

APPENDIX



ATLANTIC COUNTY ECONOMIC DEVELOPMENT ALLIANCE

New Directions in Economic Development

March 17, 2016

Atlantic County Economic Development Alliance

Leo Schoffer
Leo Schoffer Enterprises
Interim Chairman

Richard Dovey
Atlantic County Utilities Authority
Interim Treasurer

Joseph Ingemi
Cybersecurity Consultant
Interim Secretary

Steve Clark
Dr. Harvey Kesselman
Carlo Losco
Brett Matik
Dr. Peter Mora
Christopher Paladino
Jon Powell

South Jersey Industries
Stockton University
Balsley Losco Real Estate
Harrison Beverage
Atlantic Cape Comm College
ACDEVCO
Kravco/Hamilton Mall

Dr. Jon Regis
John Runfola
Joseph Shears
Greg Sykora
Sandy Tzaferos
Mitchel Zitomer

Reliance Medical Group
Hammonon Chamber
Stockton ARTP
Somers Point Business Assc.
MediLink Homecare, Inc
Greater Atlantic City
Chamber

New Ways of Doing Things

Old Way

- ▶ State centric – Top Down
- ▶ No guiding economic development strategy
- ▶ No Single point of entry
- ▶ No active business retention/attraction program
- ▶ Over Focus on one industry sector and one area

New Way

- ▶ Local Leadership – Bottom up
- ▶ Comprehensive Economic Development Strategy
- ▶ Economic Development Corp. will be point of entry
- ▶ Singular focus on business retention/attraction and marketing
- ▶ Emphasis on economic diversity and regional economic development

New Approach to Getting Things Done

Old Approach

- ▶ Fix Atlantic City and you will fix Atlantic County
- ▶ State government knows best
- ▶ The state will fix it
- ▶ Passive citizenry

New Approach

- ▶ Fix Atlantic County and you will fix Atlantic City
- ▶ We know best what we need
- ▶ We will fix it with cooperation from state government
- ▶ Active citizenry

Why Regional Economic Development is Critical

- ▶ Critical that we use all our economic development assets (e.g. Stockton, ACCC, FAA, Airport, Agriculture, wild life areas, etc.)
- ▶ Critical that we broaden and diversify our economic development base

“The extent of the dominance of gaming tourism in Atlantic County to the detriment of all other industry clusters is uncommon, and should be regarded as a serious long term threat to future economic prosperity.”

Atlantic County Economic Development Strategy and Action Plan
AngelouEconomics
September 24, 2015

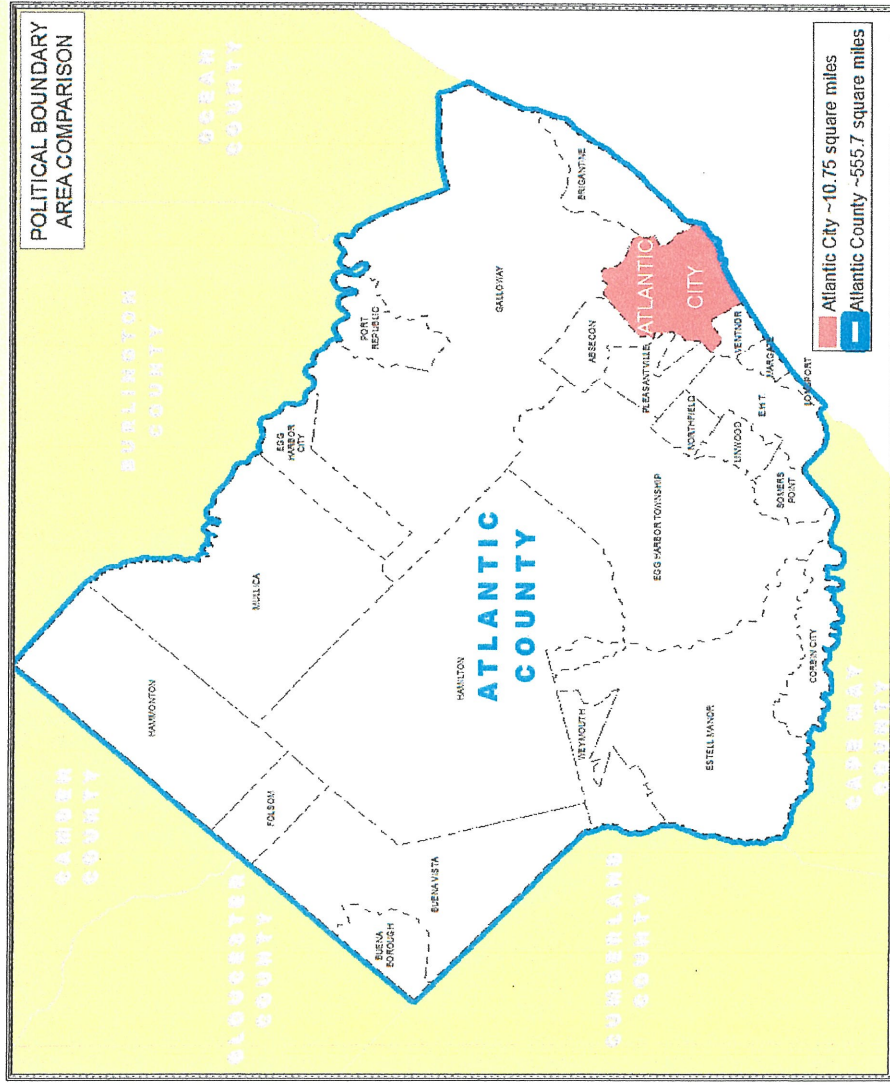
“For the regional economy to improve, a new industry would have to take hold...Leveraging the beach isn't necessarily a good bet. “

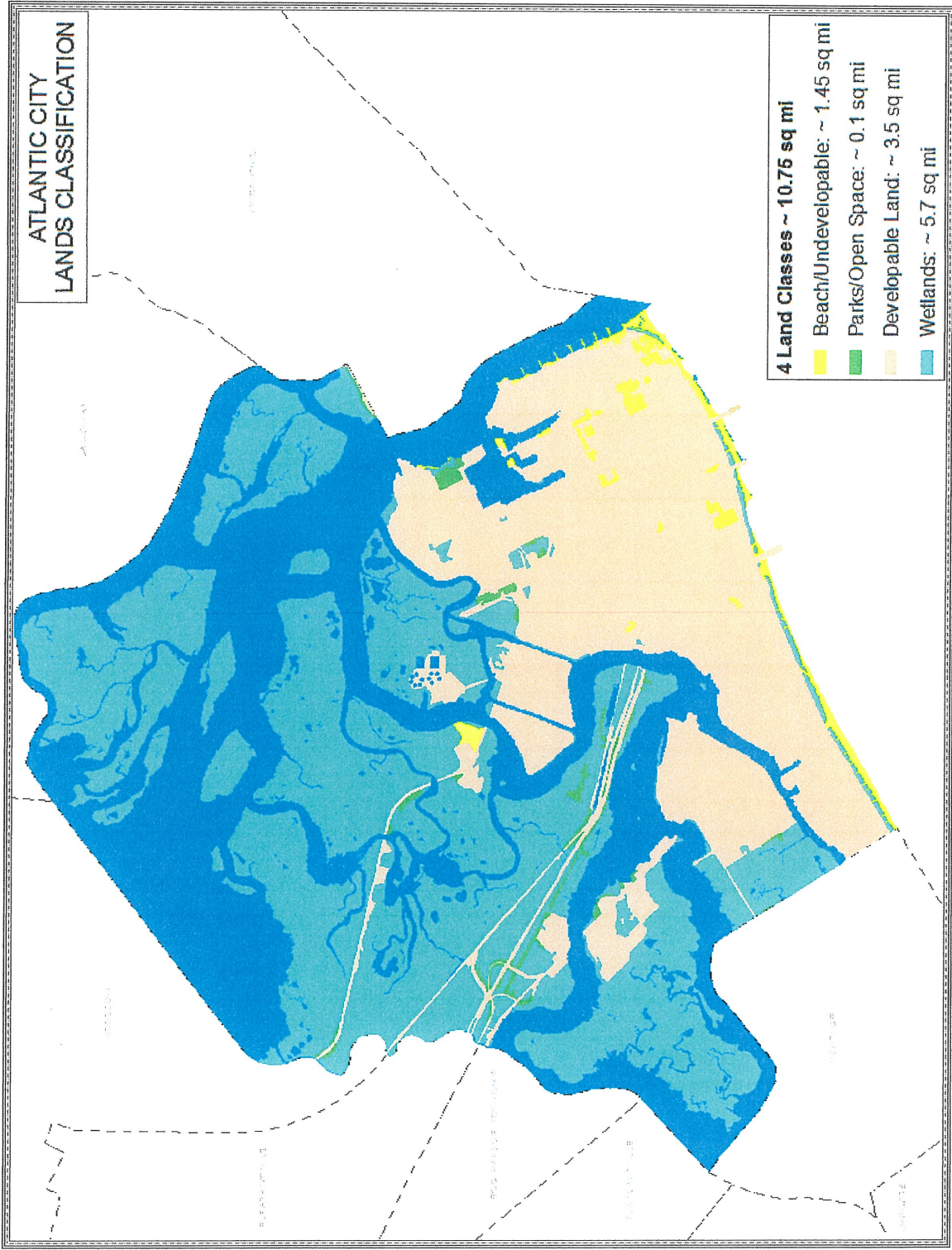
Dr. Oliver Cooke
Associate Professor of Economics
Stockton University
www.Philly.com February 21, 2016

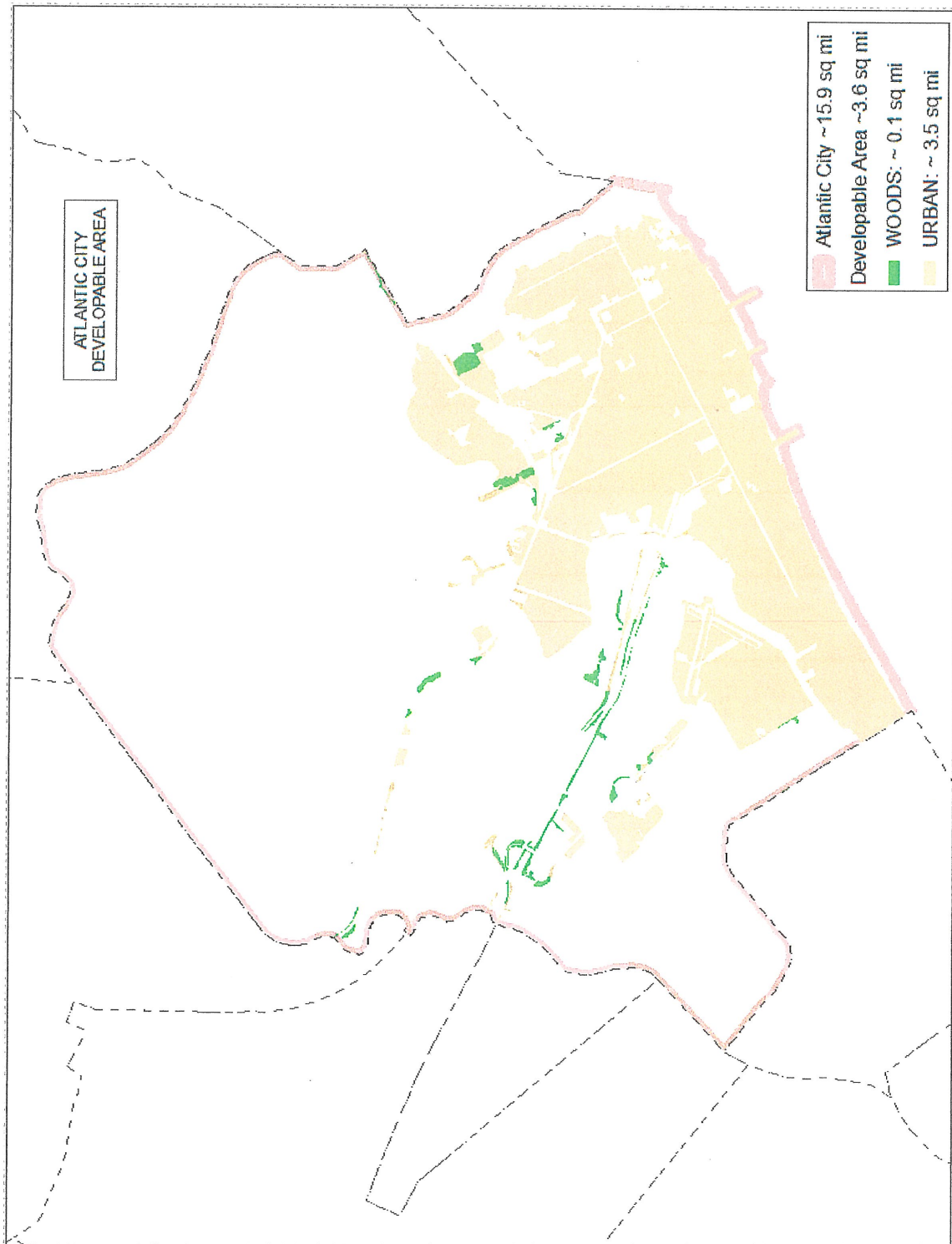
Atlantic City in Context

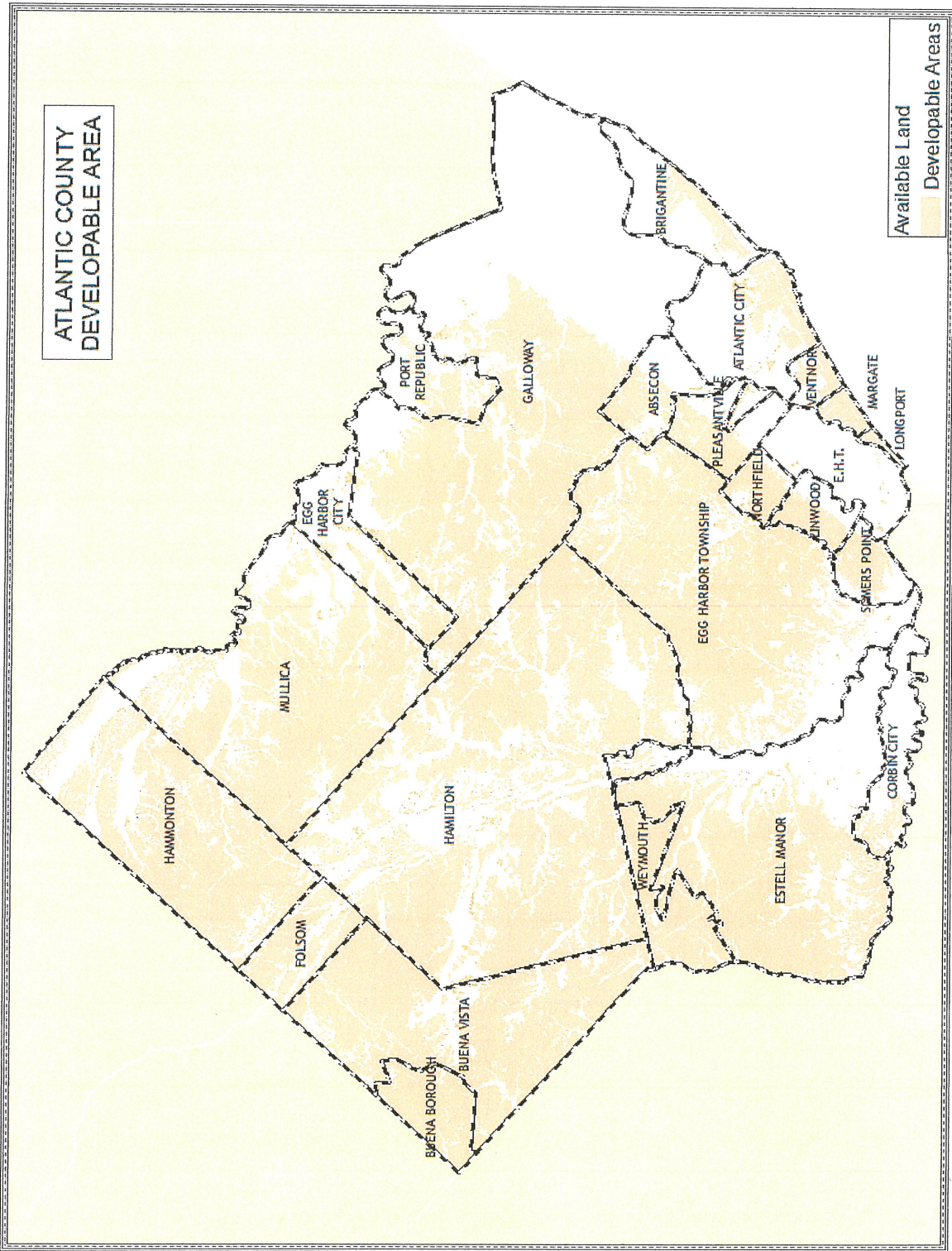
	SqM	Pop
Las Vegas	135	613,599
New Orleans	169	384,320
Nashville	475	644,014
Charleston	108	130,113
Savannah	103	144,352
Fort Lauderdale	34	176,013
Atlantic City	10.75	39,415

36% Poverty Rate – 22% of Ratable Base









10x



Other Communities have faced economic challenges and have gone on to successfully reinvent themselves.

- Pittsburgh, PA
- Duluth, MN
- Cleveland, OH
- Dubuque, IA

Atlantic County Economic Development Alliance

- Incorporated as 501(c)(3) non-profit organization
- Own articles of incorporation and by laws
- \$500,000, Five-year funding Commitment
- Office space at Hamilton Mall
- Finalizing by laws
- National search for Executive Director

Mission Statement

“To drive economic growth in Atlantic County through strategic planning and public private partnerships that attract, retain and support a diversity of businesses and industries, creates quality jobs and lowers property taxes.”

13x

Focus and Structure

- Job Creation
- Business and Industry attraction
- Regional Economic Development
- Private Sector Leadership
- Politically Independent
- Financially Independent
- Open, Transparent and Inclusive

Why is the ACEDA necessary?

- No organization has as its primary mission comprehensive, coordinated, regional economic development
- Existing efforts are parochial and uncoordinated and not tied into any regional goals
- Atlantic County is at a strong economic disadvantage
- It would send a clear message to businesses that we are serious about economic development

What would the ACEDA do that no existing development agencies do?

- Business retention, attraction and marketing
- Municipal efforts become even more vital
- Coordinate and cooperate development efforts
- Will not do “bricks and mortar” projects

What functions and services will the ACEDA provide?

- Aggressive business attraction and retention
- Single point of entry
- Regional marketing and rebranding
- Start up advice, training and resources
- Employee recruitment and training assistance
- Maintain a regional economic development strategy
- Partner with other business and economic development agencies
- Maintain on going contact and dialogue with key business leaders through site visits and forums

How will the ACEDA be funded?

- Budget will be determined by the board
- Investor fees and business contributions
- Grants
- Some initial public funding
- Intended to be fully self sufficient within five years

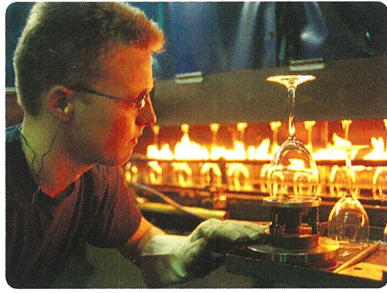
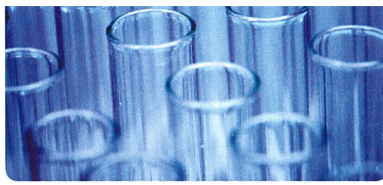
How will the ACEDA be staffed?

- Staffing needs will be determined by the board
- Free from undue pressure and political concerns
- Nationwide search for a qualified director with demonstrated experience and competence

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When will the ACEDA be in operation?

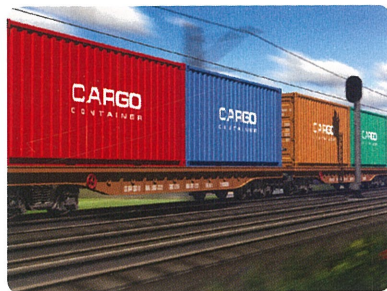
- We have a clear strategy and plan
- We have identified our targeted industries
- We have start up funding locked in
- We are locking in office space
- Interim board in place now
- Will be recruiting an Executive Director and staff
- In full operation by mid year



YOUR ECONOMIC SOLUTION



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214

YES. Cumberland County is STRATEGICALLY POSITIONED FOR BUSINESS

Cumberland County's prime, Mid-Atlantic location offers unbeatable access to the global marketplace with:

A Complete Transportation Infrastructure

ROADS. Quick and easy access to the region's North, South and Westbound interstate highway network.

WATER. Prime deep-water ports including Philadelphia, Camden, Newark, Wilmington, Baltimore and New York, are in close proximity.

RAIL. A robust freight rail system.

AIR. Seven international airports are all located within two hours' reach plus a regional, executive airport in the heart of Cumberland County with runways long enough to land the largest business aircraft.

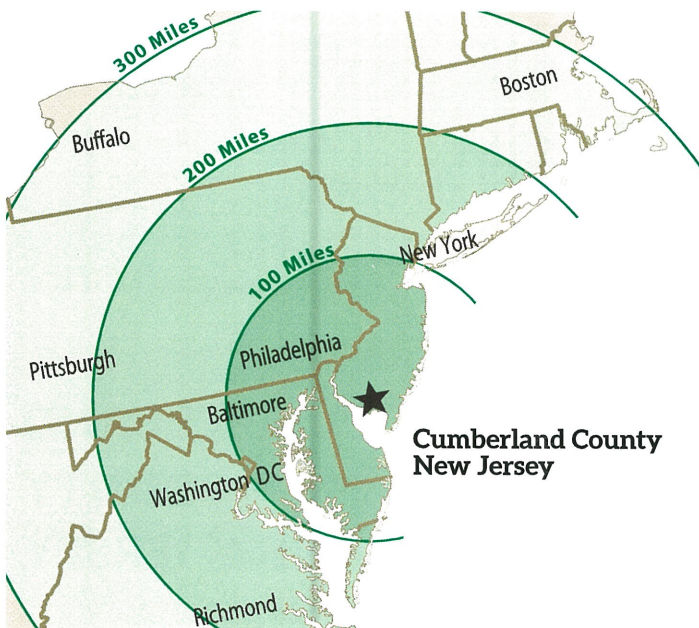
Additional Advantages

- Within 300 miles of nearly 20% of the U.S. population.
- Favorably priced existing facilities as well as thousands of acres of developable land.
- Rutgers Food Innovation Center, the world's first Soft Landings Food Incubation Program—a unique world-class food research development center located in the heart of The Garden State's premier agricultural county.



We're here because there's a solid workforce and transportation resources to easily move our product across North America.

Tom Reed, Vice President
ARC International, Inc.



YES. Cumberland County offers A GREAT QUALITY OF LIFE

Great Location

Here you're less than an hour's drive from Philadelphia, Atlantic City and the famous Jersey shore resorts. New York City, Washington D.C., Baltimore, Boston and Pittsburgh are also within modest drives making the beaches, the mountains and world-renowned metropolitan areas all part of the local lifestyle.

YES. We have thousands of prime acres, most shovel-ready and waiting to be developed into your success story.

22x

Great Culture & Attractions

Cumberland County offers the most sought after amenities in a truly affordable and congestion-free area. We have the perfect mix of national and local retailers and restaurants centered among outlying nature preservation areas, including the beautiful Delaware Bay.

In addition to several arts and downtown shopping districts, Cumberland County-based attractions include:

Wheaton Arts & Cultural Center
Museum of American Glass

New Jersey Motorsports Park

Wild & Scenic Maurice River

Levoy Theatre

Bayshore Center at Bivalve

Cohanzick Zoo

East Point Lighthouse

John DuBois Maritime Museum

Millville Army Air Field Museum

Glasstown Arts District

The Landis Theater



Great Education & Wellness

Access to nationally-ranked and globally known health care and education institutions also makes Cumberland County the most resourceful location for family growth and development.

We are home to one of the State's leading regional medical centers and health care networks, a nationally-recognized community college and New Jersey's newest and most advanced technology high school.



We were easily convinced a qualified labor pool would be readily available for our new operation here.

Frank Tedesco, President
Safeway Group



YES. Cumberland County has

OUTSTANDING WORKFORCE INITIATIVES

Ensuring your business has multi-level, skilled labor is something we've mastered. We'll be an integral part of your project team to ensure your success. Specific programs include:

- **On the Job Training Grants** providing you an opportunity to train your workers on site.
- **Federal Employment Tax Credits** are available for hiring individuals who qualify for these tax credits.
- **Customized Training Grants** give you resources tailored to your specific education needs.
- **Employee Recruitment and Screening Services** allow you time to tend to capital and construction matters.

Advanced education and training programs are offered on Cumberland County's nationally-ranked college campus alongside its premier technical high school and workforce development center. More than \$100 million dollars has been invested in four major building projects to ensure a quality labor pool.

YES. Cumberland County is known for **EXCEPTIONAL FINANCING & INCENTIVES**

No other county in the region can match the array of outstanding financing and other incentive programs offered here. In addition, we've assembled a team to help you successfully navigate through matters like site planning, permitting, program guidelines and more. We'll assist you in identifying and executing the generous range of financial and support services available to your company.

State & Federal Offerings

- **GROW New Jersey Program** provides corporate business grants and tax credits for job creation and retention featuring:
 - Up to \$300 million dollars in available financing
 - Up to \$90,000 in financing and tax credits for each new hire
 - Location tax credits up to \$1,500
 - Employment tax credits for creating 10 or more jobs
- **New Jersey Economic Development Authority** provides low interest loans plus value-added tax exempt bond and gap financing.
- **Brownfield Clean up Funding** assists developers investing in a re-purposed or redevelopment site.
- **Federal Public Infrastructure Funding** helps extend public infrastructure to a development site or provide public improvements for a project with qualifying job creation.

Free Trade Zone

Cumberland County's Millville Airport enjoys Free Trade Zone status offering manufacturers significant cost savings through ample tax exemptions and tariff reductions.

State Urban Enterprise Zones

Locating a business here can significantly reduce development costs with eligibility for Urban Enterprise Zone benefits including:

- **Employment Tax Credits**
- **Exemption from State Sales Tax** on construction materials, equipment and supplies
- **Low Fixed Interest Financing**
- **PILOT Agreements**



They worked with us and made our decision to centralize here easy. The incentives were unbeatable.

Paul Litten, President/Operating Partner, Allied Specialty Foods

*Cumberland
County*
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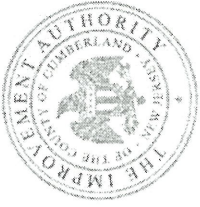
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Cumberland County Improvement Authority
2 North High Street
Millville, New Jersey 08332
856.825.3700

24x

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Expanding Opportunities

Economic Development

2015/16

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The Authority's Focus on Economic Development

- ✓ **A Stronger Workforce**
- ✓ **More Strategic Investments**
- ✓ **Added Business Expansion & Growth**
- ✓ **Economic Focused Partnerships**

26x

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A Stronger Workforce CCIA Projects

274

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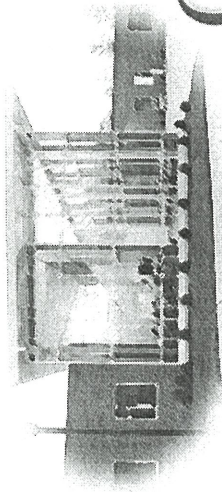
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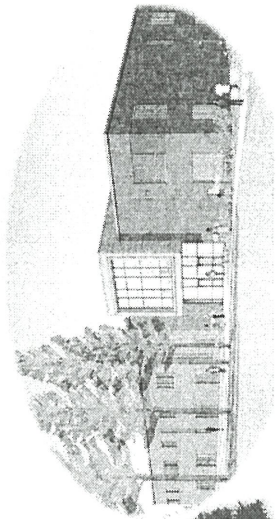


ECONOMIC DEVELOPMENT TRIANGLE

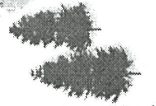
THE HUB OF SYNERGY



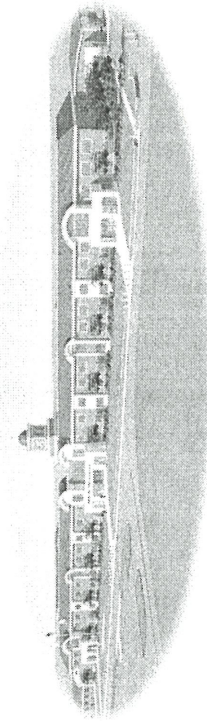
UNIVERSITY
CENTER



CWED



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CCTEC

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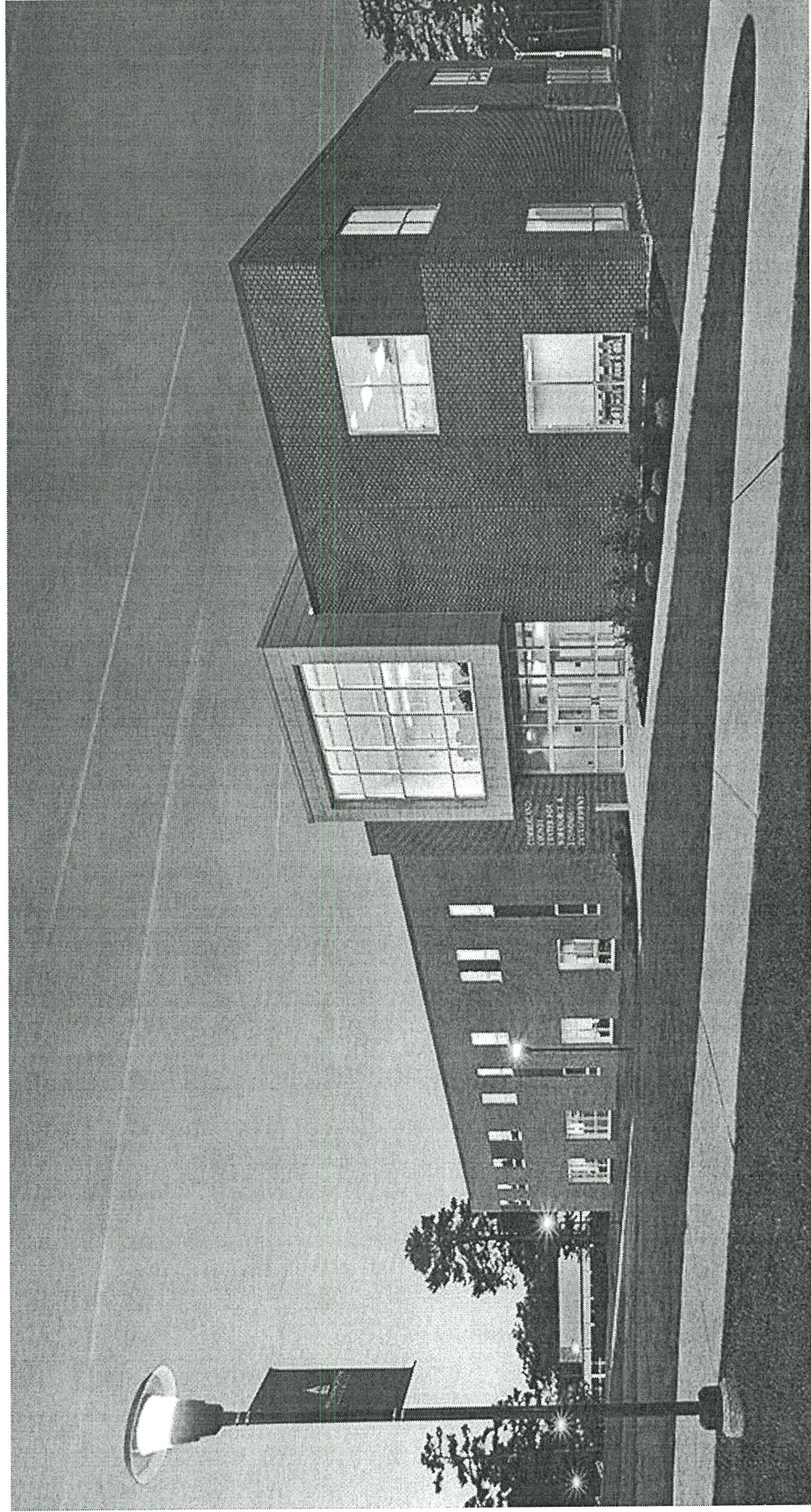
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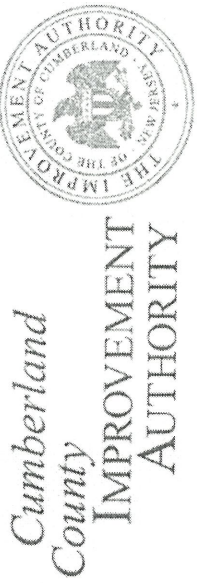
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Center for Workforce and Economic Development

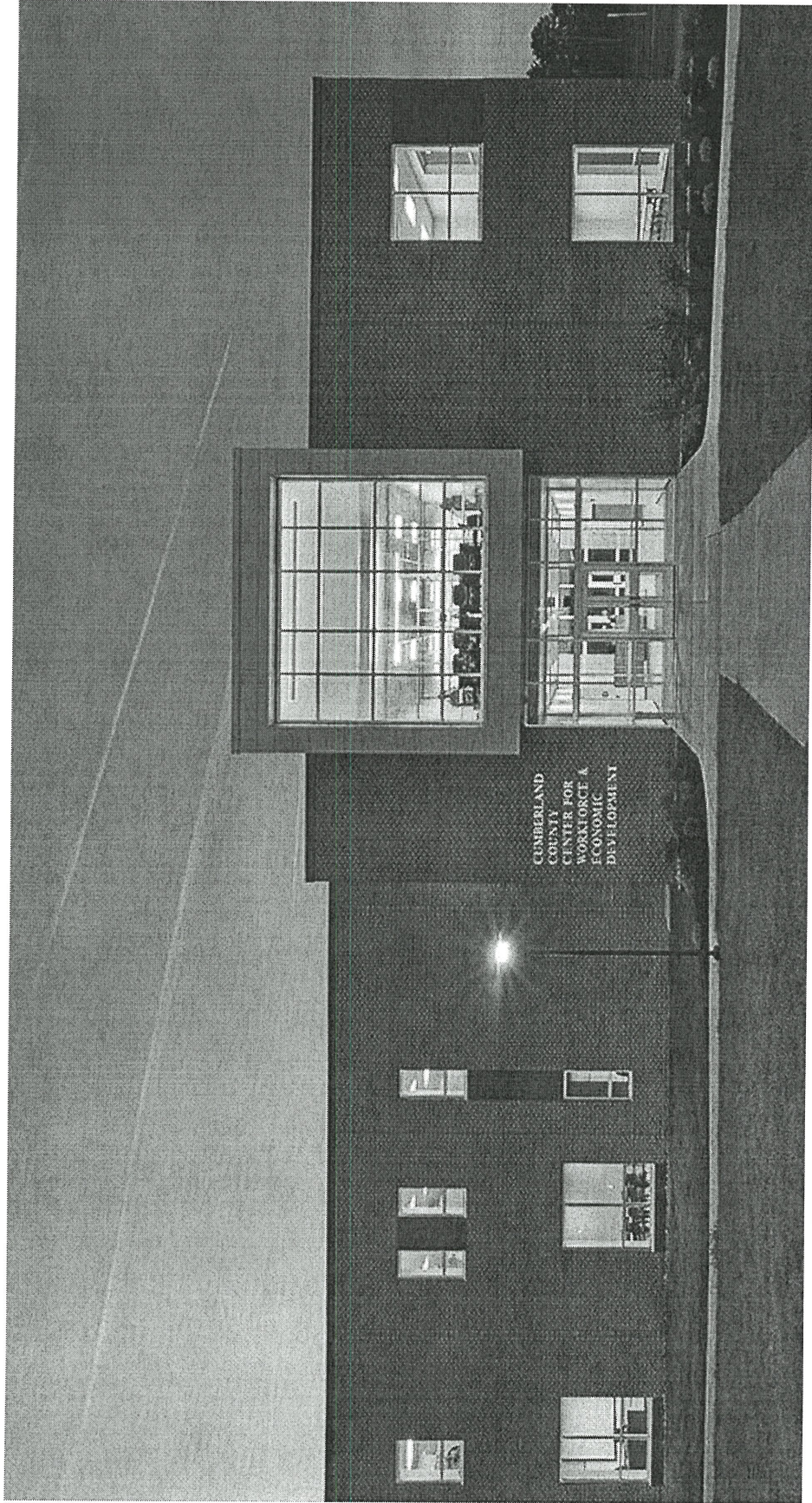


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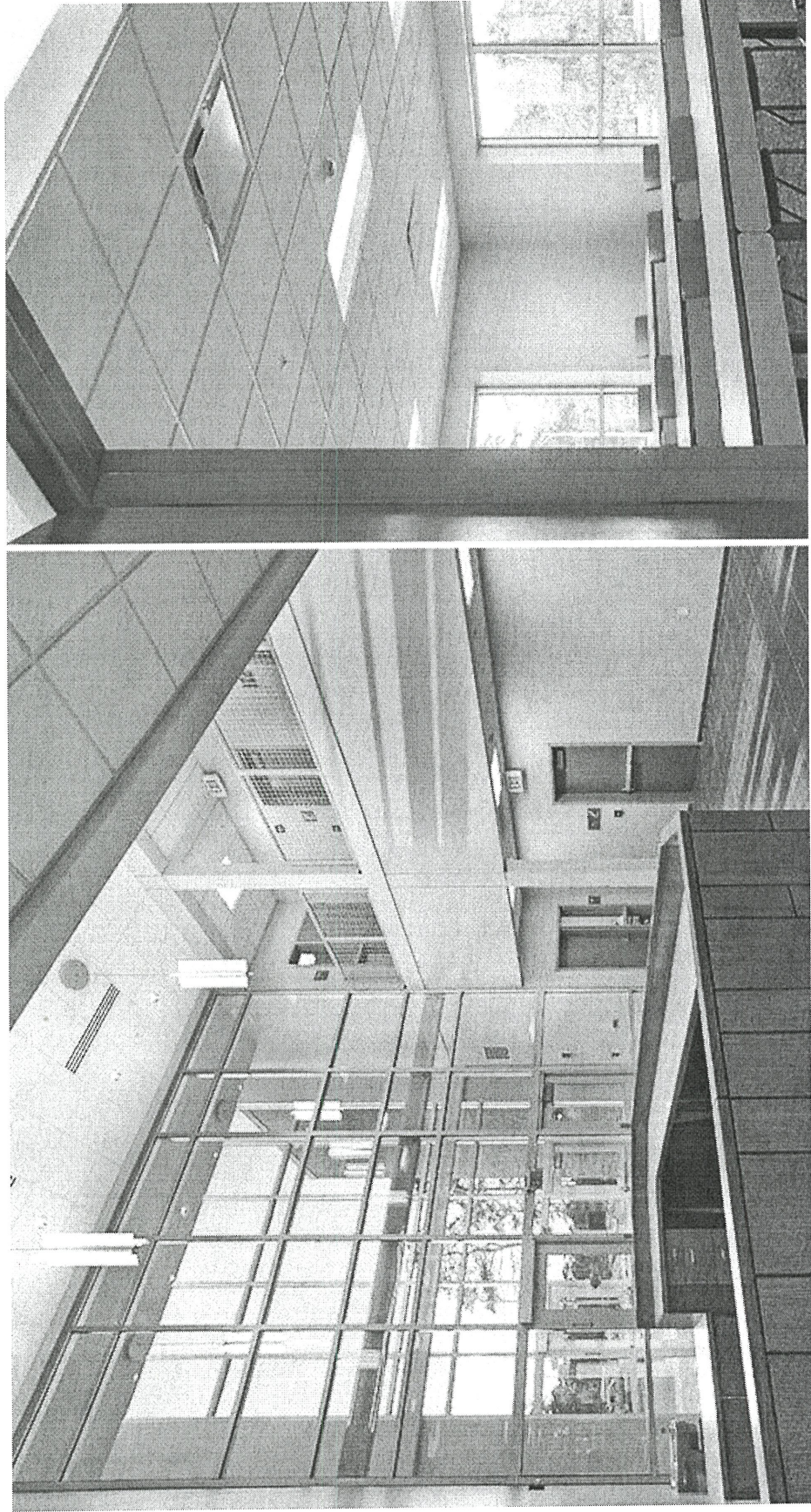


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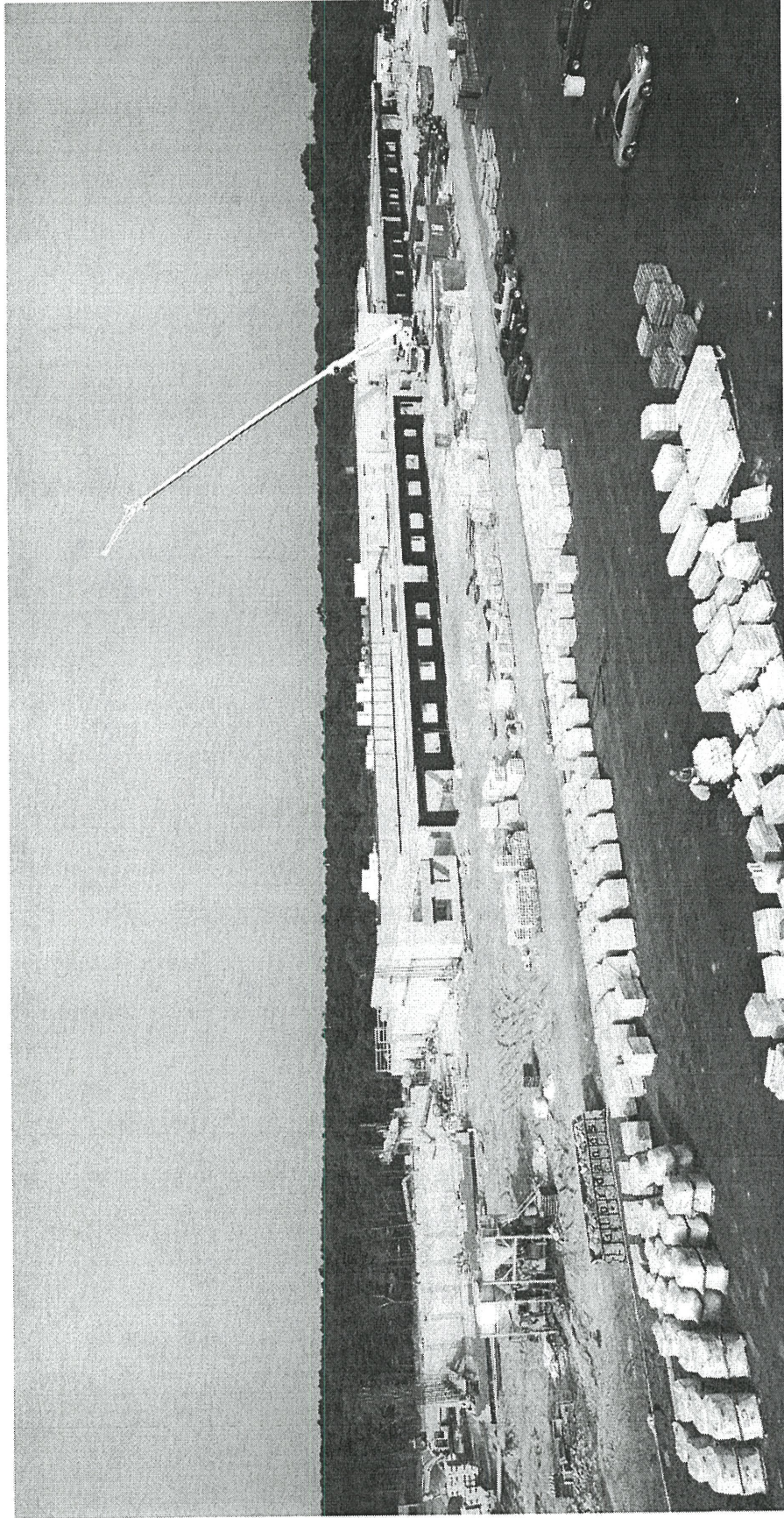
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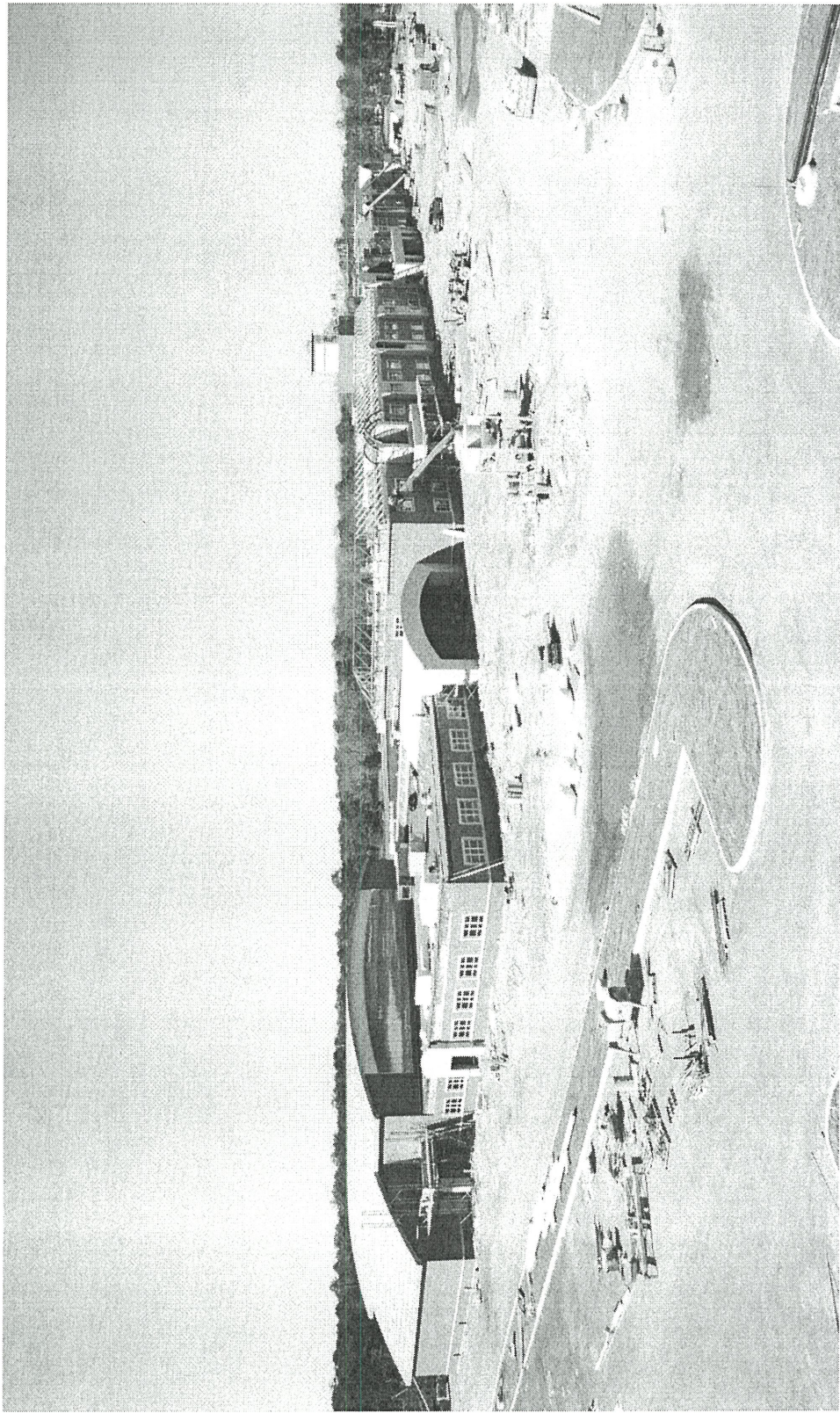
CUMBERLAND COUNTY TECHNICAL EDUCATION CENTER



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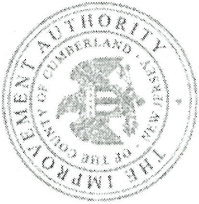


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CCTEC

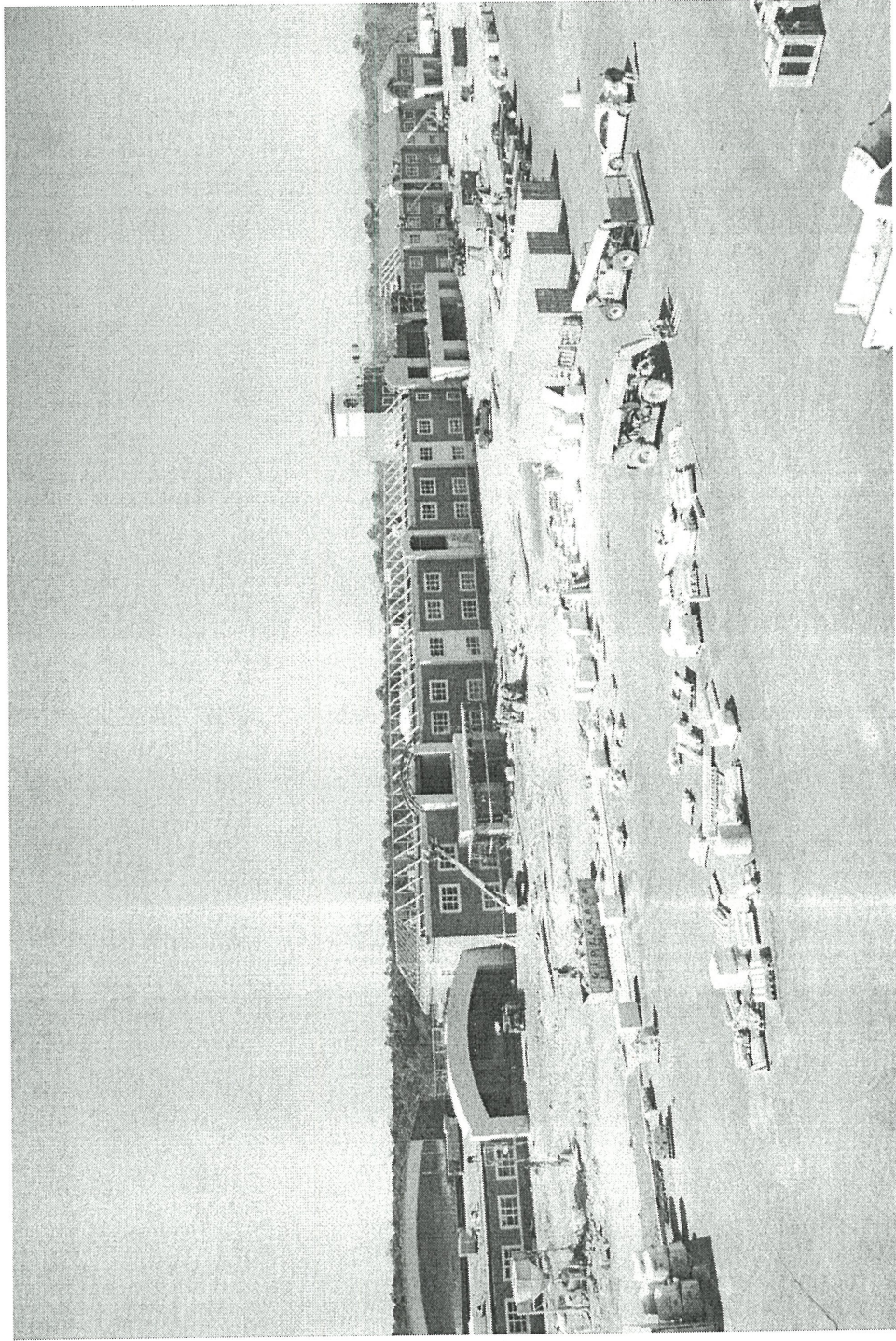


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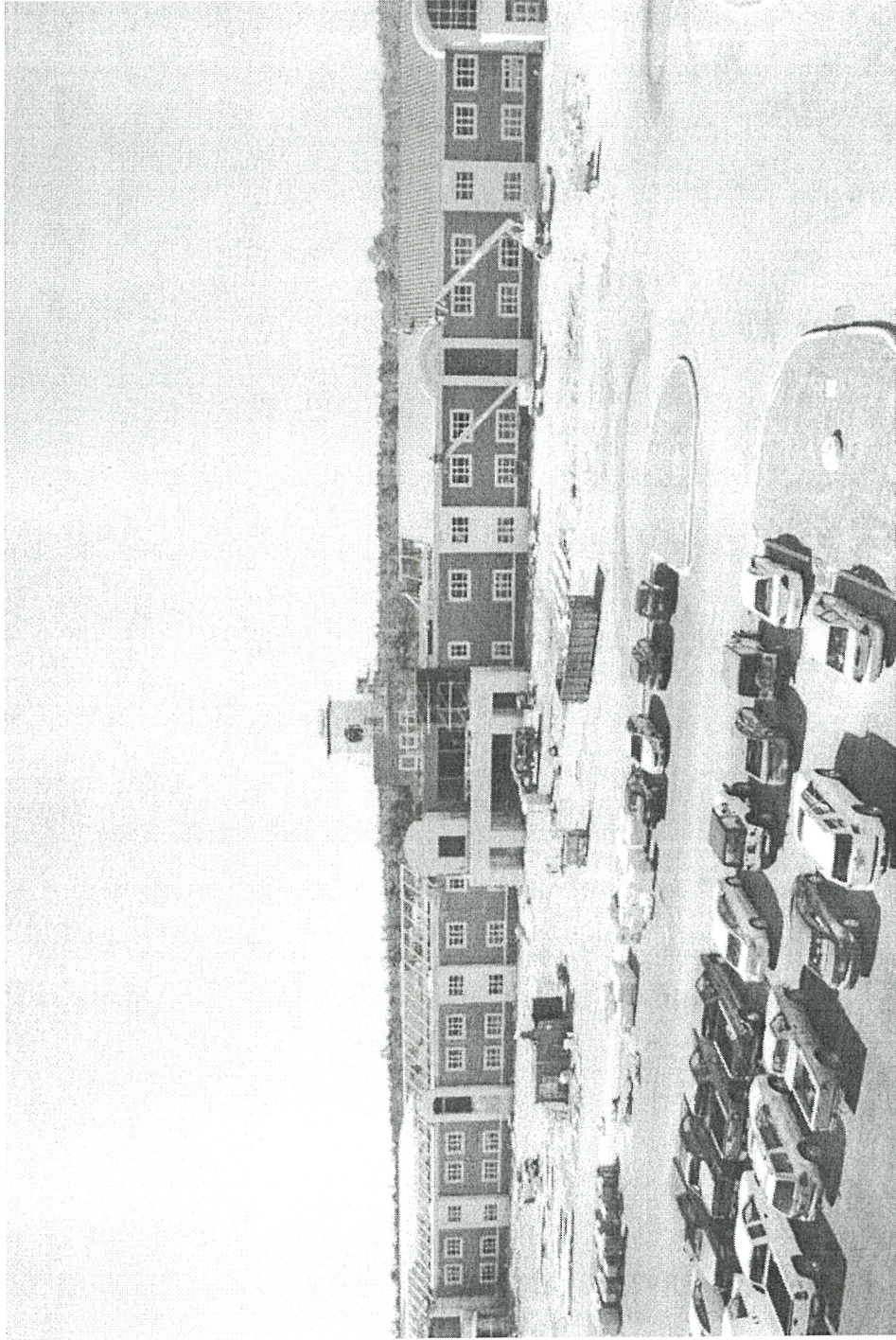
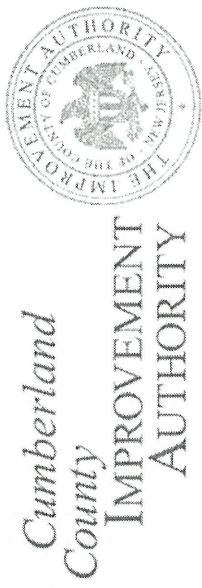
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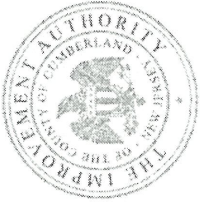


WORKFORCE

- 500 new jobs created from 55 small to mid size both new and expanding companies.
- 600 new employee growth in the last three years when compared to job loss and job gains.
- Our largest employment are in the categories of Health Services, Retail and Manufacturing.
- Unemployment has gone down in the last four years from a high of 13.3% to a low of now 8.7%.
- Continued partnership with College, CCTEC and Workforce Development (Project Team) *Economic Development Triangle*
- Last 3 years of Employment Growth-
 - **2012**- 45,042; **2013**- 45,403; **2014**- 45,602
 - Of the top 10 Employers, 4 are food manufacturers
 - 18% of the population work in the manufacturing category.

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More Strategic Investments CCIA Projects

39x

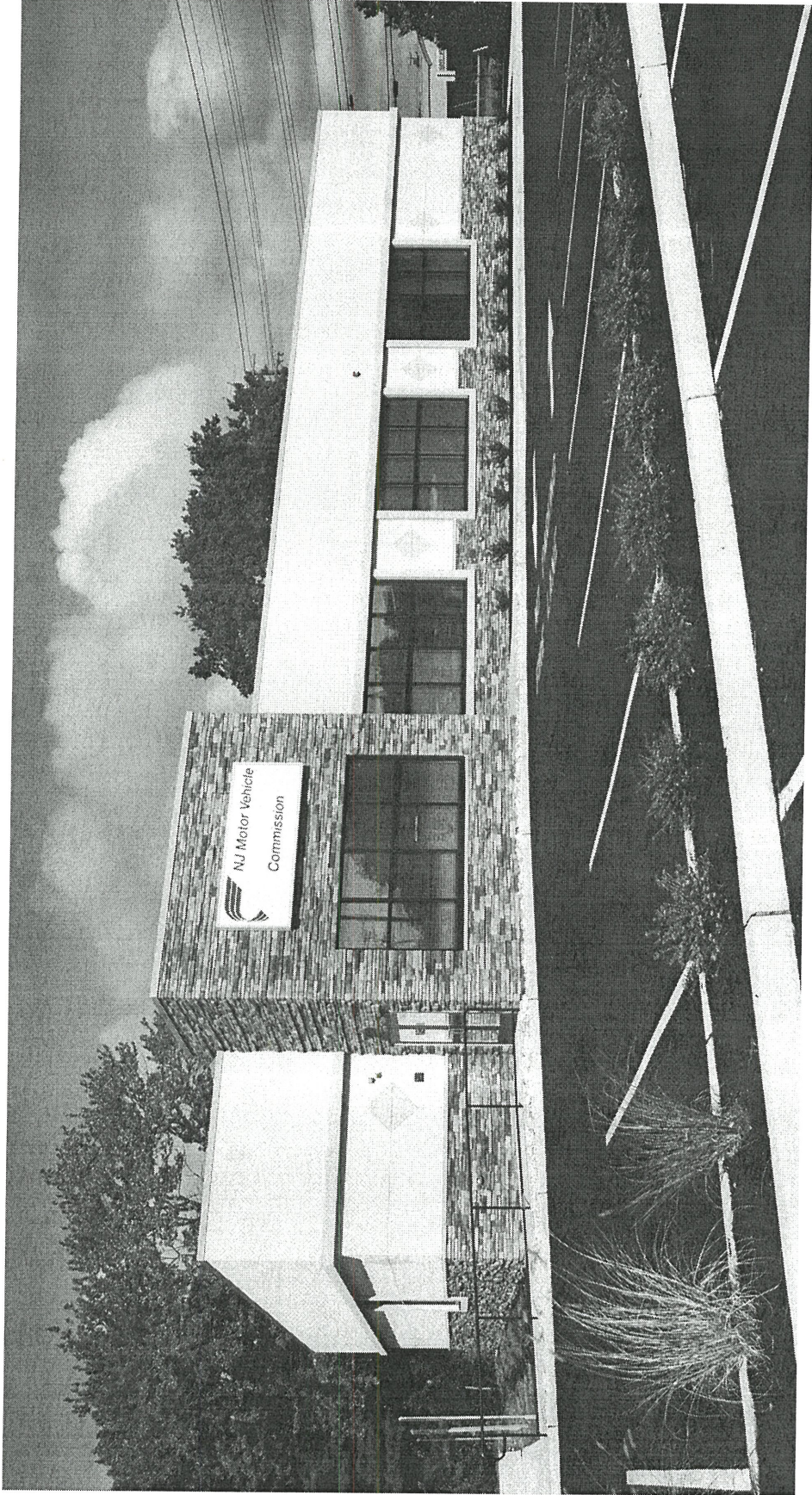
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DMV VINELAND



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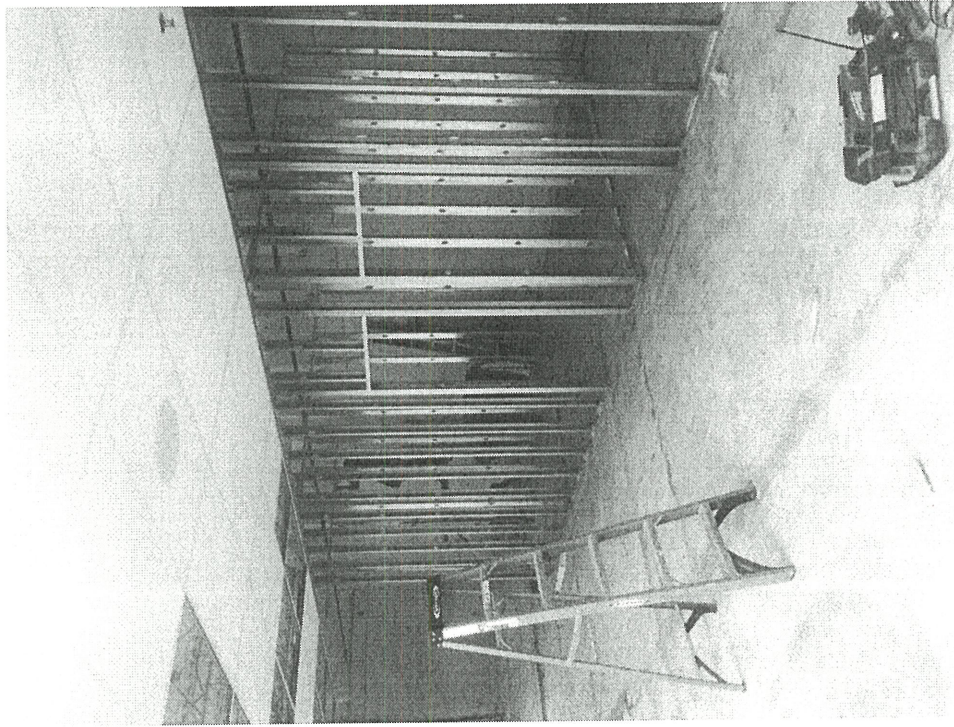
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275 DELSEA OFFICE COMPLEX RENOVATIONS



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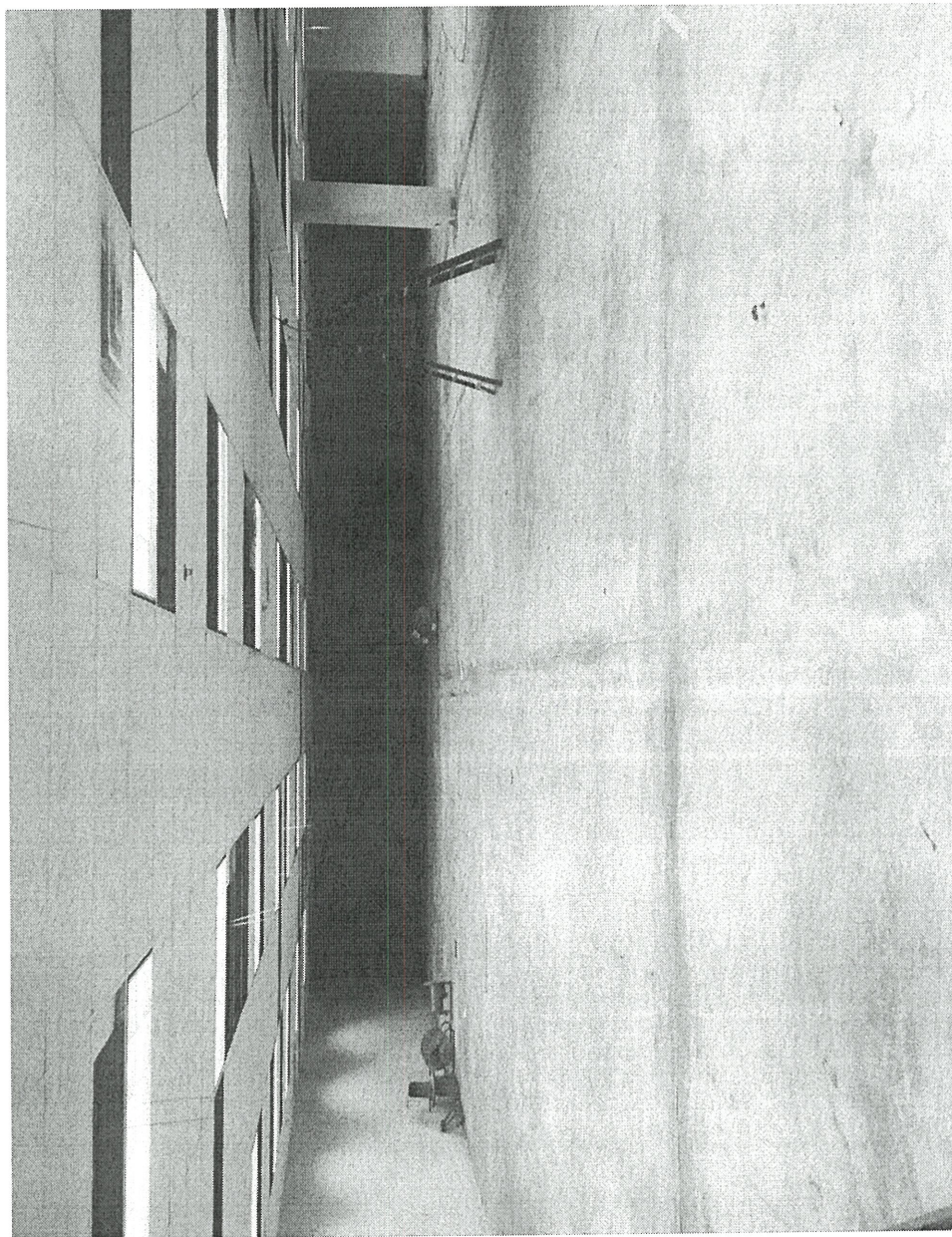
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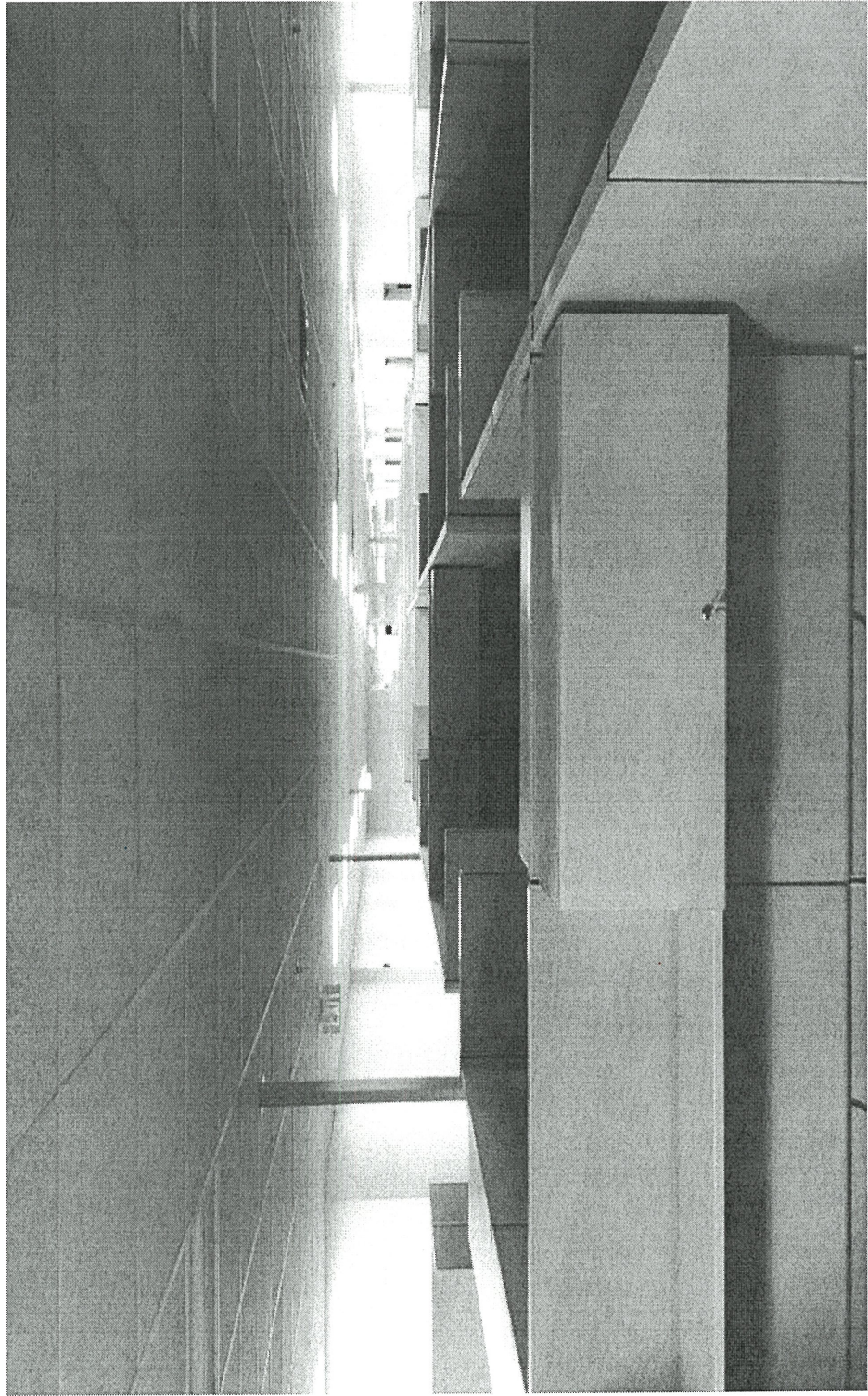
275 DELSEA OFFICE COMPLEX RENOVATIONS

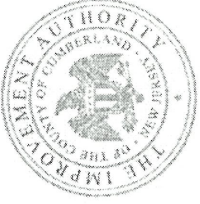


42x

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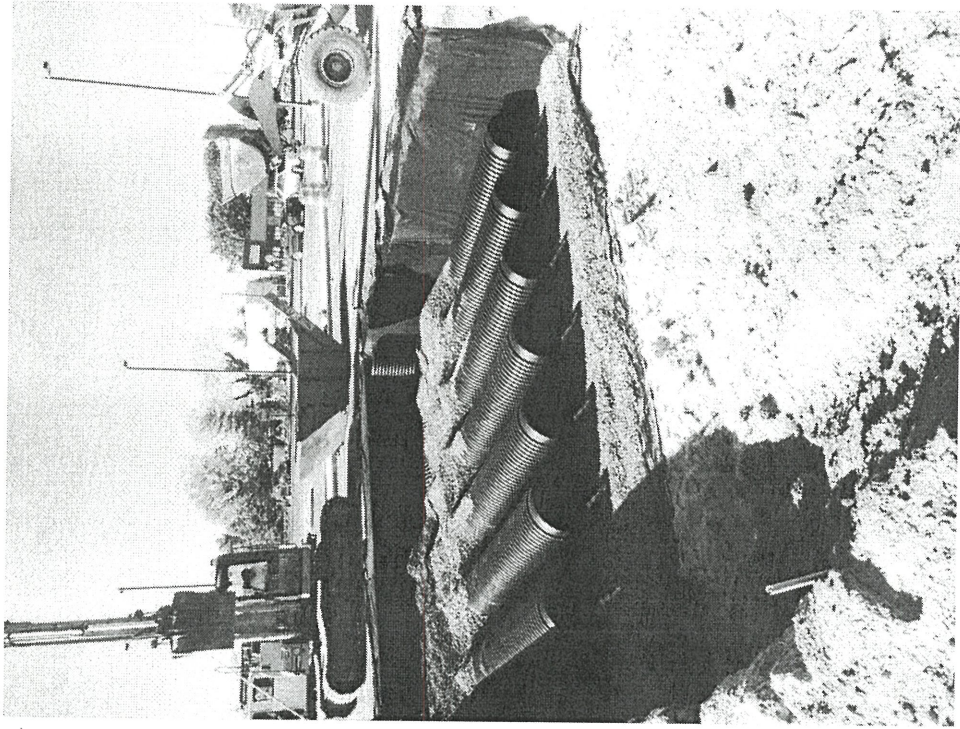
275 Office Renovations

- NCADD-NJ
- Gateway Community Action Partnership
- NJ Dept. of Children & Families
- Workfirst NJ
- Dept. of Agriculture
- Board of Social Services

4/4x



275 DELSEA OFFICE COMPLEX SITE WORK



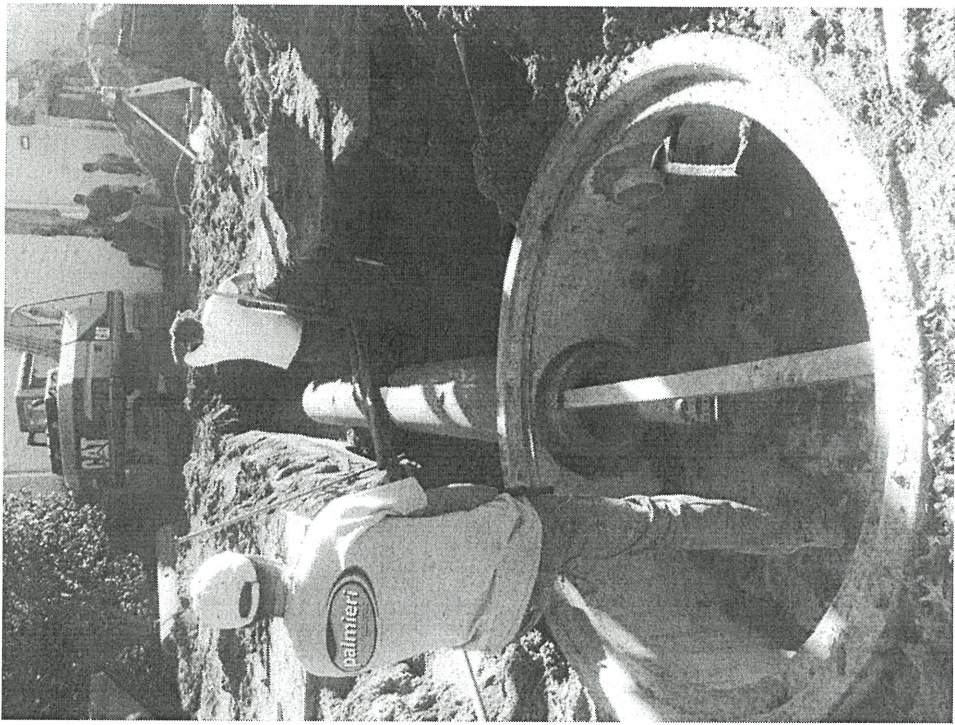
45x

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275 DELSEA OFFICE COMPLEX SITE WORK



46x

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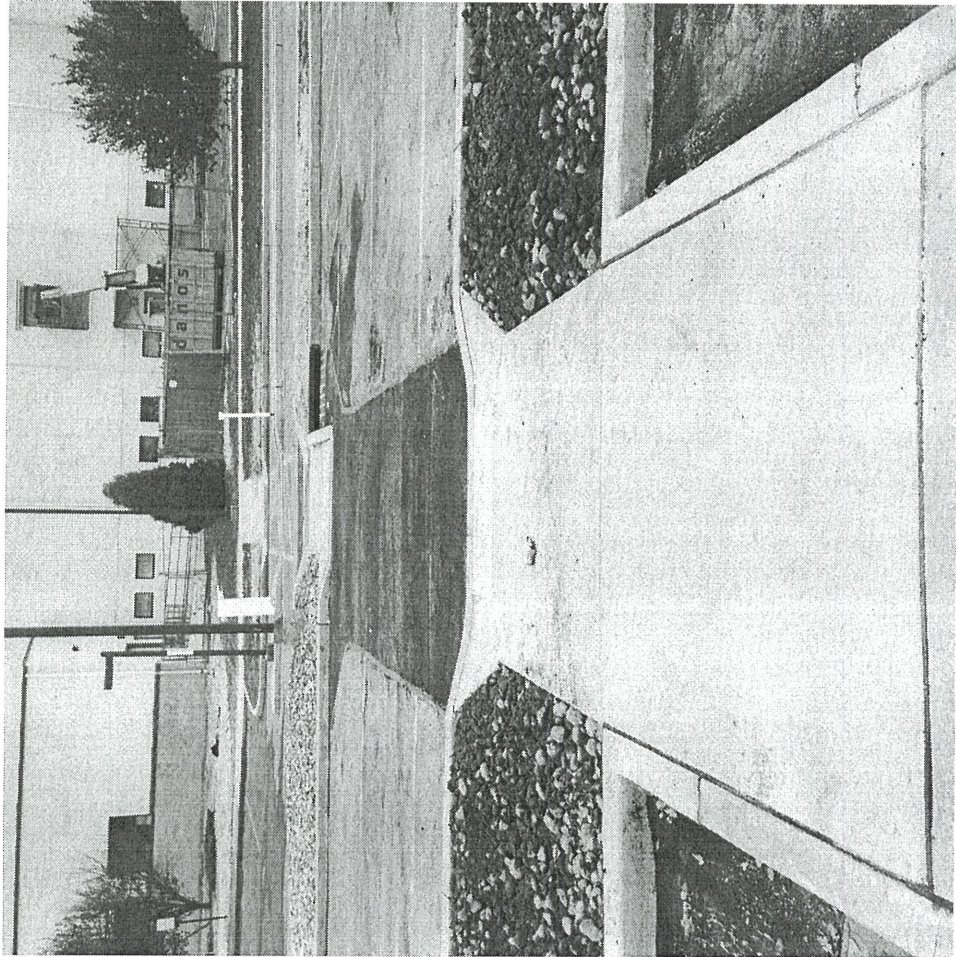
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275 DELSEA OFFICE COMPLEX SITE WORK



47x

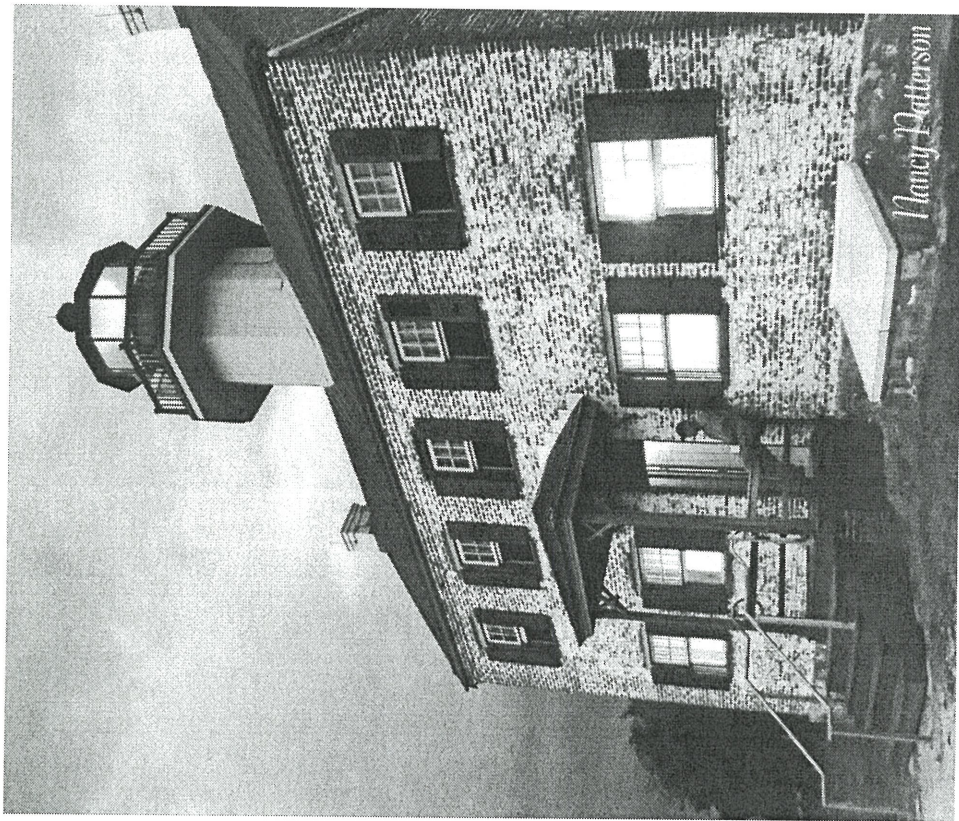
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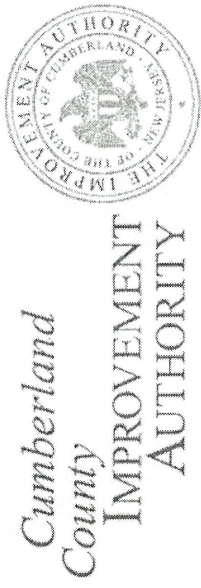
EAST POINT LIGHTHOUSE



4/8x

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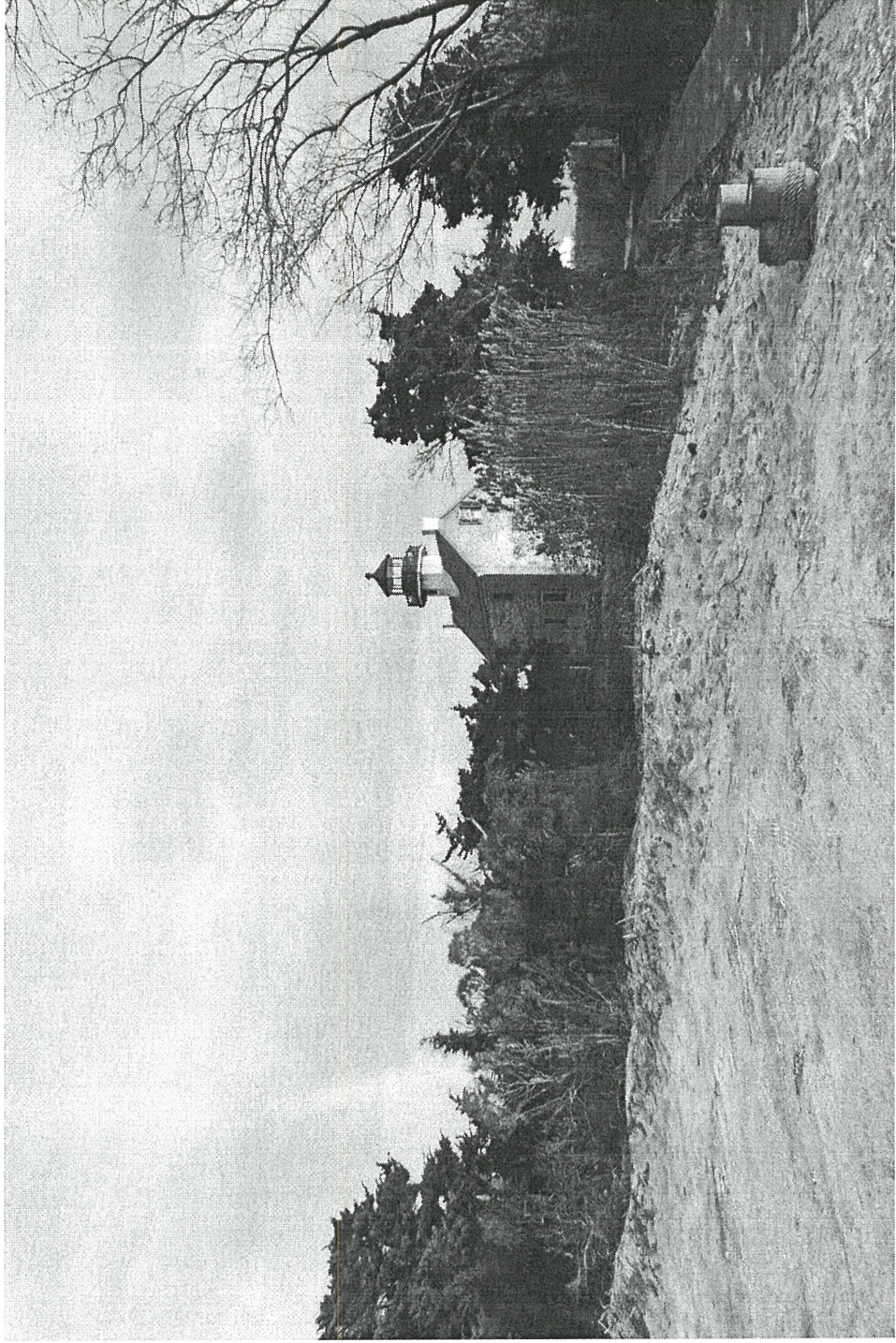
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EAST POINT LIGHTHOUSE



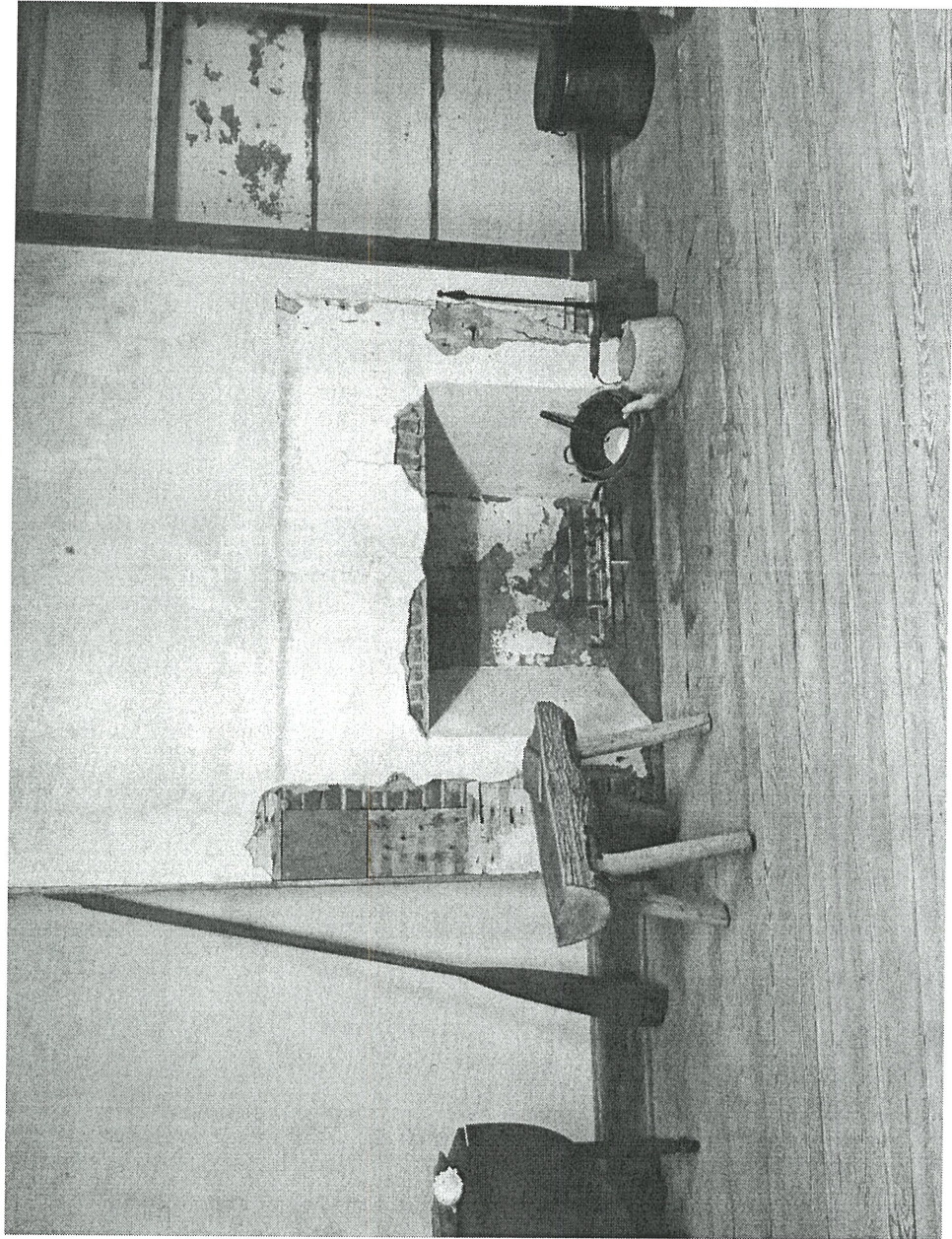
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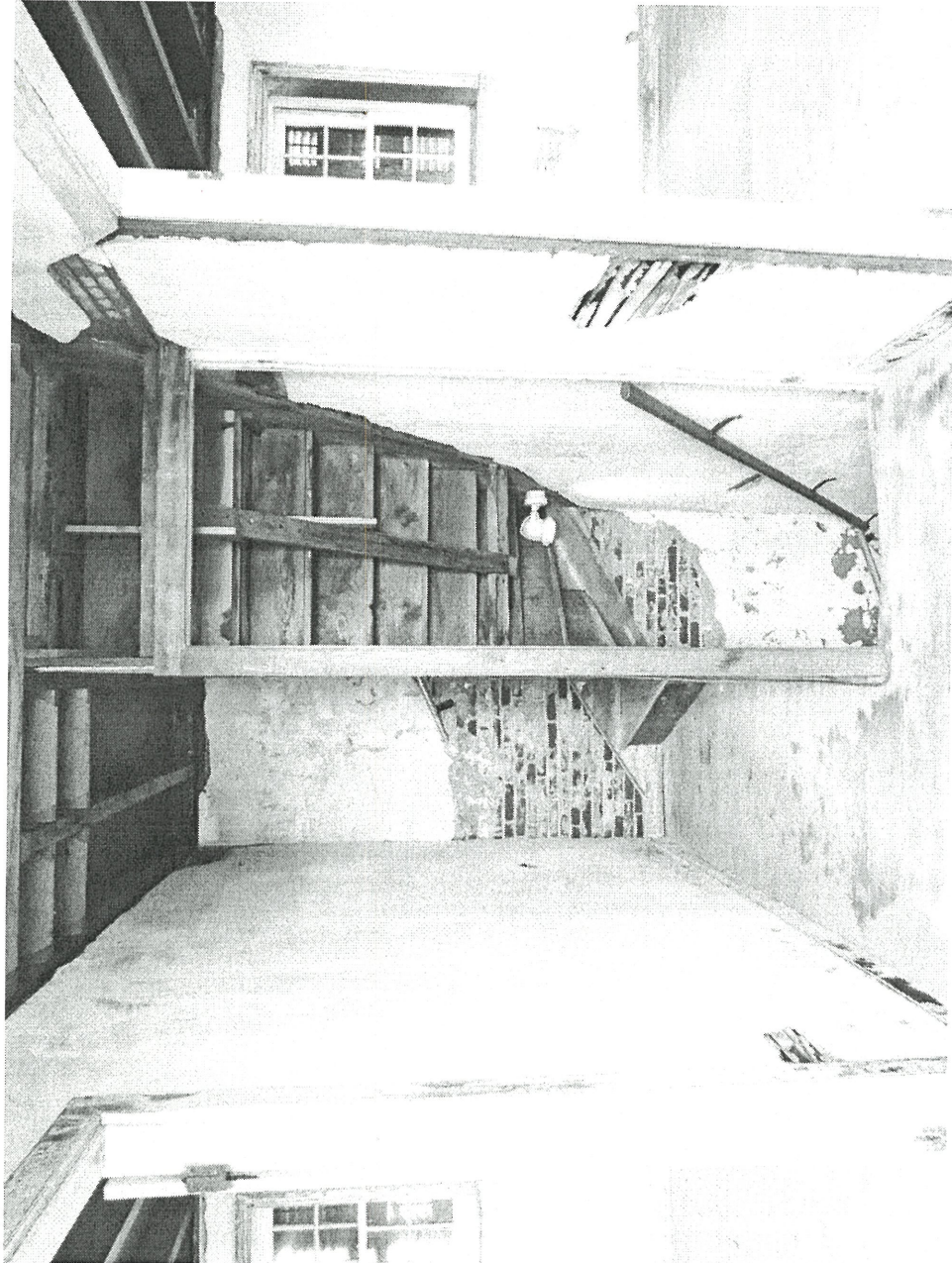


Lighthouse Interior





Lighthouse Interior



5/x

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Business Expansion and Growth

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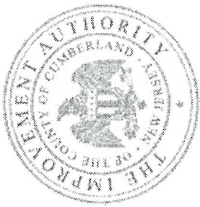


BRANDING

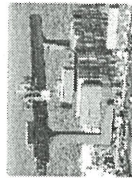
53x

A dark grey rounded rectangle containing the text "CUMBERLAND YES.COM" in white, bold, sans-serif font. The word "YES" is enclosed in a white speech bubble shape. Below this, the tagline "Your Economic Solution" is written in a white, handwritten-style script font.

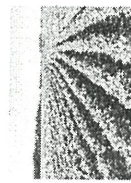
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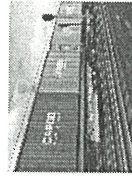
BROCHURE



YOUR
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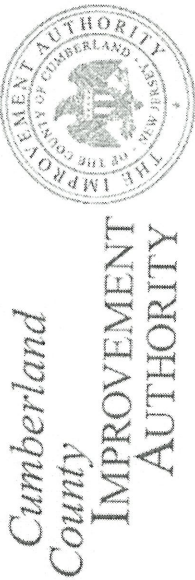


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MARKETING AGRICULTURE



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CUMBERLAND IS YOUR ECONOMIC SOLUTION

Agriculture is the largest commerce sector in Cumberland County which leads New Jersey in the industry. Abundant farmland has led to a flourishing food manufacturing and processing sector.

YES, WE ARE NEW JERSEY'S AGRICULTURAL CENTER!

Food industry companies can accelerate their growth and gain a competitive advantage in global markets with the ample location opportunities, proven agricultural network, access to strategic capital and tax incentives offered in Cumberland County, New Jersey.

These attractions and more are the reason decision makers of General Mills/Progresso, Perdue, Hanes Foods, Rich's Products and White Wave have said YES to Cumberland. It's also the reason why companies here supply major players like Campbell's Soup, McDonald's, Kroger, Abold, Delmarco and Kraft Heinz. Cumberland County is rightfully recognized by food manufacturers and processors as the place to be.

HERE'S MORE REASONS WHY:

- Cumberland County ranks 2nd in the state in the market value of agricultural products sold—nearly \$200 million annually.
- It also ranks 4th in the production of flowering trees and shrubs, herbaceous perennials, beets, broccoli, cabbage, cauliflower, Chinese cabbage, collards, asparagus, endive, kale, lettuce, celery, green onions, parsnips, radishes, sorghum for grain, and sweetcorn.
- It ranks 2nd for the production of peaches, cucumbers and pickles, snap beans, eggplant, fresh-cut herbs, peppers, spinach, summer squash, wheat for grain, and mollusks and 3rd for soybeans, RV, tomatoes, and potatoes.
- The County provides 17% of New Jersey's agricultural economy and nearly 25 percent of its entire nursery and horticultural industry.
- Cumberland serves as home to more than 500 farms totaling nearly 65,000 acres and the County has formally committed nearly 30 percent of all farmland to remain preserved under the Farmland Preservation Program.
- A statewide network of essential farming equipment, supplies and financial services centers, including national chains, are here to support the growing ag-business population.



Efficient and profitable global connections because of a robust transportation network

A proven, established agricultural infrastructure with ample farmland waiting to be developed

Competitive advantages brought by ample access to funding and tax incentives

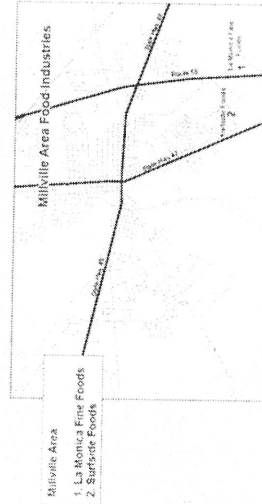
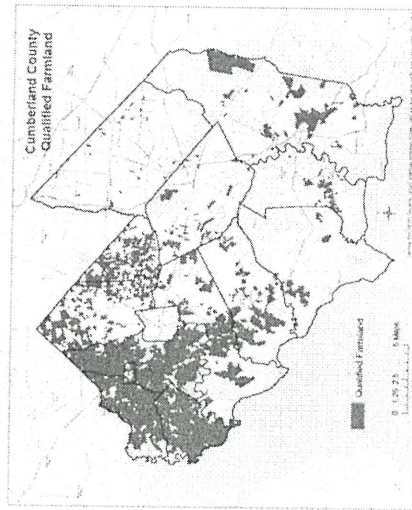
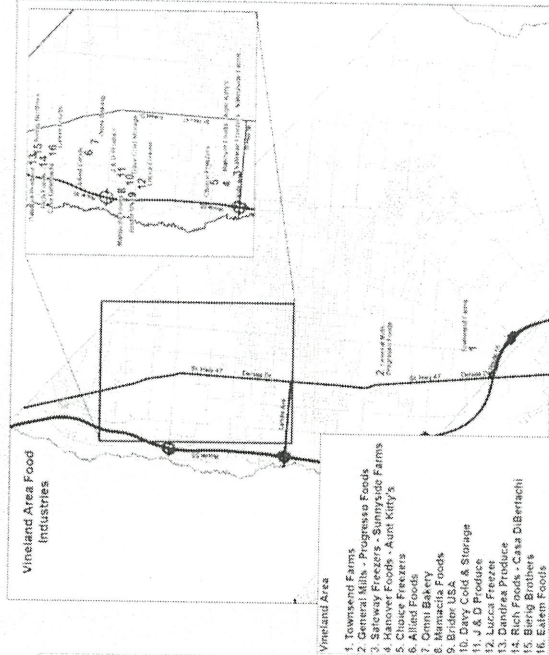
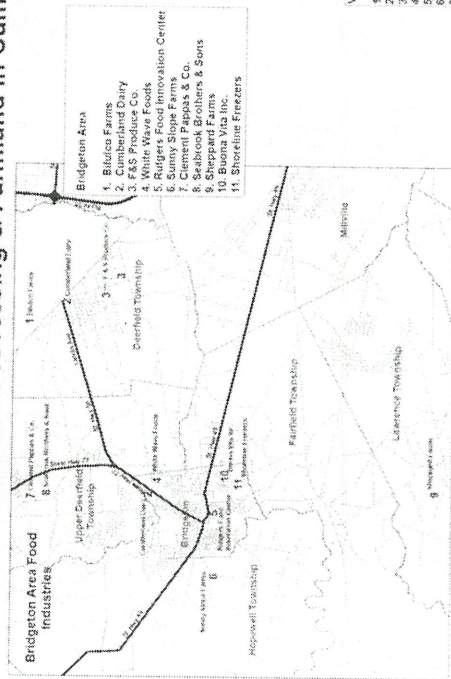
Advanced agribusiness workforce-training programs resulting in an experienced labor pool

CUMBERLAND YES.COM
Your Economic Solution



FOOD PROCESSING AND AGRICULTURE


Food Processing & Farmland in Cumberland County, New Jersey






ADVERTISING


**YES, WE ARE
YOUR ECONOMIC
SOLUTION.**


Cumberland County
Economic Solution


**Strategically Positioned
for Business**



**Exceptional
Financing & Incentives**



**Outstanding
Workforce Initiatives**



Great Quality of Life

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Your Economic Solution
856-825-3700

EMAIL BLASTS

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Your Economic Solution is Here!

- Cumberland County, New Jersey
- Strategic Investments for Investors
- Great Quality of Life
- Governor Wolf's 100th Initiative
- Exceptional Financing & Incentives

Companies Are Saying **YES** to Cumberland County



Booming Brand Hank Sauce Said YES
 The 100th Initiative is a powerful economic stimulus, and it's...
 ...the 100th Initiative is a powerful economic stimulus, and it's...
 ...the 100th Initiative is a powerful economic stimulus, and it's...

Surfside Said YES to \$1.6 million
 Surfside is a powerful economic stimulus, and it's...
 ...the 100th Initiative is a powerful economic stimulus, and it's...
 ...the 100th Initiative is a powerful economic stimulus, and it's...

**Amgen location opportunities, a powerful economic stimulus, and it's...
 ...the 100th Initiative is a powerful economic stimulus, and it's...
 ...the 100th Initiative is a powerful economic stimulus, and it's...**

Cumberland County attracts best business and industry...
 ...the 100th Initiative is a powerful economic stimulus, and it's...
 ...the 100th Initiative is a powerful economic stimulus, and it's...

Serious site locations can't say no to these features:

- 200+ of nation's top 500 firms
- Genealogical Resources
- Versatile Living National Park
- 100+ miles of coastline
- 100+ miles of coastline
- 100+ miles of coastline
- 100+ miles of coastline
- 100+ miles of coastline

We Offer Exceptional Incentives

- YES** 100th Initiative - 100% tax credit for new jobs
- YES** Foreign Trade Zone - 100% tax credit for new jobs
- YES** New Jersey Economic Development Authority - 100% tax credit for new jobs
- YES** Bonded Clean up Fund - 100% tax credit for new jobs
- YES** Federal Infrastructure Funding - 100% tax credit for new jobs
- YES** Local Bonding Incentives - 100% tax credit for new jobs

Why We Say YES!

...the 100th Initiative is a powerful economic stimulus, and it's...
 ...the 100th Initiative is a powerful economic stimulus, and it's...
 ...the 100th Initiative is a powerful economic stimulus, and it's...



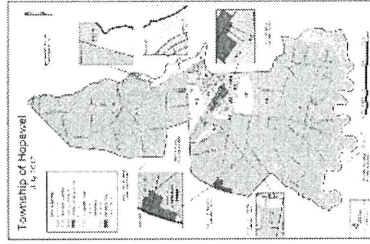
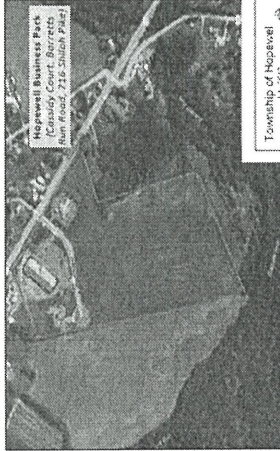


REDEVELOPMENT MARKETING SHEETS

**617 Shiloh Pike/
Cassidy Court/
Barretts Run Road**
Bridgeton, NJ 08302

Hopewell Business Park
34+ Acres of Township Owned Land
357,001 SF of Vacant Land

Hopewell Business Park



Property Information:

Block/Lot: 63, 16, 63, 1.03, 63, 1.01,
63, 1.02
Lot Size: 34+ Acres
Land Size: 357,001 SF
Utilities: Sewer, Gas, Electric
Zoning: Highway Commercial
Business
Logistics: Easy access to State Highway
49
Desired Use: Currently no redevelopment
designation, work in progress
for study

Susan Quinones
P. 856-455-1230 Ext. 20
squin@hopewellnj.com

Hopewell Township
590 Shiloh Pike
Bridgeton, NJ 08302



RECRUITMENT

- WEBSITE UPGRADE
- INTERACTIVE AVAILABLE PROPERTIES SITE
- PMA EXPO (3 Hot and 10 warm leads) Project Team Activity
- LA IDEA- BRAZIL AND MEXICO, COLUMBIA AND PERU. NEW YORK FOOD PRODUCE SHOW (10 Companies involved with the Food Innovation Center)
- MAGAZINE ADVERTISING (48 Cold leads)
- 3 & 7 MINUTE VIDEO
- SOCIAL MEDIA (1 Hot and 22 warm leads from 2 blasts)
- STATE & REGIONAL RELATIONSHIPS (Choose NJ, NJBAC, Realtors, Bankers)
- OUR TOWN EVENT (Recruitment to 30 developers)
- PERFECT GAME PUBLIC/PRIVATE PARTNERSHIP
- STATE OF THE COUNTY EVENT- (Communication)
- SNJ BIZ ARTICLE

60x

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County

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Hanks Sauce

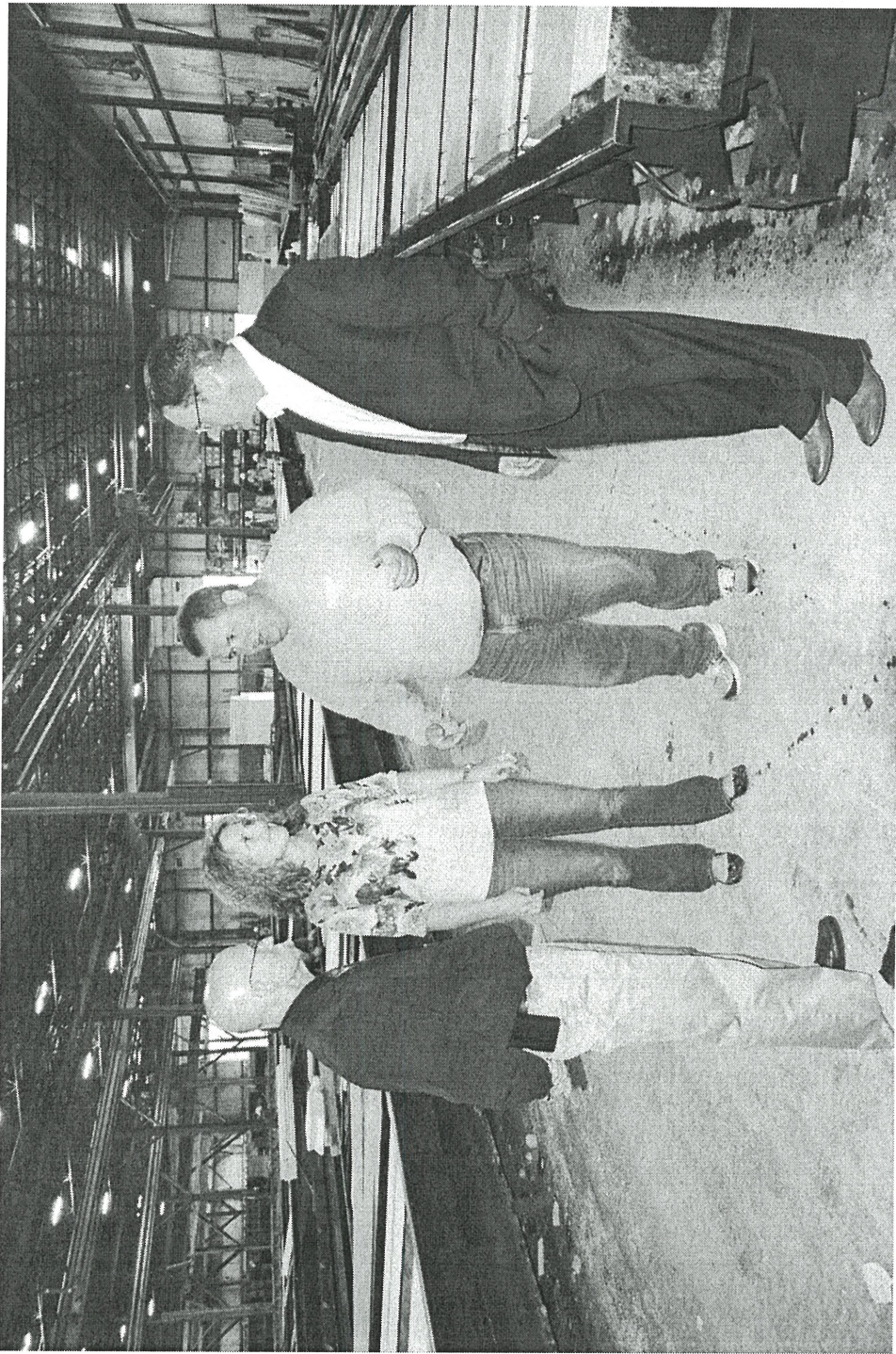


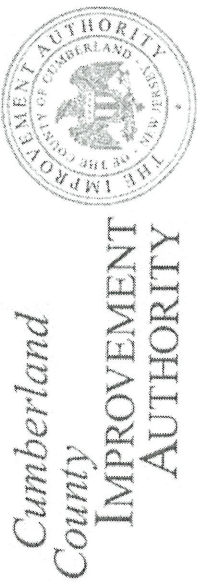
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Northeast Precast





Nature Labs



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Bridor



CUMBERLAND **YES**.COM

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CHx

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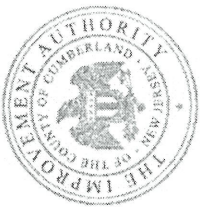
Bridor



65x

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Arts & Innovation Center



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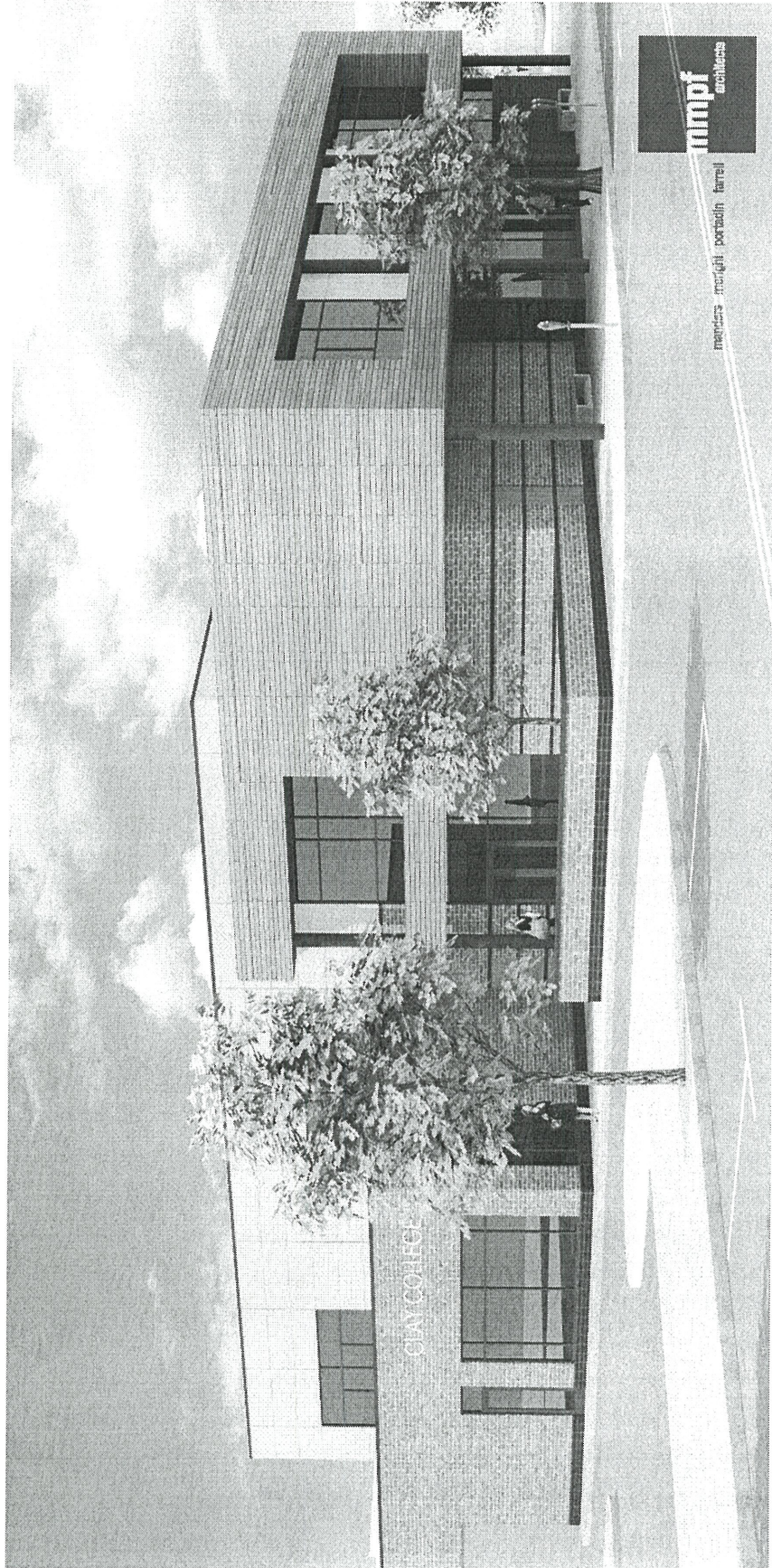
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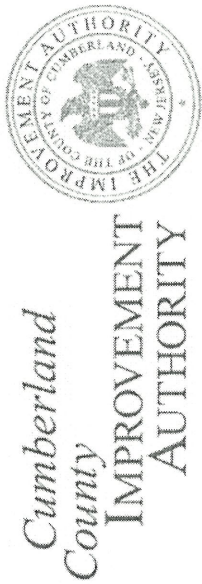
Arts & Innovation Center



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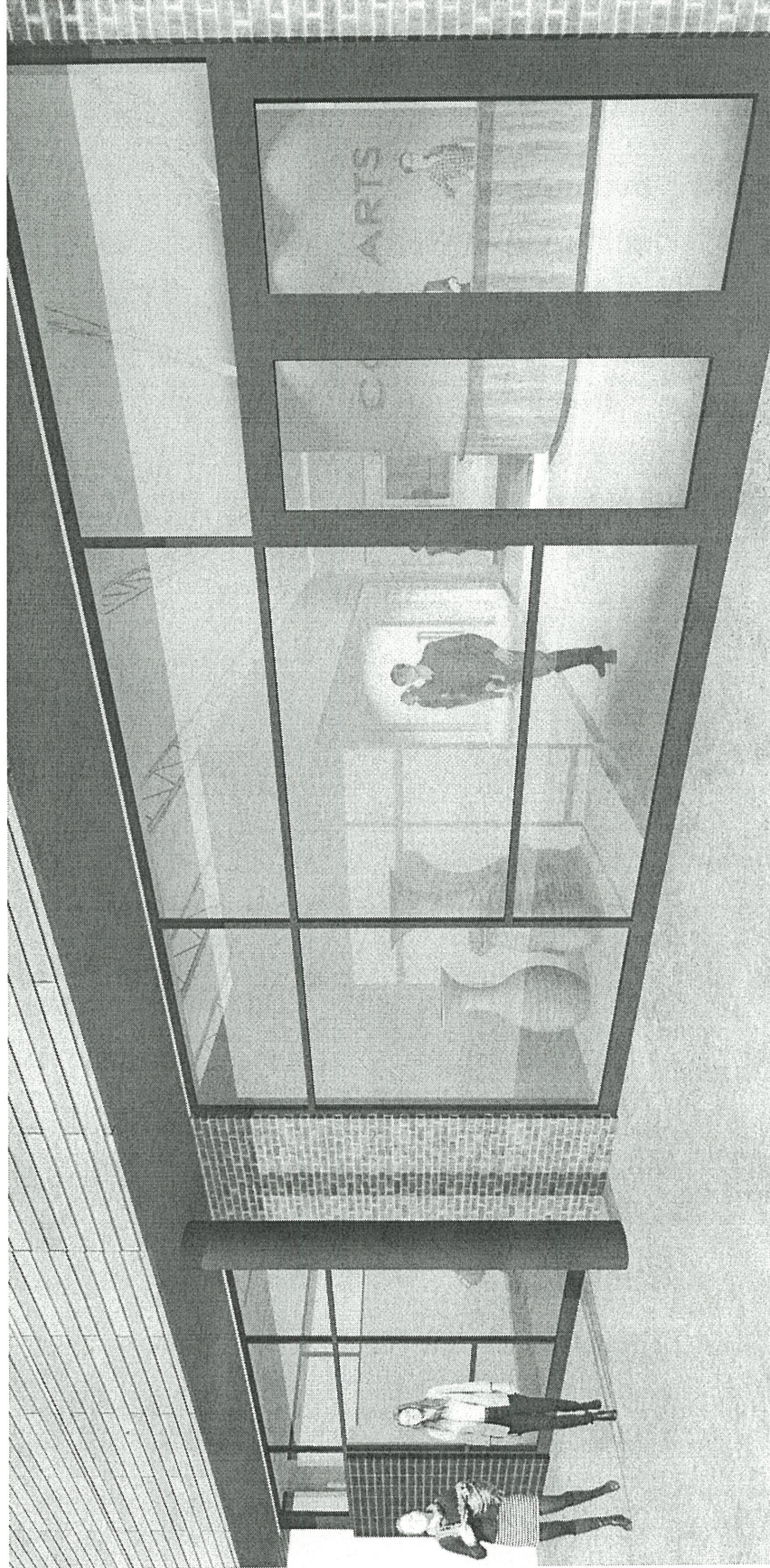
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Arts & Innovation Center

Interior



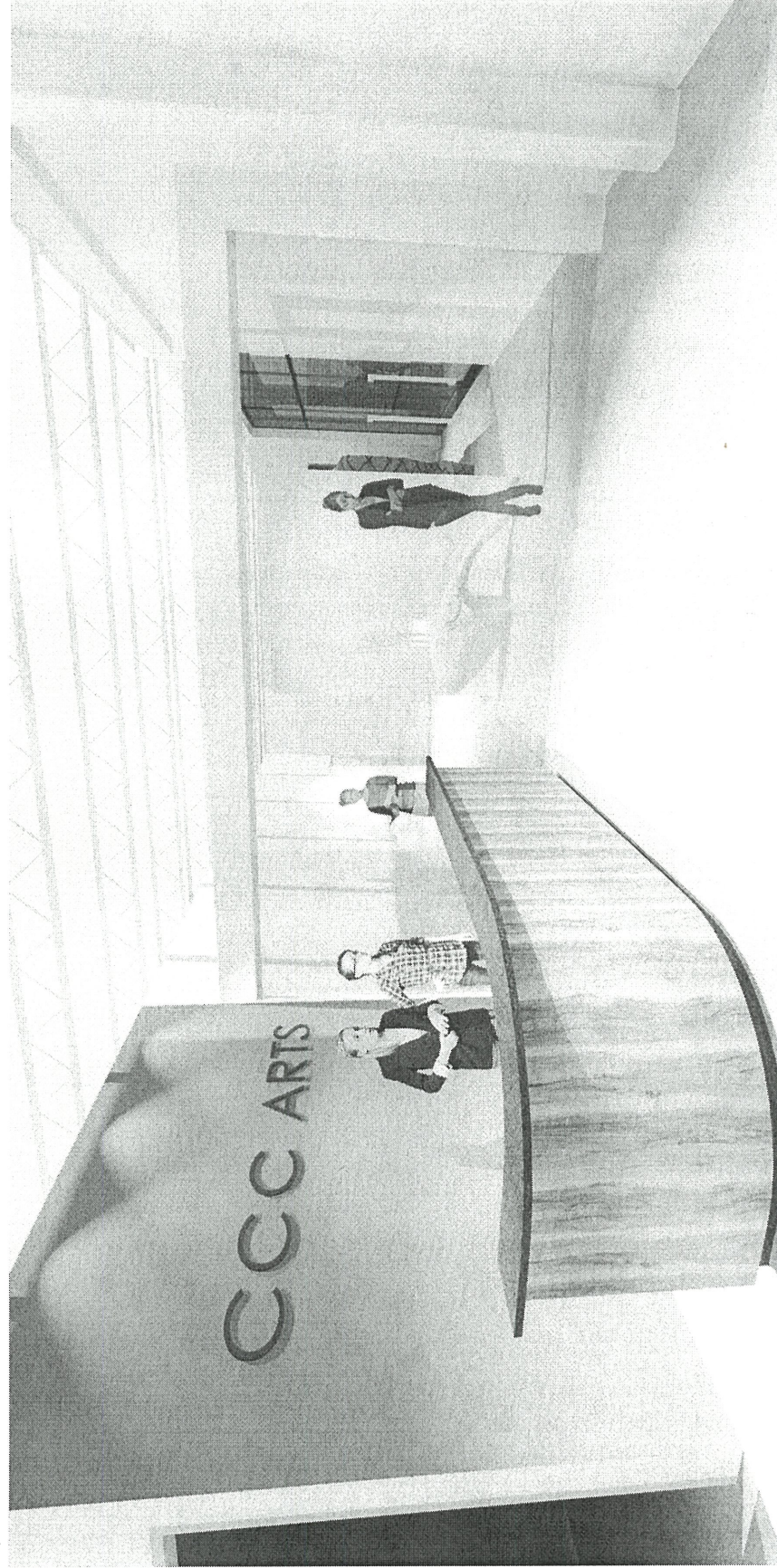
68x

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Arts & Innovation Center Interior



69x

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Business Development

Company	Grow NJ Awards	New Jobs Created
Northeast Precast	\$8.1 million	50
Surfside Products	\$1.6 million	15
Univision	\$1.2 million	100
Allied Specialty Foods	\$13.2 million	100

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EXPANSION AND GROWTH INVESTMENT

- **\$80 Million in Private Investment.**
- **\$23 Million in GROW NJ Approvals in 2015**
- **Currently 5 More Companies in 2016 with more than 300 new jobs created**
- **55 mid size to large company expansions**

7/1x



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Economic Focused Partnerships

72x

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Regional Energy HUB

Project Scope – To Generate 20 Additional Megawatts

- ✓ 6.5MW - existing G2E system;
- ✓ 10MW to 20MW - proposed solar photovoltaic system;
- ✓ 3.5MW - proposed expansion of G2E system
- ✓ Compressed Natural Gas Fueling Station
- ✓ CHP- Co-Gen Plant (tie Tech School and College)

Project developer Constellation Energy

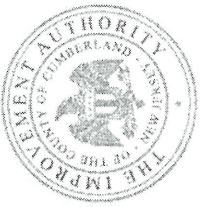


REALIZED COUNTY SAVINGS/CCIA CONTRIBUTION:

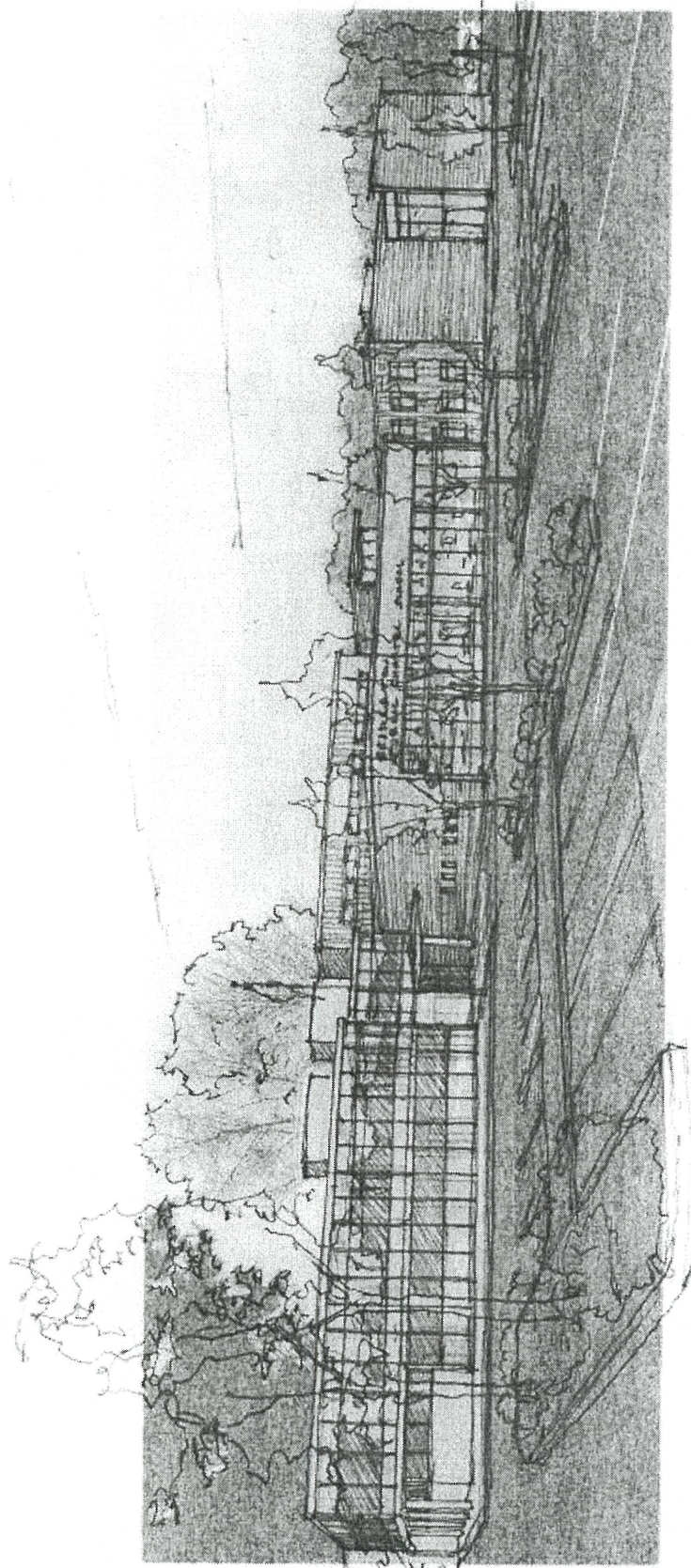
- Economic Development: Operations, Marketing, Public Relations, Events
- Fleet Maintenance
- Reduced Lease Expenses
- Trash Removal/County Building
- Real Estate
- Property Management

74x

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CHARTER SCHOOL



75x

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Meets CCIJA's Focus

- ✓ **A Stronger Workforce**
- ✓ **More Strategic Investments**
- ✓ **Added Business Expansion & Growth**
- ✓ **Economic Focused Partnerships**

76x

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*The development, financing and
management of projects and programs
most vital to sustaining the economic and
environmental future of the County*

CUMBERLAND **YES**.COM

Your Economic Solution

3/13/2016

Good Morning Task Force Committee and welcome General Audience members. Thank you for allowing me to speak today. My name is Carol Johnston. I am the founder of MCITC which is a medical and vocational school in Millville, New Jersey.

MCITC has been educating adult professionals for the last nineteen years. All of MCITC courses offer an affordable education ranging from \$1,875 to \$5,800. These courses generally last from five to ten weeks. Most of our students have been able to find financial assistance through a variety of avenues such as One Stops, TANF and the Veterans Administration.

MCITC's Current Courses:

Medical Division:

- CNA
- CMA w/ Full EKG with Interpretation
- Full Phlebotomy
- CHHA

Heavy Equipment Division:

- Heavy Equipment Operator
- Fork Lift Operator
- Landscaping

Currently, MCITC is developing other educational programs in high demand fields. Hydroponics and various skilled trades such as welding, electricians and plumbers are all projected as high growth fields over the next ten years and will need trained professionals.

MCITC's training programs have produced trained employees with salaries in these ranges:

- \$20 to \$35 per/hr for heavy equipment operator
- \$12 to \$25 per/hr for medical training
- \$10 to \$21 per/hr for landscaping
- \$10 to \$18 per/hr for fork lift operator

I have been an active task force committee member for a little over a year now. I address you today as a member of the Task Force Committee in regard to current economic developments within the medical and heavy equipment divisional fields.

First some important current statistics from the NJ Department of Labor:

Industries with the largest projected job growth to 2022 are:

Educational and Health Services

Professional and Business Services Trade

Transportation & Utilities

Construction

Leisure and Hospitality

Heavy Equipment Operators:

Construction and Extraction Projected Occupational Highlights

• 18.6 percent employment growth, 2012-2022 • 22,700 additional employment • 4,330 average annual job openings • 47.3 percent of these openings are due to replacement demand.

From 2012 to 2022, the construction industry in the United States is projected to grow at an annual rate of 2.6 percent. New Jersey construction is projected to grow at a rate of 2.5 percent. • Over a ten year period, construction in the United States is projected to see a total percent increase in employment of 28.8 percent while New Jersey construction is projected to grow 27.7 percent. • Construction employment in the United States is projected to grow by 1,622,100 by 2022. • New Jersey construction employment is projected to increase by 36,150 by 2022.

Per industry data from other reports from the NJ department of labor and national department of labor along with feedback from employers, we at MCITC understand there is a need for our current heavy equipment program to expand. Additionally, we have been contacted by some large NJ construction companies in regard to heavy equipment operators with requests for employees, as well as concerns for more advanced training. MCITC currently has a beginner heavy equipment operator entry level class of 160 hours that also provides an OSHA Construction "10" safety certification.

MCITC is currently developing additional training classes at intervals of 160 hours and 120 hours to fulfill a need sought by NJ Heavy Equipment employers in regard to more advanced training for operating heavy equipment with emphasis on safety and hours of operating experience.

MCITC sees an opportunity to train some of NJ's residents in need of employment while accommodating the high demand fields in construction and skilled trades.

With the "Baby Boomer" generation retiring and most high school graduates entering college, there is a shortage of employees for the construction skilled trades. This employment need is expected to increase 10% annually at the national and state level.

We identify the following groups could greatly benefit from training in heavy equipment operations and other skilled trades:

- Veterans
- The Unemployed
- Ex-offenders
- High school graduates

Giving training opportunities to these groups could be beneficial in reducing some current and future state costs while producing additional future income tax revenue.

MCITC Current Initiatives

1) Ex-Offender / Reducing Recidivism:

MCITC has been talking with specific non-profits focused on helping ex-offenders to become productive members of society. We have learned that coming from an institution of incarceration without some type of positive reinforcement and guidance is a difficult transition.

Based on research, MCITC has learned that having a life skills program that encompasses 8 weeks prior to job training with job readiness assistance, reduces recidivism by 87% in the crucial first 9-month period of release. This is a staggering positive result!

MCITC would like to implement a "Life Skills" initiative with mentoring in the training program for Heavy Equipment Operation and other skilled trades. Partial subsidized state funding for this program would be most welcomed. MCITC is in preliminary stages of implementing this program.

2) Training for Veterans:

MCITC is working with the Veterans Haven South to provide heavy equipment training. We are working with Sgt. Gladys Krasicki who is assisting veterans who enter the NJ State One Stop Career Centers to attend our training.

3) Re-Purpose Training:

Many recent and long-term unemployed who have lost their jobs need re-purpose training. MCITC provides an opportunity to re-purpose and train individuals in 8 weeks with starting income averages at \$20 to \$35 per hour.

4) Advanced Training for Heavy Equipment Operators:

One of the largest heavy equipment construction companies in the State of NJ expressed their concern to MCITC about the lack of heavy equipment advanced training available. Since learning of this, MCITC is committed to developing advanced training programs to meet this need.

At MCITC we believe these initiatives should receive serious consideration and will result in positive outcomes. Thank you for letting speak to you today.

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Program Description | Provider Description | Program Results | Program Comments | Return to Results | Add to my List

Program Description

Program Name: Heavy Equipment Operations

Provider Name: Medical Consultants Instructional Training Center - Millville - PVS

CIP Name: Construction/Heavy Equipment/Earthmoving Equipment Operation (490202)

Average Program Rating:
N/A (0)

Add Your Comments

Description Of The Program:

Heavy Equipment Operations Course is an extensive 2 month course allowing you to Operate Heavy Equipment in a safe and efficient manner. Heavy Equipment taught on is as follows: Bull Dozers, Excavators, Front End Loaders, Backhoes, and Dump Truck Loading, etc. Safety Operations of each piece of equipment is always forefront of this course, allowing you to demonstrate your proper techniques when attending interviews. Provided in your instruction time is also Underground Utilities and the "ONE CALL SYSTEM" as well as transit and laser setup and use, discussion on GPS in location and elevations, basic blue prints, grades and elevations in grading. Unlike many courses this course is very "hands on". Most of the instruction time is on the equipment, in the equipment arena not just book knowledge, allowing your skills to be shown in every aspect upon Completion of Course and Final Exam (hands on and written) taken at the school.

Description of Unique Features Of The Program:

Construction equipment operators use machinery to move construction materials, earth, and other heavy materials at construction sites and mines. Heavy Equipment Operators operate equipment that clears and grades land to prepare it for construction of roads, buildings, and bridges, as well as airport runways, power generation facilities, dams, levees, and other structures. They use machines to dig trenches, lay or repair sewer, utilities, and hoist heavy construction materials. Construction equipment operators also operate machinery that spreads asphalt and concrete on roads and other structures. These workers also help set up and inspect the equipment, make adjustments, and perform some maintenance and minor repairs. Construction equipment is more technologically advanced than it was in the past. For example, global positioning system (GPS) technology is now being used to help with grading and leveling activities. Students learn the "One Call System" as well as transit and laser setup and use. MCITC is a place where Great Jobs begin and "PEOPLE MATTER".

Degree, License, or Credential Offered by the Program:

Degree: Certificate of Completion

Credential:

License:

Special Features

WIA Eligible: Yes

Child Care Offered On Site: No

Assistance In Obtaining Child Care: No

Wheelchair Accessible: Yes

Career Counseling Available: No

Customized Training Services Provider: No

Distance Learning Services Provider: Yes

Spanish Spoken By Staff: No
 Other Languages Spoken By Staff: No
 Evening Courses: Yes
 Financial Aid Assistance Available: No
 Linked to 1-stop system: No
 Personal on-site job placement assistance: Yes
 Access to America's Job Bank: No

Program Cost & Basic Information:

Total Cost Of Program: \$4,000.00
 Tuition \$3,875.00
 Fees \$125.00
 Books & Materials \$0
 Supplies & Tools \$0
 Other \$0

Pre-requisites For Admission: HS Diploma, GED, or TABE Score 8th grade level
 Total Clock Hours: 160
 Total Credit Hours:
 Calendar length of program: 4-11 weeks

Licensing Agency: Dept. of Labor & Workforce Dev. Training Evaluation Unit
 Type Of Training Provider: Private Business and Technical Schools

Individual To Contact For More Program Information:

Contact: Carol Johnston
 Phone: (856) 825-6655 Ext:

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Program Description

Program Name: Phlebotomy Technician/Phlebotomist

Provider Name: Medical Consultants Instructional Training Center - Millville - PVS

CIP Name: Phlebotomy Technician/Phlebotomist (511009)

Average Program Rating:
N/A (0)

inDemand

Add Your Comments

Description Of The Program:

Students will be taught in a "simulated drawing / laboratory station" Not just in classroom, preparing them to be ready to work upon completion of the course and after sitting for the Certification of their choice. Many use NCCT, or NHA, however students are allowed to choose the Certification of their choice upon passing the course. The role of Phlebotomist is taught with safety and Accuracy being our main objective. CLIA, OSHA, & NCCLS regulations are taught throughout the course. Venipuncture, capillary puncture, urine sampling, specimen labeling, transportation and isolation procedures are strictly adhered to. Basic Lab procedures/testings are explained to the students and performed including blood chemistry, blood typing, urinalysis, pregnancy tests etc. Students entering this program must submit to drug screening and results sent to us. Students can be asked for random tests during course if we feel needed at student's expense.

Description of Unique Features Of The Program:

This course is excellent for those seeking a new career in Healthcare in a very short period of time. You may also add this course to our CMA course at a later period if you so desire, allowing you to have 2 Credentials after your name. Example: Joan Smith, CPT,CCMA This allows your to be "Highly Job Marketable".

Degree, License, or Credential Offered by the Program:

Degree: Certificate of Completion

Credential:

License:

Special Features

WIA Eligible:	Yes
Child Care Offered On Site:	No
Assistance In Obtaining Child Care:	No
Wheelchair Accessible:	Yes
Career Counseling Available:	No
Customized Training Services Provider:	No
Distance Learning Services Provider:	Yes
Spanish Spoken By Staff:	No
Other Languages Spoken By Staff:	No
Evening Courses:	Yes
Financial Aid Assistance Available:	No
Linked to 1-stop system:	No
Personal on-site job placement assistance:	Yes
Access to America's Job Bank:	No

Program Cost & Basic Information:

Total Cost Of Program:	\$1,675.00
Tuition	\$1,550.00
Fees	\$125.00
Books & Materials	\$0
Supplies & Tools	\$0
Other	\$0

Pre-requisites For Admission:	H.S.D, GED, or Tabe Score Minimal of 8th grade.
Total Clock Hours:	120
Total Credit Hours:	0
Calendar length of program:	4-11 weeks

Licensing Agency:	Dept. of Labor & Workforce Dev. Training Evaluation Unit
Type Of Training Provider:	Private Business and Technical Schools

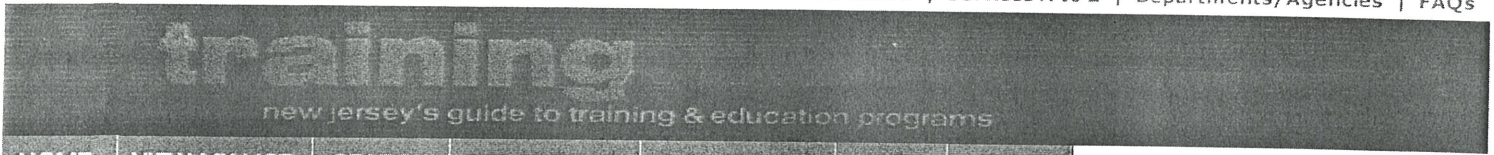
Individual To Contact For More Program Information:

Contact: Faith H. Carrasco
Phone: (856) 825-6655 **Ext:**

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[Program Description](#)
[Provider Description](#)
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Program Description

Program Name: Certified Landscape Technician
Provider Name: Medical Consultants Instructional Training Center - Millville - PVS
CIP Name: Landscaping and Groundskeeping (010605)

Average Program Rating:
 N/A (0)

[Add Your Comments](#)

Description Of The Program:

This program prepares students for the OSHA EQ/10 Cert for Landscape Technicians'. This exam is used Nationwide and is well known throughout the Landscaping Industry. Subjects included in this program are First Aid and Safety, Turf Installation, General Turf Maintenance, Plants and Planting, Tree and Shrub Maintenance, Turf Equipment Operation and Safety, General Landscape Equipment Safety, Irrigation System Components and Maintenance, Work Orders, Snow Removal, (Non-Heavy Equipment), and much more. (OSHA EQ/10 is paid for by the school; no out of pocket cost to student, as well as safety equipment needed).

Description of Unique Features Of The Program:

This program allows you to be "Highly Job Marketable" in the Landscape Technician field. Many Insurance Companies give employers a discount on their insurance when these Credentials are obtained. You will be learning not only Turf Maintenance but also Ornamental Maintenance as well, with confidence. Many students choose this program because there are "NO FILLER SUBJECTS"; you learn what you need to pass your Certification Exam, OSHA EQ/10 and to be at your best as a Landscape Technician . This means only 2 months for a Career in Landscape, allowing you to receive better pay for work performed. Soon requirements are leaning toward all Landscape Technicians, allowing you to receive Placement Assistance is available upon completion of this course and taking your Credentialing Exam offered and paid for by the school (OSHA EQ/10). Many students decide to also take their Certified Exterior Landscape Technician Credentials after working in the field for approx 1 year, making them Highly Job Marketable with (2) Certifications behind their names in their Career choice of Landscape Technician.

Degree, License, or Credential Offered by the Program:

Degree: Certificate of Completion
Credential: Landscape Industry Certified Lawn Care Technician
License:

Special Features

WIA Eligible:	Yes
Child Care Offered On Site:	No
Assistance In Obtaining Child Care:	No
Wheelchair Accessible:	Yes
Career Counseling Available:	No
Customized Training Services Provider:	No
Distance Learning Services Provider:	Yes
Spanish Spoken By Staff:	No
Other Languages Spoken By Staff:	No
Evening Courses:	Yes
Financial Aid Assistance Available:	No
Linked to 1-stop system:	No

85x

Personal on-site job placement assistance: Yes
Access to America's Job Bank: No

Program Cost & Basic Information:

Total Cost Of Program:	\$4,000.00
Tuition	\$3,875.00
Fees	\$125.00
Books & Materials	\$0
Supplies & Tools	\$0
Other	\$0

Pre-requisites For Admission: HS DIPLOMA, GED, 8th grade TABE score
Total Clock Hours: 160
Total Credit Hours:
Calendar length of program: 4-11 weeks

Licensing Agency: Dept. of Labor & Workforce Dev. Training Evaluation Unit
Type Of Training Provider: Private Business and Technical Schools

Individual To Contact For More Program Information:

Contact: Carol Johnston
Phone: (856) 825-6655 **Ext:**

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Program Description Provider Description Program Results Program Comments Return to Results Add to my List

Program Description

Program Name: CMA Certified Medical Assistant

Provider Name: Medical Consultants Instructional Training Center - Millville - PVS

CIP Name: Medical/Clinical Assistant (510801)

Average Program Rating:
N/A (0)

inDemand

Add Your Comments

Description Of The Program:

CMA : Anatomy and Physiology, Basic Terminology used by CMA's, Charting / EHR (Electronic Health Records). Intro to Medical Coding and Billing are part of this Course ICD-9, CPT, HCPCS Coding, Fundamentals of Health Insurance / Record Procedures / Accounting of Patients Accounts etc. Administrative Office Procedures taught allowing Students to follow written orders from Nurses / Drs / and other Health Care Professionals. Medical Office Software (Medisoft) taught in "Simulated Setting". Books are Current Addition and loaned to Students (No purchase of Books). Clinical is 1 & 2 including Pharmacology and all body systems, injections, minor surgical procedure assisting, and EKG (major in passingnew CCMA Exams). Phlebotomy, HIPAA, OSHA, and CLIA rules and regulations taught as well. CPR is taught and Certification is received upon Passing Grade.

Description of Unique Features Of The Program:

Many Students come to MCITC in order to get not only a Quality Education in a shorter period, but to be able to feel Confident in passing the various exams you can take after passing this course such as: CCMA, CMA, EKG, & Phlebotomy. All of our Courses are taught in a "Simulated Setting", Phlebotomy is taught in an "Lab setting", EKG in a full exam room, and CMA Vitals etc in the Physicians Exam Room. Most schools teach in a single classroom setting, however MCITC wants their Students well prepared to face the Job World fully upon completion and taking their exam or exam(s) of choice. MCITC is a place where "People Matter" and Great Careers begin! (Please note that all students are responsible for obtaining people for all Live sticks.) MCITC students can and will draw on fellow students but will also need to bring people in to MCITC for your Live sticks!

Degree, License, or Credential Offered by the Program:

Degree: Certificate of Completion

Credential: Certified Clinical Medical Assistant (CCMA)

License:

Special Features

WIA Eligible:	Yes
Child Care Offered On Site:	No
Assistance In Obtaining Child Care:	No
Wheelchair Accessible:	Yes
Career Counseling Available:	No
Customized Training Services Provider:	No
Distance Learning Services Provider:	Yes
Spanish Spoken By Staff:	No
Other Languages Spoken By Staff:	No
Evening Courses:	Yes
Financial Aid Assistance Available:	No
Linked to 1-stop system:	No

Personal on-site job placement assistance:

Yes

Access to America's Job Bank:

No

Program Cost & Basic Information:

Total Cost Of Program:	\$4,000.00
Tuition	\$3,875.00
Fees	\$125.00
Books & Materials	\$0
Supplies & Tools	\$0
Other	\$0

Pre-requisites For Admission: H.S.D,G.E.D,Tabe Score

Total Clock Hours: 160

Total Credit Hours: 0

Calendar length of program: 4-11 weeks

Licensing Agency: Dept. of Labor & Workforce Dev. Training Evaluation Unit

Type Of Training Provider: Private Business and Technical Schools

Individual To Contact For More Program Information:

Contact: Faith Carrasco

Phone: (856) 825-6655 **Ext:**

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A product of New Jersey Department of Labor and Workforce Development and the State Employment & Training Commission in collaboration with the John J. Heldrich Center for Workforce Development at Rutgers University.

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Program Description

Program Name: CNA

Provider Name: Medical Consultants Instructional Training Center - Millville - PVS

CIP Name: Nursing Assistant/Aide and Patient Care Assistant/Aide (513902)

Average Program Rating:
N/A (0)

inDemand

Add Your Comments

Description Of The Program:

Certified Nursing Assistants (CNA) works under the direction of physicians, RN's, LPN's, to provide daily basic care for patients. A CNA provides physical and emotional support for patients in nursing homes and hospitals as well as other various settings. CNA's must be able to provide personal assistance to individuals who are unable to care for themselves and help them regain and maintain daily functions. To be certified as a nursing assistant, the student must successfully complete the New Jersey curriculum for Nurse Aide in Long Term Care Facilities Training and Competency Evaluation Program (NATCEP). MCITC's program is approved by the NJ Dept. of Health and Senior Services. Classroom learning is taught in a "simulated" (4) bed long term care classroom setting" and clinical is instructed at a locally designated long term care facility outside of the school. This course gives you the full academic and hands on skills required to pass your state licensing exams. The length of the course is 90 hours (4-6 wks. depending on schedule chosen). Our instructor has many years of positive instruction and a very high percentage of students who pass their exams the first time taken. MCITC requires all CNA students to show a caring attitude at all times to the instructor, the elderly and/or disabled, and desire to be future students/employees of integrity at school and at their work place. As well as all CNA Students will learn CPR and receive certification In CPR once they pass their Test.

Description of Unique Features Of The Program:

The criminal background check is paid for by the NJ Dept. of Health and Senior Services (free to students entering CNA) Employment is obtainable in various healthcare settings, including long-term care facilities, mental health facilities, nursing homes, hospitals and assisted living institutions etc. MCITC helps with Job Placement. MCITC is contracted with a Long Term Care facility in the area of which the clinical aspect is hands on taught by your instructor as well. Job Placement Assistance is part of MCITC's desire to see Students succeed and Job Creation for NJ residents.

Degree, License, or Credential Offered by the Program:

Degree: Certificate of Completion

Credential:

License: CERTIFIED NURSE AIDE - CNA

Special Features

WIA Eligible:

Child Care Offered On Site:

Assistance In Obtaining Child Care:

Wheelchair Accessible:

Career Counseling Available:

Customized Training Services Provider:

Distance Learning Services Provider:

Spanish Spoken By Staff:

Other Languages Spoken By Staff:

Evening Courses:

Yes

No

No

Yes

No

No

Yes

No

No

Yes

Financial Aid Assistance Available:

No

Linked to 1-stop system:

No

Personal on-site job placement assistance:

Yes

Access to America's Job Bank:

No

Program Cost & Basic Information:

Total Cost Of Program:	\$1,875.00
Tuition	\$1,675.00
Fees	\$125.00
Books & Materials	\$0
Supplies & Tools	\$0
Other	\$75.00

Pre-requisites For Admission: High School Diploma, GED, Tabe Test 9th Grade

Total Clock Hours: 90

Total Credit Hours:

Calendar length of program: 4-11 weeks

Licensing Agency: Dept. of Labor & Workforce Dev. Training Evaluation Unit

Type Of Training Provider: Private Business and Technical Schools

Individual To Contact For More Program Information:

Contact: Faith Carrasco

Phone: (856) 825-6655 **Ext:**

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