaydor Corp.	Egg Harbor	D	28	42	1,555,000	1,555,000
New York Avenue Parking Associates	Atlantic City	C	40	100	5,300,000	5,685,000
Omega Trucking t/a Hunterdon Concrete	Egg Harbor	M	27	6	800,000	1,407,000
Rosenberg & Sinderbrand Agency	Atlantic City	O	6	9	315,000	521,000
Scott Paper Company	Buena	M	41	60	1,000,000	6,200,000
SIR-HAN-OL Partnership	Atlantic City	O	28	18	850,000	1,112,000
Stockton Medical Associates	Galloway	C	82	25	990,000	1,022,500
<b>Subtotal</b>			<b>307</b>	<b>292</b>	<b>\$13,362,000</b>	<b>\$20,778,092</b>
<b>BERGEN COUNTY</b>						
Alpha-Laval, Inc.	Fort Lee	O	115	0	\$ 8,000,000	\$ 8,200,000
Avenue "A" Associates	Carlstadt	D	33	0	1,400,000	1,918,600
Barstrom Associates	Wood-Ridge	M	19	0	950,000	1,214,750
Bergen Evening Record Corp.	Hackensack	C	5	5	1,000,000	1,228,540
Boumar Properties	Elmwood Park	M	0	18	540,000	565,000
C & C Metal Products Corp.	Englewood	M	78	0	565,000	1,797,000
Capintec, Inc.	Ramsey	M	30	45	1,650,000	2,065,000
Carpold Realty	Ridgefield Park	M	13	30	700,000	1,330,000
Celloplast U.S.A., Inc.	Teterboro	M	30	18	2,000,000	2,095,000
Crest Foam Corp.	Moonachie	M	17	0	850,000	875,000
Datascope Corp.	Paramus	M	64	6	424,907	424,907
Datascope Corp.	Oakland	M	10	10	135,093	135,093
Anthony D'Elia	Hackensack	M	5	4	250,000	262,000
The Dewey Electronics Corp.	Oakland	M	17	21	1,385,000	1,385,000
Diagnostic/Retrieval Systems, Inc.	Oakland	M	195	0	600,000	600,000
Doosan America Corp.	Northvale	D	8	2	475,000	767,375
Engle Oostdyk, Inc.	Elmwood Park	D	4	12	650,000	652,500
Edward & Mildred Evans	Moonachie	D	15	10	500,000	652,500
Eyelab, Inc.	Paramus	M	75	4	748,600	756,700
Farmland Dairies	Wallington	M	43	34	2,000,000	2,499,000
Farmland Dairies	Wallington	M	8	17	1,500,000	1,840,000
George Feldstein & Lynda Sue Feldstein	Cresskill	M	10	15	550,000	806,750
Frederick Gumm Chemical Co., Inc.	Lyndhurst	M	10	0	260,000	260,000
G.A.L. Realty, Inc.	South Hackensack	M	9	18	650,000	915,000
Carol Goodman, Bernard Sussman, et al.	Carlstadt	M	0	65	1,700,000	2,015,000
Graytor Printing Company, Inc.	Lyndhurst	M	5	9	600,000	1,044,130
Hartz-Hasbrouck Limited Partnership	Hasbrouck Heights	D	75	143	6,000,000	6,460,000
Hartz Mountain/Elmwood Park	Elmwood Park	D	41	0	1,760,000	2,202,904
Hobart Enterprises	Hackensack	M	15	9	300,000	420,000
Hudson-Mahwah Realty Corp., et al.	Mahwah	C	13	0	2,850,603	2,894,857
J.R.W. Associates	Waldwick	M	10	3	236,000	360,000
John Street Realty Co.	Fort Lee	O	60	17	825,000	1,053,000
Kelways Associates	East Rutherford	O-M	40	15	550,000	600,000
Harry Kislewitz	Ramsey	M	20	60	3,250,000	3,250,000
Herman J. & Max B. Lebersfeld	Paramus	C	0	0	600,000	2,293,097
LTC Associates	Lyndhurst	D	19	0	625,000	863,450
M.P.L. & M. Associates	Carlstadt	D	8	2	750,000	1,202,000
MPO Videotronics, Inc.	East Rutherford	D	0	0	800,000	800,000
Mack Properties Co. #3	Montvale	O	30	78	4,250,000	4,252,000
Malcolm Nicol & Co., Inc.	Lyndhurst	M	46	3	1,500,000	1,920,300
Lufti Gabriele Mansoor & Grace Deidre Mansoor	Teaneck	M	21	1	374,000	537,000
Medin Corp.	Wallington	M	11	0	275,000	275,000
Metropolitan Trucking, Inc.	Fairview	D	20	9	1,000,000	1,000,000
Mulhern Belting Co.	Oakland	M	8	10	600,000	774,000
N.V. Montreux Investment Corp.	Mahwah	M	5	38	1,900,000	1,900,000
New Jersey Associates	Oakland	M	40	31	825,000	1,302,500
Optyl Corp.	Norwood	D	14	0	1,700,000	1,700,000
Pantone, Inc.	Moonachie	M	13	3	953,970	953,970
Paramus Plaza Associates	Paramus	O	60	117	3,250,000	4,700,000
Paul Hanson Co., Inc.	Carlstadt	M	25	3	650,000	750,000
Pildes Brothers	Northvale	D	60	2	600,000	903,408
Pioneer Industries Division of Core Industries, Inc.	Carlstadt	M	82	0	1,400,000	1,481,000
Power Conversion, Inc.	Elmwood Park	M	195	3	600,000	1,270,000
Railroad Cafe Restaurant Corp.	Englewood	C	55	5	500,000	500,000
Reuten Associates	Closter	M	15	13	625,000	689,000
Royal Associates	Oakland	M	19	21	728,000	1,310,000
Selo, Inc.	Moonachie	D	10	0	3,400,000	4,000,000
Seventeen Associates	Upper Saddle River	C	45	20	560,000	904,500
Shire Manufacturing Corp.	Wood-Ridge	M	0	0	350,000	350,000
Shiseido Cosmetics (America) Ltd.	Oakland	O	60	72	2,000,000	3,400,000
Phyllis L. Sommer	Englewood	O	10	0	145,000	187,725
Spear Packing Corp.	Carlstadt	M	5	2	180,000	206,000
Ira L. Spier & Anja Spier	Carlstadt	M	0	0	500,000	500,000
Stretch Realty Co.	South Hackensack	M	7	3	910,000	910,000



# New Jersey Economic Development Authority

## 1980 Closed Projects

Project Name	Location	Project Type*	New Jobs	Construction Jobs	Authority Loan Amount	Total Project Cost
Sun Chemical Corp.	Carlstadt	O	36	5	2,440,000	2,440,000
Supreme Oil Co., Inc.	Englewood	M	160	0	1,600,000	1,640,000
Tec-Cast, Inc.	Moonachie	M	15	0	130,000	130,000
Tec-Cast, Inc.	Carlstadt	M	15	0	270,000	270,000
Roy F. Thorpe, et al.	Hackensack	M	9	1	375,000	375,000
Topcon Instrument Corp. of America	Paramus	D	12	51	2,000,000	2,430,000
Tropical Brands Packing Corp.	Carlstadt	D	50	11	350,000	361,750
263 Main Street Realty Co.	Hackensack	O	2	9	175,000	350,750
Union Hill Printing Co., Inc.	Ridgefield	M	17	0	650,000	650,000
Weil Ceramics & Glass, Inc.	Carlstadt	D	22	54	1,750,000	2,400,000
<b>Subtotal</b>			<b>2,313</b>	<b>1,150</b>	<b>\$88,146,173</b>	<b>\$104,628,256</b>
<b>BURLINGTON COUNTY</b>						
Alaura, Inc.	Moorestown	M	15	0	\$ 70,000	\$ 262,000
Beral Realty Co.	Moorestown	M	0	0	35,000	52,000
Bodine Tool & Machine Co., Inc.	Moorestown	M	10	0	325,000	350,640
Carlson Craft of New Jersey, Inc.	Lumberton	M	34	46	500,000	635,000
Conn Realty Corp.	Cinnaminson	D	30	18	450,000	755,500
Fifth & Orchard Limited	Palmyra	M	25	0	420,000	550,000
House of Goebel, GmbH (Inc.) Gift Sales	Mount Laurel	D	20	30	1,500,000	1,500,000
Indel Corp.	Westampton	M	24	10	412,600	412,600
Laurel & Church Associates	Evesham	C	66	41	1,200,000	1,689,648
Lee-Merriam	Moorestown	D	7	30	1,120,000	1,400,000
Linpro Greentree Shopping Center I Limited	Evesham	C	150	100	4,600,000	5,650,000
McCollister's Moving & Storage Inc.	Burlington	D	14	18	700,000	831,094
McGuire Comm. Federal Credit Union	New Hanover	O	35	78	2,000,000	3,000,000
N.F.L. Films, Inc.	Mount Laurel	M	0	0	400,000	404,110
S.A.L. REALTY	Burlington City	C	16	4	600,000	712,250
Sipoware Associates	Mount Laurel	D	15	27	1,000,000	1,200,000
Sybron Corp.	Pemberton	P	0	0	3,557,500	3,557,500
Alan Wechsler	Moorestown	M	0	24	750,000	1,907,000
Thomas R. Whitesell	Evesham	D	50	60	2,400,000	2,800,000
Whitesell/Delran Projects I & II	Delran	M-O	70	29	1,055,000	1,055,000
<b>Subtotal</b>			<b>581</b>	<b>515</b>	<b>\$23,095,100</b>	<b>\$ 28,724,342</b>
<b>CAMDEN COUNTY</b>						
Able Printing Co., Inc.	Cherry Hill	M	25	0	\$ 400,000	\$ 416,992
Bijariga Co.	Cherry Hill	D	21	4	810,000	1,121,122
Steven Bloom #6	Pennsauken	D	40	14	550,000	650,000
Steven Bloom #7	Pennsauken	D	33	13	500,000	575,000
Paul Cherkas & Robert Cherkas	Camden	M	9	1	163,000	180,000
Cherry Hill Industrial Properties, a New Jersey Corporation	Voorhees	O	25	27	2,400,000	2,595,000
Complex 70 Associates	Cherry Hill	O	25	30	1,100,000	1,362,000
Continental Imports, Inc.	Pennsauken	C	10	0	400,000	470,000
D.S.L. Realty Co.	Pennsauken	M	0	36	1,100,000	1,475,000
Daniel D'Orazio and Anthony D'Orazio	Bellmawr	M	17	6	324,000	365,000
Dynasil Corp. of America	Berlin	M	10	7	512,000	640,000
Flower World of America, Inc.	Pennsauken	O	48	6	500,000	915,000
H. Kohnstamm & Co., Inc.	Camden	M	0	0	736,000	1,052,000
Hausner & St. James	Pennsauken	M	21	2	275,000	450,000
Jacobs and Lowenstein	Gloucester	D	0	0	350,000	350,000
Kardon Industries, Inc.	Barrington	M	100	0	750,000	750,000
Saverio Lacroce	Pennsauken	M	110	33	750,000	1,200,000
Lakewood of Voorhees	Voorhees	N	115	110	7,050,000	8,292,291
Lincoln Graphics, Inc.	Cherry Hill	M	22	0	280,000	375,000
Frank Joseph Marone	Cherry Hill	D	3	2	275,000	329,600
McLean Packaging Corp.	Pennsauken	M	42	0	700,000	828,000
Prince Co., Inc.	Pennsauken	M	21	48	2,500,000	2,500,000
RCA Corporation	Cherry Hill	M	23	4	1,000,000	1,635,000
Dominic & Matilda Sacca	Cherry Hill	C	30	27	700,000	732,628
Kenneth Shimm & Roberta Shimm	Cherry Hill	C	25	0	395,000	1,094,750
Steven D. & Rita Staller, et al.	Cherry Hill	D	20	7	300,000	350,000
Tiffany Investments	Pennsauken	M	24	3	400,000	556,500
Waldman Graphics, Inc.	Pennsauken	M	93	6	575,000	1,200,000
Waldman & Waldman	Pennsauken	M	0	0	475,000	500,000
Wellington Realty	Pennsauken	D	2	21	625,000	690,632
Wetler Corporation	Pennsauken	M	10	0	225,000	225,000
Whitesell - Pennsauken	Pennsauken	D	60	18	685,000	800,000
H.A. Winston & Co., of Lindenwold, Inc.	Lindenwold	C	46	4	400,000	417,000
<b>Subtotal</b>			<b>1,030</b>	<b>429</b>	<b>\$28,205,000</b>	<b>\$ 33,998,765</b>
<b>CAPE MAY COUNTY</b>						
Beach Terrace Motor Inn, Inc.	Wildwood	C	28	9	\$ 1,300,000	\$ 1,865,000
The Great Atlantic & Pacific Tea Co., Inc.	North Wildwood	C	60	32	1,270,000	2,200,000
<b>Subtotal</b>			<b>88</b>	<b>41</b>	<b>\$ 2,570,000</b>	<b>\$ 4,065,000</b>



Project Name	Location	Project Type*	New Jobs	Construction Jobs	Authority Loan Amount	Total Project Cost
<b>CUMBERLAND COUNTY</b>						
Abbott Manufacturing, Inc.	Bridgeton	M	38	3	\$ 350,000	\$ 360,000
Clement Pappas & Co.	Lawrence	M	0	6	500,000	900,000
J. Merrill Keen, L.P.	Millville	C	6	2	150,000	159,000
Kerr Glass Mfg. Corp. #2	Millville	M	0	0	1,000,000	1,025,000
Ogden Food Products Corp.	Vineland	M	16	10	1,000,000	1,000,000
Pennsylvania Glass Sand Co.	Millville	M	7	15	1,000,000	1,435,000
Dominic John & Deanna Jean Romano	Vineland	O	5	1	130,000	160,500
Michael M. Rossi III	Vineland	C	9	4	140,000	160,900
South Jersey Gas Co.	Millville	O	6	43	1,000,000	1,600,000
South State, Inc.	Fairfield	M	10	6	900,000	1,001,584
Vineland Laboratories, Inc.	Vineland	M	10	23	940,000	940,000
<b>Subtotal</b>			<b>107</b>	<b>113</b>	<b>\$ 7,110,000</b>	<b>\$ 7,841,984</b>
<b>ESSEX COUNTY</b>						
Abbasso/Yacenda Realty Co.	Verona	M	0	14	\$ 450,000	\$ 475,000
Accurate Box Co., Inc.	Newark	M	25	0	1,700,000	1,768,205
Iqbal Ahmad, M.D.	West Caldwell	O	33	15	475,000	652,500
Alling Street Urban Renewal Co.	Newark	O	0	0	600,000	2,454,167
Alumet Smelting Corp.	Newark	M	15	0	800,000	2,085,000
Beck & Beck Realty, Inc.	Irrington	C	6	0	30,000	99,800
Bobst, Inc.	Roseland	O-D	0	0	400,000	400,000
Bowers Associates	Newark	O	125	15	700,000	820,000
Brookdale Pastry, Inc.	Verona	M	12	0	415,000	525,000
Captainer Plastics Corp.	Cedar Grove	M	22	10	1,000,000	1,023,000
Cellomer Corp.	Newark	M	15	25	3,000,000	3,030,000
Charvoz-Carsen Corp.	Fairfield	D	6	9	300,000	315,641
Leo J. Cohen, et al.	Fairfield	D	14	0	1,460,000	1,835,000
Charles A. Colaanni	Maplewood	M	29	4	150,000	345,000
Crompton & Knowles Corp.	Newark	M	47	21	4,000,000	4,020,075
Gustave T. Dotoli & Patricia Dotoli	Newark	D	6	9	450,000	530,000
Eagle Industrial Uniform, Inc.	Irrington	D	8	7	200,000	250,000
Abraham Ellis	Nutley	M	47	6	250,000	770,000
Federal Bronze Products, Inc.	Newark	M	20	8	645,000	645,000
Flockhart Foundry Co.	Newark	M	50	5	1,300,000	1,369,000
405 Northfield Associates	West Orange	O	80	54	1,700,000	2,381,000
Rene S. Gabbai	Nutley	M	25	18	550,000	825,100
General Pneumatics Corp.	West Orange	M	8	2	520,000	520,000
Hardman, Inc.	Cedar Grove	M	13	36	3,290,000	3,550,000
Henry F. Henderson Jr. & Ethel Henderson	West Caldwell	M	25	9	470,000	504,000
Highbeam Copier Co., Inc.	East Orange	C	7	0	67,500	75,000
Hoffman Chevrolet, Inc.	Bloomfield	C	6	4	200,000	200,000
Hoffman-LaRoche, Inc.	Nutley	P	0	460	16,998,000	29,115,000
Industrial Properties	Newark	D	15	7	800,000	1,264,750
International Ticket Co.	Newark	M	5	3	300,000	430,000
The Jaydor Corp.	Millburn	D	41	36	1,500,000	1,500,000
Keating Associates, NJ Joint Venture	Fairfield	D	12	0	1,500,000	1,535,000
LCI Realty	Newark	M	0	9	325,000	348,500
Lace Creations, Inc.	Newark	M	62	0	170,000	711,500
Lux Home	West Caldwell	M	10	51	1,700,000	2,070,000
M. Chasen & Son, Inc.	Irrington	M	32	3	500,000	897,500
MTA Shredding Corp.	Newark	M	28	0	1,250,000	1,736,000
Mansol Ceramics Co.	Belleville	M	4	6	300,000	709,500
Millburn Common Associates	Millburn	C	75	39	2,300,000	4,500,000
Richard R. Monsen & Janet R. Monsen	Fairfield	O	18	38	875,000	1,491,100
Mulrenan Contractors, Inc.	Newark	D	13	0	150,000	275,750
NJM, Inc.	Fairfield	M	10	24	900,000	908,500
New Chemical Corp.	Newark	M	150	81	4,325,000	9,770,000
New Community						
Roseville Towers Housing Corp.	Newark	C	33	30	900,000	1,200,000
120 Arlington Ave. Associates	Bloomfield	M	0	3	1,100,000	1,400,000
Orient Shimazaki Chemical Corp.	Newark	M	22	12	1,600,000	2,875,492
Park Records, Inc.	Newark	C	1	0	21,500	40,500
Phelan & Cardella, Partners	Fairfield	M	28	0	300,000	339,000
Regional Automotive Warehouse Corp.	Newark	D	16	0	550,000	850,000
S & K Realty	Fairfield	O	45	75	2,000,000	2,941,000
S.K. Realty Co., Inc.	Fairfield	M	31	27	1,100,000	1,290,000
Schnoll Urban Renewal Company	Newark	D	70	63	2,000,000	2,414,000
Selecto-Flash, Inc.	West Orange	M	0	0	450,000	1,867,000
Seton Company	Newark	M	31	0	3,500,000	5,119,500
Shamrock Chemicals Corp.	Newark	M	9	0	1,800,000	1,867,000
Shamrock Realty	Newark	M	0	0	345,000	687,725
Synfax Urban Renewal Corp.	Newark	M	0	0	500,000	1,259,582
Lincoln A. Steinhardt	Newark	M	0	0	997,500	997,500
Dean R. Taylor and Helen S. Taylor	Newark	M	145	0	270,000	322,350
Technical Plastic Extruders, Inc.	Newark	M	27	6	675,000	675,000
<b>Subtotal</b>			<b>1,577</b>	<b>1,244</b>	<b>\$77,124,500</b>	<b>\$110,555,070</b>



# New Jersey Economic Development Authority

## 1980 Closed Projects

Project Name	Location	Project Type*	New Jobs	Construction Jobs	Authority Loan Amount	Total Project Cost
<b>GLOUCESTER COUNTY</b>						
American Motors Sales Corp.	West Deptford	D	74	57	\$ 2,650,000	\$ 2,650,000
Cutler Electrical Products, Inc.	Westville	M	10	0	405,000	850,000
Jack Harris & Richard Silverstone	West Deptford	D	22	5	1,162,500	1,565,000
High Hill Associates	Logan	D	20	18	1,070,000	1,097,200
J & B Associates	Logan	D	10	17	625,000	700,000
Sunday Associates	Logan	D	24	12	450,000	596,000
Textar Automotive Distribution Group, Inc.	Logan	M	15	0	650,000	771,000
Whitesell Enterprise/Jewel	Logan	D	33	43	1,575,000	1,800,000
<b>Subtotal</b>			<b>208</b>	<b>152</b>	<b>\$ 8,587,500</b>	<b>\$10,029,200</b>
<b>HUDSON COUNTY</b>						
Airlite Aluminum Corp.	Kearny	M	100	0	\$ 650,000	\$ 668,250
Block Drug Corp.	Jersey City	M	0	0	1,800,000	1,800,000
Budget Realty Co.	Secaucus	M	7	3	1,600,000	2,000,000
Davanne Realty Co. & Salstan Co.	Hoboken	M	20	9	400,000	410,000
83rd Street Associates	North Bergen	D	229	102	9,600,000	11,390,000
El Dorado Terminals Corp.	Bayonne	D	29	27	42,000,000	52,872,580
Frederick Gumm Chemicals Co., Inc.	Kearny	M	7	5	340,000	340,000
The Gregory Group, Inc.	North Bergen	M	26	0	540,000	1,150,000
H. Kohnstamm & Co., Inc.	Kearny	M	0	0	954,000	1,148,000
Hartz Mountain Metropolitan	Secaucus	O	35	54	1,000,000	2,105,000
Charles & Lillian Hoffman	West New York	M	16	3	250,000	270,000
Jersey Printing Co., Inc.	Bayonne	M	12	0	1,000,000	1,000,175
Joseph Cory Warehouse, Inc.	Jersey City	D	40	11	940,000	960,000
K.V. Realty Trust	Kearny	C	63	77	2,750,000	2,785,000
Kanter Urban Renewal Co. Bldg. #1	Jersey City	D	75	40	1,275,000	1,868,000
L & G Management Co.	North Bergen	M	14	9	1,000,000	1,450,000
Lane Bryant, Inc. (Delaware)	Secaucus	D	210	0	1,500,000	1,500,000
Levolor Lorentzen, Inc.	North Bergen	M	70	8	7,000,000	7,000,000
Lifschultz Fast Freight, Inc.	Jersey City	D	20	6	240,000	617,172
Mar-Dav Realty, Co.	Bayonne	O	15	6	350,000	439,000
Owens-Corning Fiberglas Corp.	Kearny	M	9	0	2,000,000	2,900,000
Trailer Masters, Inc.	Jersey City	C	7	0	75,000	75,000
Universal Folding Box Co., Inc.	Hoboken	M	39	39	1,800,000	2,029,000
John R. Vitale t/a Vitamass Corp.	Jersey City	C	12	4	350,000	600,000
Willow Avenue Realty Co.	Hoboken	M	9	0	1,000,000	1,006,000
<b>Subtotal</b>			<b>1,064</b>	<b>403</b>	<b>\$80,414,000</b>	<b>\$98,383,177</b>
<b>HUNTERDON COUNTY</b>						
Atomized Metal Powders, Inc.	Flemington	M	7	2	\$ 166,000	\$ 361,700
William J. & Gloria T. Kneller	Lambertville	M	36	2	85,000	162,032
Thomas J. Lipton, Inc.	Flemington	M	164	30	3,000,000	3,008,700
Quality Packaging Materials, Inc.	Kingwood	M	35	5	900,000	989,428
Stone Arch Nursing Home	Union	N	63	62	4,210,000	4,479,620
<b>Subtotal</b>			<b>305</b>	<b>101</b>	<b>\$ 8,361,000</b>	<b>\$ 9,001,480</b>
<b>MERCER COUNTY</b>						
Base Ten Systems, Inc.	Hamilton	M	70	21	\$ 1,270,000	\$ 1,300,000
Boyd/Baggett, III Phase II	West Windsor	O	0	0	250,000	250,000
Carter-Wallace, Inc.	East Windsor	M	41	120	1,000,000	1,000,000
Craft Electric Corp.	Trenton	C	19	0	112,500	125,000
Crestek, Inc.	Ewing	M	22	12	650,000	666,750
Guy-Don's, Inc.	Hamilton	C	18	1	440,000	500,200
Health Care Insurance Exchange	West Windsor	O	20	78	2,000,000	3,000,000
Martin J. Hirschman & Samuel J. Rubinstein	Trenton	M	25	0	300,000	360,000
J. Robert & Susan B. Hillier	West Windsor	O	18	69	1,950,000	2,665,000
Joshua Realty, Inc.	Trenton	M	26	3	375,000	492,000
Penn Jersey Uniform Rental, Inc.	Trenton	C	12	2	400,000	585,000
Perry Road Associates	Ewing	D	25	0	650,000	853,250
Peterson-Buchill Investors	Princeton	M	26	15	550,000	631,600
Princeton Windsor Group	West Windsor	D	37	30	1,050,000	1,425,700
Quakerbridge Family Dental Health Center	Hamilton	O	44	6	325,000	422,094
RCA Corporation	Ewing	M	12	30	1,000,000	1,664,000
Ritchie & Page Distributing Co., Inc.	Trenton	D	6	12	400,000	428,000
Star Porcelain Co.	Trenton	M	0	0	90,000	100,000
Starr Transit Co., Inc.	Hamilton	C	25	0	600,000	643,197
State Street Partnership	Trenton	O	18	0	450,000	501,687
Trap Rock Industries, Inc.	Hopewell	M	20	0	3,500,000	8,207,250
Philip Vecere, et al.	Hamilton	M	10	1	310,000	366,550
White Horse Savings & Loan Association	Hamilton	O	4	15	580,000	804,900
Wren Associates, Inc.	Princeton	O	22	10	510,000	510,000
Benedict Yedlin	Princeton	O	30	39	1,200,000	1,500,000
<b>Subtotal</b>			<b>550</b>	<b>464</b>	<b>\$19,962,500</b>	<b>\$29,002,178</b>
<b>MIDDLESEX COUNTY</b>						
Acima Realty, Inc.	North Brunswick	D-O	8	4	\$ 550,000	\$ 565,000
Adan Associates	Edison	D	25	6	325,000	335,658
Adan Associates	Edison	M	11	10	350,000	440,000
Airco, Inc.	Carteret	M	25	8	2,500,000	2,500,000



Project Name	Location	Project Type*	New Jobs	Construction Jobs	Authority Loan Amount	Total Project Cost
Bruce Sheldon Arbeiter	East Brunswick	D	3	9	350,000	446,500
Arnet Realty, a Partnership	Old Bridge	M	64	30	1,100,000	2,475,000
Boyer Properties, N.J.	South Plainfield	M	7	11	380,000	550,000
Bridgestone Tire Co. of America, Inc.	Monroe	D	10	128	7,100,000	7,100,000
Neuberne H. Brown, et al.	Woodbridge	D	22	30	1,000,000	1,320,000
Carney Limited #1	Edison	M	26	0	325,000	395,625
Caro Associates	South Plainfield	D	15	54	1,785,000	2,407,000
Conmarc	Piscataway	M	15	0	425,000	465,636
Continental Plastics & Chemicals, Inc.	Woodbridge	M	25	0	500,000	750,000
D.D. Williamson & Co., Inc.	Piscataway	M	11	3	850,000	850,000
Joseph & Elizabeth DeMarco	South Brunswick	D	6	31	1,400,000	1,479,000
E.B. No. 7 Corp.	East Brunswick	O	150	60	1,050,000	2,304,125
E.J. Foley, Inc.	Piscataway	M	3	9	750,000	800,000
Ethel Road Associates	Piscataway	M	35	0	970,000	1,030,000
Frank Millman Dist., Inc.	Edison	D	0	0	400,000	400,000
Edward J. & Helen E. Forgeron	Piscataway	O	10	15	450,000	602,500
George G. & Betty Geissler	Edison	M	30	9	250,000	289,000
Heraeus Amersil, Inc.	Sayreville	M	13	4	1,000,000	1,000,000
Ronald B. Hermann t/a Barell Ltd.	North Brunswick	M	19	12	2,500,000	2,500,000
Highview Edison Company	Edison	M	45	37	1,050,000	1,365,000
Alen Huang	Piscataway	D	3	0	331,200	500,000
I.C.E. Associates	Edison	M-D	17	27	1,340,000	1,340,000
ITT Continental Baking Co., Inc.	East Brunswick	M	70	13	1,000,000	4,774,500
J.H. Monteath Co.	South Amboy	M	19	4	366,000	366,000
Jade Associates	South Plainfield	D	50	31	1,500,000	1,524,000
Jay Food Processing, Inc.	South Plainfield	M	19	0	500,000	600,500
Kleiner Metal Specialties, Inc.	South Plainfield	M	21	21	700,000	900,000
Krys Corporation	South Plainfield	D	8	45	1,575,000	1,802,000
L.E.R. Transportation Co.	New Brunswick	C	13	0	575,000	578,468
Leewong Development Corp.	Piscataway	D	3	36	2,000,000	2,650,000
MLM Realty Company	Piscataway	D	21	18	600,000	900,000
Miller Supply Co.	Edison	D	5	18	400,000	613,000
Namrevlis Development Co.	Edison	M	15	7	1,625,000	1,820,000
Newman's, Inc.	East Brunswick	M	11	39	1,750,000	1,750,000
Polymer Services, Inc.	East Brunswick	M	0	0	1,750,000	1,976,854
"R" Tape Corp.	South Plainfield	M	16	4	350,000	504,500
Research Way Associates	Plainsboro	O	6	72	2,700,000	3,450,000
Revere Research, Inc.	Edison	O	46	33	5,000,000	5,000,000
Richard Segal Associates & Paul Goldman Associates	Piscataway	D	4	24	1,325,000	1,389,000
S & B Holding Co.	Edison	M	25	36	320,000	516,400
S.R.Z. Associates	Piscataway	M	21	9	430,000	475,450
Saxon Industries, Inc.	Monroe	M	22	0	2,100,000	2,100,000
Sayreville Drive-In Theatre, Inc.	Sayreville	C	30	78	3,800,000	4,195,000
Shop Rite of Carteret, Inc.	Carteret	C	32	0	1,000,000	1,050,000
Silvera Realty Associates	South Plainfield	D	22	28	1,225,000	1,530,000
South Brunswick Industrial Park	South Brunswick	D	30	33	1,200,000	1,400,000
South Brunswick Industrial Park II	South Brunswick	D	25	30	1,050,000	1,300,000
The Stearns & Foster Co.	South Brunswick	M	100	18	2,100,000	2,100,000
Supermarkets General Corp.	Edison	D	204	0	4,000,000	6,300,000
Tire Realty Corp.	Edison	D	10	126	5,000,000	5,750,000
211 College Road Associates	Plainsboro	O	50	56	1,950,000	2,580,000
Volwieder & Co., II	South Brunswick	O	15	18	850,000	850,000
<b>Subtotal</b>			<b>1,511</b>	<b>1,294</b>	<b>\$77,772,200</b>	<b>\$94,955,716</b>
<b>MONMOUTH COUNTY</b>						
Freehold Racing Association	Freehold	C	15	26	\$ 900,000	\$ 990,500
Freehold Sewer Company	Freehold	P	0	2	550,000	600,400
Kerr Glass Mfg. Corp. #1	Keyport	M	0	0	1,000,000	1,025,000
Dominic Martelli & Marianna Martelli	Colts Neck	C	38	15	500,000	1,365,000
Modern Beverage, Inc.	Ocean	D	12	0	100,000	211,300
The Nestle Co., Inc.	Freehold	P	0	0	1,000,000	1,130,000
Park Avenue Associates	Eatontown	O	24	13	500,000	605,000
Point Pleasant Distributors	Wall	D	5	48	1,850,000	2,063,274
Vincent J. Russo & Marie S. Russo	Rumson	O	31	15	500,000	680,000
Ro-Sher Associates	Tinton Falls	C	0	39	400,000	2,562,000
Peter & Josephine Saker	Howell	D	67	25	1,150,000	1,150,000
Robert Sherman & Edna Sherman	Neptune	M	4	1	190,000	250,000
TFH Publications, Inc.	Neptune City	M	11	0	1,231,000	1,231,000
Solar Associates	Wall	M	51	40	1,277,500	2,100,000
Zager, Fuchs, Leckstein & Kauff Realty Partnership	Red Bank	O	0	0	60,000	417,500
<b>Subtotal</b>			<b>258</b>	<b>224</b>	<b>\$11,208,500</b>	<b>\$13,401,474</b>
<b>MORRIS COUNTY</b>						
David H. Ahl	Morris	M	21	0	\$ 650,000	\$ 820,250
Ambus Properties, Inc.	Mount Olive	M	15	30	1,250,000	1,365,000
Giacomo Calandra	Parsippany/Troy Hills	C	33	27	660,000	1,129,200
Change Bridge Associates	Montville	D	41	18	650,000	756,000
Peter P. Cuva	East Hanover	M	17	6	250,000	250,000



# New Jersey Economic Development Authority

## 1980 Closed Projects

Project Name	Location	Project Type*	New Jobs	Construction Jobs	Authority Loan Amount	Total Project Cost
Dynapac Manufacturing, Inc.	Mount Olive	M	35	54	4,000,000	6,500,000
Barry M. Flowers, et al.	Montville	M	7	0	275,000	459,000
Futura Forms, Inc.	Lincoln Park	M	10	0	600,000	613,000
Norman Galembo & Rhoda Galembo	Hanover	C	18	24	1,000,000	1,500,000
I.C.E. Associates (Milpak)	Montville	M	65	30	1,275,000	1,275,000
I.C.E. Associates	Montville	M	30	33	1,400,000	1,400,000
I.C.E. Associates	Montville	O	70	60	2,250,000	2,400,000
Joyce Holding Company	Boonton	M	0	16	608,000	683,000
Mylene Liggett	Hanover	M	47	6	1,240,000	1,708,500
Lizza Industries, Inc.	Rockaway	M	58	0	5,100,000	5,125,000
Edward D. McKirdy & Harry J. Riskin	Morristown	O	10	5	350,000	442,500
N.J. Foreign Trade Zone Venture	Mount Olive	M	0	69	10,000,000	10,000,000
New Jersey Natural Gas Co. #2	Dover, Rockaway	C	6	24	9,545,000	9,545,000
One Cory Road Associates	Morris	M	229	15	3,400,000	3,665,000
Palmont Associates	Florham Park	O	50	45	1,750,000	1,800,000
Frank & Mildred T. Savastano	Riverdale	M	18	9	250,000	330,000
Thebault Associates	Parsippany/Troy Hills	M	36	11	1,000,000	3,444,383
Troy Hills Mfg. Co.	Boonton	M	32	2	267,000	267,430
Arthur R. Vuolo & Amelia Vuolo	Denville	M	12	10	1,900,000	2,129,500
Warner-Lambert Company	Morris Plains	P	0	18	1,500,000	2,270,125
Warner-Lambert Company	Morris Plains	M	75	271	1,000,000	11,454,900
<b>Subtotal</b>			<b>935</b>	<b>783</b>	<b>\$52,170,000</b>	<b>\$71,332,788</b>
<b>OCEAN COUNTY</b>						
B.D.H.S. Associates	Dover	O	15	27	\$ 1,000,000	\$ 1,128,000
Bennett Development Company	Lakewood	D	0	24	625,000	900,000
Blonder-Tongue Laboratories, Inc.	Lakewood	M	228	0	2,000,000	2,078,041
Brewers Bridge Associates	Jackson	C	39	12	450,000	577,200
Cosner, Inc.	Brick	M	14	0	60,000	60,000
Double G Corp. t/a Lakehurst Supermarket	Lakehurst	C	35	0	400,000	412,000
Gusmer Corp.	Lakewood	D	3	12	425,000	425,000
Hersz Tajfel, Inc. #2	Lakewood	C	5	20	534,000	738,000
Holiday Medical Center, t/a Mediocenter	Lakewood	N	35	26	1,100,000	1,100,000
Jersey Coast Egg Producers, Inc.	Lakewood	D	21	0	470,000	470,000
Paco Packaging, Inc.	Lakewood	M	150	0	1,000,000	1,000,000
William C. Rowland, Jr.	Dover	C	32	15	550,000	786,500
Top O' The Mast, Inc.	Berkeley	C	70	11	600,000	600,000
U.S. Thermit, Inc.	Manchester	M	17	73	2,500,000	5,100,000
Cosmo & Helen Zaccaro	Berkeley	M	14	6	345,000	534,500
<b>Subtotal</b>			<b>678</b>	<b>226</b>	<b>\$12,059,000</b>	<b>\$15,909,241</b>
<b>PASSAIC COUNTY</b>						
A. Aufzien Associates	Wayne	O	46	51	\$ 1,700,000	\$ 2,243,000
Acme Engraving, Inc.	Passaic	M	8	0	150,000	150,000
Arkad Assoc.	Totowa	C	0	0	164,000	1,000,000
Atlantic Casting & Engineering Corp.	Clifton	M	35	0	500,000	955,000
Peter L. Book and Diane P. Book	West Paterson	M	11	0	245,000	320,650
Boris Kroll Jacquard Looms, Inc.	Paterson	M	5	27	1,500,000	1,865,000
Brassbestos Mfg. Corp.	Paterson	M	20	4	400,000	410,000
Nicholas W. Brodsky & Leslie J. Brodsky	Clifton	M	8	5	600,000	660,000
Cairns & Brother, Inc.	Clifton	M	6	3	1,400,000	1,500,000
Cardinal Glove Co., Inc.	Clifton	M	23	3	1,800,000	2,409,000
Cliffham Associates	Clifton	C	16	42	1,000,000	1,465,000
Davis & Davis	Clifton	M	6	12	550,000	555,000
Deinzer & Haeberle	Clifton	M	4	3	1,120,000	1,120,000
E M Realty	Paterson	D	4	3	160,000	162,960
420 Grand Street Corp.	Paterson	M	65	25	375,000	900,000
Garco Urban Renewal Corp.	Paterson	M-D	21	12	625,000	774,500
Stewart M. Graff Urban Renewal Associates	Paterson	M	16	42	1,000,000	2,038,990
Greater New York Box Co., Inc.	Clifton	M	23	34	2,739,000	2,739,000
International Drugs, Inc.	Paterson	C	7	3	190,000	230,650
Jean Ribbon Mills, Inc.	Passaic	M	4	0	200,000	200,000
Jersey Printing & Office Supply Co.	Paterson	M	7	0	500,000	819,000
Kerro Associates	Totowa	D	16	33	825,000	1,266,000
LCS Industries	Clifton	O	200	7	750,000	750,000
Theodore and Louis Laoudis	Paterson	D	10	3	700,000	1,020,000
NORSCO, Inc.	Passaic	C	3	0	30,000	95,000
1033 Clifton Avenue Corp.	Clifton	O	0	0	197,752	250,000
Oxford Textiles, Inc.	Clifton	M	0	0	150,000	150,000
Paul & Joseph Patti, Jr.	Clifton	D	30	25	650,000	1,010,000
Permanent Label Corp.	Clifton	M	43	0	508,000	609,157
Robert Rachesky	Clifton	M	0	6	375,000	378,000
Sano Design & Machine Co., Inc.	Passaic	M	29	67	1,000,000	1,018,489
The Scola Printing Corp.	Paterson	M	10	0	235,000	235,000
Brian & Celene Shea	Clifton	M	23	1	340,000	1,180,000
Melvin Siegel	Passaic	M	0	1	500,000	502,000
Thea Realty Corp.	Clifton	D	8	34	1,500,000	1,517,500
350 Butler Street Corp./Edmar Creations, Inc.	Clifton	D	35	24	1,600,000	1,750,000
Tide and Time, Inc.	Totowa	M	10	12	900,000	1,096,000
Trip Distributors	Paterson	D	20	63	2,200,000	2,500,000



Project Name	Location	Project Type*	New Jobs	Construction Jobs	Authority Loan Amount	Total Project Cost
Two Nine Two Main Street Associates	Paterson	C	12	9	500,000	638,300
Union Photo Co.	Clifton	M	28	0	365,000	384,614
C.J. Vanderbeck & Son Urban Renewal Corp.	Paterson	M	7	13	275,000	550,000
Roslyn L. Walkow & Bertha S. Rachmiel	Clifton	O	0	0	1,400,000	1,864,000
Warner Woven Label Co., Inc.	Paterson	M	15	12	1,000,000	1,000,000
Wollen Chemical & Supply Co.	Paterson	M	12	4	535,000	685,000
The Wood Press, Inc.	Paterson	M	10	3	990,000	990,000
<b>Subtotal</b>			<b>856</b>	<b>586</b>	<b>\$34,443,752</b>	<b>\$43,956,810</b>
<b>SALEM COUNTY</b>						
none						
<b>SOMERSET COUNTY</b>						
American Solenoid Co., Inc.	Franklin	M	21	0	\$ 2,500,000	\$ 4,570,013
Delta B	Somerset	M	26	21	820,000	820,000
Richard K. & Ann C. Greene	Branchburg	M	6	25	406,000	725,000
International Microwave Devices, Inc.	Branchburg	M	46	4	1,000,000	1,012,000
Laszlo Rendas & Mary E. Rendas	Franklin	M	15	23	750,000	944,000
L.P.D., Inc.	Bridgewater	N	83	47	3,790,000	3,915,894
Microwave Semiconductor Corp.	Franklin	M	200	138	5,000,000	5,000,000
Millington Quarry, Inc.	Bernards	M	49	27	2,500,000	3,456,000
Prime Motor Inns, Inc.	Franklin	C	86	130	4,000,000	5,054,328
Stavola Construction Materials, Inc.	Bridgewater	C	0	0	625,000	3,325,000
287/22 Associates	Bridgewater	Q	49	30	1,050,000	1,518,650
Warren Medical Building Associates	Warren	O	60	0	900,000	1,405,000
Maurice M. Weill, et al.	Branchburg	M	5	18	600,000	815,000
Frank & Hildegard Zimmer	Branchburg	D	12	15	415,000	605,000
<b>Subtotal</b>			<b>658</b>	<b>478</b>	<b>\$24,365,000</b>	<b>\$29,840,885</b>
<b>SUSSEX COUNTY</b>						
AER Corp.	Vernon	M	15	18	\$ 575,000	\$ 765,000
Kenneth D. Martin	Newton	M	0	0	80,000	1,168,000
Newton Medical Building	Newton	O	15	33	1,100,000	1,453,783
<b>Subtotal</b>			<b>30</b>	<b>51</b>	<b>\$ 1,755,000</b>	<b>\$ 2,218,783</b>
<b>UNION COUNTY</b>						
Abra Realty Co., Inc.	Elizabeth	D	13	12	\$ 395,000	\$ 525,000
Don & Judith Ackerman	Elizabeth	M	80	5	1,300,000	1,300,000
American Leather Mfg. Co.	Rahway	M	40	3	850,000	1,368,500
Astro Tool & Machine Co., Inc.	Rahway	M	10	0	500,000	575,935
Carteret Truck Parts, Inc.	Rahway	C	25	12	435,000	635,000
Champion Realty Associates	Union	M	303	10	2,700,000	3,350,000
Crest Products, Inc.	Union	M	5	0	450,000	450,000
Dongel Corp.	Cranford	O	25	30	1,250,000	1,250,000
Drucker Printing Co.	Linden	M	6	0	380,000	514,000
Duerr Tool & Die Co., Inc.	Kenilworth	M	26	15	500,000	761,992
ESB, Inc.	Clark	M	11	2	716,000	716,000
Ethylene Realty Corp.	New Providence	M	0	13	500,000	500,000
Thomas H. Hannen & Eva Hannen	Linden	M	6	0	335,000	374,000
Joseph A. Jaffee	New Providence	M	12	0	278,000	278,000
Jersey Pride Foods Urban Renewal Partnership	Elizabeth	M	100	50	1,950,000	2,565,166
Joseph Redegeld & Co., Inc.	Elizabeth	D	6	0	239,000	260,500
Kenilworth Industrial Corp., et al.	Union	M	45	45	1,350,000	1,376,750
James J. and Lori Kennedy	Rahway	C	2	0	30,000	30,000
Laminaire Corp.	Rahway	M	40	2	1,100,000	1,422,000
Latendorf Conveying Corp.	Kenilworth	M	18	10	350,000	407,000
Vernon McMillian, Inc.	Elizabeth	D	98	17	950,000	950,000
Moeller Associates	Rahway	M	0	3	700,000	950,000
Moorehouse Seventh St. Partnership	Plainfield	C	85	45	1,600,000	2,320,430
J. Roy & Maureen Morris	Union	M	10	3	482,000	937,000
Norman Lowenstein, Inc.	Elizabeth	C	9	0	800,000	800,000
Orange Plastics Co., Inc.	Rahway	M	52	0	300,000	310,000
Penske Realty, Inc.	Linden	C	15	0	340,000	433,000
R & L Associates	Hillside	M	25	0	325,000	469,000
Schnitzer Alloy Urban Renewal Corp.	Elizabeth	D	25	45	3,200,000	4,386,889
Eberhard Schweizer	Kenilworth	M	6	15	450,000	631,000
Soundesign Corp.	Elizabeth	M	150	0	2,300,000	2,500,000
Curtis & Theresa Tarleton	Union	M	15	16	355,000	724,000
Roy F. Thorpe, et al.	Mountainside	M	0	0	650,000	750,000
Tri-State Rubber Corp.	Plainfield	D	21	0	300,000	370,000
Victory Corrugated Container Corp. of NJ	Roselle	M	250	0	500,000	1,918,000
<b>Subtotal</b>			<b>1,534</b>	<b>353</b>	<b>\$28,860,000</b>	<b>\$37,109,162</b>
<b>WARREN COUNTY</b>						
Hoffman-LaRoche, Inc.	Warren	P	0	230	\$ 9,502,000	\$10,885,000
Oxford Textiles, Inc.	Oxford	M	40	0	1,350,000	1,392,500
Transistor Devices, Inc.	Belvidere	M	50	7	740,000	740,000
<b>Subtotal</b>			<b>90</b>	<b>237</b>	<b>\$11,592,000</b>	<b>\$13,017,500</b>
<b>OTHER</b>						
Commonwealth Water Co.	Various	C	3	300	\$ 5,300,000	\$ 9,500,000
Hackensack Water Co.	Various	C	12	307	20,000,000	20,000,000
<b>Subtotal</b>			<b>15</b>	<b>607</b>	<b>\$25,300,000</b>	<b>\$29,500,000</b>
<b>Grand Total</b>	<b>Projects 499</b>		<b>14,695</b>	<b>9,743</b>	<b>\$636,454,225</b>	<b>\$808,249,903</b>

\*Key to Symbols: M = Manufacturing Facility D = Distribution Facility O = Office Facility C = Commercial or Retail Facility P = Pollution Control Equipment  
N = Nursing Home Facility



# New Jersey Economic Development Authority

## Balance Sheet

December 31, 1980 and 1979

	OPERATING FUND		GUARANTEE FUND	
	1980	1979	1980	1979
<b>ASSETS</b>				
Cash and investments [Note 3] .....	\$4,552,738	\$2,798,282	\$18,970,119	\$17,088,096
Receivables:				
Notes receivable [Note 2(b) (3) & Note 4] ..				
Accrued interest receivable .....			499,092	526,159
U.S. Economic Development				
Administration .....	47,018	47,591		
Other .....	127,905	321,389	219,300	135,000
	174,923	368,980	718,392	661,159
Less allowance for doubtful notes				
and interest receivable .....				
	174,923	368,980	718,392	661,159
Land and improvements held for resale				
[Note 2(e)] .....				
Fixed assets - net [Note 2(f)] .....	504,948	442,339		
	<u>\$5,232,609</u>	<u>\$3,609,601</u>	<u>\$19,688,511</u>	<u>\$17,749,255</u>
<b>LIABILITIES AND FUND BALANCES</b>				
Liabilities:				
Accounts payable and accrued liabilities ..	\$ 189,722	\$ 295,482	\$ 35,732	
Allowance for guarantee losses .....				\$ 290,000
Payable to State of New Jersey				
[Note 2(b) (3)]				
Loan .....				
Interest .....				
	189,722	295,482	35,732	290,000
Commitments and contingencies				
[Notes 5 & 6] .....				
Fund balances .....	5,042,887	3,314,119	19,652,779	17,459,255
	<u>\$5,232,609</u>	<u>\$3,609,601</u>	<u>\$19,688,511</u>	<u>\$17,749,255</u>

See accompanying notes.



LOAN FUND		INDUSTRIAL PARK FUND		COMBINED TOTALS	
1980	1979	1980	1979	1980	1979
\$ 4,452,281	\$ 4,062,269	\$2,170,613	\$1,535,997	\$30,145,751	\$25,484,644
16,856,360	16,312,262			16,856,360	16,312,262
246,076	299,623	27,918	25,137	773,086	850,919
		128,671	253,805	175,689	301,396
		421,497	55,809	768,702	512,198
17,102,436	16,611,885	578,086	334,751	18,573,837	17,976,775
1,851,057	1,389,835			1,851,057	1,389,835
15,251,379	15,222,050	578,086	334,751	16,722,780	16,586,940
		2,119,062	3,072,936	2,119,062	3,072,936
				504,948	442,339
<u>\$19,703,660</u>	<u>\$19,284,319</u>	<u>\$4,867,761</u>	<u>\$4,943,684</u>	<u>\$49,492,541</u>	<u>\$45,586,859</u>
\$ 69,229	\$ 530,451	\$ 306,334	\$ 417,697	\$ 531,788	\$ 713,179
				69,229	820,451
1,500,000	1,500,000			1,500,000	1,500,000
292,031	248,609			292,031	248,609
1,861,260	2,279,060	306,334	417,697	2,393,048	3,282,239
17,842,400	17,005,259	4,561,427	4,525,987	47,099,493	42,304,620
<u>\$19,703,660</u>	<u>\$19,284,319</u>	<u>\$4,867,761</u>	<u>\$4,943,684</u>	<u>\$49,492,541</u>	<u>\$45,586,859</u>



# New Jersey Economic Development Authority

## Statement of Revenues, Expenses, and Changes in Fund Balances Years Ended December 31, 1980 and 1979

	OPERATING FUND		GUARANTEE FUND	
	1980	1979	1980	1979
<b>REVENUES</b>				
Bond and guarantee fees .....	\$3,179,445	\$3,082,311		
Interest income .....	412,446	154,856	\$ 2,109,377	\$ 1,669,295
Grants .....	559,715	342,141	290,000	583,333
Other .....	68,502	35,501		
Sale of land .....				
	<u>4,220,108</u>	<u>3,614,809</u>	<u>2,399,377</u>	<u>2,252,628</u>
<b>EXPENSES</b>				
Salaries and benefits .....	1,680,441	1,182,255		
General and administrative .....	810,899	605,117		
Feasibility studies and project development costs .....				
Cost of land sold .....				
Interest .....				
Application of grant revenue [Notes 2(b) (4) and 2(e)] .....				
Provision for uncollectible notes and interest receivable and guarantee losses ...			205,853	290,000
	<u>2,491,340</u>	<u>1,787,372</u>	<u>205,853</u>	<u>290,000</u>
Excess of revenues over expenses .....	1,728,768	1,827,437	2,193,524	1,962,628
Fund balances - beginning of year .....	3,314,119	1,486,682	17,459,255	15,496,627
Fund balances - end of year .....	<u>\$5,042,887</u>	<u>\$3,314,119</u>	<u>\$19,652,779</u>	<u>\$17,459,255</u>

See accompanying notes.



LOAN FUND		INDUSTRIAL PARK FUND		COMBINED TOTALS	
1980	1979	1980	1979	1980	1979
				\$ 3,179,445	\$ 3,082,311
\$ 880,562	\$ 695,163	\$ 218,959	\$ 194,779	3,621,344	2,714,093
		128,671	1,174,062	978,386	2,099,536
		11,003	14,019	79,505	49,520
		1,111,063	10,000	1,111,063	10,000
880,562	695,163	1,469,696	1,392,860	8,969,743	\$ 7,955,460
				1,680,441	1,182,255
		112,838	47,402	923,737	652,519
		72,174	34,959	72,174	34,959
		1,111,063	10,000	1,111,063	10,000
43,421	41,524			43,421	41,524
		138,181	945,000	138,181	945,000
	11,999			205,853	301,999
43,421	53,523	1,434,256	1,037,361	4,174,870	3,168,256
837,141	641,640	35,440	355,499	4,794,873	4,787,204
17,005,259	16,363,619	4,525,987	4,170,488	42,304,620	37,517,416
\$17,842,400	\$17,005,259	\$4,561,427	\$4,525,987	\$47,099,493	\$42,304,620

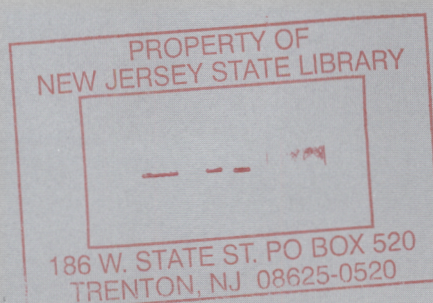


# New Jersey Economic Development Authority

## Statement of Changes in Financial Position Years Ended December 31, 1980 and 1979

	OPERATING FUND		GUARANTEE FUND	
	1980	1979	1980	1979
<b>SOURCES OF FUNDS</b>				
Excess of revenues over expenses .....	\$1,728,768	\$1,827,437	\$ 2,193,524	\$ 1,962,628
Add (deduct) items not requiring cash:				
Interest receivable and accrued				
liabilities and other - net .....	(78,404)	(186,408)	62,799	(255,770)
Provision for uncollectible notes and				
interest receivable and				
guarantee losses .....			205,853	290,000
Proceeds from sale of land .....				
Application of grant revenue				
[Note 2(b) (4) & Note 2(e)] .....				
Cash provided from operations .....	1,650,364	1,641,029	2,462,176	1,996,858
Realized from collateral .....			44,147	
Collection of receivables .....	252,132	104,965		
Receipt of land deposits .....				
	<u>1,902,496</u>	<u>1,745,994</u>	<u>2,506,323</u>	<u>1,996,858</u>
<b>USES OF FUNDS</b>				
Guarantee payments .....			624,300	135,000
New loans .....				
Purchase of land and improvements				
held for resale .....				
Reimbursable expenditures .....				
Purchase of fixed assets .....	148,040	355,239		
	<u>148,040</u>	<u>355,239</u>	<u>624,300</u>	<u>135,000</u>
Increase (decrease) in cash and investments .	1,754,456	1,390,755	1,882,023	1,861,858
Cash and investments - beginning of year ..	<u>2,798,282</u>	<u>1,407,527</u>	<u>17,088,096</u>	<u>15,226,238</u>
Cash and investments - end of year .....	<u>\$4,552,738</u>	<u>\$2,798,282</u>	<u>\$18,970,119</u>	<u>\$17,088,096</u>

See accompanying notes.





LOAN FUND		INDUSTRIAL PARK FUND		COMBINED TOTALS	
1980	1979	1980	1979	1980	1979
\$ 837,141	\$ 641,640	\$ 35,440	\$ 355,499	\$ 4,794,873	\$ 4,787,204
100,079	(6,917)	(119,791)	(244,390)	(35,317)	(693,485)
	11,999			205,853	301,999
		1,032,014		1,032,014	
		138,181	945,000	138,181	945,000
937,220	646,722	1,085,844	1,056,109	6,135,604	5,340,718
	18,000			44,147	18,000
781,405	699,924	253,805		1,287,342	804,889
		109,139	46,959	109,139	46,959
1,718,625	1,364,646	1,448,788	1,103,068	7,576,232	6,210,566
461,222	251,173			1,085,522	386,173
867,391	336,179			867,391	336,179
		592,831	2,601,669	592,831	2,601,669
		221,341		221,341	
				148,040	355,239
1,328,613	587,352	814,172	2,601,669	2,915,125	3,679,260
390,012	777,294	634,616	(1,498,601)	4,661,107	2,531,306
4,062,269	3,284,975	1,535,997	3,034,598	25,484,644	22,953,338
\$4,452,281	\$4,062,269	\$2,170,613	\$1,535,997	\$30,145,751	\$25,484,644



# Notes to Financial Statements December 31, 1980 and 1979

## 1. Nature of the Authority

The New Jersey Economic Development Authority ("Authority") is a public body corporate and politic constituting an instrumentality of the State of New Jersey ("State"). The Authority was established by Chapter 80, P.L. 1974 ("Act") on August 7, 1974, primarily to provide long-term, low-interest financing to private firms and companies for the purpose of maintaining and expanding employment opportunities in the State. To accomplish its objectives, the Authority is empowered to issue tax-exempt industrial development bonds; to guarantee loans; to make direct loans; to buy and sell land, buildings, and other property; and to conduct studies related to its legislative mandate to stimulate employment and investment in New Jersey. The Act prohibits the Authority from obligating the credit of the State in any manner.

## 2. Summary of significant accounting policies

### (a) Basis of accounting and presentation

The accompanying financial statements have been prepared under the accrual method of accounting. The accounts are maintained in accordance with the principles of fund accounting and separate accounts are maintained for each major fund. All financial transactions have been recorded and reported by fund group.

The combined totals are for presentation purposes only and do not indicate that the combined assets are available for use in any manner other than provided for in the various legislative bills and grant agreements.

### (b) Nature of funds

The various fund groups of the Authority are defined as follows:

#### (1) Operating Fund

The operating fund is used to record administrative and other general financial transactions of the Authority. Administrative expenses are not allocated to other funds.

In 1978, the Authority was awarded a technical assistance grant from the U.S. Economic Development Administration ("USEDA") under Title III of the Public Works and Economic Development Act of 1965 as amended and supplemented for the purpose of establishing a Trade Adjustment Assistance Center ("TAAC"). Through outreach programs, TAAC provides technical assistance to trade-impacted and potentially trade-impacted firms within the State. In accordance with the grant agreement, the Authority will be reimbursed for allowable expenditures up to a maximum of \$1,435,372.

TAAC expenditures incurred during 1980 and 1979 were \$510,211 and \$342,141 respectively. These amounts have been included as revenue and expenses in the operating fund. Cumulative expenditures from inception of the grant through December 31, 1980, the grant expiration date, were \$892,109. The Authority is negotiating with the USED A for a grant to fund 1981 operations.

In June 1980, the Authority received an economic adjustment assistance grant from the USED A under Title IX of the Public Works and Economic Development Act of 1965 as amended and supplemented for the purpose of developing a remedial economic adjustment program which will specifically address the economic dislocations caused by the Ford Motor Company plant closure in Mahwah, New Jersey. In accordance with the grant agreement, the Authority will be reimbursed for allowable expenditures up to a maximum of \$200,000. The Authority has also committed \$51,810 as the grantee share of the total authorized budget of \$251,810. As of December 31, 1980, the Authority has expended \$59,594. Of this amount, \$49,504 is reimbursable and has been recorded as revenue in the operating fund.

#### (2) Guarantee Fund

During 1975 and 1978, the New Jersey Legislature appropriated \$10,000,000 and \$3,000,000 respectively to the Authority for the establishment of a guarantee fund with a provision that at least 50% of the dollar amount of outstanding loan and bond guarantees provided by the Authority be for projects located in municipalities receiving assistance pursuant to the provisions of Chapter 64, P.L. 1971.

The Authority utilizes the \$10,000,000 appropriation to secure guarantees, generally ranging from 30% to 90% with a maximum of \$1,000,000, of loans and bonds issued, for the purchase of real and personal depreciable property (Fixed Asset account) and the \$3,000,000 appropriation for guarantees generally up to 50% with a maximum of \$300,000, of working capital loans (Working Capital account).

The Authority was awarded a \$2,658,000 grant in 1978 from the USED A under Title IX of the Public Works and Economic Development Act of 1965 as amended and supplemented. In accordance with the grant agreement, the Authority utilizes this grant to secure guarantees, of up to 90% with a maximum of \$300,000, of business development loans for projects in designated distressed municipalities (Title IX account). The Authority receives funds through a letter of credit as loan guarantees are made. The letter of credit is irrevocable to the extent the Authority has obligated funds in accordance with



the grant agreement. During 1980 and 1979, the Authority recorded revenue of \$290,000 and \$583,333 respectively related to this grant. Cumulative revenue from inception of the grant through December 31, 1980 was \$873,333.

At December 31, 1980 and 1979, the fund balance was composed of the following:

	1980	1979
Fixed Asset account	\$15,329,101	\$13,656,076
Working Capital account	3,644,301	3,354,666
Title IX account	679,377	448,513
	<u>\$19,652,779</u>	<u>\$17,459,255</u>

### (3) Loan Fund

The Federal Grant Revolving Loan account was established in 1976 to account for a \$13,000,000 grant received from the USEDA under Title IX of the Public Works and Economic Development Act of 1965 as amended and supplemented. The initial grant was loaned to the Okonite Company Employee Stock Ownership Trust. The \$11,869,000 balance of the loan at December 31, 1980 bears interest at a rate of 1% to 5% and is repayable in equal semi-annual installments through June 30, 2001. Repayments of principal and interest are available for subsequent loans to finance eligible projects as defined in the Act. As of December 31, 1980, the Authority has made additional loans totaling \$810,000.

The Urban Loan account ("ULA") was established by Chapter 202, P.L. 1969 as amended and supplemented to provide loans and loan guarantees of 90% of the total loan. Loans made or guaranteed by the ULA may not exceed \$250,000 to any one applicant and may not have a repayment period exceeding 10 years.

The Area Redevelopment account ("ARA") was established by Chapter 204, P.L. 1962 as amended and supplemented to provide financial assistance to local New Jersey area redevelopment agencies in establishing redevelopment projects, to obtain federal financial assistance, and to provide financial assistance as prescribed under the Enabling Act. The ARA may not finance more than 5% of a qualified project.

Appropriations to the ARA of \$1,500,000 are repayable to the State during the period 1992 to 2003, of which \$1,000,000 is interest bearing. The weighted average interest rate for loans payable to the State is 6.1%.

At December 31, 1980 and 1979, the fund balance was composed of the following:

	1980	1979
Federal Grant Revolving Loan account	\$13,841,752	\$13,555,240
Urban Loan account	3,520,276	3,098,646
Area Redevelopment account	480,372	351,373
	<u>\$17,842,400</u>	<u>\$17,005,259</u>

### (4) Industrial Park Fund

During 1977, the New Jersey Legislature appropriated \$1,000,000 to the Authority for the purpose of paying for costs related to economic development feasibility studies. In accordance with the appropriation, the Authority is required to recover the cost of these studies from revenues generated by projects which receive funding.

During 1978, the Authority received an additional \$3,000,000 appropriation from the State for the purpose of purchasing and developing industrial sites in the State with a provision that the first three projects approved be located in the municipalities receiving assistance pursuant to Chapter 64, P.L. 1971. Thereafter, no more than 50% of these funds may be used by the Authority for projects in these municipalities.

Additional funds of \$1,321,837 available to the State from the USEDA pursuant to Title I, Section 304 of the Public Works and Economic Development Act of 1965 as amended and supplemented were allocated to the Authority and are not repayable. These funds were recorded as grant revenue, primarily in 1979, and were used by the Authority to supplement the \$3,000,000 State appropriation to develop an industrial park in both Elizabeth and Jersey City.

The Authority has subdivided these sites and is marketing them to firms desiring to build in these locations. The proceeds from these sales will be used to purchase land and develop industrial parks in other municipalities in the State.

### (c) Revenue recognition

The Authority's primary sources of operating revenue are its bond fee, which is  $\frac{1}{2}$  of 1% of the principal amount of bonds issued up to \$10,000,000 and  $\frac{1}{10}$  of 1% of the principal amount in excess of \$10,000,000, and its guarantee fee, which is  $\frac{1}{2}$  of 1% of the amount initially guaranteed by the Authority multiplied by the number of years the guarantee is in effect. Each fee includes a non-refundable payment of \$250 which is made with the



filing of the application. The non-refundable portion of the application fee is recorded as revenue when received, and the balance of the fee is recorded at the time of settlement of the loan.

Interest income is recorded as earned and grant revenue is recorded on the accrual basis when notification of approval by the issuing organization is received or when the Authority has performed under the grant agreements.

Interest earned on amounts in the various fund accounts is used by the Authority to increase the amount of funds available for the purposes defined in the original appropriation or grant agreements.

#### **(d) Pension and retirement plans**

Employees of the Authority are covered by the Public Employees Retirement System of the State. Pension expense is accrued based on rates provided by the State and amounted to \$59,395 and \$37,965 for 1980 and 1979 respectively.

#### **(e) Land and improvements held for resale**

Land and improvements held for resale are carried at the lower of cost or estimated net realizable value. To provide an incentive to firms to locate in the industrial parks developed by the Authority, the estimated selling price of the land and improvements does not include the total recovery of the Title I, Section 304 funds received from the USEDA [see Note 2(b)(4)]. Accordingly, the carrying value of these sites at December 31, 1980 does not include \$1,083,181 of development expenditures.

#### **(f) Fixed assets**

Fixed assets, consisting primarily of furniture and equipment, are carried at cost less accumulated depreciation of \$95,885 and \$32,771 at December 31, 1980 and 1979 respectively.

The Authority uses the straight-line method of depreciation over the following useful lives:

Leasehold improvements	5 to 20 years
Furniture and equipment	5 to 10 years
Automobiles	4 years

#### **(g) Services from the State of New Jersey**

The Authority utilizes various services supplied by the State and is billed for such items based on various allocation methods used by the State for similar organizations. Major services provided and billed by the State include telephone, pension and health benefits, legal services, and investment counseling.

#### **(h) Taxes**

The Authority is exempt from all Federal and State Income taxes and real estate taxes.

#### **(i) Reclassification of 1979 balances**

Certain 1979 balances have been reclassified to conform with current year presentation.

### **3. Investments**

The Authority purchases short-term certificates of deposit, U.S. Treasury obligations, and prime commercial paper based on the recommendations of the New Jersey Department of Treasury, Division of Investment.

### **4. Notes receivable (Loan Fund)**

Notes receivable consist of installment notes due from companies which qualify for the various loan programs of the Authority and are generally collateralized by the assets of the companies and/or personal assets and guarantees of the principals of the companies which receive Authority assistance. The notes bear interest at varying rates and mature at various times through 2001.

### **5. Commitments and contingencies**

#### **(a) Industrial development bonds**

For the years ended December 31, 1980 and 1979, \$634,342,725 and \$569,793,775 aggregate principal amount of Authority bonds have been issued respectively. As set forth in such bonds and in the various agreements and documents related to their authorization and issuance, the principal of, premium, if any, and interest on each such bond issued in 1980 and 1979 are payable solely from the revenues and other monies derived from the sale or other disposition of the project financed by such bond, any other revenues from the project, or other monies which may be pledged with respect to such issue. All such bonds are special obligations of the Authority and do not constitute obligations against the general credit of the Authority, and are not in any way a debt or liability of the State.

#### **(b) Loan and bond guarantees**

The Authority has a special binding obligation regarding all guarantees to the extent that funds are available in the guarantee accounts specified in the guarantee agreements, generally ranging from 5 to 10 years. Guarantees are not obligations against the general credit of the Authority and are not in any way a debt or liability of the State. The guarantee agreements restrict the Authority from approving any loan or bond guarantee if, at the time of approval available guarantee funds are less than one-third the aggregate amount of outstanding guarantees. Principal payments on loans guaranteed by the Authority reduce the Authority's guarantee.



At December 31, 1980, guarantees and guarantee commitments were as follows:

	GUARANTEE FUND			LOAN FUND
	Fixed Asset account	Working Capital account	Title IX account	Urban Loan account
Guarantees (closed)	\$10,387,540	\$1,835,065	\$1,639,394	\$295,390
Committed (not closed)	1,570,500	564,000	1,365,000	
Allowance For Guarantee Losses				(69,229)
	<u>\$11,958,040</u>	<u>\$2,399,065</u>	<u>\$3,004,394</u>	<u>\$226,161</u>

Several projects guaranteed by the Authority are in default and in the opinion of the management of the Authority, there will be no material impact on the financial statements as a result of the payment of the guarantees.

#### (c) Direct loans

At December 31, 1980, the Authority has direct loan commitments outstanding but not closed in the loan fund as follows:

Urban Loan account	\$207,800
Area Redevelopment account	175,000

#### (d) Leases

The Authority has entered into two leases for office space which expire in 1983 and 1998. Rent expense amounted to \$174,862 in 1980 and \$161,672 in 1979. The aggregate minimum rental commitments under these leases are \$2,901,133. Payments amount to \$174,186 for 1981 and 1982; \$165,918 in 1983; \$160,012 in 1984 and

1985. Rental income from two subleases, which expire in 1981 and 1982, amounted to \$33,366 and \$19,417 in 1980 and 1979 respectively. Aggregate minimum rentals from subleases are \$29,075.

(e) In 1980, the Authority entered into an agency agreement with the City of Trenton ("City") to develop a 24 acre site as an industrial and recreational area. This project is being funded by grants to the City of \$1,850,000 from the USEDA and the New Jersey Department of Environmental Protection. In addition, the Authority has committed \$60,000 to the project. The Authority has an option to lease the industrial section and intends to market and sublease parcels to potential users.

#### 6. Litigation

The Authority is involved in several lawsuits which, in the opinion of the management of the Authority will not have a material effect on the accompanying financial statements.

#### 7. Subsequent events

(a) During the period January 1, 1981 through January 31, 1981, the Authority closed \$585,000 of guarantee exposure (Fixed Asset account, \$225,000; Working Capital account, \$120,000; and Title IX account, \$240,000) and a direct loan of \$30,000 (Urban Loan account) which were commitments at December 31, 1980. In addition, direct loans in the amount of \$250,000 (Federal Grant Revolving Loan account) were approved. The Authority also approved \$1,270,000 in guarantee commitments (Fixed Asset account).

(b) In January 1981, the Authority approved the transfer of \$3,000,000 from the operating fund to the industrial park fund. This will be used for the development of an industrial park in Newark.

## Auditor's Report

ARTHUR YOUNG

NEWARK, NEW JERSEY

Members of the Authority  
New Jersey Economic Development Authority  
Trenton, New Jersey

We have examined the accompanying balance sheets of the New Jersey Economic Development Authority at December 31, 1980 and 1979 and the related statements of revenues, expenses and changes in fund balances and changes in financial position for the years then ended. Our examinations were made in accordance with generally accepted auditing standards and, accordingly, included such tests of the accounting records and such other auditing procedures as we considered necessary in the circumstances.

In our opinion, the statements mentioned above present fairly the financial position of the New Jersey Economic Development Authority at December 31, 1980 and 1979 and the results of operations and changes in fund balances and financial position for the years then ended, in conformity with generally accepted accounting principles applied on a consistent basis during the period.

*Arthur Young & Company*

February 2, 1981



# New Jersey Economic Development Authority

## Members

**John J. Horn**  
*Chairman*  
*Commissioner of Labor & Industry*

**Clifford A. Goldman**  
*Vice Chairman*

**Joseph A. LeFante**

**Jerry Fitzgerald English**

**Charles H. Marciante**

**Aldrage B. Cooper, Jr.**

**Olive S. Cram**



**John J. Horn**  
*Chairman*  
*Commissioner of Labor & Industry*



**Clifford A. Goldman**  
*Vice Chairman*  
*State Treasurer*

## Executive Staff

**Anthony M. Cuccia**  
*Acting Executive Director*

**John F. Walsh**  
*Director of Finance*

**Frank T. Mancini, Jr.**  
*Director of Project Development*

**Gerald J. Novak**  
*Director of Real Estate Development*

**Michael Brown**  
*Director of Trade Adjustment*  
*Assistance Center*

**Samual D. Calaby**  
*Director of Research*

**Richard L. Timmons**  
*Controller*



**Joseph A. LeFante**  
*Commissioner of Community Affairs*



**Jerry Fitzgerald English**  
*Commissioner of Environmental Protection*



**Charles H. Marciante**  
*President, New Jersey AFL-CIO*



**Aldrage B. Cooper, Jr.**  
*Manager, Public Affairs*  
*Johnson & Johnson*



**Olive S. Cram**  
*Secretary-Treasurer*  
*Concord Chemical Co., Inc.*









---

**New Jersey Economic  
Development Authority**

Capital Place One  
200 So. Warren St.  
CN 990  
Trenton, New Jersey 08625  
(609) 292-1800