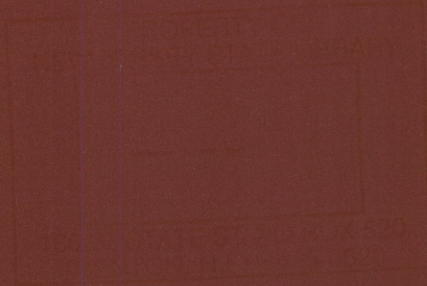




New Jersey Economic Development Authority

1981 Annual Report



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 arrange 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 busi-

nesses 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.

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To The Governor and Members of the Legislature



Thomas H. Kean
Governor



Borden R. Putnam
Chairman

I am pleased to submit the 1981 Annual Report of the New Jersey Economic Development Authority.

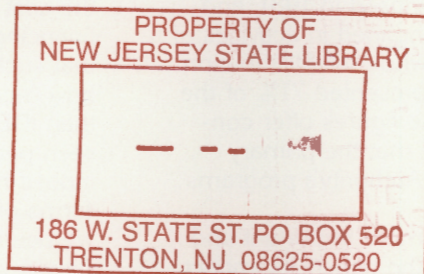
Last year the Authority arranged a record dollar volume of financing for business expansion projects throughout the State of New Jersey. These financings were once again responsible for much of the economic development of the State.

The achievements of 1981 serve as testimony to the effectiveness of the Authority's programs and evidence of its continued commitment to service.

Sincerely,

A handwritten signature in black ink that reads "Borden R. Putnam".

Borden R. Putnam
Chairman
April 1, 1982



Message From The Executive Director



James J. Hughes, Jr.
Executive Director

The year 1981 proved to be another one of extraordinarily high interest rates and unusually volatile bond markets. It also proved to be one of economic dislocations that found the United States entering a recession in the latter half of the year. These developments certainly impacted the economy of New Jersey and particularly the costs of financing in the state. Nevertheless, 1981 turned out to be a year in which the dollar volume (\$700,774,140) of all financings arranged by the New Jersey Economic Development Authority set a new record and the number of projects closed (432) came quite close to matching the record of 489 set in 1980.

We are pleased to have been able to offer such assistance to so many applicants during difficult times. It would appear from the record that the work of the Authority received strong endorsement from the business community and recent experiences indicate the necessity of having our programs available to many companies which could not otherwise arrange financing which is economically feasible.

Although the Authority continues to work with a broad cross section of the New Jersey business community, it is gratifying to note that it has been especially active in the financing of small businesses. Furthermore, the emphasis was once again on targeted communities, which represented 51% of total projects closed in 1981, and on companies engaged in activities of an industrial or wholesale/distribution nature, which represented 71% of the year's total. These figures offer convincing evidence that the primary purposes of the Authority's programs are being met.

Perhaps even more important and more relative to the beneficial impact upon New Jersey's economy is that Authority projects closed in 1981 can be related to the creation or maintenance of 13,300 permanent jobs and 11,200 construction jobs. In addition, these financings stimulated considerable private investment so that total investment related to Authority activities exceeded \$1 billion. The impact

upon the involved community ratables and resultant tax revenues must be considered significant indeed. The cumulative effects of related operating and construction jobs and total investment stimulated by Authority financings since the start of our program in 1974 are presented in the chart on page 5.

In view of this demonstrated record of achieving those public purpose goals for which industrial development bond (IDB) financing was created, it is distressing to note the considerable amount of criticism directed toward such activity. Critics frequently point to the potential tax revenues lost by the use of IDBs, and yet they do not adjust such claimed losses for the flowback resulting from increased employment, increased profits and increased ratables, all of which result in a net gain, not a loss, to the tax rolls. Critics also cite what they call "abuses" in the program, using as examples certain projects which they say should not be built at all, or perhaps should not be built with taxpayer subsidized financing. While many of these opinions of what should, and should not, be built are subjective in nature, many of the alleged abuses are isolated instances of exceptions to the great majority of issues which truly qualify as bona fide public purpose financings.

A further criticism is that IDB financings "crowd out" and/or affect the cost of other types of tax free financings. The implications of this are that such other financings are somehow more worthy or more important than IDB financings. We have not yet seen persuasive evidence that IDBs do indeed have negative effects on other forms of tax-free financing; nor have we been persuaded that an IDB which provides jobs, creates ratables, and expands the state's economy is a less desirable use of the tax-exempt financing privilege.

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NEW JERSEY STATE LIBRARY

186 W. STATE ST. PO BOX 520
TRENTON, NJ 08625-0520

Nevertheless, and in spite of what we consider to be a successful history of appropriate use of the tax-free financing privilege by the Authority, we recognize the national need for a more consistent and judicious use of this valuable incentive for financing public purpose projects. Accordingly, we support the following positive program of action to strengthen the nationwide IDB program:

- Retention of the tax exemption privilege for small issue industrial development bonds under existing IRS codes, and eliminating IRS Ruling 81-216 which affects composite or umbrella bond issues.
- Reporting all bond issues to a federal entity on a timely and consistent basis.
- Public meetings to discuss and approve all bond issues.
- State responsibility for setting eligibility rules, including targeting requirements, according to broad guidelines stated by a federal entity.

Working within the above framework, we feel the Authority can continue its mandate to assist in providing the State of New Jersey and its municipalities with increased job opportunities, additional ratables, and an expanded and more diversified economy.

However, it is not merely in the area of IDB financing that the Authority continues to impact the economy of New Jersey. For example, the Finance Division continues to increase its involvement in assisting companies that are unable to obtain conventional financing. Our loan guarantees include 43 projects and amounted to \$16 million at year end.

Furthermore, the Authority's direct loan program continues to be active with approximately \$14 million invested in nearly 40 projects. The growth of the Urban Centers Small Loan Program has been especially gratifying and now exceeds \$500,000 invested in 19 projects. This program has been designed specifically for the

small retail establishments located in neighborhood shopping districts of the State's urban aid municipalities. These small loans carry exceptionally attractive terms and are available in amounts from \$5,500 to \$30,000 per project.

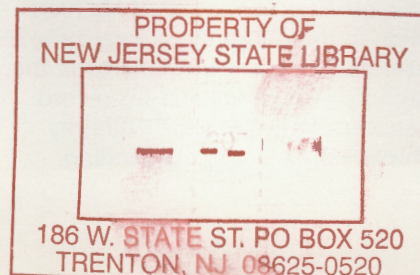
Another area of major progress last year was the urban industrial parks program. Under the supervision of our Real Estate Development Division, the investment in our four industrial parks now totals \$47 million. This amount includes \$7 million invested by the Authority, \$7 million of grants and other public funding, and \$33 million of private investment.

As of year end 1981, 8 of a total 10 parcels of land at our Elizabeth site were developed, under construction or sold, as well as 4 of a total of 13 at Jersey City. In Trenton we have completed site work creating 20 available industrial acres and 4 acres of waterfront park, and we are in negotiations with potential lessors. Our most ambitious project to date, in Newark, occupies 88 acres of prime industrial property and we "broke ground" during October. A 23-acre parcel has already been sold to the well-known Toys "Я" Us Company for construction of a 340,000 square foot metropolitan area distribution facility.

Upon completion of our four urban industrial parks, we expect total private and public investment will reach more than \$134 million and create approximately 3,500 jobs. In addition, recent legislation authorizing an \$85 million bond issue was passed by the New Jersey Legislature and \$10 million of this is appropriated for additional urban industrial park development under the direction of the Authority. Assuming this legislation is approved by voter referendum this November, it will enable the Authority to make even further significant gains in its efforts to help revitalize New Jersey's major metropolitan areas.

During 1981 the Division of Research was renamed the Division of Policy and Planning, reflecting its expanded scope of responsibilities. This Division is involved in much of the work of the Authority. It is especially active in coordinating Authority involvement in the legislative process, both in Trenton and Washington. A variety of other assignments were also completed by the Division of Policy and Planning in 1981. This Division conducted a full review of statistics for each of the state's 567 municipalities to identify economically poor locations in New Jersey. As a result, the Authority updated its list of municipalities eligible for project assistance. The Division prepared the necessary application materials for a revolving loan fund grant request to the U.S. Economic Development Administration to enable Hyatt-Clark Industries, Inc. to continue operations at its roller-bearing manufacturing plant in Clark, New Jersey. The Division also supervised the completion of a report: Economic Adjustment Strategy for the Mahwah Area, to assist local and county governments to respond to the 1980 closing of the Ford Motor Company plant in Mahwah, New Jersey which put some 4,700 workers out of work.

Equally important support to the work of the Authority, especially concerning IDB programs, came from the Offices of Affirmative Action and of Review and Compliance. The former assures the proper establishment and achievement of minority hiring goals in the construction phase of IDB financed projects. The past year was the first full year of operations for this program and the results measured up to expectations. Since its inception, the Affirmative Action Office has monitored 450 projects involving 1,079 minority workers. At year end 1981, the number of projects and number of construction worker jobs being monitored were 331 and 4,189 respectively.



The Authority's Office of Review and Compliance is responsible for the monitoring of closed projects, i.e. after the financing is completed. This Office specifically is charged with comparing projected vs. actual results of jobs created, and assuring that the original considerations in the closing documents are met. Formerly part of the Division of Project Development, Review and Compliance was given separate department status in 1981, and has so far warranted its new independence. At year end 1981, this Office was monitoring over 1800 projects.

New Jersey's Trade Adjustment Assistance Center (TAAC) completed its third full year of providing assistance to companies in our state which have been adversely affected by imports. Although funded by grants from the U.S. Department of Commerce, the New Jersey TAAC is under the day to day operational control of the Authority. In the three years it has served New Jersey companies, TAAC has provided more than 135 firms with assistance related to engineering, marketing, and financial management, as well as assisting in financing when appropriate.

During 1981, TAAC expanded its professional staff to include a certified public accountant, an industrial engineer, a marketing specialist and two project managers experienced in consulting for small businesses. This entire staff, plus other resources of the Authority, are available to provide assistance to qualified companies.

The Authority last year experienced several organizational changes. In March, Mr. Charles H. Marciante, Presi-

dent of the New Jersey State AFL-CIO, resigned from the Authority after six years of distinguished service. He was subsequently replaced by Mr. Vincent J. Giblin, Business Manager of International Union of Operating Engineers. In December, 1981, Mrs. Yuki Moore Laurenti was appointed a public member, having previously served as an alternate member. Also Mr. Paul M. Roth, President of the Professional Employees Union, Local 1049, was appointed first alternate member of the Authority in March 1981. Shortly after the close of our fiscal year, Mr. Floyd J. Bragg reluctantly resigned as an alternate public member of the Authority due to other commitments. Although only able to serve the Authority for a brief period, Mr. Bragg proved to be a most valuable member.

The change in the State's Administration brings with it new faces to the "ex officio" structure of the Authority. We are deeply grateful to those previous Commissioners, and their delegates, who contributed so much to the Authority's growth and record of success. Special attention must be given to the most recent Commissioner of Labor and Industry, John J. Horn, for his vital contributions as Chairman of the Authority over the past five years.

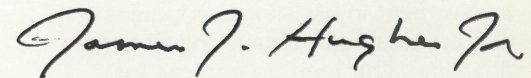
As a result of recent legislation which created a Department of Commerce and Economic Development, the Authority is now chaired by the new Commissioner of this Department. The other four "ex officio" members will continue to represent the same Cabinet offices as previously represented on the Authority.

Organizational changes in the Authority during 1981 were also reflected in the staff. Mr. Anthony M. Cuccia served as Acting Executive Director in a most distinguished manner and resumed his title and function of Deputy Director upon my election as Executive Director in July. In February, 1982, Mr. Cuccia submitted his resignation to the Authority to enter private business. His accomplishments at the Authority were many and his record of success in helping the Authority achieve its goals was outstanding.

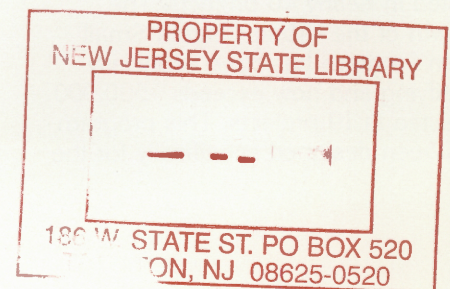
Effective upon Mr. Cuccia's resignation, Mr. John F. Walsh, who had been promoted to Assistant Deputy Director/Programs during 1981, was elevated to the position of Deputy Director. Mr. Walsh brings a history of considerable dedication and experience to the Authority, which he has served in various capacities since 1978.

Further reflecting the growth of the Authority last year were several additional staff changes. Mr. Luke R. Caverly was appointed Director of Finance, succeeding Mr. Walsh when he became Assistant Deputy Director/Programs. Also, in accordance with their increased responsibilities, Mr. Gary M. Nadler was appointed Manager of Administration and Mr. Gregory Ritz was appointed Controller of the Authority.

All of these organizational changes, together with other actions that have taken place within the Authority, have positioned it to meet the challenges that lie ahead. The creation of jobs and ratables, as well as expanding and diversifying the economy of New Jersey remain our primary concern. In the absence of potentially punitive legislation from Washington that could suppress or eliminate industrial bond development programs, we feel confident in our ability to fulfill our mission. The Authority's dedicated and professional staff of nearly 90 men and women look forward to continuing to be of service to New Jersey.



James J. Hughes, Jr.
Executive Director
March 31, 1982



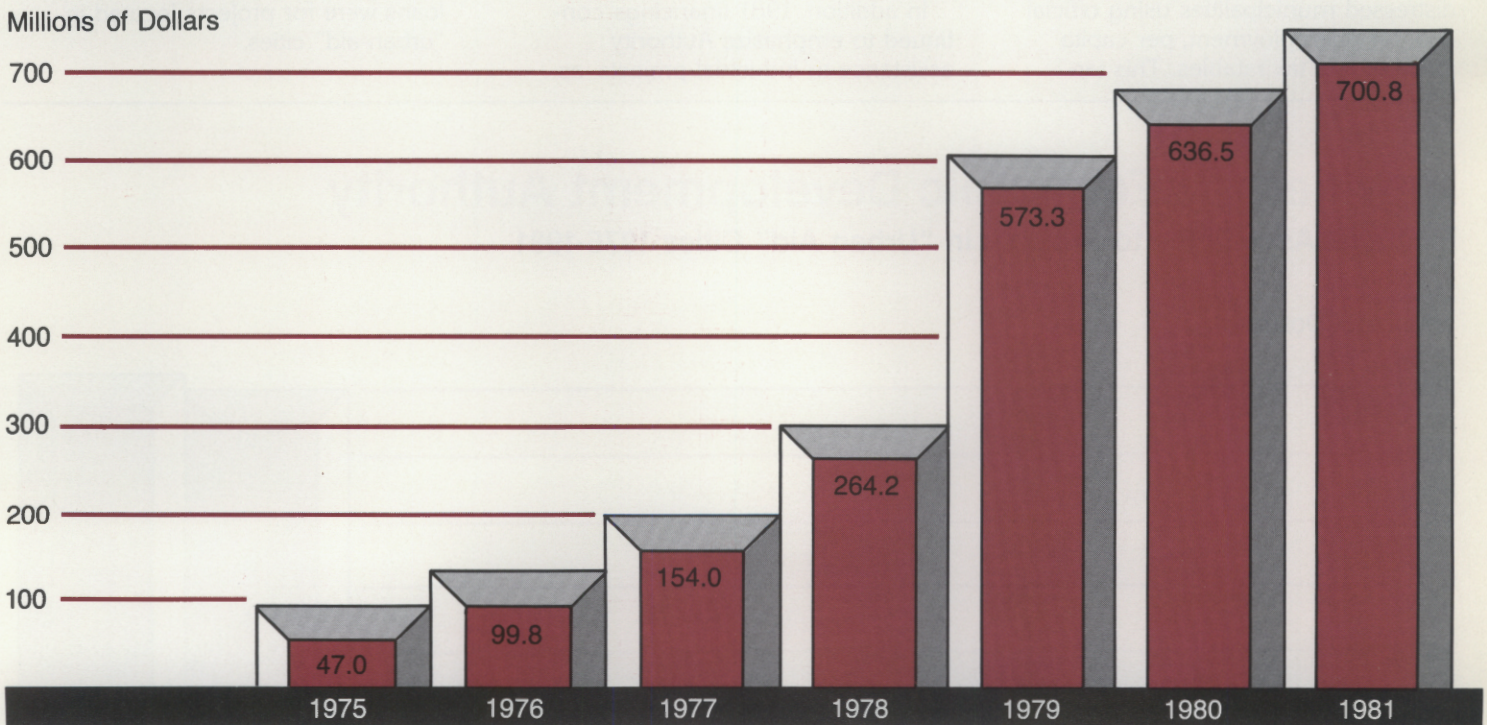
The Year at a Glance

Investment

	1981	1980	Cumulative Totals 1974-1981
Amount of Financing.....	\$ 700,774,140	\$636,454,225	\$2,475,528,290
Number of Projects.....	432	489	1,848
Total Investments Stimulated by Financings.....	\$1,028,895,028	\$808,250,000	\$3,451,837,000

New Jersey Economic Development Authority

Amount of Financing 1975 - 1981



Job Creation

	1981	1980	Cumulative Totals 1974-1981
Permanent Jobs to be Created by Financings*	13,300	14,700	63,080
Construction Jobs to be Created by Financings (estimated).....	11,200	9,700	40,800

*Permanent Job Figures for projects closed during the years 1974-1979 have been adjusted to reflect jobs actually created by those projects. The permanent job figures for 1980 and 1981 projects are estimates.

Targeting Authority Business Incentives

The Authority completed another successful year of targeting its business financing incentives in 1981. A record \$251.3 million in loan assistance was provided to projects in the state's most economically distressed municipalities. This was the highest annual dollar volume of project assistance to targeted locations since the promulgation of the targeting regulation in 1979. Financial assistance was provided to 219 projects throughout New Jersey. These projects will generate an estimated 6,413 permanent jobs and 3,328 construction jobs.

The Authority's program for targeting its assistance was initiated to redirect its business incentive programs to help correct locational and structural economic imbalances in the state. In 1981, the Authority identified 104 of the state's most economically distressed municipalities using official data for unemployment, per capita income, and tax ratables. This tar-

geted list also included the state's urban aid municipalities. In addition, the Authority has continued to include 26 municipalities from last year's targeting list until their eligibility expires in July 1982.

The Authority's targeting program also provides assistance outside distressed municipalities for projects which provide a particular economic benefit to the state. This permits manufacturing, wholesale trade, motor freight transportation, research and development, large headquarters office buildings, proprietary nursing homes and commercial fishing projects to be eligible for Authority financing. Authority assistance for projects employing significant numbers of disadvantaged persons is allowed for otherwise ineligible projects.

In addition, 1981 financings continued to emphasize Authority assistance to industrial projects, as

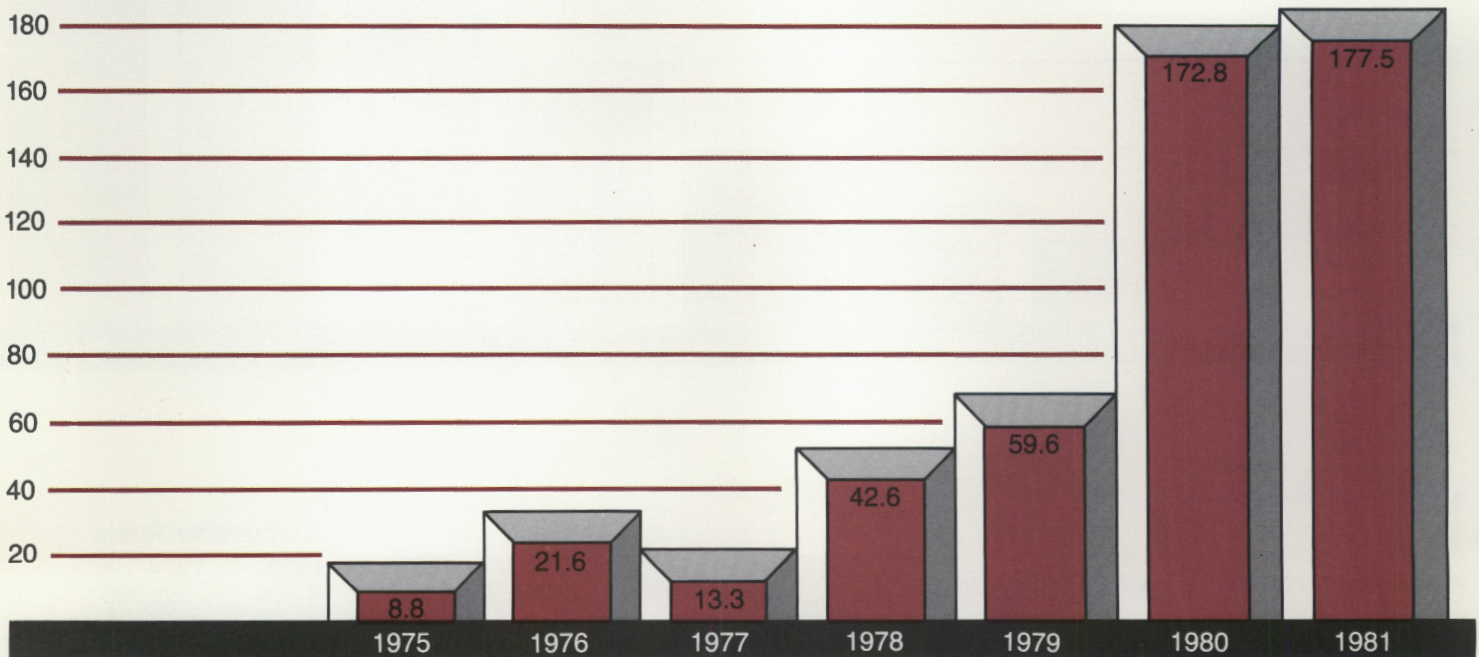
71% of all financings were industrial in nature, i.e. manufacturing, distribution and warehousing projects. These results are consistent with the strong industrial development benefits Authority programs have traditionally provided on a statewide basis.

Authority assistance to projects in the state's "urban-aid" municipalities shown in the chart below also reached a new high in 1981. This is nearly three times the level of assistance to projects in "urban-aid" cities that was rendered by the Authority in 1979. These financings are expected to generate an estimated 4,721 permanent new jobs and 2,400 construction jobs in "urban-aid" cities. The Authority's loan guarantee and direct loan programs continue to be heavily targeted to these cities. In 1981, 30 of a total 34 loan guarantees and direct loans were for projects located in "urban-aid" cities.

New Jersey Economic Development Authority

Financial Assistance to Projects in "Urban Aid" Cities 1975-1981

Millions of Dollars



Number of Projects

10

8

19

44

72

141

157

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, office and commercial projects which provide employment and tax revenues. Subject to the terms and conditions of the Internal Revenue Code, the interest income earned on these industrial development bonds (IDBs) is exempt from federal taxation. State law also exempts the interest income from most New Jersey taxes.

Because the interest income is 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 have recently averaged 65%-75% of conventional, taxable interest rates. During 1981, commercial lending institutions and insurance companies accounted for 74% of Authority bond placements. The average size IDB during 1981 was approximately \$1.4 million and 50% of these loans carried a floating rate of interest.

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



Project Development Staff

1981 Results

In 1981, the Authority issued industrial development bonds in an aggregate amount of \$697,717,740 which assisted 405 projects. The total dollar amount of 1981 bonds issued reflects a 9% increase over 1980.

Over 12,000 estimated new permanent jobs and 11,000 estimated construction jobs are associated with 1981 IDB projects.

Total private investment stimulated by these projects was over \$1 billion.

The chart beginning on page 19 provides a detailed breakdown of 1981 projects, some highlights of which follow:

Industrial Development Bond Investment

Magnetic Metals Corporation utilized a \$2.2 million Authority bond to finance the acquisition of equipment to manufacture magnetic core parts for transformers, amplifiers and motors. This financing is expected to result in the creation of 30 new full-time jobs in Camden.

Wenczel Tile Company purchased equipment for the manufacture of ceramic tiles to expand its Trenton business. The Authority provided \$1.9 million in bonds for this acquisition, and the company projects the creation of 23 new full-time jobs.



PSI Industries Inc., Northvale, N.J.

Blazer Realty Corporation received \$748,721 in Authority bond financing to acquire 2.5 acres of land and a 50,000 square foot building in Paterson. Blazer Industries, the related tenant in this facility, manufactures air conditioning units, and expects to create 28 new full-time jobs while maintaining an additional 75 employees.

Alpha Wire Corporation utilized a \$10 million Authority bond to finance the acquisition of an 82,000 square foot building, construct a 78,000 square foot addition, and acquire equipment used in the manufacture of electric wire and cable. This financing will result in the creation of 95 new full time jobs for the cities of Elizabeth and Linden.

Commonwealth Realty Co. purchased a vacant 35,000 square foot building, 1.8 acres of land and equipment for use by PSI Industries, Inc., a related corporation. The Authority issued a \$900,000 IDB to finance this project located in Northvale. PSI Industries produces cassette and eight-track tapes, and projects the creation of 140 full-time jobs.

Foreign Investment

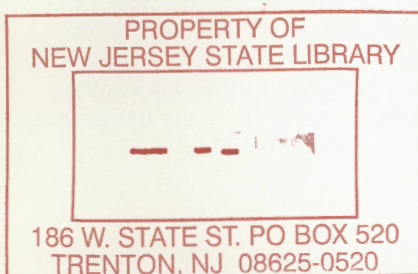
The Authority has continued to help New Jersey maintain a leadership role

in financing projects involving foreign corporations. During 1981 over \$93 million in industrial development bond financing was provided to 28 firms. These financings, for the construction or expansion of facilities in New Jersey, are expected to create nearly 1,000 permanent jobs for the State while providing over 1,800 construction jobs. This represents more than an 18% increase in the number of full-time jobs created over 1980 statistics for these type projects.

Ricoh of America, Inc., a Japanese company, received \$7 million in Authority assistance to finance the construction of a 91,000 square foot building and the acquisition of 17.5 acres of land in West Caldwell. The facility will be used as a wholesale distribution center for the company's line of office equipment and copying machines. Ricoh projects the creation of 61 full-time jobs as part of their expansion program.

Lea & Perrins, Inc., a British company, is constructing a 24,000 square foot addition to its facility in Fair Lawn and is acquiring new manufacturing equipment with the assistance of a \$5.6 million Authority bond. The company will utilize the facility for the manufacture of table sauces and will create 31 full-time jobs as part of this expansion.

American Hoechst Corporation, a West German company, received \$2 million in Authority assistance for their





Buitoni Foods Corp., South Hackensack, N.J.



Volvo Of America Corporation, Rutherford, N.J.

manufacturing facilities located in Bridgewater and Branchburg Townships. The financing was used to acquire equipment used to package and coat medical products, and to manufacture offset printing plates. This project is expected to result in the creation of 161 new full-time jobs.

Buitoni Foods Corp., an Italian company, received \$4.5 million in Authority assistance to expand its existing manufacturing facility in South Hackensack. The financing was used to construct a 45,000 square foot addition to their facility and to acquire new manufac-

turing equipment. This project will result in the creation of 14 full-time jobs and the maintenance of a New Jersey company which employs 428 people.

Volvo of America Corporation, a Swedish company, received \$8.3 million in Authority assistance to acquire 8 acres of land in Rutherford and to construct a 168,000 square foot distribution and warehouse facility. Volvo will use this facility as one of its national distribution centers for automobile, truck and recreational vehicle parts.

Pending Federal Treatment of IDBs

In 1981, while the IDB program faced its greatest Congressional challenge since the present limits were imposed in 1968, the most severe restriction actually placed on the bonds was accomplished administratively through IRS Revenue Ruling 81-216. This ruling, effective on August 24, 1981, removed the tax exemption from composite or umbrella IDBs, i.e., those which contain more than one issue in a single offering.

The Rangel Sunset Bill, introduced on September 9, 1981, remains in the House Ways and Means Committee. This bill would terminate IDBs on December 31, 1983 with severe interim targeting provisions.

However, President Reagan's Revenue Enhancement Proposal to restrict IDBs causes the greatest concern for their future use. Part of this proposal would require a company to choose between using an IDB and straight-line depreciation or choose the Accelerated Cost Recovery System without IDB financing.

To counteract the President's proposal, at this writing several bills are being developed to support the retention of tax-exempt IDBs while providing a framework to restrict certain uses.

The New Jersey Economic Development Authority supports:

1. Retaining the present IRS Code provisions while eliminating IRS Revenue Ruling 81-216.
2. National annual reporting.
3. Public hearings to approve each bond issue.
4. A requirement for each state to formulate a targeting methodology subject to federal guidelines.
5. Administration by each state of its own program.

Division of Finance: Loan Guarantee and Direct Loan Program

A review of the projects that received Authority assistance using either a loan guarantee or a direct loan, reveals how effective use of targeting can produce investment and jobs in distressed municipalities. Thirty-three out of thirty-four projects closed in 1981 were in targeted municipalities; thirty of these cities were further designated as urban aid. The lone exception was a licensed health care facility which qualified under targeting regulations.

In total, the Finance Division provided assistance to projects that are expected to create over \$25 million dollars of private investment in targeted communities and in excess of 1,500 new jobs. \$6,691,000 in loan guarantee and direct loan assistance was closed during the year with \$6,560,500 of the amount earmarked for distressed areas.

Special emphasis was placed on the further development of the Authority's Urban Centers Small Loan Program which started in 1980. Under this program the Authority can lend direct to urban retail and commercial establishments in amounts ranging from \$5,500 to \$30,000, for a maximum term of 10 years, at a fixed interest

rate of 7%. Primary consideration under this program is that the urban businesses use the funds to renovate or remodel facilities, although certain amounts of the funds can be used for fixed asset acquisition or working capital. Fifteen projects were closed under this program in ten different urban aid cities which will stimulate over \$550,000 in investment, the majority of which will go toward improving and upgrading the appearances of downtown areas. Another seven projects had received approval and were awaiting closing, at year end. Manufacturing was the largest single recipient of guarantee and direct loan assistance in 1981, with over 57% of the total exposure geared toward this area. Over 475 new jobs are estimated to be created in the manufacturing sector with funds provided.

The economy and high interest rates played a significant part in the availability of funds for business expansion this past year. These factors accounted for an increased number of companies applying to the Authority for guaranteed and direct loans. While the guaranteed loans are at prevailing bank rates, the assurance of repayment provides the lenders with an



T.P.D. Company, Inc., Paterson, N.J.

added measure of protection and may result in the borrower's rate being lowered. The Authority's direct loans are generally below prevailing rates and are tied to the federal discount rate.

As a direct lender, the Authority attempts to leverage its funds with those provided by a lending institution in an effort to keep the recipient in contact with the banking community. The Authority will, in most instances, take a secondary position to the lender.

In its role as a public agency, the Authority provides financing to companies that could not necessarily obtain financing on their own. It therefore assumes a larger degree of risk than conventional lenders. As everyone is aware, the recession and high interest rates that have been experienced through 1980 and 1981 have taken their toll on many businesses. Three such businesses were covered by the Authority's guarantees and the lending institutions in each case were protected. One additional guarantee project defaulted and the Authority will pay its guarantee exposure. That project is the John A. Roebling Steel Corporation which was the largest guarantee in the Authority's portfolio, amounting to \$1,500,000.



Finance Staff



Clarose Dress Co., Inc., Orange, N.J.

Because of its strong lien position, it is expected the Authority will recover its guarantee payment.

As of December 31, 1981, the Authority had closed a cumulative total of 79 projects with \$16,191,050 in aggregate guarantee exposure, and \$14,064,320 was outstanding in direct loans. These projects have provided \$244,244,164 in private sector investment and created 5,924 jobs in New Jersey.

The following are examples of projects which were made possible in 1981 by the Authority's loan guarantee and direct loan programs.

Arko Paper Products, Inc.

This company has been located in Plainfield since its inception. It had expanded its facility on Fillmore Avenue on several occasions; however, it was still cramped for space and had run out of area to expand further. Several attractive sites were explored in non-targeted communities but the company decided to stay in Plainfield to be close to its work force and a suitable site was found on Front Street. A \$375,000 industrial development bond was purchased by the Central Jersey Bank and Trust Company, Freehold, with a 90% guarantee provided by the Authority. The project maintained 57 jobs for Plainfield and it is estimated that an additional 14 new jobs will be created within 2 years.

Bekay Urban Renewal Associates

This project began in 1977 and involved the construction of a 5-story, 100,000 square foot office complex in Hoboken, an urban aid municipality. Cost overruns and complex financing arrangements prevented the project from being completed on time; however, with assistance from the Trust Company of New Jersey and the First Jersey National Bank, both in Jersey City, the project was completed in 1981. The banks participate equally in a \$6,700,000 industrial development bond which bears a unique debt service guarantee by the Authority. This debt service guarantee is structured over the first four years of the loan to provide protection to the lenders in the event rental income is insufficient to cover amortization. At December 31, 1981, the Authority provided \$37,560 in debt service payments. Also, by year end, occupancy was approaching a level that would cover operating and debt-related expenses.



Doral Industries, Inc., Trenton, N.J.

Doral Industries, Inc.

An industrial development bond of \$374,000, guaranteed 90% by the Authority, and a direct loan of \$250,000, helped this manufacturer of ball point and felt tip pens expand its operations in Trenton and purchase the assets and name of the Magic Marker Company. A 143,000 square foot facility was located in Trenton, into which the company was able to relocate. The bond proceeds were utilized to purchase and renovate that facility. In addition, the Authority's direct loan for working capital has assisted the company in its new marketing and sales programs. The project preserved 107 jobs already in Trenton and will help create an estimated additional 40 full time new jobs.

Topco, Inc.

This Company, a manufacturing company located in Elizabeth since 1945, needed money to purchase inventory for a new product line, repay some existing payables, and for working capital. Through its bank, The National State Bank, Elizabeth, a \$500,000 term loan was arranged to meet these needs, with a 60% guarantee by the Authority. Additional equity was also raised by the Company, as well as extended terms arranged with major suppliers. This financing plan saved 65 jobs and will help create an additional 30 jobs within two years.

Martin A. Freeman and Belma F. Goldstein

These individuals have owned a successful commercial laundry business in Trenton since 1940. In 1980 their facility was destroyed by fire and they were forced to rely on subcontracting their work in order to continue operations. In 1981, a facility located on 942 Prospect Street was purchased by the individuals and leased to the related business, Capitol Laundry and Linen Service, Inc. Financing for the project was arranged through the Broad Street National Bank, Trenton for \$450,000 with a 90% Authority guarantee. Fifty-five new jobs are expected to be created as a result of the project.

Keystone Community Habilitation and Training Residence, Inc.

Working in conjunction with the New Jersey Department of Health and the Hudson United Bank, Union City, the Authority was instrumental in converting an abandoned school building into a habilitation and training residence for the retarded, the first such institution in New Jersey. Keystone operates a successful training residence in Scranton, Pennsylvania and The State of New Jersey and the management of Keystone saw the need for such a facility in New Jersey. A \$435,000 industrial development bond, guaranteed 30% by the Authority, was utilized to purchase, renovate and equip the South Plainfield facility which will create an estimated 29 jobs.

Richard K. Oresman/Ortex Industries, Inc.

Ortex Industries Inc. was located in West Warwick, Rhode Island and Fall River, Massachusetts. Needing a facility in which to expand, the company located a 250,000 square foot building in Hamilton Township. A \$1,124,000 industrial development bond with a \$1,000,000 Authority guarantee was provided by the Broad Street National Bank, Trenton, and the Rhode Island Hospital Trust, Providence, to purchase the building and make the necessary renovations. A \$250,000 direct loan from the Authority was utilized to help the company relocate. Eighty-four new manufacturing jobs are expected to be created within this targeted municipality.

P & S Holding Associates

A real estate partnership was formed to purchase an existing building in New Brunswick to house the operations of a related company, Harry Strauss and Sons, Inc., a distributor of office supplies. Strauss had been located in New Brunswick for over 60 years and faced a relocation problem if it was not able to purchase the facility it leased. Financing was arranged through the Franklin State Bank in Somerset, for \$900,000 of a \$1,100,000 industrial development bond issue. The balance, \$200,000, was purchased by the sellers of the property. Both issues were guaranteed 30% by the Authority and will result in an estimated 24 new jobs being created in this urban aid city.

Romano Lamp Shades, Inc.

A direct loan from the Authority, through its revolving loan fund helped this company remain in Passaic. The company had manufactured lamp shades in Passaic for more than five years. The building, leased by the company, was placed on sale by the estate of the owner. Conventional financing was attempted but could not be arranged because of financing terms and high interest rates related to the company's urban location. The Authority approved a direct loan of \$105,000 from its revolving loan fund, to purchase and renovate the facility, which is expected to create ten jobs.

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 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 high priority on projects located in targeted communities, job-intensive projects, and projects involving new businesses. The Authority must also determine 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.

New Jersey Economic Development Authority

1981 Loan Guarantees and Direct Loans

Company	Location	Total Project Costs	Loan Amount	NJEDA Guarantee	NJEDA Direct Loan	New or Maintained Jobs	Description
Ampere Drugs, Inc.	East Orange	\$ 30,000	\$ 30,000		\$ 30,000	2	Commercial
Arko Paper Products, Inc.	Plainfield	468,200	375,000	\$ 337,500		14	Manufacturing
Bekay Urban Renewal Associates	Hoboken	6,700,000	6,700,000	900,000		700	Office Facility
Anthony A. Chiafullo & Concetta Chiafullo	Long Branch	33,500	30,000		30,000	4	Commercial
Cine Communications, Inc.	Perth Amboy	100,000	100,000		100,000	109	Commercial
Clarose Dress Co., Inc.	Orange	30,000	30,000		30,000	2	Commercial
Creative Metal Products, Inc.	Jersey City	158,600	133,600		133,600	5	Manufacturing
Crystal Ice Cream Products, Inc.	Newark	435,000	375,000	225,000		11	Distribution
Doral Industries, Inc.	Trenton	1,039,000	624,000	336,600	250,000	40	Manufacturing
Dominick F. Forte & Gloria Forte	Jersey City	61,000	30,000		30,000	2	Commercial
Martin A. Freeman & Belma F. Goldstein	Trenton	845,000	450,000	405,000		55	Commercial
Herns Trucking Inc.	Trenton	300,000	300,000	270,000		75	Distribution
The James Corporation	Paterson	34,162	20,000		20,000	6	Commercial
Keystone Community Habilitation & Training Residence, Inc.	South Plainfield	710,000	435,000	130,500		29	Commercial
Helmut Kunst & Barbara Kunst	Trenton	38,000	30,000		30,000	4	Commercial
Madison Pine, Inc.	Perth Amboy	30,000	30,000		30,000	13	Commercial
Arthur E. Milgrom & Susan C. Dods	New Brunswick	15,957	15,000		15,000	1	Commercial
New Brunswick Bindery Services, Inc.	New Brunswick	100,000	100,000		100,000	6	Manufacturing
150 East Front Street Corporation	Plainfield	22,550	12,800		12,800	6	Commercial
Richard K. Oresman*	Hamilton Twp.	1,124,000	1,124,000	1,000,000		84	Manufacturing
Ortex Industries, Inc.*	Hamilton Twp.	250,000	250,000		250,000		Manufacturing
P. & S. Holding Associates	New Brunswick	1,200,000	1,100,000	330,000		24	Distribution
Frank and Grace Panico	Orange	30,000	25,000		25,000	2	Commercial
Prime Towel Supply Co., Inc.	West New York	40,950	30,000		30,000	7	Commercial
Rennie Manufacturing and Metal Finishing Co., Incorporated	Passaic	350,000	350,000	315,000		35	Manufacturing
Roebing Wire Co.	Florence	6,600,000	175,000		175,000	148	Manufacturing
Romano Lamp Shades, Inc.	Passaic	115,000	105,000		105,000	10	Manufacturing
Sea Loft Corporation	Long Branch	882,500	350,000	105,000		18	Commercial
Seabrook Brothers & Sons, Inc.	Upper Deerfield	1,950,000	250,000		250,000	10	Manufacturing
Leonard Sapiro	New Brunswick	38,000	30,000		30,000	2	Commercial
T.P.D. Co., Inc.	Paterson	1,300,000	900,000	270,000		20	Manufacturing
Topco, Inc.	Elizabeth	600,000	500,000	300,000		95	Manufacturing
Enrique Trujillo & Caridad Trujillo	Paterson	75,000	30,000		30,000	2	Commercial
Alan S. Turchin & Doris T. Turchin	New Brunswick	38,250	30,000		30,000	1	Commercial
U.S. Shoes of East Orange, Inc.	Orange	42,500	30,000		30,000	4	Commercial
1981 (34 Projects)	Totals	\$25,787,169	\$15,099,400	\$4,924,600	\$1,766,400	1546	
*RELATED PROJECTS							
1976-1981 Cumulative Totals (79 Projects)		\$244,494,164	\$85,403,900	\$16,191,050	\$14,064,320	5924	

Cumulative figures have been adjusted to reflect principal payments on guarantees and direct loans through 12/31/80 and reflect the gross amount of guarantees and direct loans made in 1981. 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.

Division of Real Estate Development: Urban Real Estate Development Program



Real Estate Development Staff

The Authority's Urban Real Estate Development Program achieved significant results in 1981. The Authority doubled the amount of land available for real estate development through the acquisition of an 88-acre industrial site in Newark. The development of this site, in addition to the existing industrial centers in Jersey City, Elizabeth and Trenton, will allow the Authority to accommodate larger industrial firms in the State's urban areas.

The Authority's real estate program involves Authority leasing or acquisition of, and improvements to, underutilized land in urban 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 1981, generated \$47 million in combined public and private sector investment in selected urban centers. Upon completion of the present four industrial parks, the total public and private sector investment is expected to reach \$134 million, while creating over 3,500 new jobs.

New Point Industrial Center —Elizabeth

Site improvements on this former urban renewal site are completed. This 29-acre industrial park is almost completely developed and is providing substantial taxes and jobs for the City of Elizabeth.

Schnitzer Alloy Products Company was the first industrial user to construct a facility at the Industrial Center. An 85,000 square foot building was completed in September and is fully operational.

Papetti Hygrade Egg Products, Inc., purchased 7.5 acres at the Center in October 1980 and began construction of a 65,000 square foot facility early in 1981. The building is substantially completed and will be ready for occupancy in 1982.

The third building being developed in the New Point Industrial Center is for Kansas Packing Company. Construction began in the spring of 1981 on a 72,000 square foot facility which is expected to be operational by June 1982.

Only 5.5 acres remain available for development in Elizabeth, and negotiations are proceeding for their sale.

The Authority is pleased with the success of its first industrial park in Elizabeth. The private development which has occurred in Elizabeth demonstrates the viability of the Authority's Urban Industrial Parks Program.

Montgomery Industrial Center— Jersey City

During 1980 the Authority completed all site improvements at the 32 acre Montgomery Industrial Center. During 1981, the center was actively promoted, resulting in the development of three new industrial facilities in addition to an existing 72,000 square foot leased building.

In September, 1981, Miller Construction completed its second industrial building and executed a land sale contract with a company to purchase the 44,000 square foot facility for the manufacturing of roofing products and will be expanding its operations to employ 80 new employees.

The Authority executed an option with Miller Construction Company in November 1981 for the construction of a 20,000 square foot industrial facility for Wei-Chuan International on 1.28 acres in the center. Miller also has authorization to construct a 20,000 square foot speculative industrial building on 1.32 acres in the Center and interest in the building has already been expressed by several firms.

Newark Industrial Center groundbreaking ceremonies (left to right) John J. Horn, former Commissioner, Labor & Industry, James J. Hughes, Jr., Executive Director, NJEDA, Kenneth A. Gibson, Mayor of Newark, Charles Lazarus, Chairman of the Board and Chief Executive Officer, Toys "R" Us.



Schnitzer Alloy Products Co., New Point Industrial Center Elizabeth, N.J.



Trenton Marine Terminal, Trenton, N.J.



Several other industrial firms have expressed an interest in property at Montgomery Industrial Center and the momentum seems to be building for further development at the site. The additional firms that have committed to development in Jersey City during 1981 should bring the center to a 50% occupancy level.

Trenton Marine Terminal—Trenton

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. The Authority has executed an Option To Lease agreement with Trenton, whereby the Authority is responsible for providing site improvements and in cooperation with the New Jersey Department of Environmental Protection will develop a public recreational park adjacent to the industrial sites.

During 1981, the Authority completed construction of all site improvements and completed the development of the 3½ acre Marine Terminal Recreational Park. In addition, renovation work has started on the 30,000 square foot Marine Terminal

Building which will be leased to one or more commercial tenants.

The Marketing of the Industrial Center was also initiated during 1981 with considerable interest generated from small, light manufacturing and research firms. The Authority feels the Trenton project has the potential to become a unique, multi-use Center which can integrate both light industrial and office/research type facilities in an attractive park-like environment. The development of the riverfront park and the restoration of the Terminal Building helps reinforce this atmosphere.

Newark Industrial Center—Newark

During 1981, the Authority initiated its fourth and largest urban industrial center in Newark. Strategically located near Exit 14 of the New Jersey Turnpike, adjacent to the Newark International Airport and Port Newark, the 88-acre Newark Industrial Center will be the first master-planned industrial park of its kind in the City of Newark. When completed, it is anticipated that approximately 1.8 million square feet of new industrial space will be created, generating \$55 million in new ratables

for the City of Newark while providing employment opportunities for approximately 1,800 people.

This \$7.5 million project is being developed by the Authority in association with the City of Newark and the Newark Economic Development Corporation. The City of Newark has provided \$2 million towards funding of public improvements and a \$2 million Title I Grant has been received from the United States Economic Development Administration.

The Authority is installing all improvements and amenities on vacant land necessary for the creation of a master-planned industrial center. Some of the improvements include the filling and grading of the property, installation of a new access road into the property, upgrading and extension of utility services, creation of a master drainage system, ingress of a new rail spur to service future industrial facilities, and the planting of landscape areas normally associated with suburban industrial parks.

Since the Authority's announcement to develop the Newark Industrial Center in early 1981, considerable interest has been shown by the industrial community in locating at the site. Simultaneous with the Authority's closing on the property, a contract was executed with Toys "Я" Us, the nation's largest toy distributor, to allow for the construction of a 320,000 square foot metropolitan area distribution center on 23 acres with expansion capabilities to 450,000 square feet. This \$15 million ratable for Newark will ultimately create approximately 100 construction jobs as well as over 150 permanent employment opportunities within the City.

The Authority will coordinate the marketing of parcels at all its industrial centers with industrial and commercial real estate brokers. The Authority will pay the customary real estate commissions and encourages participation from all brokers.

The Real Estate Development Division of the Authority will continue to explore opportunities for real estate development. In the future, the Authority is considering commercial de-

velopment in central business districts as well as the retrofitting of older multi-story industrial facilities in urban areas.



Rendering-Newark Industrial Center, Newark, N.J.

Trade Adjustment Assistance Center

The Authority again received grant funds from the U.S. Department of Commerce, International Trade Administration, in 1981 to continue the operation of New Jersey's Trade Adjustment Assistance Center (TAAC).

This was the third 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. Assistance is provided by a professional staff of project managers and specialists in areas of industrial engineering, marketing and financial management to develop an adjustment plan and recovery strategy whereby the impacted firms can again become economically viable and improve their competitive position.

In 1981, 24 firms were newly certified for Trade Act assistance, while the TAAC staff rendered assistance to more than 118 companies overall.

Technical assistance is available to certified companies through the TAAC staff or through independent management consultants. Technical assistance includes guidance and aid in preparing the petition for certification, diagnosing the firm's problems and prospects for recovery, preparing business adjustment plans and loan applications, an analysis of management, production, marketing, engineering, and other operational areas. Seventy-five (75%) per cent of related cost for this assistance is paid by the TAAC. Firms receiving technical consulting assistance in 1981 account for nearly 11,000 new or maintained manufacturing jobs in the state.

Financial assistance under the Trade Act provides for direct loans (\$1 million maximum) or loan guarantees (\$3 million maximum) through the International Trade Administration. Qualified firms may use loan proceeds for construction, acquisition or modernization of plant and equipment, or for working capital purposes in order to implement an adjustment plan.

In 1981, six direct loan applications for New Jersey companies were ap-

proved totaling \$4.3 million which will assist in the maintenance or creation of more than 700 jobs.

Companies receiving trade adjustment assistance were in the apparel, textile, electronic, metal, chemicals, auto parts, and ophthalmic industries. Seventy-five (75%) per cent of the assistance provided by the TAAC was to firms located in targeted municipalities.

An example of Trade Act assistance through TAAC is Jerome Industries, a Kenilworth manufacturer of consumer transformers. Consulting assistance was provided to the firm to develop a market strategy, an adjustment plan and in the preparation of its loan application. Proceeds of a direct loan of \$550,000 will be used to update equipment, maintain inventory levels and develop new markets. Additional technical assistance is now in process for marketing and systems analyses. This assistance will enable the company to improve its competitive position and is expected to create 30 new job opportunities.

Division of Policy and Planning

Throughout the entire course of the year 1981, the industrial development bond (IDB) as a business development incentive was under heavy and sustained attack by the federal establishment. Furthermore, editorials on the subject in several leading New Jersey papers were negative. Response to such criticisms of the IDB program necessitated paramount and constant attention by the Division of Policy and Planning during the year.

This division prepared and coordinated much of the Authority's public communications in support of the IDB. Numerous individual studies were conducted and research performed which developed statistics and other information to correct misleading and erroneous information appearing in the public media and trade publications.

In April of 1981 formal testimony was prepared for presentation by the Authority to the House Ways and Means Committee, various members of Congress, and to high level officials in the United States Department of Treasury.

In September 1981, President Reagan's nationally broadcast budget message referred to revenue raising efforts which included elimination or severe restriction on the use of industrial development bonds in the United States. This, as well as other occurrences, necessitated a response by the Authority which conveyed not only facts in support of the IDB but also called for the issue to be weighed in terms of appropriate policy under current economic conditions. There is ample evidence that the industrial development bond is a superior capital formation instrument, especially since

it operates without federal agency administration or a federal spending outlay. It should be encouraged by those wishing to see private capital formation stimulated.

Through a substantial volume of correspondence and direct communication with business development agencies throughout the nation, the Policy and Planning Division helped establish a more balanced national view of the industrial development bond. Because New Jersey's IDB program constitutes a responsible and efficient business development activity, many economic development practitioners around the nation regard the New Jersey program as a model.

Other tasks performed by the Division involve formulation and monitoring of the Authority's targeting regulations. Each year data on unemployment, per capita income, and rates per capita are calculated for each of New Jersey's municipalities and examined as to relative economic standing. Because the federal Urban Development Action Grant (UDAG) program in 1981 was found to include an inordinately large number of municipalities in New Jersey and the nation, the Division recommended that the UDAG list no longer comprise the basis for eligibility under the Authority's targeting program.

A significant function of the Division is to render targeting eligibility opinions on IDB applications where questions exist as to their proper placement under the U.S. Standard Industrial Classification. In 1981, 31 such opinions were rendered.

In 1981 the Division also:

- Distributed the final report entitled "Economic Adjustment Strategy for the Mahwah Area" which contained recommendations for improving the economic resiliency of the four-county area surrounding the closed Ford plant in Mahwah. The Division served as Technical Director for this contract effort.

- Prepared various materials assessing the impact of proposed federal budget cuts in the U.S. Economic Development Administration. New Jersey has been a substantial participant in this program.
- Closely followed the development of, and prepared materials in support of, various legislative initiatives dealing with economic development in New Jersey. Among the most important of these was S-1549 "The Community Development Bond Act of 1982" which has been authorized for inclusion on the November 1982 ballot. This Act, if passed by the voters in November 1982, provides for an \$85 million bond issue for public works and community development. It includes \$10 million for real estate purchases and site improvements in the Authority's Urban Real Estate Development Program.
- Contributed to two major federal grant proposals, one the New York Susquehanna and Western Railroad, and the other the acquisition by an employee stock ownership trust of the Hyatt Clark Industries Inc., a roller-bearing plant in Clark, formerly owned and operated by General Motors. The first was submitted in 1980 and the grant was received in 1981. The second is to be submitted in 1982.

Office of Affirmative Action

The Authority's Affirmative Action Program commenced on March 1, 1980 and establishes goals for the employment of minority construction workers in Authority-financed projects. The program involves the cooperation of contractors, contractors' associations and unions to include minorities in apprenticeship programs in an effort to establish long-term economic gains for this group.

Under this program, applicants and contractors associated with Authority-assisted construction projects agree to meet minority hiring goals established by the New Jersey Department of Labor. These goals, on a statewide basis, indicate that 15.5 percent of the construction work-force should be minority workers. Since inception of the program, Authority-assisted projects have provided employment for minorities at the rate of 16.5 percent of the total construction work force.

At December 31, 1981, the Office of Affirmative Action had monitored 331 construction projects in 20 of the State's 21 counties. 61 projects had

been completed, 121 projects are in progress, and 149 projects are pending. The total minority construction workers employed during 1981 on Authority-assisted projects were 1,079 and they earned \$1.9 million in wages.

By year-end, the Authority had entered into agreements for additional construction projects expected to begin in the spring of 1982. The Authority is encouraged that it has exceeded the established goals during 1981 and looks forward to achieving Affirmative Action objectives in 1982.

Office of Review & Compliance

In July 1981, the Project Review and Compliance section, which had been operating within the Division of Project Development, became the Office of Review and Compliance. The Office serves to monitor all active Authority-assisted projects, now numbering over 1,800, and to respond to borrower and lender requests regarding their projects.

The primary responsibility of the Office is to ensure that the public purpose for which the Authority's assistance was obtained is accomplished; i.e., the use of the project facility meets the purposes and objectives of the Authority and its enacting legislation, and that the number of new jobs projected by the applicant is established. The Office also reviews and approves applications of proposed tenants, and collects data annually regarding the total new jobs actually created by each Authority-assisted applicant.

The applicant estimates job creation utilizing a two-year projection figure from the date of completion of the project. A review of employment reports received from applicants from 1974 through 1979 reveals that over 35,000 jobs have actually been created, which represents over 80% of the full-time jobs originally projected. In addition, 1980 projects have achieved an actual job creation of 5,015 or 82% of projected figures. These figures were reported during 1981, a year which saw a general downturn of business activity.

The Office of Review and Compliance also monitors, in conjunction with the Department of Labor, two important features of the Authority's program—Waiver #3 and Prevailing Wage. Waiver #3 is an exception to the Targeting Regulation and provides Authority assistance to otherwise ineligible projects if those projects create employment for a significant number of disadvantaged persons. To qualify under this Waiver, applicants must

contract through the New Jersey Division of Employment Services with a federal, state, or local manpower agency which will provide a substantial number of disadvantaged persons to be hired at the project site.

In working with the Division of Wage and Hour Compliance, the Office reviews construction contracts to determine compliance with prevailing wage law by contractors.

Other duties of the Office include investigation and handling of default situations (which we are pleased to report are nominal in relation to the number of projects financed).

New Jersey Economic Development Authority

1981 Closed Projects

Project Name	Location	Project Type*	New Jobs	Construction Jobs	Authority Loan Amount	Total Project Cost
ATLANTIC COUNTY						
Booth Computers	Egg Harbor	D	10	18	\$ 500,000	\$ 725,000
Charn Company	Egg Harbor	D	8	24	1,000,000	1,132,000
J.S. Schwartz	Galloway	D	16	9	105,000	443,000
37 North Florida Avenue Partnership	Atlantic City	C	20	2	650,000	692,500
Toms River Plumbing Supply Co., Inc.	Egg Harbor	D	8	17	800,000	1,170,000
Subtotal			62	70	\$ 3,055,000	\$ 4,162,500
BERGEN COUNTY						
Myron & Elaine Adler	Maywood	M	33	85	\$ 3,900,000	\$ 4,415,000
Thomas Arciola	Carlstadt	M	26	2	1,950,000	2,017,500
B.U.D. Company	Englewood	M	19	4	700,000	950,000
Black Millwork Co., Inc.	Allendale	D	11	52	2,000,000	2,240,000
Buitoni Foods Corp.	South Hackensack	M	14	0	3,126,000	3,126,000
Buitoni Real Estate Corp.	South Hackensack	M	0	43	1,374,000	1,500,000
C&C Metal Products Corp.	Englewood	M	0	0	900,000	1,797,000
Carolace Embroidery Company	Ridgefield	M	19	0	875,000	2,769,250
Century Associates, Ltd.	Paramus	O	16	64	3,012,500	3,012,500
Clinton Industries, Inc.	Lodi	M	60	0	750,000	1,252,000
Commonwealth Realty Company	Northvale	M	140	2	900,000	1,092,500
Salvatore & Roselle Costa	Northvale	D	0	50	250,000	318,550
Cosut Westwood Associates	Westwood	C	200	180	7,600,000	8,000,000
Cresskill Industrial Park #1	Cresskill	D	37	21	760,000	980,000
Cresskill Industrial Park #2	Cresskill	D	3	36	1,500,000	1,560,000
Crest-Foam Corp.	Moonachie	M	3	0	350,000	370,000
Crown Castings, Inc.	Midland Park	M	32	7	300,000	690,000
D.I.M. Associates	Mahwah	D	20	0	4,300,000	4,388,000
E. Park Realty Associates	Elmwood Park	M	43	0	1,300,000	1,667,500
FabRite Laminating Corp.	Wood-Ridge	M	12	8	700,000	1,310,000
G.F.C. Foam Corporation	Carlstadt	M	15	0	3,250,000	3,600,000
G.F.C. Foam Corporation	East Rutherford	M	30	0	3,250,000	4,200,000
Hartz-Rex Associates	Hasbrouck Heights	M	62	72	3,791,500	3,791,500
Heritage III Office Center	Ramsey	O	13	54	1,600,000	2,000,000
David Brian Homan & Bradford Paul Homan	Ramsey	M	1	10	440,000	556,600
ICC America Corp. Project	East Rutherford	D	15	0	1,950,000	2,450,000
Irridelco Plaza Co.	Englewood Cliffs	O	65	110	5,942,320	6,300,720
J.L.G. Associates	Carlstadt	M	5	0	365,000	368,000
Jo-EI Realty	Carlstadt	D	15	0	340,000	491,700
Lea & Perrins, Inc.	Fair Lawn	M	31	102	5,600,000	7,000,000
Macarthur Boulevard Associates	Mahwah	M	20	40	1,500,000	1,865,215
Herbert Migdal & Diane Schenker	Rochelle Park	D	11	0	550,000	687,000
Multimatic Dry Cleaning Machine Corp.	Northvale	M	10	0	650,000	881,000
National Die & Button Mould Co., Inc.	Moonachie	M	40	3	658,000	1,308,000
Nordhoff Realty Associates	Englewood	M	0	0	1,500,000	1,537,000
Northeast Container Corp.	Bergenfield	M	4	0	1,375,000	1,403,875
Oak Realty Associates	Norwood	M	8	0	290,000	418,000
Optyl Corporation #2	Norwood	D	14	9	1,800,000	1,800,000
James O'Rourke	Hackensack	M	13	6	275,000	880,000
Porete Realty Corporation	North Arlington	M	9	22	700,000	865,000
Power Conversion, Inc.	Elmwood Park	M	0	0	300,000	1,270,000
Anthony V. Pugliese, III	Wood-Ridge	M	29	1	650,000	816,500
Ragen Precision Industries Inc.	North Arlington	M	16	0	2,200,000	4,928,750
Railroad Cafe Restaurant Corp.	Englewood	C	0	7	200,000	250,000
Royal Associates	Oakland	M	0	0	320,000	1,310,000
George B. Rubin	Englewood, Teaneck	M	24	0	1,608,000	2,243,197
S/T Videocassette Duplicating Corp.	Leonia	M	70	25	2,095,000	2,095,000
St. Johnsbury Trucking Company, Inc.	Carlstadt	D	12	21	3,750,000	3,750,000
Sanzrose Realty Co.	Mahwah	D	97	60	1,500,000	2,725,702
Seiko Corporation of America	Mahwah	O	72	150	9,000,000	9,000,000
746 Associates	Carlstadt	M	8	0	850,000	879,250
Corinne Silberman & Charles I. Silberman	Englewood	D	70	0	1,975,000	2,645,940
Silicon Technology Corporation	Oakland	M	22	9	850,000	996,620
Supermarkets General Corporation	Garfield	C	6	8	1,000,000	1,051,000
Syms Haberdashery, Inc.	Lyndhurst	D	67	33	5,600,000	5,600,000
Synres Chemical Corporation	Elmwood Park	M	16	2	3,079,000	3,079,000
Tec Metals, Inc.	Carlstadt	M	28	0	475,000	790,000
Terry Realty Associates	Carlstadt	M	16	0	1,375,000	2,767,000
Timeplex, Inc.	Woodcliff Lake	O	91	180	9,000,000	9,604,000
Triangle Manufacturing Company, Inc.	Upper Saddle River	M	6	4	700,000	750,000
Tri-State Realty & Investment Co.	Oakland	D	89	60	2,000,000	2,425,000
Unified Data Products Corporation	Fair Lawn	M	18	0	1,970,000	2,440,000
Volvo of America Corporation	Rutherford	D	4	172	8,300,000	8,300,000
Widmer Time Recorder Co., Inc.	Hackensack	M	8	0	400,000	578,500
Subtotal			1,838	1,714	\$131,571,320	\$151,777,869

Project Name	Location	Project Type*	New Jobs	Construction Jobs	Authority Loan Amount	Total Project Cost
BURLINGTON COUNTY						
American Honda Motor Co., Inc.	Mount Laurel	D	15	180	\$ 9,000,000	\$ 9,597,000
Ariston Airline Catering & Supply, Inc.	North Hanover	M	17	9	400,000	400,000
Beverly Technologies, Inc.	Beverly	M	45	0	1,550,000	1,600,000
J. Paul Bohem, Sr. & Grace Bohem	Burlington	M	24	0	560,000	585,000
Connecticut Drive Real Estate Associates	Burlington	M	20	5	1,050,000	1,479,300
FAMCO, a general partnership	Edgewater Park	D	8	0	200,000	281,400
Jarnap Co., Inc.	Medford	C	80	55	1,800,000	2,205,200
Linpro Greentree Shopping Center I, Ltd.	Evesham	C	0	26	1,000,000	1,000,000
Medford Convalescent & Nursing Center, Inc.	Medford	N	17	5	176,286	581,355
Montgomery Ward & Co., Inc. #2	Evesham	C	47	45	4,620,000	4,620,000
Montgomery Ward & Co., Inc. #4	Delran	C	47	40	4,510,000	4,510,000
Montgomery Ward & Co., Inc. #5	Bordentown	C	47	40	5,700,000	5,700,000
Rancocas Valley Professional Arts Bldg., Inc.	Willingboro	O	40	27	750,000	750,000
Red Roof Mt. Laurel Co.	Mount Laurel	C	17	48	1,950,000	2,100,000
Roebing Wire Company	Florence	M	148	0	175,000	6,600,000
Sbar-Piperno Company	Mount Laurel	D	15	36	1,125,000	1,450,000
Sherman Supersonic Industries, Inc.	Palmyra	M	20	0	400,000	512,000
Shulman & Swede	Cinnaminson	D	22	27	1,230,000	1,353,000
Salvatore J. Trentacoste & Claire G. Trentacoste	Burlington	D	16	0	650,000	869,400
Willingboro Mall, Ltd.	Willingboro	C	137	54	5,300,000	5,356,500
	Subtotal		782	597	\$42,146,286	\$51,550,155
CAMDEN COUNTY						
BPUM Development & Urban Renewal Corp.	Camden	O	50	36	\$ 320,000	\$ 1,303,045
Cadillac Pet Foods, Inc.	Pennsauken	M	0	0	500,000	540,000
Denton Vacuum, Inc.	Cherry Hill	M	100	2	600,000	600,000
Eagle Plaza Associates	Voorhees	C	170	115	4,200,000	5,900,000
Enterprise Steel Drum Corporation	Winslow	M	54	0	700,000	700,000
H.W.R. Corporation	Camden	D	6	0	350,000	722,000
James W. Murray Corp.	Pennsauken	M	50	6	5,000,000	5,280,000
Phyllis Lembo & Joseph Lembo	Camden	D	0	0	192,600	192,600
Emanuel Liebman, Trustee, etc.	Winslow	M	30	13	600,000	600,000
Magnetic Metals Corp.	Camden	M	30	19	2,200,000	2,200,000
MEDIQ Incorporated	Pennsauken	O	114	51	1,800,000	2,302,553
Montgomery Ward & Co., Inc. #3	Lawnside	C	47	45	4,950,000	4,950,000
Montgomery Ward & Co., Inc. #6	Cherry Hill	C	47	40	4,180,000	4,180,000
Theodore Robbins	Camden	C	5	3	300,000	300,000
South Jersey Bottling Co., Inc.	Camden	D	2	0	157,400	157,400
Supermarkets General Corp.	Lawnside	C	4	18	1,000,000	1,048,000
Thomas R. Whitesell t/a Whitesell Enterprises	Pennsauken	D	0	3	340,000	1,025,000
Whitesell Enterprises	Pennsauken	D	30	120	3,750,000	4,903,000
	Subtotal		739	471	\$31,140,000	\$36,103,598
CAPE MAY COUNTY						
South Jersey Marina, Inc.	Lower	C	11	0	\$ 1,400,000	\$ 1,522,500
Wildwood Diner II, Inc.	Lower	C	38	11	600,000	733,000
	Subtotal		49	11	\$ 2,000,000	\$ 2,255,500
CUMBERLAND COUNTY						
Galetto Realty Co.	Vineland	D	82	36	\$ 1,000,000	\$ 1,300,000
Robert T. Hansen d/b/a United Rent All	Vineland	C	13	5	240,000	342,000
Kontes Realty Co.	Vineland	M	26	15	650,000	650,000
Seabrook Brothers & Sons, Inc.	Upper Deerfield	M	10	0	250,000	1,950,000
	Subtotal		131	56	\$ 2,140,000	\$ 4,242,000
ESSEX COUNTY						
Abe Silverstein Associates	Millburn	O	0	0	\$ 320,000	\$ 2,278,550
Ad Aid, Inc.	Newark	M	30	12	400,000	462,000
Ampere Drugs, Inc.	East Orange	C	2	0	30,000	30,000
Arnold Desks, Inc.	Irvington	M	9	9	175,000	370,015
Atlantic Control Systems, Inc.	West Caldwell	M	80	4	1,750,000	2,515,000
Barton Press, Inc.	West Orange	M	13	0	1,200,000	1,418,500
Belleville Associates	Belleville	C	60	102	325,000	5,750,000
Bowers Associates, Ltd.	Newark	O	30	13	425,000	607,000
Camp Plastics, Inc.	Newark	M	19	3	215,000	215,000
Chem-Fleur, Inc.	Newark	M	9	0	700,000	715,000
Clarose Dress Co., Inc.	Orange	C	2	0	30,000	30,000
Clover Enterprises	Newark	D	14	0	1,800,000	1,824,000
Crystal Ice Cream Products, Inc.	Newark	D	11	5	375,000	435,000
Curtiss-Wright Corporation	Fairfield	M	66	0	4,047,000	4,079,023
Charles DeFranza & Gino Basile	Bloomfield	M	8	2	300,000	301,500
Dowel Associates	Fairfield	D	36	24	800,000	1,026,000
Etamco Industries, Inc.	Belleville	M	20	0	1,321,000	1,321,000
Garden State Associates	Newark	M	12	1	1,815,000	2,545,600

Project Name	Location	Project Type*	New Jobs	Construction Jobs	Authority Loan Amount	Total Project Cost
ESSEX COUNTY (cont.)						
H&M Associates	Verona	C	13	2	\$ 475,000	\$ 477,375
Heller Park Realty Co.	Newark	C	34	18	600,000	1,146,000
Donato Iannascio	Newark	M	7	0	185,000	232,500
Imperial Urban Renewal Associates	Newark	D	27	24	850,000	950,000
International Ticket Company	Newark	M	0	0	50,000	430,000
Stanley Karczynski	Fairfield	M	20	38	1,350,000	1,648,200
Lasky Co.	Millburn	M	33	0	2,800,000	3,000,000
MRW, Inc.	East Orange	C	20	7	376,400	376,400
MRW, Inc.	Newark	C	20	8	454,200	454,400
MRW, Inc. #2	Newark	C	20	10	560,000	580,000
Madison Industrial Park #1	Fairfield	D	4	42	1,200,000	1,546,456
Madison Industrial Park #2	Fairfield	D	26	75	2,035,290	2,781,468
Merrick Scale Mfg. Co.	Roseland	M	0	14	4,000,000	4,100,000
Myron Corporation	Newark	M	0	26	1,000,000	1,071,300
Panda Associates	Bloomfield	D	5	3	550,000	711,000
Frank & Grace Panico	Orange	C	2	0	25,000	30,000
Polarome Manufacturing Co., Inc.	Newark	M	0	0	500,000	500,000
Phillip-Douglas Associates	Nutley	D	7	4	400,000	496,000
Quick Quality of East Orange, Inc.	East Orange	C	4	10	650,000	670,000
Quick Quality of Newark, Inc.	Newark	C	4	8	550,000	567,500
Ricoh of America, Inc.	West Caldwell	D	61	147	7,000,000	8,269,000
Robbins Industrial Park, Inc.	Fairfield	D	38	96	2,775,000	4,116,072
Alvin & Lois Schneider	Livingston	D	13	4	395,000	690,500
Alfred & Rosemarie Siegler	Newark	D	9	3	250,000	275,000
Steel Craft Fluorescent Company	Newark	M	8	0	300,000	343,600
Super Market Equipment Co.	West Caldwell	D	21	63	3,090,000	3,100,000
Thermo National Industries, Inc.	Newark	M	20	7	900,000	900,000
George Thomas	Fairfield	C	0	44	800,000	1,729,324
280 Development Corp.	Orange	D	30	3	450,000	600,000
Universal Maritime Service Corp.	Newark	C	77	15	3,898,000	5,175,000
U.S. Shoes of East Orange, Inc.	Orange	C	4	0	30,000	42,500
Welsh Farms Ice Cream, Inc.	West Caldwell	M	5	9	400,000	439,894
	Subtotal		953	855	\$54,926,890	\$70,664,127
GLOUCESTER COUNTY						
American Multi-Cinema, Inc.	Deptford	C	15	69	\$ 4,000,000	\$ 4,252,000
CMV Associates	Logan	D	30	16	560,000	709,000
Michael A. Cimaglia, Jr., et al.	Westville	M	5	0	340,000	365,000
Gulf & Western Manufacturing Co.	Logan	M	50	20	5,000,000	5,000,000
Henry Colt Enterprises, Inc.	Monroe	M	45	5	500,000	740,000
Kinsley's Landfill, Inc.	Deptford	P	0	0	2,400,000	2,400,000
Mantua Oil Company	W. Deptford, Paulsboro	M	24	110	16,540,000	49,687,000
Montgomery Ward & Co., Inc. #1	Washington	C	47	45	4,420,000	4,420,000
SGL Industries, Inc.	Westville	M	55	15	798,000	798,000
Shieldalloy Corporation	Newfield	M	0	0	500,000	500,000
Shieldalloy Corporation #2	Newfield	M	12	45	2,500,000	2,500,000
John N. Stokley & William H. Stokley	Glassboro	D	38	0	225,000	276,850
United Poultry Processing Plant, Inc.	Franklin	P	22	24	900,000	900,000
	Subtotal		343	349	\$38,683,000	\$72,547,850
HUDSON COUNTY						
Academy Bus Tours, Inc.	Hoboken	C	16	0	\$ 970,000	\$ 970,000
Albee Services, Inc.	Hoboken	M	23	0	1,631,500	1,834,500
Annex Manufacturing Corporation	Jersey City	M	19	0	550,000	557,500
Arbat Systems, Ltd.	Hoboken	O	135	6	1,500,000	1,547,530
Bekay Urban Renewal Associates	Hoboken	O	700	150	6,700,000	6,700,000
Salvatore Berritto, et al.	Jersey City	D	40	11	400,000	613,000
Brixton-Bridge Corporation	North Bergen	D	10	2	175,000	440,875
Courage Realty, Inc.	North Bergen	D	24	6	577,500	896,500
Creative Metal Products, Inc.	Jersey City	M	5	0	133,600	158,600
Davanne Realty Co. & Salstan Co.	Hoboken	M	0	6	200,000	202,500
Dominick F. Forte & Gloria Forte	Jersey City	C	2	0	30,000	61,000
Bruno Frankel, Melville Lee & Aaron Frankel	Jersey City	M	25	4	600,000	689,006
Gardner Asphalt Corp.	Kearny	M	35	2	400,000	800,000
Gordon Terminal Service Co.	Bayonne	D	5	18	800,000	800,000
Hartz-Deal Associates	Secaucus	O	305	165	6,000,000	6,350,000
Clifford Hufnagel	Union	M	13	0	123,500	175,000
Hyer Project	Kearny	M	0	9	425,000	1,700,000
Joseph Cory Delivery Service, Inc.	Jersey City	D	12	0	970,000	1,414,500
M & A Machinery Center, Inc.	Kearny	M	5	0	389,000	389,000
MAC Products, Inc.	Kearny	M	29	20	1,000,000	1,045,000
MRW, Inc.	Jersey City	C	20	8	419,400	419,400
MRW, Inc.	Jersey City	C	20	7	350,000	350,000
Ronald J. Mount & Miles A. Galin	Jersey City	M	606	16	2,200,000	2,370,000
One Hundred Third Avenue Associates	Kearny	M	0	0	1,230,000	1,650,000
Prime Towel Supply Co., Inc.	West New York	C	7	0	30,000	40,950
Schiavone-Bonomo Corp.	Jersey City	M	0	0	1,250,000	1,250,000
6118 Bergenline Ave. Corp.	West New York	C	3	6	350,000	358,970
John R. Vitale, D.M.D. #2	Jersey City	C	20	11	210,000	390,000
Warner Mfg., Corp.	Kearny	M	22	7	1,000,000	1,000,000
	Subtotal		2,101	454	\$30,614,500	\$35,173,831

Project Name	Location	Project Type*	New Jobs	Construction Jobs	Authority Loan Amount	Total Project Cost
HUNTERDON COUNTY						
The Great Atlantic & Pacific Tea Company, Inc.	Clinton	C	3	29	\$ 1,400,000	\$ 1,400,000
Charles Mergentime	Raritan	M	12	14	488,000	488,000
1742 Square Associates, Ltd.	High Bridge	M	30	4	1,000,000	1,278,000
	Subtotal		45	47	\$ 2,888,000	\$ 3,166,000
MERCER COUNTY						
Arctic Corner, Inc.	Hamilton	D	12	21	\$ 664,570	\$ 1,082,070
Comcast Cablevision of Mercer County, Inc.	Trenton	C	24	25	9,000,000	10,660,000
Consumers Oil Corporation of Trenton	Hamilton	C	7	15	1,080,000	1,278,000
Crestek, Inc.	Ewing	M	0	0	50,000	50,000
Doral Industries, Inc.	Trenton	M	40	0	374,000	789,000
Doral Industries, Inc.	Trenton	M	0	0	250,000	250,000
Farmers Reliance Holding Co.	Lawrence	O	38	150	5,000,000	6,339,000
Martin A. Freeman & Belma F. Goldstein	Trenton	C	55	0	405,000	845,000
Greenberg & Mellk Real Estate Partnership	Trenton	O	2	0	236,000	236,000
Hermes Trucking, Inc.	Trenton	D	18	0	270,000	300,000
Robert Hugh Higginson #3	Hamilton	D	35	6	800,000	1,045,000
Helmut & Barbara Kunst	Trenton	C	4	0	30,000	38,000
Stanley Neuman	Hamilton	C	25	20	750,000	925,000
Richard K. Oresman	Hamilton	M	84	0	1,124,000	1,124,000
Ortex Industries, Inc.	Hamilton	M	0	0	250,000	250,000
Penn Jersey Uniform Rental, Inc.	Trenton	C	0	0	250,000	250,000
The Princeton Packet, Inc.	Princeton	M	4	0	600,000	659,390
Reed Road Associates	Hamilton	C	5	12	500,000	547,510
Scottish & York Realty, Inc.	West Windsor	O	50	213	8,000,000	8,220,000
Sierra Office Park	Ewing	O	22	75	3,500,000	3,569,641
600 Alexander Company	West Windsor	O	26	60	2,600,000	3,020,000
Wenczel Tile Co.	Trenton	M	23	0	1,900,000	1,928,826
Zero Corporation (I)	West Windsor	M	26	19	1,000,000	1,000,000
Zero Corporation (II)	West Windsor	M	5	0	400,000	400,000
	Subtotal		505	616	\$39,033,570	\$44,716,437
MIDDLESEX COUNTY						
Action Tungsram, Inc. (I)	East Brunswick	M	31	0	\$ 1,400,000	\$ 1,400,000
Action Tungsram, Inc. (II)	East Brunswick	D	13	80	3,199,350	3,199,350
B&W Realty Associates	Woodbridge	M	9	0	625,000	720,000
Bako Realty Co.	Middlesex	M	19	0	320,000	500,000
Ben S. Loeb, Inc.	Carteret	D	9	0	1,000,000	1,787,500
Block Drug Corporation	Piscataway	M	19	107	7,500,000	7,500,000
Bradco Realty Corporation	Woodbridge	D	31	15	1,396,000	2,324,100
Neuberne H. Brown, Jr. & Catherine Brown	Perth Amboy	D	100	141	5,000,000	8,000,000
Cine Communications, Inc.	Perth Amboy	C	109	0	100,000	100,000
Demhill Associates	South Plainfield	D	38	32	1,000,000	1,850,382
Dunellen Associates	Dunellen	M	58	0	2,200,000	2,580,500
Environmental Testing and Certification Corp.	Edison	M	190	0	2,500,000	2,500,000
Foray Associates	Middlesex	M	40	4	900,000	1,300,000
GATX Terminals Corporation	Carteret	D	5	100	10,875,000	10,875,000
Jackson Avenue Association	Edison	D	6	0	1,750,000	2,095,550
Keystone Community Habilitation & Training Residence, Inc.	South Plainfield	C	29	0	435,000	710,000
Madison Pine, Inc.	Perth Amboy	C	13	0	30,000	30,000
Margaretten & Company, Inc.	Perth Amboy	O	31	39	1,400,000	1,887,500
Marsan Warehousing & Transportation, a partnership	South Brunswick	D	5	0	845,000	1,344,500
Arthur Milgrom & Susan Dods	New Brunswick	C	1	0	15,000	15,957
New Brunswick Bindery Services, Inc.	New Brunswick	M	6	0	100,000	100,000
New Brunswick Development Corp.	New Brunswick	C	10	0	500,000	500,000
New Brunswick Development Corp. (#2)	New Brunswick	O	20	6	233,000	233,000
New Jersey Newsdealers Holding Corporation	Edison	D	14	73	2,500,000	2,665,000
Outerbridge Terminal, Inc.	Perth Amboy	D	40	249	9,500,000	11,200,000
P & S Holding Associates	New Brunswick	D	24	1	1,100,000	1,200,000
Posner Laboratories, Inc.	South Plainfield	M	4	0	650,000	666,500
Reynolds Metals	Woodbridge	D	16	155	5,730,000	6,092,500
Roentgen, East	East Brunswick	O	8	33	1,200,000	1,567,500
Leonard Sapiro	New Brunswick	C	2	0	30,000	38,000
Scoti Realty Company	Monroe	M	10	7	750,000	1,050,000
Setco, Inc.	Monroe	M	62	0	5,000,000	8,335,850
Southern Container Corp.	South Brunswick	M	44	82	5,000,000	5,538,000
Spex Industries, Inc.	Edison	M	43	36	1,000,000	1,729,000
Supermarkets General Corporation	Woodbridge	D	36	0	1,000,000	2,628,000
Talmadge Road Venture	Edison	D	42	72	2,200,000	3,500,000
Therma Tray Plastics Corporation	South Plainfield	M	31	0	475,000	594,000
Alan S. & Doris T. Turchin	New Brunswick	C	1	0	30,000	38,250
	Subtotal		1,169	1,232	\$79,488,350	\$98,395,939

Project Name	Location	Project Type*	New Jobs	Construction Jobs	Authority Loan Amount	Total Project Cost
MONMOUTH COUNTY						
Brothers Realty	Neptune	M	58	17	\$ 1,410,000	\$ 1,410,000
Anthony A. Chiafullo & Concetta Chiafullo	Long Branch	C	4	0	30,000	33,500
Glen Oak Development Corp.	Howell	D	15	60	2,200,000	2,400,000
Robert H. Higginson	Tinton Falls	D	55	73	2,800,000	3,700,000
Jersey Properties, Inc.	Howell	D	20	26	700,000	1,076,000
Bernard Lavene	Eatontown	M	60	0	1,300,000	1,785,000
Mattison Holding Company	Asbury Park	C	4	2	227,500	264,500
Monmouth Cablevision Associates	Freehold, Manalapan	C	31	20	2,500,000	2,540,000
Neptune Park for Industry #1	Neptune	M	60	93	1,500,000	3,475,000
The Nestle Company, Inc.	Freehold	P	0	3	525,000	1,230,000
PLC Associates	Red Bank	O	8	5	248,000	385,000
PVC Container Corporation	Eatontown	M	8	36	1,870,000	2,477,157
Perkins, Limited	Red Bank	O	2	14	450,000	552,250
Sea Loft Corporation	Long Branch	C	18	40	350,000	882,500
Solar Associates #1	Wall	M	0	0	727,000	2,100,000
Solar Associates #2	Wall	M	18	0	460,000	460,000
M.J. & R.P. Sullivan Partnership	Red Bank	O	40	35	1,200,000	1,931,920
Syntrex Incorporated	Eatontown	M	390	0	2,000,000	2,025,000
Wayne Associates	Englishtown	M	44	35	1,200,000	1,299,000
Wheelock Signals, Inc.	Long Branch	M	40	17	850,000	850,000
Woodhaven Village, Inc.	Howell	D	14	7	200,000	323,000
Subtotal			889	483	\$22,747,500	\$29,099,827
MORRIS COUNTY						
ARA Services, Inc.	Parsippany/Troy Hills	D	51	44	\$ 2,500,000	\$ 2,500,000
Butler Center Associates	Butler	M	60	51	2,000,000	2,000,000
Collectible Realty Management	Montville	D	18	85	2,600,000	3,218,600
Cranberry Realty Company	Parsippany/Troy Hills	M	0	15	525,000	525,000
Joseph DeMarco & Elizabeth DeMarco	Randolph	D	15	62	3,050,000	3,315,000
Dover Tubular Alloys Inc.	Dover	D	8	0	775,000	1,300,000
Dywidag Systems International USA, Inc.	Lincoln Park	M	50	49	3,500,000	6,200,000
Frank P. Farinella, Jr.	East Hanover	M	52	27	900,000	1,001,000
Iscar Metals Inc.	Washington	M	13	29	2,000,000	2,055,000
Morristown Office Partners	Morristown	O	95	135	5,700,000	5,759,300
Nesor Alloy Corp.	Montville	M	52	0	500,000	500,000
Ralph & Rita Politi t/a R & R Holding Co.	Mount Olive	D	10	18	500,000	1,048,955
Red Roof Parsippany	Parsippany/Troy Hills	C	17	45	1,900,000	1,900,000
Rowe International, Inc.	Hanover	M	25	0	1,000,000	1,000,000
Rudolf Research Corporation	Roxbury	M	24	18	900,000	1,050,626
South & Elms Associates	Morristown	O	40	42	2,200,000	2,917,000
Thebault Associates	Parsippany/Troy Hills	M	0	0	1,600,000	3,444,383
Thomson-CFS Components Corporation	Dover	M	30	130	5,700,000	5,700,000
WAB Associates	East Hanover	M	0	27	1,000,000	1,000,000
Weiss-Aug Co., Inc.	East Hanover	M	36	0	300,000	715,000
Steven S. Zwiren & Robert A. Flor	Morristown	O	8	2	160,000	300,000
Subtotal			604	779	\$39,310,000	\$44,005,481
OCEAN COUNTY						
Alexander W. Anderson	Lakewood	M	0	110	\$ 1,600,000	\$ 1,600,000
Banania Associates	Dover	C	130	56	1,950,000	2,682,000
Barry Associates	Lakewood	M	34	36	1,000,000	1,405,585
Bil-Jim Construction Co., Inc.	Jackson	C	7	0	634,000	634,000
Morris & Adelaide Bogdonoff t/a Village Inn	Point Pleasant	C	7	0	575,000	787,000
Bricktown Associates	Brick	O	50	48	1,445,000	2,140,000
Cross River Associates II	Lakewood	C	10	28	900,000	1,300,300
E. Joseph Edell t/a Rondell Investments	Lakewood	D	18	9	350,000	371,800
Glasseal Products, Inc.	Lakewood	M	25	0	400,000	523,000
Lakewood Convalescent Center, Inc.	Lakewood	N	76	55	1,800,000	2,500,000
The Number One Airport Group	Lakewood	O	7	5	600,000	833,000
Paco Packaging, Inc.	Lakewood	M	75	0	1,500,000	1,500,000
Paco Packaging, Inc.	Lakewood	M	50	0	1,500,000	1,500,000
U.S. Thermit, Inc.	Manchester	M	0	7	2,000,000	4,500,000
John F. Willits	Pt. Pleasant Beach	C	27	0	650,000	845,000
Subtotal			516	354	\$16,904,000	\$18,621,685
PASSAIC COUNTY						
American Colonial Press, Inc.	Paterson	M	16	2	\$ 400,000	\$ 546,250
Annie Sez-Clifton, Inc.	Clifton	C	2	14	550,000	550,000
Arthur Schuman, Inc.	Clifton	D	21	0	620,000	620,000
Beecham, Inc.	Clifton	D	76	81	1,000,000	3,065,474
Blazer Realty Corp.	Paterson	M	28	0	748,721	766,721
Bobal Enterprises	Passaic	D	9	2	225,000	410,000
G & D Associates	Clifton	M	0	2	250,000	1,600,000
HYCC Associates	Paterson	M	4	0	700,000	720,000
William Haugh & Frances Haugh	Clifton	M	0	30	700,000	1,035,000
J.A. Preston Corporation	Clifton	D	130	0	400,000	417,075

Project Name	Location	Project Type*	New Jobs	Construction Jobs	Authority Loan Amount	Total Project Cost
PASSAIC COUNTY (cont.)						
The James Corporation	Paterson	C	6	0	\$ 20,000	\$ 34,162
Jersey Printing & Office Supply Co.	Paterson	M	5	0	200,000	366,000
Karpen's, Inc.	Clifton	C	10	0	125,000	136,625
Keystone Camera Corp.	Clifton	M	30	0	770,000	770,000
Kirker Chemical Corp.	Paterson	M	6	4	350,000	350,000
LTG Associates	Clifton	O	56	3	725,000	1,160,625
Lawrence Levinson	West Paterson	M	25	0	525,000	525,000
Liberty Provisions, Inc.	Clifton	M	26	0	400,000	410,000
Loisel Manufacturing Corp.	Paterson	M	15	0	240,000	299,700
MBS	Paterson	D	4	0	275,000	314,500
MRW, Inc.	Paterson	C	20	7	540,000	549,000
Melran Associates #2	Totowa	D	3	12	360,000	415,700
The Okonite Company, Inc. #2	Paterson	M	12	8	3,790,000	3,790,000
PKL Corporation	Clifton	D	0	9	1,275,000	2,045,175
Palma Foods, Inc.	Paterson	M	8	0	300,000	415,000
Ragen Precision Industries, Inc.	Clifton	M	7	0	800,000	1,283,750
Rennie Manufacturing & Metal Finishing Company, Inc.	Passaic	M	35	0	315,000	350,000
Roark & Pitts	Ringwood	M	31	42	1,500,000	1,517,835
Romano Lamp Shades, Inc.	Passaic	M	10	0	105,000	115,000
Eugene J. Rushton	West Paterson	M	29	0	1,150,000	1,150,000
Gary Spiegler	Clifton	D	13	0	427,500	639,638
Suburban Coastal Corp.	Wayne	O	69	204	6,900,000	8,250,000
T.P.D. Company, Inc.	Paterson	M	20	0	900,000	1,300,000
Thomas Henshall Silk Finishing Co., Inc.	Paterson	M	8	0	350,000	420,786
Toscano/Taccetta Partnership	Paterson	D	17	12	550,000	1,136,250
Samuel Toscano, Jr.	Paterson	D	0	0	500,000	729,000
Enrique Trujillo & Caridad Trujillo	Paterson	C	2	2	30,000	75,000
Vibra Screw, Inc.	Totowa	M	18	15	500,000	550,000
Zozzaro Brothers, Inc.	Clifton	M	10	3	280,000	281,500
	Subtotal		781	452	\$29,796,221	\$37,510,766
SALEM COUNTY						
All-States Warehousing, Inc.	Pennsville	D	64	12	\$ 1,500,000	\$ 1,657,020
Broadway Salem Limited	Salem	C	48	47	1,150,000	1,946,484
Salem Machine Corp.	Salem	M	108	4	1,500,000	1,977,883
	Subtotal		220	63	\$ 4,150,000	\$ 5,581,387
SOMERSET COUNTY						
American Hoechst Corporation	Bridgewater	M	121	0	\$ 1,000,000	\$ 1,293,000
American Hoechst Corporation	Branchburg	M	40	0	1,000,000	5,550,000
American Solenoid Company, Inc.	Franklin	M	0	150	500,000	1,354,785
Haarmann & Reimer Corporation	Branchburg	M	8	84	5,650,000	5,686,282
Harry Kaplan & Helen Kaplan, H/W & Philip Seagull & Bonnie Seagull H/W	Franklin	C	14	12	500,000	610,250
Kuilhus II, Inc.	Franklin	D	23	33	725,000	1,319,055
Richard A. Lawrence	Franklin	M	0	26	900,000	909,500
Leesona Corp.	Bridgewater	M	49	100	1,000,000	4,723,320
Millington Quarry, Inc.	Bernards	M	0	0	1,000,000	4,200,000
Mountain Boulevard Associates, II	Warren	O	10	32	1,100,000	1,500,000
Princeton Gamma-Tech, Inc.	Montgomery	M	100	51	2,000,000	2,000,000
Lawrence J. Remaly & Bernadine P. Remaly	Branchburg	M	9	8	400,000	450,500
Somerset Publishing Company, Inc.	Franklin	M	24	0	3,250,000	3,250,000
Tandy Corporation	Franklin	M	65	39	1,850,000	1,850,000
Towne Laboratories, Inc.	Somerville	M	30	22	850,000	888,750
	Subtotal		493	557	\$21,725,000	\$32,129,442
SUSSEX COUNTY						
E.J. Brooks Co., Inc.	Newton	M	30	45	\$ 2,250,000	\$ 3,670,000
Tri County Asphalt Corp.	Franklin, Hardyston	M	8	15	2,085,795	2,085,795
	Subtotal		38	60	\$ 4,335,795	\$ 5,755,795

PROPERTY OF
NEW JERSEY STATE LIBRARY

186 W. STATE ST. PO BOX 520
TRENTON, NJ 08625-0520

Project Name	Location	Project Type*	New Jobs	Construction Jobs	Authority Loan Amount	Total Project Cost
UNION COUNTY						
Adler Realty Associates	Linden	C	15	2	\$ 400,000	\$ 569,500
Allied Chemical Corp.	Elizabeth	M	0	2	620,000	620,000
Alpha Wire Corporation	Elizabeth, Linden	M	95	240	10,000,000	13,250,000
Arko Paper Products, Inc.	Plainfield	M	14	0	375,000	468,200
Boright Realty	Kenilworth	M	41	30	2,625,000	3,682,780
C.R. Bard, Inc.	New Providence	O	16	5	162,800	162,800
C.R. Bard, Inc. #2	Berkley Heights	M	20	9	520,565	520,565
C.R. Bard, Inc.	New Providence	M	34	30	1,774,000	1,774,000
Steven & Alice Chomik	Linden	M	10	0	162,000	207,000
Datamar Co.	Mountainside	M	19	0	300,000	432,900
Dock Resins Corporation	Linden	M	8	0	375,000	375,000
Garden State Clarkliff, Inc.	Elizabeth	C	11	15	1,250,000	1,250,000
William Graulich III & Joan Q. Graulich	Springfield	C	102	90	3,500,000	4,738,000
Haral Realty Company	Cranford	M	139	12	3,250,000	3,970,000
International Terminal Operating Co., Inc.	Elizabeth	D	28	15	3,600,000	3,600,000
Jacobson Manufacturing Company, Inc.	Kenilworth	M	0	0	500,000	1,688,250
Johnson Controls, Inc.	Union	D	9	18	800,000	1,042,800
Kansas Packing Urban Renewal Corp.	Elizabeth	M	130	120	5,000,000	5,000,755
Martin Karzmar & Barbara Karzmar	Union	D	10	0	350,000	407,250
Koplin Pontiac Corporation	Elizabeth	C	10	2	450,000	761,000
Richard R. Luca & Nora E. Luca	Linden	D	4	1	160,000	175,000
Joseph Philip Magiera	Elizabeth	D	4	0	200,000	242,700
Maher Terminals, Inc.	Elizabeth	D	42	0	1,346,543	1,346,543
Maher Terminals, Inc.	Elizabeth	D	24	0	7,420,000	8,750,459
Merck & Co., Inc.	Linden	P	0	45	2,660,000	3,300,000
Merit Mailers, Inc.	Elizabeth	C	14	0	230,000	247,000
Raphael & Marta Mishan	Elizabeth	M	9	3	375,000	621,000
National Tool & Manufacturing Company	Kenilworth	M	45	4	1,200,000	1,308,000
National Tool & Manufacturing Company	Mountainside	M	20	4	800,000	802,000
150 East Front Street Corp.	Plainfield	C	6	0	12,800	22,550
P.I.A. New Jersey, Inc.	Summit	C	22	138	5,260,000	5,332,562
Philip Heyman, Inc.	Linden	D	16	0	700,000	845,000
Republic Metal Products, Inc.	Hillside	M	18	0	450,000	507,525
Edward John Rondinelli	Clark	O	0	0	350,000	2,836,000
Supermarkets General Corporation	Elizabeth	C	2	36	1,000,000	1,794,000
Synray Corporation	Kenilworth	M	17	0	1,450,000	1,590,000
Terren, Inc.	Kenilworth	M	13	0	1,000,000	1,372,700
Topco, Inc.	Elizabeth	M	30	0	300,000	600,000
Trademark Realty Corp.	Linden	D	20	4	800,000	1,083,000
Triad Tool & Die Company	Hillside	M	5	1	250,000	250,000
United Counties Trust Co.	Cranford	O	4	117	4,000,000	5,776,000
Richard C. & Adeline Vassallo	Linden	M	9	0	190,000	225,000
Yeats, Inc.	Roselle	M	9	1	750,000	761,000
	Subtotal		1,044	944	\$ 66,918,708	\$ 81,472,839
WARREN COUNTY						
none						
OTHER						
Elizabethtown Gas Co.	Various	D	18	100	\$ 25,000,000	\$ 25,000,000
Hackensack Water Company	Various	C	11	890	2,200,000	164,762,000
New Jersey Water Company	Various	C	5	28	10,000,000	10,200,000
	Subtotal		34	1,018	\$ 37,200,000	\$ 199,962,000
GRAND TOTAL	Projects 432		13,336	11,182	\$700,774,140	\$1,028,895,028

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

New Jersey Economic Development Authority

Balance Sheet December 31, 1981 and 1980

	OPERATING FUND		GUARANTEE FUND	
	1981	1980	1981	1980
ASSETS				
Cash and investments [Note 3].....	\$2,563,069	\$4,552,738	\$21,171,177	\$18,970,119
Receivables:				
Notes receivable [Note 2(b)(3) & Note 4]..			56,795	
Accrued interest receivable.....			743,824	499,092
Grants.....	75,145	47,018	52,500	
Other.....	91,774	127,905	582,960	219,300
	166,919	174,923	1,436,079	718,392
Less allowance for doubtful notes and interest receivable.....				
	166,919	174,923	1,436,079	718,392
Real estate held for resale [Note 2(e)].....				
Fixed assets—net [Note 2(f)].....	557,688	504,948		
	<u>\$3,287,676</u>	<u>\$5,232,609</u>	<u>\$22,607,256</u>	<u>\$19,688,511</u>
LIABILITIES AND FUND BALANCES				
Liabilities:				
Accounts payable and accrued liabilities ..	\$ 226,084	\$ 189,722		\$ 35,732
Allowance for guarantee losses [Note 5(b)].....				
Payable to State of New Jersey [Notes 2(b)(1) & 2(b)(3)].....	250,000			
	476,084	189,722		35,732
Commitments and contingencies [Notes 5 & 6].....				
Fund balances.....	2,811,592	5,042,887	\$22,607,256	19,652,779
	<u>\$3,287,676</u>	<u>\$5,232,609</u>	<u>\$22,607,256</u>	<u>\$19,688,511</u>

See accompanying notes.

LOAN FUND		INDUSTRIAL PARK FUND		COMBINED TOTALS	
1981	1980	1981	1980	1981	1980
\$ 4,615,006	\$ 4,452,281	\$2,149,138	\$2,170,613	\$30,498,390	\$30,145,751
16,992,720	16,856,360			17,049,515	16,856,360
314,602	246,076	52,889	27,918	1,111,315	773,086
		902,202	128,671	1,029,847	175,689
		352,804	421,497	1,027,538	768,702
17,307,322	17,102,436	1,307,895	578,086	20,218,215	18,573,837
1,525,630	1,851,057			1,525,630	1,851,057
15,781,692	15,251,379	1,307,895	578,086	18,692,585	16,722,780
		5,549,770	2,067,257	5,549,770	2,067,257
				557,688	504,948
<u>\$20,396,698</u>	<u>\$19,703,660</u>	<u>\$9,006,803</u>	<u>\$4,815,956</u>	<u>\$55,298,433</u>	<u>\$49,440,736</u>
\$ 56,192		\$ 145,658	\$ 254,529	\$ 427,934	\$ 479,983
82,807	\$ 69,229			82,807	69,229
1,294,700	1,792,031			1,544,700	1,792,031
1,433,699	1,861,260	145,658	254,529	2,055,441	2,341,243
18,962,999	17,842,400	8,861,145	4,561,427	53,242,992	47,099,493
<u>\$20,396,698</u>	<u>\$19,703,660</u>	<u>\$9,006,803</u>	<u>\$4,815,956</u>	<u>\$55,298,433</u>	<u>\$49,440,736</u>

New Jersey Economic Development Authority

Statement of Revenues, Expenses, and Changes in Fund Balances
Years Ended December 31, 1981 and 1980

	OPERATING FUND		GUARANTEE FUND	
	1981	1980	1981	1980
REVENUES				
Bond and guarantee fees	\$3,673,854	\$3,179,445		
Interest income	378,420	412,446	\$ 3,078,375	\$ 2,109,377
Grants	666,354	559,715	559,147	290,000
Sale of real estate				
Other	66,482	68,502		
	<u>4,785,110</u>	<u>4,220,108</u>	<u>3,637,522</u>	<u>2,399,377</u>
EXPENSES				
Salaries and benefits	2,109,178	1,680,441		
General and administrative	907,227	810,899		
Feasibility studies and project development costs				
Cost of real estate sold				
Interest				
Application of grant revenue [Notes 2(b)(4) & 2(e)]				
Provision for uncollectible notes and interest receivable and guarantee losses			683,045	205,853
	<u>3,016,405</u>	<u>2,491,340</u>	<u>683,045</u>	<u>205,853</u>
Excess of revenues over expenses	1,768,705	1,728,768	2,954,477	2,193,524
Interfund transfers [Notes 2(b)(4) & 5(e)]	(3,000,000)			
Appropriation by State of New Jersey [Note 2(b)(1)]	(1,000,000)			
Fund balances—beginning of year	5,042,887	3,314,119	19,652,779	17,459,255
Fund balances—end of year	<u>\$2,811,592</u>	<u>\$5,042,887</u>	<u>\$22,607,256</u>	<u>\$19,652,779</u>

See accompanying notes.

LOAN FUND		INDUSTRIAL PARK FUND		COMBINED TOTALS	
1981	1980	1981	1980	1981	1980
\$ 1,228,364	\$ 880,562	\$ 565,074	\$ 218,959	\$ 3,673,854	\$ 3,179,445
		927,531	128,671	5,250,233	3,621,344
		370,755	1,111,063	2,153,032	978,386
		87,949	11,003	370,755	1,111,063
				154,431	79,505
<u>1,228,364</u>	<u>880,562</u>	<u>1,951,309</u>	<u>1,469,696</u>	<u>11,602,305</u>	<u>8,969,743</u>
				2,109,178	1,680,441
		133,663	112,838	1,040,890	923,737
		110,732	72,174	110,732	72,174
107,765	43,421	370,755	1,111,063	370,755	1,111,063
				107,765	43,421
		36,441	138,181	36,441	138,181
				683,045	205,853
<u>107,765</u>	<u>43,421</u>	<u>651,591</u>	<u>1,434,256</u>	<u>4,458,806</u>	<u>4,174,870</u>
1,120,599	837,141	1,299,718	35,440	7,143,499	4,794,873
		3,000,000			
				(1,000,000)	
<u>17,842,400</u>	<u>17,005,259</u>	<u>4,561,427</u>	<u>4,525,987</u>	<u>47,099,493</u>	<u>42,304,620</u>
<u>\$18,962,999</u>	<u>\$17,842,400</u>	<u>\$8,861,145</u>	<u>\$4,561,427</u>	<u>\$53,242,992</u>	<u>\$47,099,493</u>

New Jersey Economic Development Authority

Statement of Changes in Financial Position
Years Ended December 31, 1981 and 1980

	OPERATING FUND		GUARANTEE FUND	
	1981	1980	1981	1980
SOURCES OF CASH				
Excess of revenues over expenses	\$1,768,705	\$1,728,768	\$ 2,954,477	\$ 2,193,524
Add (deduct) items not requiring cash:				
Interest receivable and accrued liabilities and other—net	107,296	24,867	(297,231)	62,799
Provision for uncollectible notes and interest receivable and guarantee losses			683,045	205,853
Proceeds from sale of real estate				
Application of grant revenue [Note 2(b)(4) & 2(e)].				
Cash provided from operations	1,876,001	1,753,635	3,340,291	2,462,176
Transfer from Operating Fund [Notes 2(b)(4) & 5(e)].				
Realized from collateral			85,505	44,147
Collection of receivables	721,673	789,046		
Receipt of land deposits				
	<u>2,597,674</u>	<u>2,542,681</u>	<u>3,425,796</u>	<u>2,506,323</u>
USES OF CASH				
Guarantee payments			1,189,006	624,300
Loan disbursements				
Purchase and development of real estate held for resale				
Reimbursable expenditures	667,524	585,003		
Reduction to accounts payable and obligations to the State	35,135	55,182	35,732	
Purchase of fixed assets	134,684	148,040		
Transfer to Industrial Park Fund [Notes 2(b)(4) & 5(e)].	3,000,000			
Appropriation by State of New Jersey [Note 2(b)(1)].	750,000			
	<u>4,587,343</u>	<u>788,225</u>	<u>1,224,738</u>	<u>624,300</u>
Increase (decrease) in cash and investments	(1,989,669)	1,754,456	2,201,058	1,882,023
Cash and investments—beginning of year . . .	4,552,738	2,798,282	18,970,119	17,088,096
Cash and investments—end of year	<u>\$2,563,069</u>	<u>\$4,552,738</u>	<u>\$21,171,177</u>	<u>\$18,970,119</u>

See accompanying notes.

LOAN FUND		INDUSTRIAL PARK FUND		COMBINED TOTALS	
1981	1980	1981	1980	1981	1980
\$1,120,599	\$ 837,141	\$1,299,718	\$ 35,440	\$ 7,143,499	\$ 4,794,873
(128,744)	100,079	(921,699)	(103,419)	(1,240,378)	84,326
				683,045	205,853
		299,975	1,032,014	299,975	1,032,014
		36,441	138,181	36,441	138,181
991,855	937,220	714,435	1,102,216	6,922,582	6,255,247
		3,000,000		3,000,000	
56,152				141,657	44,147
1,484,281	781,405	1,593,196	253,805	3,799,150	1,824,256
		99,600	109,139	99,600	109,139
2,532,288	1,718,625	5,407,231	1,465,160	13,962,989	8,232,789
	461,222			1,189,006	1,085,522
1,872,232	867,391			1,872,232	867,391
		3,798,511	300,112	3,798,511	300,112
		1,427,640	221,341	2,095,164	806,344
497,331		202,555	309,091	770,753	364,273
				134,684	148,040
				3,000,000	
				750,000	
2,369,563	1,328,613	5,428,706	830,544	13,610,350	3,571,682
162,725	390,012	(21,475)	634,616	352,639	4,661,107
4,452,281	4,062,269	2,170,613	1,535,997	30,145,751	25,484,644
\$4,615,006	\$4,452,281	\$2,149,138	\$2,170,613	\$30,498,390	\$30,145,751

Notes to Financial Statements December 31, 1981 and 1980

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") as amended and supplemented on August 7, 1974, primarily to arrange 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 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. Department of Commerce ("USDOC") for the purpose of establishing a Trade Adjustment Assistance Center ("TAAC"). 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 \$1,885,283.

For the years ended December 31, 1981 and 1980, TAAC expenditures were composed of the following:

	1981	1980
Reimbursable	\$579,205	\$510,211
Non-reimbursable	33,867	34,507
	<u>\$613,072</u>	<u>\$544,718</u>

These amounts have been included in the revenues and expenses of the operating fund. Cumulative reimbursable expenditures from inception of the grant through December 31, 1981 and 1980 were \$1,471,314 and \$892,109 respectively. The Authority is negotiating with the USDOC for a grant to fund 1982 operations.

In June 1980, the Authority received an economic adjustment assistance grant from the U.S. Economic Development Administration ("USEDA") under Title IX of the Public Works and Economic Development Act of 1965 as amended and supplemented. With the aid of the grant, the Authority compiled an economic adjustment strategy applicable to the four-county area affected 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.

For the years ended December 31, 1981 and 1980, expenditures incurred under the grant were composed of the following:

	1981	1980
Reimbursable	\$87,149	\$49,504
Non-reimbursable	651	10,090
	<u>\$87,800</u>	<u>\$59,594</u>

These amounts have been included in the revenues and expenses of the operating fund. Additionally, grantee in-kind contributions amounting to \$42,850 have been incurred. Cumulative reimbursable expenditures from inception of the grant through December 31, 1981 and 1980 were \$136,653 and \$49,504 respectively.

Pursuant to Senate Bill No. 3275, P.L. 1981, Chapter 190, Support of State Government-Appropriation, approved June 30, 1981, the Authority is required to appropriate \$1,000,000 to the Unemployment Compensation Auxiliary Fund. These funds, pursuant to the bill, are appropriated to the Department of Labor and Industry. During 1981, the sum of \$750,000 was paid; the \$250,000 balance is due on April 1, 1982.

(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 guarantee loans and bonds issued for the purchase of real and personal depreciable property (Fixed Asset account). Fixed asset guarantees generally range from 30% to 90%, with a maximum of \$1,000,000, per loan or bond. The \$3,000,000 appropriation is utilized to guarantee working capital loans (Working Capital account), generally up to 50%, with a maximum of \$300,000 per loan.

The Authority was awarded a \$2,658,500 grant in 1978 from the USEDA 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 guarantee business development loans, primarily for working capital, for projects in designated distressed municipalities (Title IX account). The guarantees generally range up to 90%, with a maximum of \$300,000, per loan. The Authority receives funds through a letter of credit as loan guarantees are made (see Note 7).

During 1981 and 1980, the Authority recorded revenue of \$559,147 and \$290,000, respectively, related to this grant. Cumulative revenue from inception of the grant through December 31, 1981 was \$1,432,480.

At December 31, 1981 and 1980, the fund balance was composed of the following:

	1981	1980
Fixed Asset account	\$17,753,071	\$15,329,101
Working Capital account	3,868,934	3,644,301
Title IX account	985,251	679,377
	<u>\$22,607,256</u>	<u>\$19,652,779</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 \$11,304,400 balance of the loan at December 31, 1981 bears interest at a rate of 3% 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, 1981, the Authority has made additional loans totaling \$1,485,000, of which \$675,000 were made in 1981.

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 a 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 as prescribed under the Enabling Act. At December 31, 1981, appropriations to the ARA of \$1,294,700 are repayable to the State during the period 1992 to 2003, of which \$794,700 is interest bearing at 6.5% per annum. During 1981, \$205,300 of unused principal was paid to the State.

At December 31, 1981 and 1980, the fund balance was composed of the following:

	1981	1980
Federal Grant Revolving Loan account	\$14,275,519	\$13,841,752
Urban Loan account	4,179,768	3,520,276
Area Redevelopment account	507,712	480,372
	<u>\$18,962,999</u>	<u>\$17,842,400</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 the proceeds of 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. Pursuant to this appropriation, the Authority has expended the original \$3,000,000 appropriation for real estate development in the cities of Elizabeth, Jersey City, and Newark.

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.

In October 1981, the Authority purchased approximately 88 acres of land in Newark for approximately \$3,500,000. This site will be developed as an industrial park with grants amounting to \$2,000,000 each from the City of Newark, and the USEDA, pursuant to Title I of the Public Works and Economic Development Act of 1965, as amended and supplemented, and a portion of the funds transferred from the operating fund during 1981.

(c) Revenue recognition

The Authority's primary sources of operating revenue are its bond fee, which is 1/2 of 1% of the principal amount of bonds issued up to \$10,000,000 and 1/10 of 1% of the principal amount in excess of \$10,000,000, and its guarantee fee, which is generally 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 plan and life insurance coverage

The employees of the Authority participate in the Public Employees' Retirement System which is part of the Division of Pension, New Jersey Department of the Treasury. The Authority's pension and insurance coverage contribution is accrued as expense based on rates provided by the State and amounted to approximately \$103,000 and \$60,000 for 1981 and 1980, respectively.

(e) Real Estate held for resale

Real estate held for resale is 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 does not include the total recovery of the grant funds received from the USEDA [see Note 2(b)(4)].

(f) Fixed assets

Fixed assets, consisting primarily of furniture and equipment, are carried at cost less accumulated depreciation of \$182,903 and \$95,885 at December 31, 1981 and 1980 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, postage, pension and health benefits, insurance coverage, 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 1980 balances

Certain 1980 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, 1981 and 1980, \$697,717,740 and \$634,342,725 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 1981 and 1980 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, 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, 1981, 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)	\$12,719,693	\$1,681,751	\$1,591,575	\$244,918
Committed (not closed)	364,500	—	—	—
Allowance for Guarantee Losses	—	—	—	(82,807)
	<u>\$13,084,193</u>	<u>\$1,681,751</u>	<u>\$1,591,575</u>	<u>\$162,111</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, 1981, the Authority had direct loan commitments outstanding but not closed in the loan fund as follows:

Revolving Loan account	\$166,000
Urban Loan account	\$609,000

(d) Leases

The Authority has entered into two leases for office space which expire in 1983 and 1998, and one lease for offsite storage which expires in 1983. Rent expense amounted to \$189,618 in 1981 and \$174,862 in 1980. The aggregate minimum rental commitment under these leases is \$2,826,604. Payments amount to \$183,990 in 1982; \$172,990 in 1983; \$165,561 in 1984 through 1986. Rental income from two subleases, one of which expired in 1981, the other in 1982, amounted to \$35,364 and \$33,366 in 1981 and 1980 respectively. Aggregate minimum rental from the remaining sublease is \$6,521.

(e) Trenton Agency Agreement

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 \$1,941,000 from the USEDA and the New Jersey Department of Environmental Protection. The Authority has additionally committed \$213,300 to the project funded by a portion of the funds transferred

from the operating fund during 1981. The Authority has an option to lease the industrial section and intends to market and sublease parcels to potential users.

(f) Rail Shippers Assistance Grant

In September 1981, the Authority entered into an agreement with the New Jersey Department of Labor and Industry to administer a \$121,538 Rail Shippers Assistance Grant. This grant from the USEDA to the Department of Labor and Industry is for the purpose of assisting rail-dependent industries by specifically addressing their needs and alternatives for rail shipments due to the impending abandonment of certain rail lines.

(g) USEDA Grant

In September 1981, the Authority was awarded a \$2,500,000 grant from the USEDA under Title IX of the Public Works and Economic Development Act of 1965 as amended and supplemented. The Authority is committed to loaning the initial grant to the New York, Susquehanna and Western Railway Corporation. Repayments of principal and interest will be available for subsequent loans to finance eligible projects consistent with Authority goals and a plan approved by the USEDA for this purpose.

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

During the period January 1, 1982 through January 31, 1982, the Authority closed a direct loan of \$166,000 (Revolving Loan account) which was a commitment at December 31, 1981. In addition, a direct loan in the amount of \$30,000 (Urban Loan account) and guarantees in the amount of \$1,765,000 (\$1,652,500, Fixed Asset; \$56,250, Working Capital account; \$56,250, Title IX account) were approved.

In February 1982, the USEDA revised the method of funding the Authority's Title IX Public Works grant, which is used to guarantee business development loans [see Note 2(b)(2)]. The Authority will refund approximately \$293,000 of reserves on guaranteed loans currently outstanding. The Authority will now receive funds by Treasury check upon written request stating the Authority's intention to honor the guarantee.

Auditor's Report

ARTHUR YOUNG

Members of the 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, 1981 and 1980, 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, 1981 and 1980, 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

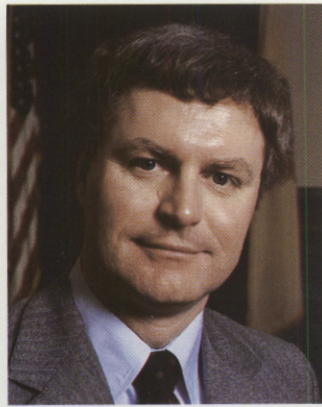
February 24, 1982

New Jersey Economic Development Authority

1982 Members



Borden R. Putnam
Chairman
Commissioner of Commerce
and Economic Development



Kenneth R. Biederman
Vice Chairman
State Treasurer



John P. Renna
Commissioner of Community Affairs



Robert E. Hughey
Commissioner of Environmental
Protection



Roger A. Bodman
Commissioner of Labor



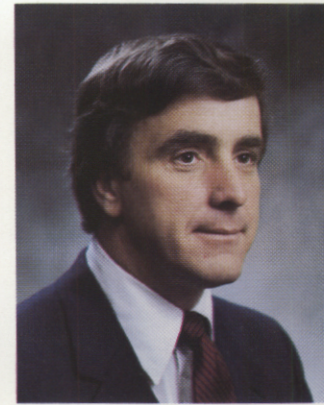
Aldrage B. Cooper, Jr.
Director, Public Affairs
Johnson & Johnson



Olive S. Cram
Secretary-Treasurer
Concord Chemical Company, Inc.



Yuki A. Moore Laurenti
Assistant Treasurer
U.S. Trust Company



Vincent J. Giblin
Business Manager
International Union of Operating
Engineers

Alternate Public Members:

Paul M. Roth, President
Retail Clerks Union
Local 1049 U.F.C.W.

David J. Zendell, Esq.
Law Offices of David J. Zendall

New Jersey Economic Development Authority: Executive Staff



Standing, left to right: Gary M. Nadler, *Manager of Administration*; Gregory Ritz, *Controller*; Charles A. Villano, Jr. *Project Review & Compliance Administrator*; Jasper Sherrod, *Affirmative Action Administrator*; Gerald J. Novak, AIA, *Director of Real Estate Development*; Luke R. Caverly, *Director of Finance*; Lawrence S. Page, Jr., *Coordinator of Program Development*

Seated, left to right: Samuel D. Calaby, *Director of Policy and Planning*; Anthony M. Cuccia, *Former Deputy Director*; James J. Hughes, Jr., *Executive Director*; John F. Walsh, *Deputy Director, Director TAAC*; Frank T. Mancini, Jr., *Director of Project Development*

New Jersey Economic Development Authority

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