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of Opportunity*

*Jeffrey DuBois, Chairman
Marlene Z. Asselta, President*

The Chronicle

A Publication of the Southern New Jersey Development Council

Fall 2012

2012 ANNUAL AWARDS RECEPTION

In keeping with tradition, the SNJDC recognized several distinguished individuals who recently retired from current positions and who are longtime supporters of the SNJDC.

Norma Blake served as NJ State Librarian and on the SNJDC Board of Trustees for over 10 years. For over 20 years, John Maier has served the public as an elected official and recently retired from the South Jersey Port Corporation,

however his 40 plus years of membership with the SNJDC continues. Much to his surprise, the night's Master of Ceremonies, Assemblyman John Burzichelli, was honored for his service as Paulsboro Mayor. John retired as Mayor leaving the title of "Longest Serving Mayor" to his father, whom he announced was also Paulsboro's greatest Mayor. The Trump Organization was recognized for their "Investment in South Jersey" and Logan Township received a "Progressive Community" award for their commitment to economic development and attracting businesses.

The Southern New Jersey Development Council would like to thank AT&T and Sun National Bank as our Presenting Sponsors. Participating as host sponsors were AECOM, Atlantic City Electric, PSE&G, Rowan University, the Salem County Improvement Authority, South Jersey Industries and South Jersey Port Corporation.

We would also like to thank flower sponsors GREYHAWK North America and Hutchinson Mechanical Services, dessert sponsors A&E Construction and Thesing Power Sweeping, award sponsor TD Bank, and our many program book sponsors for their help in making the evening a success.



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SNJDC COMMITTEE ACTIVITIES



The Energy and Environment committee met at the New Jersey American Water Company's Delran regional water treatment plant. Host Nick DeVecchis, Manager of Business Development [left], spoke on the history of NJ American Water and its investment in South Jersey, the Delran plant and its operations, and the areas serviced by NJ American Water. The Delran plant currently produces about 26 million gallons of processed surface water and about 22 million gallons per day of groundwater to serve an area bounded by Atlantic City and Pennsville in the south and north to Mercer County. This is the largest water production facility in southern New Jersey and second only to Philadelphia's facilities in the Delaware Valley. Water drawn from the Delaware River receives mechanical and chemical treatment to reduce turbidity (suspended solids) by 99.9% and removes microbial agents that could pose adverse health threats to

consumers. The crowd was treated to a tour given by Ian Miller, Production Supervisor, highlighting the treatment areas and systems including an advanced ozonation facility that permits operation with vastly reduced chlorination. The facility includes a 15 million gallon-capacity reservoir that allows operation even in the event of a situation where surface supply has been interrupted, a laboratory complex for water quality testing, and a high efficiency photovoltaic "farm".

OPEN HOUSE SERIES

SNJDC's Membership and Marketing Committee visits Philadelphia

The Southern New Jersey Development Council held its Fall Open House at the Philadelphia law offices of Fox Rothschild in late October. Although the gloomy sky hung rather low around the Center City skyscraper located at 2000 Market Street, more than 60 guests enjoyed a great view, good conversation and fine food.

Fox Rothschild Partner Ian Meklinsky made staff introductions and described his firm as a nation-wide commercial law firm with locations in ten states, three in the state of New Jersey, and over 500 employees. Ranked among the top 20 law firms in the state by the *New Jersey Law Journal*, Fox Rothschild has expertise in a wide variety of areas from Anti-Counterfeiting and Brand Enforcement to Zoning and Land Use.

Pictured here with partner, Trish Lilley, Ian announced the opening of Fox Rothschild's new conference center in Cherry Hill citing "the location provides an easily accessible, central meeting point for clients located in South Jersey and extends Fox's footprint beyond the firm's Philadelphia, Princeton and Atlantic City offices."



For more information on this committee's activities, or to schedule an Open House, please call Jane Asselta at the SNJDC office.

CUMBERLAND COUNTY COLLEGE HOSTS JOINT COMMITTEE MEETING

From the Education Committee - Cumberland County College President Dr. Isekenegbe gave a presentation on the flexible workforce development programs offered by county colleges. In addition to traditional college courses, county colleges provide adult training programs such as skills training for current employees (PC training, sales and customer service, leadership, Six Sigma) and customized training programs for unemployed workers in advanced manufacturing and health care. County colleges also provide certification programs in health care, industrial and education sectors.

From the Economic Development Committee - James Simmons from the UEZ Program reviewed the savings available to businesses in the form of exemption from paying sales tax on certain products and services, including construction costs, office furniture, office supplies, and equipment. Participating businesses can also qualify for the UEZ Loan Program, employees tax credits, and unemployed tax awards.

Harris Friedberg from the NJEDA reviewed a few of the available loan programs and the qualifications necessary for financing to cover operating expenses; to purchase and/or renovate building or equipment for business growth; and to add employees. The programs provide low-interest financing through bonds, loan participations, loan guarantees and direct loans with variable or fixed interest rates.

Sheryl Paynter discussed the role of the SBA, which acts as a partner with lending institutions to guarantee a loan repayment, thus reducing risk for the lending partner. The SBA can help facilitate a loan with a third party lender, guarantee a bond, or help find venture capital through its Small Business Investment Company (SBIC) Program, a public-private investment partnership.

Concluding the meeting, Sandy Forosisky of the City of Vineland gave a presentation of the Landis Marketplace, which used programs offered by all three government entities. UEZ funds provided assistance in business planning, market analysis and a loan pool. The NJEDA provided a tax credit allocation, which was sold to an investor. And the SBA supported individual vendors' receiving loans. The Landis Marketplace drives over 5,000 visitors to downtown Vineland each week and has already generated several spin-off businesses on Landis Avenue.



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18.5 MILLION TO UPGRADE SOUTHERN NEW JERSEY RAIL AND PORT INFRASTRUCTURE

through the Transportation Investments Generating Economic Recovery (TIGER) Grant.



The South Jersey Port Corporation (SJPC) formed an alliance with Salem County and Conrail, leveraging their collective \$117 million in infrastructure investments to qualify for the \$18.5 million in federal stimulus money from the U.S. Department of Transportation. It translates into 1,700 construction jobs and thousands of long term jobs into the future.

The SJPC ocean terminals in Camden, Paulsboro and Salem have direct access to the major interstate highways that can reach out to 100 million consumers within 24 hours and 75% of the populations of the United States and Canada within 48 hours. The rail improvements will give the SJPC terminals, with ship-side rail capacity, an enhanced capability to the North America rail network and markets for its customers, including the west coast.

“The \$18.5 million is good but this is an ongoing, evolving process of upgrading and improving our infrastructure,” said SJPC Executive Director Kevin Castagnola. “We will continue our collaborative efforts to continually upgrade our infrastructure, competitiveness and create and maintain family-sustaining jobs.” The Transportation Investments Generating Economic Recovery (TIGER) grants are designed to augment local investments into the transportation infrastructure to spur economic and job development.

The SJPC terminals in Camden and Salem, and the soon to be opened Paulsboro Marine Terminal, are key to the development of southern New Jersey. The 42-mile rail freight line from Port Salem, through Swedesboro, Paulsboro, Camden and to Delair bridge, connecting it to the national rail network, will be upgraded. And a new two-mile connection to the new docks under construction in the Paulsboro Marine Terminal will be built. The train speed along the 18-mile line from Swedesboro to Salem, which is currently limited to 5 mph because of track conditions, will be upgraded.

The Delaware River Rail/Port Improvement Project is divided into three components, starting with Conrail’s Delair Bridge approach rehabilitation utilizing \$12.5 million of the grant with a \$12.5 million match. The Salem County component is comprised of two projects; the Oldmans Trestle Rail Bridge replacement at a cost of \$3.5 million including a local match of \$500,000 and the Salem Running Track rehabilitation at a cost of \$1.55 million and a local match of \$750,000. The SJPC component is the Paulsboro At-Grade Rail Infrastructure at a cost of \$3.2 million with a local match of \$1 million. This component leverages the ongoing construction of the new Paulsboro Marine Terminal which will have on-dock rail capability to service ships with rail service directly.

GLASSBORO BREAKS GROUND ON ROWAN BOULEVARD’S COURTYARD BY MARRIOTT HOTEL

Construction of Glassboro’s Courtyard By Marriott Hotel got its official start recently with a ground breaking ceremony at the Rowan Boulevard site. The 129-room hotel with an attached banquet and conference facility is expected to open in September, 2013. The facility anchors the \$300 million Rowan Boulevard projects mix of residential, retail, dining and academic buildings at Route 322.

More than \$100 million in construction is already complete on Rowan Boulevard, which physically links the Rowan University campus with downtown Glassboro’s existing merchant core. The hotel takes this redevelopment initiative to the next level, cementing Glassboro as a regional destination and demonstrating the value of this entire endeavor for residents, businesses and University partners.

The four-story hotel includes a liquor license to serve a 4,140 sq. ft. conference space, including a 3,296 sq. ft. meeting space and an 845 sq. ft. pre-function space for 250 or more people. The Shaner Group of State College, PA will operate the hotel. Shaner operates and manages more than 30 hotel properties nationwide—

including the University of Delaware property in Newark, DE.

The hotel project is owned and developed by Kinsley Equities which will lead the construction and development team with its affiliate Kinsley Construction. The development team is also the owner of the Rowan Boulevard student apartments, the Whitney Center mixed-use building and the Barnes & Noble building, managing leases with Rowan University and numerous retail entities.

Construction is also underway on a new multi-tier parking structure and mixed-use building, located on Rowan Boulevard just south of the hotel property. The parking garage will include 1,194 spaces for hotel guests, students living on Rowan Boulevard and downtown shoppers and diners.

Rowan Boulevard is the cornerstone of a much larger revitalization encompassing a total of 81 acres in Glassboro’s downtown. Downtown Glassboro’s entire revitalization, including Rowan Boulevard, is expected to feature more than 125 new retail stores with the potential of infusing the local economy with \$225 million in annual sales.



Southern New Jersey's International seaports

PAULSBORO MARINE TERMINAL ADVANTAGES

The first new marine terminal on the Delaware River in 50 years is scheduled to open in 2014. The South Jersey Port Corporation, which has opened leasing opportunities at this facility, invites you to explore the new Paulsboro Marine Terminal as a solution to your marine distribution and manufacturing needs.

- 100+ acres available for lease
- Facilities built to your needs
- Deep water berths, 40-foot MLW
- Dock-side rail and on-site loading tracks
- Direct, limited-access road to Interstate system
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- 2 day radius: 75 percent of the US and Canadian populations

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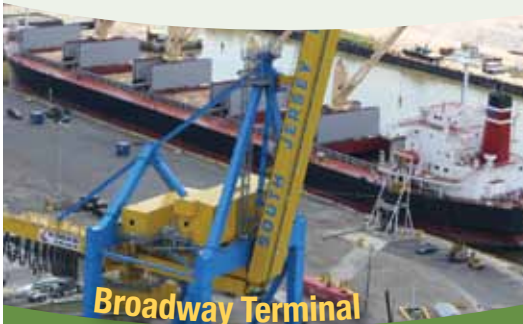


Paulsboro Marine Terminal is opening in 2014

SJPC'S TERMINALS ADVANTAGES

Our existing marine terminals are located at the Port of Camden and the Port of Salem in New Jersey.

- Deep water berths
- Heavy lift cranes
- 80+ years experience in handling niche cargoes
- On-dock rail and on-site loading tracks
- Direct access to Interstate and highway systems
- Logistic services
- Industrial maritime business park lease opportunities
- Foreign Trade Zone No. 142
- Breakbulk and drybulk terminal experts
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SNJDC PUBLIC POLICY BREAKFAST SERIES WRAPS UP 2012 WITH TRANSPORTATION

The SNJDC hosted a large group at another event in our popular Public Policy Breakfast Series - this one with Department of Transportation Commissioner James Simpson.

SNJDC Transportation Committee Co-Chair and the event's Presenting Sponsor, Rich Amodei of STV Incorporated, introduced Commissioner Simpson who began his remarks with a description of Hurricane Sandy, "the most devastating thing to hit the eastern coast - ever." Simpson discussed the state's "careful preparation" for such disasters and how by following the protocol set forth by the National Response Program

and by adhering to the FEMA Emergency Support Function checklist, DOT was able to coordinate before, during and after the storm the response, repair and restoration of the state's hard hit transportation infrastructure.

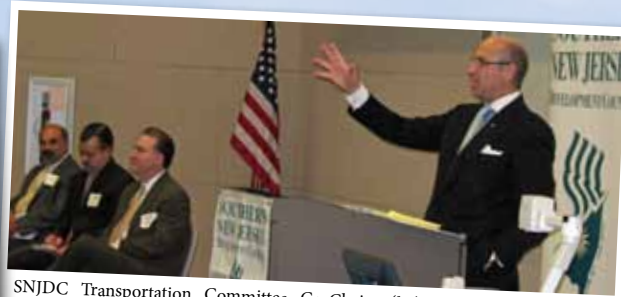
Commissioner Simpson also reviewed a number of projects where \$16 billion in spending would be applied over the next 5 years, including:

- The I-295/I-76/Route 42 Direct Connection
- Route 72 Manahawkin Bay Bridge
- Continuation of Atlantic City Expressway Westbound Widening
- Removal of traffic lights on the Parkway
- Repair & Relocation of substations
- Aid to local projects
- Highway safety & litter removal programs

SNJDC President Marlene Asselta made closing remarks, thanking our host, **Rowan University** and the morning's *Presenting Sponsor STV Incorporated*, and *Host Sponsors Hill International, Capehart Scatchard, Dewberry, Parsons Brinckerhoff, and Adopt-A-Highway.*



Glassboro Business Administrator Joe Brigandi and Rowan University President Dr. Ali Houshmand review transportation plans with Commissioner Simpson



SNJDC Transportation Committee Co-Chairs (l-r) Tony DeJohn, Parsons Brinckerhoff; Tom Spearing, Hill International; Rich Amodei, STV Incorporated listen as Commissioner Simpson gave his remarks



GLOUCESTER COUNTY JUSTICE CENTER ADDITION PROJECT

LOCATION: Woodbury, NJ
ARCHITECTS: HOK/McKernan
Architects & Associates Joint Venture

The 3-story structure functions as the main entrance to the Justice Center and provides 134,000 SF for 13 courtrooms, Judges' chambers, clerks' offices, support space, *plus* below grade parking and a prisoner sally port. The existing 46,000 SF building was renovated to provide new offices, an atrium with a monumental stair and a public corridor.


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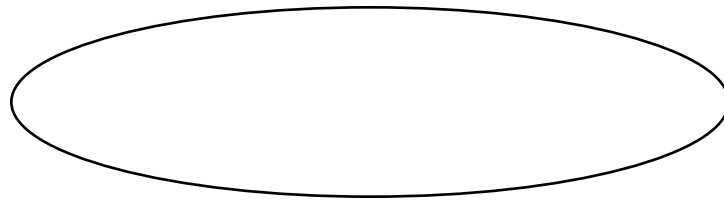
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