

The State of New Jersey

Department of the Treasury



Veteran-Owned Business Assistance Act Report

REPORT TO THE NEW JERSEY STATE LEGISLATURE AND THE GOVERNOR

Issued pursuant to N.J.S.A. 52:32-53

May 14, 2014

Background

P.L. 2011, Chapter 147, the “Veteran-Owned Business Assistance Act,” requires Department of the Treasury to create a Veteran-Owned Businesses (VOB) designation with the goal of furthering the State’s efforts to encourage these businesses to participate in State procurements. The Act charges Treasury, in consultation with the Department of Military and Veterans Affairs (DMAVA) and the New Jersey Economic Development Authority (NJEDA), with identifying strategies to ensure that VOBs are aware of State procurement opportunities.

The “Veteran-Owned Business Assistance Act” requires each State contracting agency to submit an annual report to Treasury detailing the total dollar value and number of contracts awarded to VOBs in the preceding fiscal year, the types and sizes of businesses receiving contract awards, and the nature of the purchases and contracts; however, technological and logistical challenges hampered Treasury’s Division of Purchase and Property’s (DPP) efforts to obtain data from other contracting agencies prior to the publication of this report. Nonetheless, the Division, which handles State procurements for most State departments and agencies, has access within its databases to the Fiscal Year 2013 data it is required to produce under P.L 2011, Chapter 147, which it used to produce this report. Moving forward, Treasury will ensure that all contracting agencies submit their Fiscal Year 2014 reports to Treasury no later than November 1, 2014 and will continue this process in the coming years.

As mentioned in the previous paragraph, until recently, Treasury experienced technical difficulties when it attempted to add the VOB designation in the State’s Selective Assistance Vendor Information (SAVI) portal. However, we are pleased to report that VOB registrants can now be sourced in the SAVI system, which will also enhance visibility for vendors seeking subcontractors. Vendors interested in obtaining designation as a VOB may find more information at the State’s Business Portal.

We are also pleased to report that DPP’s newly formed Vendor Outreach Team is currently working with leaders in the veteran community and the State’s Small Business Development Center to locate VOBs interested in participating in State procurement opportunities, in addition to providing these veteran business owners with guidance. The Department looks forward to reporting an increase in VOB registrants and contract spend as a result of those efforts both in the Fiscal Year 2014 report and in future reports.

Fiscal Year 2013 Results

In total, 49 entities registered as VOBs (*see Appendix A*) and eight were active State vendors in Fiscal Year 2013. The total spend with these eight VOBs was \$5,807,304 (*see Appendix B*), as they provided the State with a variety of goods and services, from vehicle parts to engineering, pest control and property management services.

As you will see in Appendix A, the spreadsheet includes the name of every VOB registered with the State, the business’s principal location, and information on the size of each VOB based on the amount of revenue it generates annually (below is a breakdown on the size of each business). The revenue column denotes whether the VOB is engaged in Construction (nine companies), Goods & Services (20 companies), or both Construction and Goods & Services (19 companies).

Goods & Services (20 companies)

- 15 companies with sales under \$500,000 annually
- three companies with annual sales between \$500,000 and \$5 million annually
- two companies with annual sales over \$5 million but under \$12 million or the Federal Standard

Construction (ten companies)

- nine companies with sales under \$3 million annually
- zero companies with annual sales under 50% of Annual Federal Standard
- one company with annual sales under the Annual Federal Standard

Construction and Goods & Services (19 companies)

- seven companies with annual Goods and Services sales under \$500,000 and Construction sales under \$3 million
- six companies with annual Goods and Services sales between \$500,000 and \$5 million & Construction sales under \$3 million
- three companies with annual Goods and Services sales between \$500,000 and \$5 million & Construction sales under 50% of Annual Federal Standard
- one company with annual Goods and Services sales over \$5 million & Construction sales under 50% of Annual Federal Standard
- two companies with Goods and Services sales over \$5 million annually & Construction sales under the Annual Federal Standard

In terms of the eight VOBs that were State vendors in Fiscal Year 2013, listed below is information that provides a breakdown of the different types of companies based on the business they're engaged in and their revenues:

Goods & Services (four companies)

- two companies with sales under \$500,000 annually
- one company with annual sales between \$500,000 and \$5 million
- one company with annual sales over \$5 million but under \$12 million or the Federal Standard

Construction (one company)

- one company with sales under \$3 million annually

Construction and Goods & Services (three companies)

- one company with annual Goods and Services sales between \$500,000 and \$5 million & Construction sales under \$3 million
- one company with annual Goods and Services sales over \$5 million but under \$12 million or the Federal Standard & Construction sales under 50% of Annual Federal Standard
- one company with Goods and Services sales over \$5 million annually but under \$12 million or the Federal Standard & Construction sales under the Annual Federal Standard

Appendix A: Registered Veteran-Owned Business

GROSS SALES REVENUE CATEGORY	NAME OF REGISTERED VOB	PRINCIPAL LOCATION
CATEGORY 2	360TRANSLATIONS INTERNATIONAL INC	CHERRY HILL
CATEGORY 4	ABBEVILLIAN GROUP LLC	RANDOLPH
CATEGORY 1	ACORN TERMITE & PEST CONTROL INC	WAYNE
CATEGORY 4	AN-MAR ELECTRIC & HANDYMAN SERVICES LLC	HAMILTON
CATEGORIES 2 AND 4	APPLIED EARTH SOLUTIONS INC.	METUCHEN
CATEGORIES 2 AND 4	BAI LAR INTERIOR SERVICES, INC.	FORDS
CATEGORY 2	C C WAREHOUSING & DELIVERY, INC	OAKLAND
CATEGORY 1	CEDGE INDUSTRIES, INC. T/N EDGECO	RIDGEFIELD PARK
CATEGORY 4	CAPITAL CRAFTSMEN OF NEW JERSEY	BUTLER
CATEGORY 4	D. P. MURT COMPANY INC	PENNSAUKEN
CATEGORY 2	DIVERSIPRINT INC	RARITAN
CATEGORY 1	ELLSWORTH AND NUNEZ GROUP INC	ROBBINSVILLE
CATEGORIES 2 AND 4	ENVIRONMENTAL DESIGN INC	PENNSAUKEN
CATEGORIES 1 AND 4	FIRST IN LINE STRIPING LLC	NUTLEY
CATEGORY 1	FIRST TEAM MARKETING AND COMMUNICATIONS	ROBBINSVILLE
CATEGORY 4	FLEMING WATERPROOFING LLC	PINE HILL
CATEGORIES 3 AND 6	FRENCH & PARRELLO ASSOCIATES, PA	WALL
CATEGORIES 1 AND 4	FIRST DUE FIRE PROTECTION & BACKFLOW SERVICES	MT LAUREL
CATEGORIES 1 AND 4	G&M ACR INC	SAYREVILLE
CATEGORY 1	GALAXY DISTRIBUTION LLC	BERNARDSVILLE
CATEGORY 4	GORDON EDWARD E DBA: MASTERCRAFT PLUMBING & HEATING	LINDEN
CATEGORIES 2 AND 5	HELIPORT SYSTEMS INC.	MORRISTOWN
CATEGORY 4	JORDAN CONCRETE CUTTING LLC	WANTAGE
CATEGORIES 2 AND 4	KM CONSULTING ENGINEERS INC	EWING
CATEGORY 6	LINEAR ELECTRIC COMPANY INC	ROCKAWAY
CATEGORIES 2 AND 4	LJM ENGINEERING GROUP INC	ROCKAWAY
CATEGORIES 2 AND 5	LOGTECH LLC	WALL
CATEGORY 3 AND 5	MERIDIAN PROPERTY SERVICES INC	HAMILTON
CATEGORY 3	MOTORCYCLE MALL INC	BELLEVILLE
CATEGORY 4	P.F. PARNELL ASSOCIATES LTD	MANAHAWKIN
CATEGORIES 2 AND 4	PATRIOT STAFFING & SERVICES, LLC	METUCHEN
CATEGORIES 1 AND 4	PRECISION SOLUTIONS LLC	SOUTH PLAINFIELD
CATEGORIES 1 AND 4	PENTAGON PERFORMANCE, INC.	WEST ORANGE
CATEGORY 1	QUINTESSENCE CONSULTANTS, LLC	BLOOMFIELD
CATEGORY 1	R PATRICK POWERS APPRAISER	ATLANTIC HIGHLANDS
CATEGORIES 2 AND 5	RFP SOLUTIONS INC	WOODBURY
CATEGORIES 1 AND 4	RGB SOLUTIONS LLC T/A RGB CONSTRUCTION	WESTVILLE
CATEGORY 1	STANFORD RISK MANAGEMENT SERVICES, INC.	LAFAYETTE
CATEGORIES 3 AND 6	SWEETWATER CONSTRUCTION CORP	CRANBURY

CATEGORY 1	THE TEBBS GROUP LLC	WALL
CATEGORY 1	TJOA ENTERPRISES LLC D/B/A DELUXE CARTRIDGES.COM	MANASQUAN
CATEGORY 1	TECHTRUEUP	BRIELLE
CATEGORY 1	UNITED MARINE CONSTRUCTING INC	ELIZABETH
CATEGORY 3	VANDHAM SECURITIES CORP.	WOODCLIFF LAKE
CATEGORY 1	VETERAN AIR FILTER COMPANY LLC	CARLSTADT
CATEGORY 1	VETERAN CONTACT CENTER INC	PISCATAWAY TWP
CATEGORIES 1 AND 4	VETERANS CONTRACTING SERVICE COMPANY	WOOLWICH
CATEGORY 4	YEZZI ASSOCIATES LLC	TOMS RIVER
CATEGORY 1	YOUR PEACE OF MIND INVESTIGATIONS LLC	OCEAN GROVE

GROSS SALES REVENUE CATEGORIES

Goods & Services:

Category 1: under \$500,000
 Category 2: \$500,000 to \$5 million
 Category 3: under \$12 million or Federal Standard

Construction:

Category 4: under \$3 million
 Category 5: under 50% of Annual Federal Standard
 Category 6: under Annual Federal Standard

Appendix B: Veteran-Owned Business FY2013 Contract Spend

BUSINESS NAME	AMOUNT INVOICED
360 TRANSLATIONS INTERNATIONAL INC	\$ 3,322.00
ABBEVILLIAN GROUP LLC	---
ACORN TERMITE & PEST CONTROL INC	\$ 8,035.00
AN-MAR ELECTRIC & HANDYMAN SERVICES LLC	---
APPLIED EARTH SOLUTIONS INC.	---
BAI LAR INTERIOR SERVICES, INC.	\$ 51,620.00
C C WAREHOUSING & DELIVERY, INC	---
CAPITAL CRAFTSMEN OF NEW JERSEY	---
CEDGE INDUSTRIES, INC. T/N EDGE CO	\$ 8,920.00
D. P. MURT COMPANY INC	\$ 876.00
DIVERSIPRINT INC	---
ELLSWORTH AND NUNEZ GROUP INC	---
ENVIRONMENTAL DESIGN INC	---
FIRST DUE FIRE PROTECTION & BACKFLOW SERVICES	---
FIRST IN LINE STRIPING LLC	---
FIRST TEAM MARKETING AND COMMUNICATIONS	---
FLEMING WATERPROOFING LLC	---
FRENCH & PARRELLO ASSOCIATES, PA	\$ 3,900.00
G&M ACR INC	---
GALAXY DISTRIBUTION LLC	---
GORDON EDWARD E DBA: MASTERCRAFT PLUMBING & HEATING	---
HELIPORT SYSTEMS INC.	---
JORDAN CONCRETE CUTTING LLC	---
KM CONSULTING ENGINEERS INC	---
LINEAR ELECTRIC COMPANY INC	---
LJM ENGINEERING GROUP INC	---
LOGTECH LLC	---
MERIDIAN PROPERTY SERVICES INC	\$ 5,703,242.00
MOTORCYCLE MALL INC	\$ 27,389.00
P.F. PARNELL ASSOCIATES LTD	---
PATRIOT STAFFING & SERVICES, LLC	---
PENTAGON PERFORMANCE, INC.	---
QUINTESSENCE CONSULTANTS, LLC	---
R PATRICK POWERS APPRAISER	---
RFP SOLUTIONS INC	---
RGB SOLUTIONS LLC T/A RGB CONSTRUCTION	---
STANFORD RISK MANAGEMENT SERVICES, INC.	---
SWEETWATER CONSTRUCTION CORP	---
TECHTRUEUP	---
THE TEBBS GROUP LLC	---
TJOA ENTERPRISES LLC D/B/A DELUXE CARTRIDGES.COM	---
UNITED MARINE CONSTRUCTING INC	---
VANDHAM SECURITIES CORP.	---
VETERAN AIR FILTER COMPANY LLC	---
VETERAN CONTACT CENTER INC	---
VETERANS CONTRACTING SERVICE COMPANY	---
YEZZI ASSOCIATES LLC	---
YOUR PEACE OF MIND INVESTIGATIONS LLC	---
TOTAL	\$ 5,807,304.00