



MEMORANDUM

TO: Members of the Authority

FROM: Timothy Sullivan
Chief Executive Officer

DATE: November 18, 2024

SUBJECT: Agenda for Board Meeting of the Authority November 18, 2024

Notice of Public Meeting

Roll Call

Approval of Previous Month's Minutes

CEO's Report to the Board

Community Development

Real Estate

Incentives

Economic Transformation

Authority Matters

Board Memoranda

Public Comment

Adjournment

NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY

October 9, 2024

MINUTES OF THE MEETING

The Meeting was held in-person and by teleconference call.

Members of the Authority present in person: Chairman Terry O’Toole, Aaron Creuz, Executive Representative; Commissioner Robert Asaro-Angelo of the Department of Labor and Workforce Development; Elizabeth Dragon representing Commissioner Shawn LaTourette of the Department of Environmental Protection; and Public Members Charles Sarlo, Vice Chair, Philip Alagia, Fred Dumont, Massiel Medina Ferrara, and Robert Shimko, First Alternate Public Member.

Members of the Authority present via conference call: Elizabeth Muoio, State Treasurer, Manuel Paulino representing Acting Commissioner Justin Zimmerman of the Department of Banking and Insurance; and Public Members; Aisha Glover, Virginia Bauer, Marcia Marley, and Jewell Antoine-Johnson, Second Alternate Public Member.

Also present: Timothy Sullivan, Chief Executive Officer of the Authority; Assistant Attorney General Gabriel Chacon; Jamera Sirmans, Governor’s Authorities Unit; and staff.

Chairman O’Toole called the meeting to order at 10:02 am.

In accordance with the Open Public Meetings Act, Mr. Sullivan announced that notice of this meeting has been sent to the *Star Ledger* and the *Trenton Times* at least 48 hours prior to the meeting, and that a meeting notice has been duly posted on the Secretary of State’s bulletin board at the Department of State.

MINUTES OF AUTHORITY MEETING

The next item of business was the approval of the September 11, 2024 meeting minutes. A motion was made to approve the minutes by Ms. Dragon, seconded by Mr. Shimko, and approved by the fourteen (14) voting members present.

FOR INFORMATION ONLY: The next item was the presentation of the Chairman’s Remarks to the Board.

FOR INFORMATION ONLY: The next item was the presentation of the Chief Executive Officer’s Monthly Report to the Board, which included a presentation by the Clean Energy Team on various clean energy programs. Mr. Sullivan acknowledged, Chief Counsel, Christine Baker, who has accepted another position after five years at the Authority.

Ms. Marley joined the call at this time.

PUBLIC COMMENT

The next item of business was the public comment portion. Chairman O’ Toole asked Ms. Esser to share the NJEDA’s public comment policy and process for the Board Meeting.

Mr. Jonathan Cloud, Executive Director, NJ Pace, provided public comment about the Garden State C-PACE Program and that he is pleased that this is moving forward today.

FOR INFORMATION ONLY: The next item was a summary of the Policy and Audit Committee meetings from September 26, 2024.

ECONOMIC TRANSFORMATION

ITEM: Garden State C-PACE Program

REQUEST: To approve: (1) the creation of the Garden State Commercial Property Assessed Clean Energy Program (“Garden State C-PACE Program” or “Program”), a program that provides a new form of financing, by facilitating the lending of private dollars, for renewable energy, energy efficiency, water conservation, and certain types of resiliency-related improvements to eligible property owners in New Jersey, and approval of the Program Guidelines and Supplemental Guidelines; (2) Delegation of authority to the CEO to approve individual applications of municipalities for participation in the Garden State C-PACE Program in accordance with the Program Guidelines and Supplemental Guidelines; (3) Delegation of authority to the CEO to approve individual applications of Qualified Capital Providers and Qualified Technical Reviewers for participation in the Garden State C-PACE Program in accordance with the Program Guidelines; (4) Delegation of authority to the CEO to approve individual project applications for the Garden State C- PACE Program; (5) Delegation of authority to the CEO to approve the establishment of any local C-PACE program pursuant to the Act; (6) Delegation of authority to the CEO to decline any person or entity seeking the designation of Qualified Capital Provider or Qualified Technical Reviewer as well as to decline any project application for non- discretionary reasons; (7) Delegation of authority to the CEO to accept final administrative decisions prepared by a Hearing Officer for appeals based on solely non-discretionary reasons; and (8) Delegation of authority to the CEO to approve amendments to the Program Guidelines and Supplemental Guidelines based solely on statutory changes.

MOTION TO APPROVE: Ms. Dragon SECOND: Ms. Ferrara AYES: 15

RESOLUTION ATTACHED AND MARKED EXHIBIT: 1

ITEM: Modifications to the NJ Cool Program

REQUEST: To approve the modifications to the NJ Cool Pilot Program.

MOTION TO APPROVE: Mr. Dumont SECOND: Ms. Dragon AYES: 15

RESOLUTION ATTACHED AND MARKED EXHIBIT: 2

ITEM: MOU with Rutgers University and Stockton University for Offshore Testbed Development

REQUEST: To approve: (1) a MOU between NJEDA, Rutgers, and Stockton related to Testbed activation, operations and maintenance associated with the Rutgers and Stockton Field Stations; (2) the utilization of funds from the October 2022 MOU between NJBPU and NJEDA for the Wind Institute; and (3) delegated authority to the CEO to extend the MOU or amend the MOU to reduce or expand the scope of work related to development and operations of an offshore testbed.

MOTION TO APPROVE: Mr. Shimko SECOND: Commissioner Angelo AYES: 15

RESOLUTION ATTACHED AND MARKED EXHIBIT: 3

ITEM: New Jersey Green Bank – Amended Bylaws

REQUEST: To approve amendments to the New Jersey Green Bank bylaws.

MOTION TO APPROVE: Mr. Alagia SECOND: Mr. Sarlo AYES: 15

RESOLUTION ATTACHED AND MARKED EXHIBIT: 4

ECONOMIC SECURITY

ITEM: Minor modifications to two State-funded food security initiatives

REQUEST: To approve: (1) Extension of the application deadline for the Food Retail Innovation Delivery Grant (FRIDG) program for an additional six months from October 18, 2024, to April 18, 2025; (2) Delegation to the CEO to approve a second six-month extension from April 18, 2025 to October 18, 2025 to the FRIDG program if needed; (3) Delegation to the CEO to reallocate any unspent dollars from the FRIDG program remaining at the conclusion of the program extension(s) to other NJEDA food security initiatives; and (4) Extension of the grant term for City of Salem’s Food Security Planning Grant award by nine months from August 10, 2024, to May 10, 2025.

MOTION TO APPROVE: Mr. Creuz SECOND: Mr. Alagia AYES: 15

RESOLUTION ATTACHED AND MARKED EXHIBIT: 5

COMMUNITY DEVELOPMENT

ITEM: Award of Atlantic City Activation, Revitalization and Transformation (A.R.T) Real Estate Grant and program update

REQUEST: To approve an award under the A.R.T Real Estate grant program for an applicant in Atlantic City; (2) Reallocation of A.R.T Real Estate funds for Atlantic City to “Atlantic City Revitalization Grant” appropriated for in the Fiscal Year 2024 Appropriations Act (P.L. 2023, c.74) from American Rescue Plan (“ARP”) Coronavirus State and Local Fiscal Recovery Funds (“SLFRF”); and (3) delegated authority to the CEO to amend any Memoranda of Understanding with the Department of Community Affairs as necessary to effectuate the reallocation.

MOTION TO APPROVE: Ms. Ferrara SECOND: Commissioner Angelo AYES: 15

RESOLUTION ATTACHED AND MARKED EXHIBIT: 6

ITEM: NJ Asset Activation Planning Grant - Declination of One Application

REQUEST: To approve the declination of award application.

THIS ITEM HAS BEEN WITHHELD FROM CONSIDERATION

FOR INFORMATION ONLY: The next item was a summary of the Incentives Committee meeting from September 25, 2024.

INCENTIVES

FILM TAX CREDIT PROGRAM

ITEM: Broadside Productions, Inc. PROD-00315871

MAX AMOUNT OF TAX CREDITS: \$28,698,201

MOTION TO APPROVE: Commissioner Angelo SECOND: Mr. Shimko AYES: 9

RESOLUTION ATTACHED AND MARKED EXHIBIT: 7

Members of the Authority on the phone did not vote, due to a technical issue with the conference line.

AUTHORITY MATTERS

ITEM: Proposed Amendments to the Authority Prevailing Wage Rules

REQUEST: To approve the proposed amendments to the existing Prevailing Wage Rules, N.J.A.C. 19:30-4.1 et seq., and a new rule, N.J.A.C. 19:30-4.1A, and authorize staff to (a) submit for publication in the New Jersey Register and (b) submit as final adopted rules for publication in the New Jersey Register if no substantive comments are received, subject to final review and approval by the Office of the Attorney General and the Office of Administrative Law.

MOTION TO APPROVE: Ms. Dragon SECOND: Ms. Bauer AYES: 15
RESOLUTION ATTACHED AND MARKED EXHIBIT: 8

ITEM: Memorandum of Understanding with Fort Monmouth Economic Revitalization Authority

REQUEST: To approve the execution of a new and updated Memorandum of Understanding between the NJEDA and FMERA confirming the mutual understanding and intention between the parties with respect to their roles and responsibilities and FMERA's financial obligation to reimburse the NJEDA for salary and fringe benefit expenses.

MOTION TO APPROVE: Ms. Dragon SECOND: Ms. Bauer AYES: 15
RESOLUTION ATTACHED AND MARKED EXHIBIT: 9

ITEM: Delegations of Authority – Legal Reviews and Pilot Grant Programs REQUEST:

To approve an update to delegations of authority for legal reviews and a new delegation of authority to extend compliance periods for pilot grant program agreements for programs open exclusively for municipal, county, and State governmental entities.

MOTION TO APPROVE: Commissioner Angelo SECOND: Ms. Dragon AYES: 15
RESOLUTION ATTACHED AND MARKED EXHIBIT: 10

ITEM: Contract extension for Boston Consulting Group and McKinsey & Company

REQUEST: To approve an extension to the existing contract with Boston Consulting Group and McKinsey and Company for Business and Information Technology Consulting and Advisory Services.

MOTION TO APPROVE: Mr. Shimko SECOND: Ms. Glover AYES: 15
RESOLUTION ATTACHED AND MARKED EXHIBIT: 11

State Treasurer Muoio left the call at 11:39 am.

ITEM: Citigroup Global Markets, Inc., Citigroup Technology, Inc., Citicorp North America, Inc., and Citibank, N.A.

REQUEST: The Members of the Board are asked to not to disqualify grantees Citigroup Global Markets, Inc., Citigroup Technology, Inc., Citicorp North America, Inc., and Citibank, N.A. ("Citi" or "Applicants") from receiving financial assistance from the Authority.

MOTION TO APPROVE: Mr. Dumont SECOND: Mr. Alagia AYES: 13
RESOLUTION ATTACHED AND MARKED EXHIBIT: 12

Aisha Glover abstained due to not knowing enough about the request to vote.

BOARD MEMORANDA - FYI ONLY

- **Credit Underwriting Projects Approved Under Delegated Authority
– September 2024**

There being no further business, on a motion by Mr. Cruz, and seconded by Ms. Bauer, the meeting was adjourned at 11:42 am.

Certification: The foregoing and attachments represent a true and complete summary of the actions taken by the New Jersey Economic Development Authority at its meeting.


Danielle Esser, Director
Governance & Strategic Initiatives
Assistant Secretary

MEMORANDUM

To: Members of the Authority
From: Tim Sullivan
Date: November 18, 2024
Re: November 2024 Board Meeting – CEO Report

It's great to be in Atlantic City today! Under Governor Phil Murphy's leadership, the New Jersey Economic Development Authority (NJEDA) has been actively engaged in promoting Atlantic City's long-term economic growth. From bolstering food security initiatives to spearheading downtown redevelopment, the NJEDA has made significant investments in initiatives that support the city's families and businesses. These targeted efforts aim to transform Atlantic City into a dynamic center of economic activity and resilience, all of which serve as part of the NJEDA's larger mission to foster a stronger and fairer New Jersey economy.

Last month, NJEDA's Chief Economic Security Officer Tara Colton and I had the honor of joining Governor Murphy and U.S. Congresswoman LaMonica McIver to announce an additional \$17 million in funding to support the Child Care Facilities Improvement Grant program. With these new resources, New Jersey is dedicating more than \$140 million to improve child care infrastructure, representing one of the largest investments of any state in the country. Access to high-quality child care serves as a critical component of First Lady Tammy Murphy's Nurture NJ initiative, and our program supports the equitable expansion of early childhood environments that will have lifelong impacts on future generations.

Furthermore, this month, the Authority announced our partnership with the New Jersey Innovation Institute (NJII), a corporation of the New Jersey Institute of Technology (NJIT), to launch the NJII Venture Studio, the state's latest Strategic Innovation Center (SIC). The NJII Venture Studio, the state's seventh SIC, will focus on accelerating and commercializing intellectual property with a focus on high technology and information technology developed by NJIT, NJII and NJIT's corporate partners, as well as other academic institutions who contribute to the advancement of the industry. Governor Murphy has been dedicated to expanding the state's innovation economy and this new SIC will foster the development of new technologies, good-paying jobs, and long-term, sustainable economic growth throughout the state.

Earlier this month, it was an honor to join Governor Murphy, First Lady Murphy, and Choose New Jersey on an economic mission trip to the United Kingdom. The trip was focused on strengthening New Jersey's ties with the U.K. and building new partnerships in the private sector. As we continue to bolster our innovation economy, international partnerships and investments are critical to our mission of creating new jobs and opportunities for residents.

Leading up to the holidays, I want to encourage our board and staff to shop local and help uplift the many thousands of NJEDA-supported small businesses across the state. New Jersey's mom and pop shops, restaurants, and service providers are critical to our economic infrastructure by creating jobs and spurring activity in communities. I hope everyone has a wonderful Thanksgiving and enjoys time with their family and friends.



Tim Sullivan, CEO



MEMORANDUM

TO: Members of the Authority

FROM: Tim Sullivan
Chief Executive Officer

DATE: November 18, 2024

SUBJECT: Small Business Liquor License Grant (SBLLG)

Summary

The Members are asked to approve:

1. Creation of the Small Business Liquor License Grant (SBLLG) - a pilot product under the Main Street Recovery Fund that will offer a grant to reimburse eligible NJ small businesses 50% up to \$100,000 of the cost of a recently purchased NJ inactive plenary retail consumption liquor license.
2. Utilization of funding from the Main Street Recovery Fund, as follows:
 - \$10 million to capitalize the SBLLG pilot product from the Main Street Recovery Fund.
 - 5% of funding or up to \$500,000 to be used by NJEDA to cover administrative expenses.
 - 40% of the program pool or \$4 million will be reserved for applicant businesses located in eligible NJ Opportunity Zone census tracts. This funding will be set aside for 2 years from the date the application is made available to the public. Any portion of the reserve that is not used by that date will be made available to all applicants.
3. Delegation of authority to the Chief Executive Officer to approve non-discretionary eligible applications for the SBLLG in accordance with the terms set forth in this memo and attached program specifications.

Background

On January 7, 2021, Governor Phil Murphy signed the New Jersey Economic Recovery Act of 2020 (ERA) into law. The ERA presents a strong recovery and reform package that addresses the ongoing economic impacts of the COVID-19 pandemic and position New Jersey to build a stronger and fairer economy that invests in innovation, in our communities, and in our small businesses the

right way, with the protections and oversight taxpayers deserve. Tax incentives and other investment tools are critical to economic development, and when used correctly they can drive transformative change that uplifts communities and creates new opportunities for everyone. On July 7, 2021, Governor Murphy signed P.L. 2021 c.160, further improving the programs established under the New Jersey Economic Recovery Act of 2020.

One of the 15+ programs created by the ERA is the Main Street Recovery Finance Program, a small business support program under which financial assistance products have been created with a common purpose of supporting the growth and success of small businesses in New Jersey. As of today, \$200 million has been appropriated for the Main Street Recovery Fund, which funds several individual products.

On August 11, 2021, the Members approved special adopted rules creating the Main Street Recovery Finance Program (N.J.A.C. 19:31E-1.1 et seq). These rules established two initial products under the Main Street Program – the Small Business Lease Assistance Grant and the Small Business Improvement Grant. The Members later approved the creation of additional products under Main Street including the Main Street Micro Business Loan, Main Street Lenders Grant, the Small Business E-commerce Program, and the Main Street Acquisition Support Grant. Over the course of approving each of these individual products, Members were advised that requests to create additional products under the Main Street Recovery Fund may be forthcoming.

This memo requests the creation another pilot product under the Main Street Recovery Fund – the Small Business Liquor License Grant (SBLLG). This product aligns with new legislation passed by Governor Murphy P.L. 2023, c.290 to support the reactivation of approximately 1,365 inactive liquor licenses. NJEDA has created this product to support existing eligible small businesses that acquire an inactive plenary retail consumption license to expand their current operation and service offerings.

The Plenary Retail Consumption Liquor License must have been purchased by the applicant within 12 months prior to the SBLLG application date. The license must also have been an inactive license, a determination made by the NJ Division of Alcoholic Beverage Control Commission (ABC), that the grantee will now activate. NJEDA will reimburse grant recipient for 50% of the license price or up to \$100,000 whichever is less. This grant is intended to support existing businesses not new businesses just starting-up.

This product aligns with other grant products established under the Main Street Recovery Fund by the NJEDA, which provides direct funding to small and micro businesses in the form of lease assistance and business improvement grants, as well as low-interest, forgivable loans, E-commerce technical assistance support, and support for closing costs on recently purchased commercial properties in which a small business operates from. With this new pilot product, the Authority is seeking to support NJ service oriented small business owners that are looking to grow and expand their existing operations by acquiring a liquor license for their New Jersey commercial property

from which they will be operating. This grant will support only working capital needs which will result in a higher chance of survival and longevity through this post-COVID recovery time period.

Product Details

The SBLLG will offer a reimbursement of 50% of the license purchase price not to exceed \$100,000, to a New Jersey based small business that has been operating for a minimum of 12 months from a commercial location. The license must be a Plenary Retail Consumption Liquor License that has not been actively used in connection with the operation of the licensed premises, a determination that is made by ABC. The license may be purchased through a municipal transfer pursuant to NJSA 33:1-24.3a or from a private owner. The purchase of the inactive liquor license will help small businesses expand their operation and service offerings at their current commercial location. The application for the grant must be dated no later than one year from the date of the liquor license to be eligible.

The small business would go through the process required by their local municipality to purchase and obtain the inactive plenary retail consumption liquor license. This license and support documentation will be provided to NJEDA to ensure this transaction has taken place and is finalized. Once finalized the eligible NJ small business can pursue a grant from NJEDA.

The NJEDA will require that the license remains active by the grantee for a minimum of five years. If the grantee no longer operates their business with the liquor license before the end of the five-year compliance period, the grant recipient will be required to repay a prorated portion of the grant. Repayment of the grant will be prorated based on the years of compliance, with 20% reductions for each full year the applicant is compliant with the terms of the grant.

Application Process

This pilot product will be available online at njeda.gov for three years from the date applications are made available to the public, or until the total funding pool is exhausted (whichever is sooner). Applications will be reviewed on a rolling basis. Staff will market and promote this product to the community during our normal outreach efforts.

Eligible Applicants

Eligible applicants or co-applicants for this product must also meet the following requirements to be eligible under this grant product:

- Must own and possess a previously inactive Plenary Retail Consumption Liquor License at time of application and have a purchase date within 12 months prior to application. NJ Division of Alcoholic Beverage Control (ABC) determines if the license was previously inactive.
- Applicants that have transferred the license between entities with common ownership are not eligible.

- Applicant or other related entities must be in compliance with ABC statute and regulations and status will be determined by ABC.
- Applicant business must rent or own and operate from a NJ based commercial facility and own the liquor license, or, in the alternative, a separate holding company may own the liquor license for applicant's exclusive use.
- Landlords and real estate holding entities are not eligible. Grant is only for occupying small business owners.
- Applicant must be open and operating for at least 12 months prior to application and must provide the most recent federal tax filing required to be filed for their business showing sales per gross receipts.
- Non-profit and for-profit entities that meet SBA's definition of small business based on NAICS industry classification at time of application. NAICS code on most recent tax filing will be used to make eligibility determination.
- Applicants must provide a current Tax Clearance Certificate from the NJ Division of Taxation prior to receiving NJEDA approval.
- Applicant entity is required to provide a WR30 reflecting employment for the quarter prior to their application date.
- Applicants must be in substantial good standing prior to approval with the NJ Department of Labor, and NJ Department of Environmental Protection, with all decisions of substantial good standing at the discretion of those entities.
- Applicant or other related entities must be in good standing with the ABC Act and status will be determined by ABC.
- Applicant must not be in default with any other EDA or State assistance and certify to same.
- Applicant must either own a New Jersey Inactive Plenary Retail Consumption Liquor License at time of application or, if applicant does not own the license, it must be owned by a holding company that is the co-applicant for the grant.
- Only the purchase of an New Jersey Inactive Plenary Retail Consumption Liquor License is eligible; no other costs associated with that purchase are eligible.
- Applicants are eligible to receive a Small Business Lease Grant, Small Business Improvement Grant and a Small Business Inactive Plenary Retail Consumption Liquor License Grant for the same location.
- Applicants are limited to one award per EIN. Applicants operating from multiple locations under a single EIN would be limited to one application for the life of the program.
- This product applies only to purchases of inactive Class C Plenary Retail Consumption Licenses. All other liquor licenses, including but not limited to special licenses for shopping malls and strip malls issued pursuant to NJSA 33:1-12.18 (6)(a) and licenses issued for breweries, distilleries, winemakers, cideries, meaderies, club facilities, sporting facilities, concessionaires, hotels/motels, blenders, brokers or those related to warehousing, distribution, transportation or wholesale are not eligible.

Completed Applications

As per Main Street rules (NJAC 19:31-5.4), applicants must provide a completed application which includes:

- The name of the applicant;
- The contact information of the applicant;
- The organizational type of the applicant;
- The principal products and services and three-digit North American Industry Classification System number;
- The New Jersey tax identification number;
- The Federal tax identification number;
- The most recent three Federal tax returns filed (if applicable);
- The total number of full-time and part-time employees of the applicant, in New Jersey at the time of application, and three months prior to the submission of the application;
- The comprehensive list of the applicant's locations in New Jersey and the function performed at each location;
- A completed legal questionnaire disclosing all relevant legal matters in accordance with the Authority debarment and disqualification rules at N.J.A.C. 19:30-2;
- Submission of a current tax clearance certificate, pursuant to P.L. 2007, c. 101;
- WR 30, payroll reports, or equivalent documentation for the quarter preceding submission of application;
- A certification under the penalty of perjury from the applicant, or an authorized agent of the applicant, that the information provided in the application is true; and
- Any other necessary and relevant information as determined by the Authority for any product or for a specific application. Which may include:
 - A copy of the transferred license.
- The Authority will confirm with the New Jersey Division of Alcoholic Beverage Control, New Jersey Department of Labor and Workforce Development, Department of Environmental Protection, and the Department of the Treasury that the applicant is in compliance by being in substantial good standing with the statutes, rules, and other enforceable standards of the respective department, or, if a compliance issue exists, the eligible business has entered into an agreement with the respective department that includes a practical corrective action plan, as applicable.

While the Authority anticipates that most applications will provide a complete set of required information needed to evaluate the application, staff will follow up with applicants if additional information or documentation is needed.

Entities whose applications are denied will have the right to appeal. Appeals must be filed within the timeframe set in the declination letter (which must be at least 10 business days). Appropriate staff will review the applications, the appeals, and any other relevant documents or information.

The Hearing Officer will recommend a final administrative decision. For final appeal decisions on non-discretionary reasons, delegated authority is requested.

Grant Awards

Eligible applicants can receive up to \$100,000 per EIN for one license at a single eligible location.

The grant amount will be determined by utilizing a purchase and sale agreement to determine the purchase price of the license. Settlement and closing costs will not be included.

Terms and Conditions

As part of the application, the business must certify that they will activate the liquor license and operate from the property identified in their application continuously and for a five-year compliance period that begins after execution of the grant agreement with the NJEDA. Repayment of the grant will be prorated based on the years of the compliance, with 20% reductions for each full year of compliance.

In case of a grant default, the five-year compliance period and the term of the deed restriction will be extended for as long as the default remains outstanding and uncured. At the sole discretion of the NJEDA, grantees may be able to cure a default by restoring its good standing and satisfying the remaining (extended) compliance period, or by repaying all or a prorated amount of the grant based on the years of compliance.

Also due to the statute, grantees must enforce minimum wage requirements for their employees. This means that each full-time or part-time employee employed by the applicant be paid not less than \$15.00 per hour or 120 percent of the minimum wage fixed under subsection (a) of section 5 of P.L. 1966, c. 113 (N.J.S.A. 34:11-56a4), whichever is higher, except that the small business shall pay not less than 120 percent of the minimum wage to an employee who customarily and regularly receives gratuities or tips for the entire compliance period.

Awardees will certify annually that they are operating out of the property and meeting the wage requirements per section 5 of P.L. 1966, c. 113 (N.J.S.A. 34:11-56a4) if they have employees.

Diversity & Inclusion

The Main Street Recovery Finance Program statute suggests the Authority to complete a disparity study for the purposes of establishing policies, practices, protocols, and, if appropriate, minimum percentages of Main Street Recovery Finance Program funding to be set aside for eligible small businesses and microbusinesses that are minority-owned business enterprises or women-owned business enterprises. The Authority currently does not yet have the ability to reserve a portion of funding specifically for minority or women-owned businesses. Since the Authority is consistently

exceeding the 30 percentiles in serving women and minority owned businesses, staff proposes that Authority reserves 40% of the program pool or \$4 million for applicants located in eligible New Jersey Opportunity Zone (i.e., a New Market Tax Credit census tract). This Opportunity Zone reserve will be held for two years from the date the application is made available to the public; any portion of the reserve that is not used by that date will be made available to all applicants. This approach is consistent with all the other products under the Main Street Recovery Fund. NJEDA staff will still diligently ensure outreach is effective and supports all New Jersey business owners.

There are 715 census tracts that were eligible to be Opportunity Zones in New Jersey. Setting aside, for two years, a portion of available funding of 40% to support entities located in these census tracts further reinforces the State's commitment to helping to ensure all Opportunity Zone eligible tracts in New Jersey receive opportunities for investment that are equitable and inclusive.

Fees & Administrative Expenses

Staff is also requesting up to 5% of total program funding up to \$500,000 to cover the Authority's administrative costs. This amount would be in addition to the amount requested for this product and would be funded from the Main Street Recovery Fund.

Eligible applicants will be required to pay a \$500 approval fee once they are approved for their grant. After they have paid their fee, they will then execute their grant agreement, and the grant will be disbursed.

Delegated Authority

Finally, the Members are requested to approve delegation to the Authority's CEO to designate staff to approve non-discretionary individual applications for the Small Business Liquor License Grant in accordance with the terms set forth in the attached product specifications.

Recommendation

The Members are asked to approve:

1. Creation of the Small Business License Grant product, a pilot product under the Main Street Recovery Fund that will offer a grant of 50% up to \$100,000 to reimburse eligible NJ small businesses that purchased a NJ inactive plenary retail consumption liquor license.
2. Utilization of funding from the Main Street Recovery Fund, as follows:
 - \$10 million to capitalize the Small Business Liquor License Grant pilot product.
 - Up to \$500,000 to support the Authority's administrative costs for the Small Business Liquor License Grant product.

3. Delegation of authority to the Chief Executive Officer to approve non-discretionary eligible applications for the Small Business Liquor License Grant in accordance with the terms set forth in this memo and attached program specifications.



Tim Sullivan, CEO

Prepared by: Maggie Peters
Attachments

Exhibit A – Product Specifications

**Small Business Liquor License Grant (SBLLG)
Product Specifications
September 2024**

Funding Source	<p>Utilization of Main Street Recovery Fund as follows:</p> <ul style="list-style-type: none"> • \$10,000,000 to capitalize this pilot product. • 5% of funding or up to \$500,000 to be used by NJEDA to cover administrative expenses. • 40% of the program pool or \$4 million will be reserved for applicant businesses located in eligible NJ Opportunity Zone census tracts. This funding will be set aside for 2 years from the date the application is made available to the public. Any portion of the reserve that is not used by that date will be made available to all applicants.
Program Expiration	<p>Applications will be accepted and reviewed on a rolling basis (first-come, first-served as applications are completed) for 3 years or until funds are exhausted.</p>
Program Purpose/Objective	<p>Small Business Liquor License Grant (SBLLG) pilot product supports the purchase of an Inactive Plenary Retail Consumption Liquor License by a small business. Assisting with the purchase of an inactive plenary retail consumption liquor license supports the growth and success of New Jersey's small service businesses. This product aligns with legislation P.L. 2023, c.290 regarding inactive plenary retail consumption liquor licenses and allows NJ small businesses the opportunity to purchase one. This grant will reimburse a NJ small business up to 50% of the cost of the inactive license, not to exceed \$100,000. This grant is for businesses that are open and operating to expand service offerings to customers.</p>
Eligible Applicants	<ul style="list-style-type: none"> • Must own and possess a previously inactive Plenary Retail Consumption Liquor License at time of application and have a purchase date within 12 months prior to application. NJ Division of Alcoholic Beverage Control (ABC) determines if the license was previously inactive. • Applicants that have transferred the license between entities with common ownership are not eligible. • Applicant or other related entities must be in compliance with ABC statute and regulations and status will be determined by ABC. • Applicant business must rent or own and operate from a NJ based commercial facility and own the liquor license, or, in the alternative, a separate holding company may own the liquor license for applicant's exclusive use. A real estate holding company is ineligible for this grant. • Landlords and real estate holding entities are not eligible. Grant is only for occupying small business owners. • Applicant must be open and operating for at least 12 months prior to application and must provide the most recent federal tax filing required to be filed for their business showing sales per gross receipts. • Non-profit and for-profit entities that meet SBA's definition of small business based on NAICS industry classification at time of application. NAICS code on most recent tax filing will be used to make eligibility determination. • Applicants must provide a current Tax Clearance Certificate from the NJ Division of Taxation prior to receiving NJEDA approval. • Applicant entity is required to provide a WR30 reflecting employment for the quarter prior to their application date. • Business must be in compliance with NJ Division of Alcoholic Beverage

	<p>Control ABC Act, statute and regulations prior to approval (NJSA 33:1-1 et seq; NJAC 13:2-1.1 et seq) and must remain in compliance for the 5-year NJEDA compliance period.</p> <ul style="list-style-type: none"> • Applicants must be in substantial good standing prior to approval with the NJ Department of Labor, and NJ Department of Environmental Protection, with all decisions of substantial good standing at the discretion of those entities. • Applicant or other related entities must be in good standing with the ABC Act and status will be determined by ABC. • Applicant must not be in default with any other EDA or State assistance and certify to same. • Applicant must either own a New Jersey Inactive Plenary Retail Consumption Liquor License at time of application or, if applicant does not own the license, it must be owned by a holding company that is the co-applicant for the grant. • Only the purchase of an New Jersey Inactive Plenary Retail Consumption Liquor License is eligible; no other costs associated with that purchase are eligible. • Applicants are eligible to receive a Small Business Lease Grant, Small Business Improvement Grant and a Small Business Liquor License Grant for the same location. • Applicants are limited to one award per EIN. Applicants operating from multiple locations under a single EIN would be limited to one application for the life of the program. • This product applies only to purchases of inactive Class C Plenary Retail Consumption Licenses. All other liquor licenses, including but not limited to special licenses for shopping malls and strip malls issued pursuant to NJSA 33:1-12.18 (6)(a) and licenses issued for breweries, distilleries, winemakers, cideries, meaderies, club facilities, sporting facilities, concessionaires, hotels/motels, blenders, brokers or those related to warehousing, distribution, transportation or wholesale are not eligible.
Local Approvals	<ul style="list-style-type: none"> • Applicant must obtain and is responsible for all applicable local approvals.
Grant Amounts/Uses	<ul style="list-style-type: none"> • Grant proceeds can be used towards working capital only and may not be used for construction, equipment, or contracts of labor. • Awards will be 50% of the cost of a Plenary Retail Consumption Liquor License only. • Grant amount not to exceed \$100,000.
Grant Agreement Terms	<ul style="list-style-type: none"> • Business entity may not sell or cease to operate for the duration of the 5-year compliance period. • If the grantee ceases to operate to the satisfaction of the 5-year compliance period, repayment of all or a portion of the grant will be necessary. • If a sale of the property occurs prior to satisfaction of the 5-year compliance period, repayment of all or a portion of the grant will be necessary. Repayment of the grant will be prorated based on the years of compliance, with 20% reductions for each full year the applicant is compliant with the terms of the grant. • In case of an applicant default, if the default remains outstanding and uncured; Applicants may cure a default by restoring its good standing under the grant agreement and satisfying the remaining compliance period or by repaying all or a prorated amount of the grant, based on the years of compliance, at the sole discretion of the NJEDA.

	<ul style="list-style-type: none"> Applicant will certify annually, beginning 12 months after the execution of their grant agreement and for the term of grant agreement, that the applicant and/or co-applicant identified in the application is operating at the licensed premises as defined by the ABC Act and the license is compliant.
Fees	\$500 fee is due at time of approval.
Funding Disbursement	Grant amount to be fully disbursed after execution of grant agreement.

<p>Exclusions and Additional Requirements</p>	<ul style="list-style-type: none"> • Applicant must agree at time of application and for the compliance period to the minimum wage requirements and to provide most recently filed WR-30, payroll information, or equivalent documentation to verify business owner is paying wages to all employees of at least \$15/hour or 120% of the minimum wage rate (whichever is higher). Regularly tipped employees are not required to be paid \$15/hour but must be paid at least 120% of the minimum wage rate. This would be required for the term of the grant agreement per section 5 of P.L. 1966, c. 113 (N.J.S.A. 34:11-56a4) if applicant has employees. • Applicant must remain in the location for at least 5 years after execution of the grant agreement. • Landlords and real estate holding entities are not eligible; grant is only for occupying and operating small business owners. • Businesses that are engaged in the following are not eligible for funding directly from the Authority or through grants and loans to eligible microbusiness lenders: the conduct or purveyance of “adult” (i.e., pornographic, lewd, prurient, obscene or otherwise similarly disreputable) activities, services, products or materials (including nude or semi-nude performances or the sale of sexual aids or devices); any auction or bankruptcy or fire or “lost-our-lease” or “going-out-of-business” or similar sale; sales by transient merchants, Christmas tree sales or other outdoor storage; or any activity constituting a nuisance.
<p>Application Process</p>	<ul style="list-style-type: none"> • Applications will be reviewed on a rolling basis, based on the availability of funding, until all funds are fully committed. <p>Applicants must provide a completed application which includes but is not limited to:</p> <ul style="list-style-type: none"> • The name of the applicant; • The contact information of the applicant; • The organizational type of the applicant; • The principal products and services and North American Industry Classification System number; • The New Jersey tax identification number; • The Federal tax identification number; • The most recent three Federal tax returns required; • The total number of full-time and part-time employees of the applicant, in New Jersey at the time of application, and three months prior to the submission of the application; • The comprehensive list of the applicant's locations in New Jersey and the function performed at each location; • A completed legal questionnaire disclosing all relevant legal matters in accordance with the Authority debarment and disqualification rules at N.J.A.C. 19:30-2; • Submission of a tax clearance certificate, pursuant to P.L. 2007, c. 101; • WR 30, payroll reports, or equivalent documentation for the quarter preceding submission of application; • A certification under the penalty of perjury from the applicant, or an authorized agent of the applicant, that the information provided in the application is true; and • Any other necessary and relevant information as determined by

the Authority for any product or for a specific application. Which may include:

- A copy of the new license
- Municipal resolution approving license
- The Authority will confirm with the New Jersey Division of Alcoholic Beverage Control, New Jersey Department of Labor and Workforce Development, Department of Environmental Protection, and the Department of the Treasury that the applicant is in compliance by being in substantial good standing with the statutes, rules, and other enforceable standards of the respective department, or, if a compliance issue exists, the eligible business has entered into an agreement with the respective department that includes a practical corrective action plan, as applicable.

While the Authority anticipates that most applications will provide a complete set of required information needed to evaluate the application, staff will follow up with applicants if additional information and/or documentation is needed.

Delegation of authority to the Chief Executive Officer to approve non-discretionary eligible applications for the Small Business Liquor License Grant (SBLLG).

Entities whose applications are denied will have the right to appeal. Appeals must be filed within the timeframe set in the declination letter (which must be at least 10 business days). Appropriate staff will review the applications, the appeals, and any other relevant documents or information. The Hearing Officer will recommend a final administrative decision. For final appeal decisions on non-discretionary reasons, delegated authority is requested.

MEMORANDUM

TO: Members of the Authority

FROM: Tim Sullivan
Chief Executive Officer

DATE: November 18, 2024

SUBJECT: Local Property Acquisition Grant Program Application Funding Awards

Summary

The Members are asked to approve:

- 1) Grant awards in the total amount of \$1,660,050 to the following Local Property Acquisition Grant Program Strategic Public Use projects:
 - Grant award of \$1,000,000 to Township of Verona
 - Grant award of \$ 660,050 to Town of Westfield

- 2) Grant awards in the total amount of \$15,359,625 to the following Local Property Acquisition Grant Program Future Development projects:
 - Grant award of \$483,400 to Camden Repertory Theater Community Development Group
 - Grant award of \$1,547,500 to Carteret Redevelopment Agency
 - Grant award of \$1,824,569 to Chicken Bone Beach Historical Foundation Inc.
 - Grant award of \$2,409,108 to Town of Clinton
 - Grant award of \$2,601,155 to Greater Bergen Community Action, Inc.
 - Grant award of \$544,663 to Town of Hammonton
 - Grant award of \$703,000 to Ideal Education A NJ Nonprofit Corporation
 - Grant award of \$257,730 to Institute of Music for Children
 - Grant award of \$988,500 to Paterson Habitat for Humanity, Inc.
 - Grant award of \$4,000,000 to City of Trenton

Background

In October 2023, the Board approved the creation of the Local Property Acquisition Grant Program (the “Program”) as a pilot program to provide grant funding to municipalities, municipal entities, counties, county entities, and/or not-for-profit local economic and community development entities for the acquisition of a vacant site, building, facility, or collection of properties (“Project”) in order to facilitate and enable the future redevelopment of such properties within a defined time period and in support of local or regional economic development priorities through two funding products for either Acquisitions for Strategic Public Uses or Acquisitions for Future Development Projects.

The Program was capitalized with \$25,000,000 from the Fiscal Year 2023 Appropriations Act which included approximately \$3 million for Acquisitions for Strategic Public Use, approximately \$21 million for Acquisitions for Future Development Projects, and up to \$1,000,000 to cover the Authority’s administrative costs of the Program. Minimum grant funding is \$50,000 per Project and maximum grant funding is \$1,000,000 for Strategic Public Use projects and up to \$4,000,000 for Future Development Projects.

The competitive grant Program provides funding for acquisitions of properties that will then be developed/redeveloped and cannot be used for land banking of properties. Eligible Strategic Public Use projects must be publicly accessible spaces for the community which may include pedestrian plazas, pocket-parks, community parks, community gardens, public walkway/access, public parking lots/garages, or other similar public spaces. Eligible Future Development Projects can be for substantial rehabilitation and/or new construction and are limited to mixed-use developments (*any residential portion must comply with the 20% reservation for low- and moderate-income households required by N.J.S.A. 52:27D-329.9(b)*); transit oriented development; cultural, arts, performing arts; commercial (*including office and/or supermarkets/grocery stores*); manufacturing/industrial; and research/laboratory.

Program grant awards may not exceed 80% of the property appraised value plus closing costs typically included as part of a settlement statement and related transaction legal costs, except for projects located within either a Transitional Aid Community or a Government Restricted Municipality where Grant funding may account for 100% of the property appraised value plus closing costs typically included as part of a settlement statement and related transaction legal costs.

No applicant may receive more than two grant awards. A maximum of one Project, per product application category, located within a municipality may be funded, with the exception that a maximum of two Projects, per product application category, located within either a Transitional Aid Community (as determined by the Division of Local Government Services in the Department of Community Affairs) or a Government Restricted Municipality (as defined in Sections 55 and 69 of the Economic Recovery Act of 2020) may be funded.

Following Board approval, approved applicants will enter into a Grant Agreement with the Authority detailing program and state funding requirements including prevailing wage, affirmative action, contractor registration, and other labor standards compliance requirements. Additionally, the Grant Agreement will have a deed restriction to ensure that both the Project Property

Acquisition and either the proposed and approved Strategic Public Use or Future Development Projects occur within the project development timelines based on the application submission and the Authority's approval. The deed restriction for property acquisitions for Strategic Public Use will also indicate that the property is to be used long-term as and for publicly accessible space. The Grant Agreement will also detail the Authority's rights for approval of any sale/transfer of the Property(ies) including reviewing the reasonableness of the proposed sales/pricing. The Grant Agreement will further indicate that prior to the sale of a property for a Future Development Project, the applicant will submit to the Authority the proposed sales contract and the proposed Future Development Project financials for the Authority's review and approval.

Application Review Process and Scoring

Following Board approval, a program webpage was established, and program information provided as well as the opportunity for interested parties to submit questions regarding the program. An informational webinar session was held on January 25, 2024 to provide an overview of the program and describe the application process to interested parties. A Frequently Asked Questions document was posted on the program page to provide additional information. The application launched on January 18, 2024 as a competitive grant program and the initial deadline of May 20, 2024 was extended to June 10, 2024 due to the numerous questions which we received from interested parties/potential applicants.

Forty-one (41) applications were submitted by the application deadline. Applications were first evaluated for completeness and eligibility. Applicants that were missing required information were provided an opportunity to cure those deficiencies before a final completeness and eligibility review.

During this initial review process, 6 applicants withdrew their applications.

After the expiration/completion of the cure period, a total of 9 applications were deemed incomplete and were rejected, without a right to appeal.

3 applicants did not meet the applicant eligibility criteria and were declined for non-discretionary reasons under delegated authority, with a right to appeal.

10 applications did not meet the program eligibility criteria requiring vacant property/building and were declined for non-discretionary reasons under delegated authority, with a right to appeal.

1 application did not meet the program eligibility criteria for eligible supplemental use and was declined for non-discretionary reasons under delegated authority, with a right to appeal.

The remaining 12 applications proceeded to scoring. The scoring committee was composed of three NJEDA staff with expertise in real estate programs and project development, who determined scores for each of the applications based on the following five scoring factors:

- Overall proposal concept for Property Acquisition and the proposed Supplemental Use of the property *(up to 35 pts)*

- Location and Local Impact *(up to 20 pts)*
- Experience & capacity of applicant *(up to 20 pts)*
- Readiness to proceed with Property Acquisition *(up to 10 pts)*
- Viability of the proposed Supplemental Use project and reasonableness of the proposed timeline for the Supplemental Use project *(up to 15 pts)*

Each application was scored out of a total possible maximum of 100 points and a minimum score of 65 was required to be considered for grant funding award.

Projects Eligible for Approval

Following scoring, all 12 of the scored applications met the minimum score requirement of 65 out of 100 points. The total funding request of all the 12 applications is \$17,019,675.

Strategic Public Use Projects

1. **Township of Verona** will acquire a vacant property located at 46 Lakeside Avenue in Verona (approx. 70,000 sf or 1.6 acres) near Bloomfield Avenue shops/business district and near the Verona Lake and Verona Park. Strategic Public Use will be a public parking lot. This project will complement and support other redevelopment efforts underway in the area. Grant funding of up to \$1,000,000 will be used to pay for up to 80% of the appraised property value plus eligible closing costs.
2. **Town of Westfield** will acquire a vacant property located at 200 South Avenue West in Westfield (approx. 8,494 sf or 0.20 acres) near the Westfield Train Station and the gateway to the Downtown. Strategic Public Use will be a pedestrian plaza/pocket park. This project will complement other redevelopment efforts underway in the area. Grant funding of up to \$660,050.00 will be used to pay for up to 80% of the appraised property value plus eligible closing costs.

Future Development Projects

3. **Camden Repertory Theater Community Development Group** will acquire a vacant 13,000 square foot building (formerly the Lamboy Furniture building) located along the city's commercial corridor at 918 Broadway in Camden. The Future Development Project will be a mixed-use project with performing and exhibition spaces, training and workshop facilities, office space, and 5 units of affordable housing. This project will complement other city redevelopment and planning efforts underway in the surrounding Lanning Square/Bergen Square/South Camden neighborhoods. Grant funding of up to \$483,400 will be used to pay for up to 100% of the appraised property value plus eligible closing costs. ***note that this project is located in Camden which is a Transitional Aid community and is thus eligible for up to 100% of appraised property value costs***

4. **Carteret Redevelopment Authority** will acquire vacant property located at 1179 & 1235-1239 Roosevelt Avenue in Carteret (approx. 65,700 sf or 1.508 acres) near the New Jersey Turnpike. The Future Development Project will be a mixed-use development with commercial space and 200+ residential units, including at least 20% affordable units. This project will complement other redevelopment efforts underway in the area such as several commercial developments near West Carteret's Minue Street. Grant funding of up to \$1,547,500 will be used to pay for up to 80% of the appraised property value plus eligible closing costs.
5. **Chicken Bone Beach Historical Foundation Inc.** will acquire the approximately 11,000 square foot vacant property, known as Dante Hall, located at 14 N. Mississippi Avenue in the Ducktown revitalization neighborhood in Atlantic City. The Future Development Project will be as a cultural arts center retaining the 200+ seat theater and converting the upper floors for additional classrooms and teaching areas for providing music and choir lessons, hosting educational programs and art exhibits, and offering concerts and performances. This project will complement other ongoing development projects and redevelopment efforts underway in the vibrant and historically rich Ducktown neighborhood. Grant funding of up to \$1,824,569 will be used to pay for up to 100% of the appraised property value plus eligible closing costs. ***note that this project is located in Atlantic City which is both a Government Restricted Municipality and a Transitional Aid community and is thus eligible for up to 100% of appraised property value costs***
6. **Town of Clinton** will acquire a vacant property located at 19 West Main Street in Clinton (approx. 204,216 sf or 4.7 acres) adjacent to the Landsdown Trail. The Future Development Project will be a commercial development. This project will add to the mix of offerings in close proximity to the vibrant downtown, the Hunterdon Art Museum, and the Red Mill Museum Village. Grant funding of up to \$2,409,108 will be used to pay for up to 80% of the appraised property value plus eligible closing costs.
7. **Greater Bergen Community Action, Inc.** will acquire a vacant 24,000 square foot 3-story building located at 106 Somerset Street in Garfield situated alongside the Garfield train station and trainline. The Future Development Project will be a mixed-use, multi-purpose building with office space, training rooms, community service programs such as Head Start and Adult Education and Training, as well as a credit union branch and possible concession coffee shop for commuters. This project will complement other redevelopment efforts underway in the area as part of the Garfield Neighborhood Revitalization Plan including recent small business investments, commercial storefront rehabilitation projects, and installation of planters and murals. Grant funding of up to \$2,601,155 will be used to pay for up to 80% of the appraised property value plus eligible closing costs.
8. **Town of Hammonton** will acquire the 5,000 square foot vacant former Peoples Bank and Trust Company/First Bank of Hammonton building located at 15 Central Avenue (aka 236 Bellevue Avenue) at the corner of Central and Bellevue Avenues in downtown

Hammonton. The Future Development Project will be either a restaurant, retail, or entertainment space which will be determined following the Town's Request for Proposals process. This project will build on existing downtown revitalization efforts and complement other downtown plans that are underway including nearby pedestrianization and park enhancements. Grant funding of \$544,663 will be used to pay for up to 80% of the appraised property value plus eligible closing costs.

9. **Ideal Education A NJ Nonprofit Corporation** will acquire a vacant 20,000 square foot building located at 7 South Carolina Avenue in Atlantic City. The Future Development Project will be a community co-op food market and aquaponics farming facility. This project will be strategically located in the heart of Atlantic City and will help address local food security gaps and promote community revitalization efforts in the area, including the Orange Loop area located about 2 blocks away. Grant funding of up to \$703,000 will be used to pay for up to 100% of the appraised property value plus eligible closing costs. ***note that this project is located in Atlantic City which is both a Government Restricted Municipality and a Transitional Aid community and is thus eligible for up to 100% of appraised property value costs***
10. **Institute of Music for Children** will acquire a vacant property located at 747 Westminister Avenue in Hillside (approx. 9,901 sf or 0.22 acres) on the border of the City of Elizabeth and the Township of Hillside. The Future Development Project will be part of an expansion of their existing Arts/Performing Arts campus. Grant funding of up to \$257,730 will be used to pay for up to 80% of the appraised property value plus eligible closing costs.
11. **Paterson Habitat for Humanity, Inc.** will acquire a vacant property (approximately .22 acres) located at 26-32 Spring Street in Paterson. The Future Development Project will be a mixed-use new construction project of 16 affordable housing units and child-care space. This project will support city efforts to provide for child-care opportunities, the revitalization of vacant property, quality affordable housing units, and job creation. Grant funding of up to \$988,500 will be used to pay for up to 100% of the appraised property value plus eligible closing costs. ***note that this project is located in Paterson which is both a Government Restricted Municipality and a Transitional Aid community and is thus eligible for up to 100% of appraised property value costs***
12. **City of Trenton** will acquire a vacant property located at 1 West Lafayette Street (the former Lafayette Yard Marriott Hotel) in Trenton (approx. 154,912 sf or 3.56 acres) near the War Memorial, Mill Hill Park, and the Statehouse. The Future Development Project will be a mixed-use development with hotel, residential, and commercial uses. This project will complement other redevelopment efforts underway in downtown Trenton. Grant funding of up to \$4,000,000 will be used to pay for up to 100% of the appraised property value plus eligible closing costs. ***note that this project is located in Trenton City which is both a Government Restricted Municipality and a Transitional Aid community and is thus eligible for up to 100% of appraised property value costs***

Cancelation of Reopening of Program

Approximately \$6,980,325 of Program funding will remain uncommitted after making the 12 approvals as well as any Program funding which may be freed up due to approved applicants not requiring full approved grant amounts or not proceeding with their approved projects. The Board is asked to approve canceling the reopening of this Program as the Authority works to determine a best use for the remaining funds.

Recommendation

The Members are requested to approve:

1. Grant awards in the total amount of \$1,660,050 to the following Local Property Acquisition Grant Program Strategic Public Use projects:
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 - Grant award of \$ 660,050 to Town of Westfield

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 - Grant award of \$257,730 to Institute of Music for Children
 - Grant award of \$988,500 to Paterson Habitat for Humanity, Inc.
 - Grant award of \$4,000,000 to City of Trenton



Tim Sullivan, CEO



To: Members of the Authority

From: Tim Sullivan
Chief Executive Officer

Date: November 18, 2024

RE: Aspire Program- Product #314785
**West Deptford Apartments LLC (“Applicant”) and
Soldier On Veterans Village IX, LLC. (“Co-Applicant”)**

Request

Issuance of tax credits from the Aspire program (“the Program”) for a residential project located in West Deptford, Gloucester County, New Jersey up to 60% of the total project cost (“eligible costs”), not to exceed \$25,334,749.

Aspire Program Background

The New Jersey Economic Recovery Act of 2020, N.J.S.A. 34:1B-322, et seq., provides that the “authority shall administer the program to encourage redevelopment projects through the provision of incentive awards to reimburse developers for certain project financing gap costs.” Aspire Program Rules incorporating a variety of programmatic changes resulting from recently enacted Legislation and responding to formerly submitted public comment were specially adopted by the Authority Board on November 16th, 2023, and took effect on December 5, 2023, upon submission to the Office of Administrative Law. This application is being considered based upon those Rules.

The Program provides tax credits for ten years (the “Eligibility Period”). The amount of tax credits a real estate development project or “Redevelopment Project” receives is generally a percentage of the project’s costs and is subject to a statutory cap determined by project location and other aspects of each project.

Project Description

The Gordon H. Mansfield Veterans and Seniors Village at West Deptford project, located at 420 Grove Avenue, West Deptford, New Jersey consists of the new construction of an 84-unit, one hundred percent (100%) age-restricted and veterans affordable housing project with 93 parking spaces, located in West Deptford and will be 90,881 total square feet. The Project is in a redevelopment area known as the “River Winds at West Deptford Redevelopment Area”. This proposed development will have a mix of one and two-bedroom units and will provide 21 units at or below 30% AMI, 21 units at or below 50% AMI and 42 units at or below 60% AMI.

Project Ownership

The Applicant entity, West Deptford Apartments LLC, is a single-purpose entity and is an affiliate of WinnDevelopment Company LP, the Lead Development Entity. The Applicant is comprised of West Deptford Apartments MM LLC (99.99%), the managing member, and Gilbert J. Winn (0.01%). WinnDevelopment Company LP is a wholly owned subsidiary of WinnCompanies (Winn).

As is the case with LIHTC financed transactions, an investor member will enter the partnership at financial closing as a 99.99% Investor Member with an affiliate of Winn, West Deptford Apartments MM LLC reverting to a 0.01% and assuming the role of Managing Member.

The site is owned by a WinnCompanies entity, Grove Land Urban Renewal LLC. This entity has entered into a Purchase and Sale agreement dated January 24, 2024, with the Applicant. The agreement has a closing date of December 31, 2024, with an extension provision for an additional six months.

Lead Development Entity

WinnDevelopment Company LP's track record includes nearly 200 developments in urban and suburban markets in 11 states and the District of Columbia. The parent company, WinnCompanies (Winn), is one of the nation's leading owners, developers, and managers of multi-family housing. As a privately owned family business founded in 1971, Winn is the largest manager of LIHTC housing, the second-largest manager of privatized military housing, and one of the largest managers of affordable and rental housing in the United States.

With 3,800 team members nationwide, Winn operates more than 101,000 apartments across 23 states, including New Jersey, and the District of Columbia. Collectively, the Winn companies purchase, develop, and manage multifamily, commercial, senior, mixed income, military, and affordable housing properties from coast to coast through its subsidiaries, WinnDevelopment, WinnResidential, and WinnResidential Military Housing Services.

Co-Applicant

The Co-Applicant for the project is Soldier On Veterans Village IX LLC (SOVV) and is a single purpose entity owned by Soldier On, Inc., (SO). Soldier On Veterans Village IX LLC will provide services to the residents of the housing development. SO was organized in 1974 to provide a continuum of programs to ensure that homeless veterans and their families have access to immediate and long-term housing with an array of support services delivered to them where they live. Authority staff is in receipt of an IRS 501(c)3 Determination Letter from both SOVV and its parent company, SO.

The Applicant, and the Co-Applicant have a Services Agreement that requires the Co-Applicant to contribute services and training programs that will directly affect and serve veteran and non-veteran residents of the Project. Specifically, these services and programs include but are not limited to:

- Financial Literacy
- Six Dimensions of Wellness including Nutrition information
- Case Management and Legal Services

- Transportation Services
- Housing and Housing Support Services
- Mental Health and Substance Use Disorder Education
- Job Readiness and Basic Life Skills
- Community Support Social Services all from a qualified SOVV IX staff member
- Access to Face-to-face and virtual access to programming available at all Soldier On housing sites and run through a secure HIPPA compliant tele-health platform or in person from a qualified Soldier On staff member.
- Topics based on a participant's interests, needs, or goals developed in their Individual Service Plan (ISP), and can be tailored to include an emphasis on managing chronic physical or mental health symptoms or addictions recovery.

This Services Agreement serves as the participation agreement that specifies the Co-Applicant's participation in the Redevelopment Project and evidences a commitment to providing the support and assistance previously described. The term of the Services Agreement encompasses the duration of the Aspire Eligibility Period.

Per the Rules, the Co-applicant must also demonstrate the following:

The Co-Applicant has complied with all requirements for filing tax and information returns and for paying or remitting required State taxes and fees by submitting, as a part of the application, a tax clearance certificate, as described in section 1 at P.L. 2007, c. 101 (N.J.S.A. 54:50–39).

The Co-Applicant has provided staff with a valid Tax Clearance Certificate as of this recommendation.

The Co-Applicant's organizational purpose encompasses the proposed participation.

Soldier On Veterans Village IX LLC is a nonprofit corporation organized under the laws of the State of New Jersey for the purpose of promoting economic, civic, and social welfare by providing a comprehensive program of economic development.

The Co-applicant has the financial and operational capability to provide the proposed contribution or services.

Authority staff has reviewed financial statements provided by Soldier On, Inc., which substantially evidences the ability of its SPE to provide the proposed services.

The Co-applicant's receipt and sale of the tax credits is necessary to finance the Redevelopment Project.

The tax credit certificates will be allocated to the nonprofit which will sell the credits annually to a tax credit investor and return those sales proceeds into the partnership Applicant. This allows the Project to obtain the Aspire credit sales proceeds without tax consequences and to pay annual debt service on an Aspire bridge loan, putting critically important capital into the Project.

Legal Review and Sister Agency Check

A Legal Review (debarment/disqualification review) was completed on the Applicant, Co-Applicant, Lead Development Entity, and relevant related entities by the Authority and all entities were cleared. All these entities were also found to be in substantial good standing with the Department of Labor and Workforce Development, Environmental Protection, and the Treasury.

Architect

PS&S LLC is an award-winning “one-stop-shop” of architecture and engineering services, which was established in 1962 and is headquartered in Warren, New Jersey. The depth and breadth of expertise has helped PS&S grow into a firm offering multi-disciplined, full-service architecture, engineering, design, environmental and survey consulting services. The firm offers a single source for planning, design, and regulatory compliance services on diverse projects across multiple market segments; education, energy/utilities, infrastructure and public improvement, entertainment, hospitality, real estate, sciences, and technology. Two projects of note are, 1) Montclair State University’s 2000-bed student housing project, 2) Horizon Blue Cross Blue Shield Headquarters at Penn Plaza, Newark which included nine floors of demolition and renovation of 400,000 square feet. PS&S has several offices in New Jersey and regional offices across the country.

General Contractor

The General Contractor for the Project is Del-Sano Contracting Corporation of West Long Branch, New Jersey. Founded by Angelo Del Russo in 1975 as a family business. The company has been engaged in comprehensive pre-construction, construction management, design build and general contracting projects for the past forty-eight years. Completed projects span from residential to commercial projects across the State of New Jersey.

Construction Timeline

Construction is expected to commence in February 2025. The Project will take 24 months to construct.

As a single-phase residential project, the Aspire Program Rules require this Project to be completed within four years of executing an incentive award agreement.

Project Details

The Gordon H. Mansfield Veterans and Seniors Village at West Deptford project is located at 420 Grove Avenue, West Deptford, New Jersey and will be 90,881 total square feet. The development is a four-story building and will provide all residents with a robust community room, on-site laundry facilities, and wrap-around supportive services. The proposed development will have a total of 84 residential units with a mix of one and two-bedroom units and will provide 21 units at or below 30% AMI, 21 at or below 50% AMI and 42 units at or below 60% AMI. The Project will

consist of 63 units for seniors at low- and moderate-income levels and 21 of these units will be supportive restricted units for veterans who may be physically or mentally disabled. The Redevelopment Project has a total of 93 parking spaces which includes EV Charging Stations, and four spaces meet ADA Requirements.

The units are all designed as universally visitable and adaptable to support aging in place and independent living. Many veterans face unique physical and mental health challenges. The building amenities include a space for telehealth appointments equipped to address virtual doctors' visits or special consultations, and private meeting space for meeting with case managers or outside service providers. Robust common area amenities include a community room with cafe and kitchenette, indoor and outdoor gathering areas, laundry rooms, and lounges in different floors. These communal spaces will help to foster a sense of camaraderie among veteran and non-veteran residents; catalyzed by year-round community events and supportive services. Additionally, the Project is being built utilizing Passive House certification criteria, which is an energy efficient method of construction that requires very little energy to achieve comfortable temperatures year-round.

Site improvements will include the creation of robust green space, ornamental fencing, garden area and patio, BBQ gathering area, and extensive landscaping. Exterior features will be tailored towards the special needs of the veteran population, including a Columbarium for final resting place arrangements, an eternal flame, and a significant memorial flag area.

The Project will comply with the NJHMFA Energy Star Homes program, one of the certification paths that satisfies NJEDA Green Building Standards.

Project Uses and Sources

The Applicant proposes the following uses for the Project:

	Total Development Costs	Project Costs
Acquisition	\$2,100,000	\$0
Hard construction costs	\$28,563,549	\$28,563,549
Professional services	\$2,971,299	\$2,971,299
Financing and other soft costs	\$7,482,069	\$5,189,733
Developer Fee	\$5,500,000	\$5,500,000
Total	\$46,616,917	\$42,224,581

The total project cost is the cost included in total development costs that is used for sizing the tax credit. The total project cost excludes land acquisition costs and various reserves to fund interest and operating expenses during lease-up. The minimum total project cost is \$10,000,000 for this residential project since it is not located in a qualified incentive tract.

The Applicant proposes the following Sources for the Project:

Sources	Type	Amount
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HMFA 1st Mortgage	Tax Exempt Permanent Loan	\$4,754,039
Aspire Bridge Loan	Aspire Proceeds	\$15,987,910
LIHTC Investor	LIHTC Proceeds	\$15,286,378
Special Needs Trust Fund	NJHMFA Funds	\$3,150,000
West Deptford AHTF	Local Soft Loan	\$1,000,000
Gloucester County HOME Funds	Local County Loan	\$150,000
Soldier On, Inc. Hope Depo Foundation	Equity	\$500,000
Investment Tax Credit	Equity	\$1,540,369
Inflation Fund Reduction Act Funding 45 L	Tax Credit Equity	\$378,000
Energy Rebate Incentives	Energy Incentives Equity	\$168,000
Soldier On, Inc.	Equity	\$900,000
Federal Home Loan Bank	Sponsor Equity	\$272,000
Deferred Developer Fee	Equity	\$2,530,221
	Total	\$ 46,616,917

Developer Contributed Equity

Based on the equity requirement in the Rules of 20% of total development costs for a residential project (N.J.A.C. 19:31V-1.3), the required equity in this Project equates to \$9,323,383. Equity consists of Deferred Developer fee of \$2,530,221 and \$15,286,378 in LIHTC Proceeds.

Statutory Aspire Award Cap

This project is a residential project utilizing Low-Income Housing Tax Credits and, thus, eligible for an Aspire tax credit equal to the lesser of 60 percent of the total project costs or \$90 million. The total project cost is estimated to be \$42,224,581. As such, the Project is eligible for an Aspire tax credit not to exceed \$25,334,749, which is 60 percent of the total project cost.

Financing Gap Analysis

NJEDA staff has reviewed the application to determine if there is a shortfall in the Project development economics pertaining to the return on the investment for the developer and their ability to attract the required investment for this Project.

Because the Project is receiving Low-Income Housing Tax Credits, NJHMFA’s deferred fee model was used to measure the appropriate and reasonable rate of return. The total developer fee is \$5,500,000 with \$2,530,221 deferred and not fully realized until after the 29th year of operations. This conforms to the Agency’s policy.

Aspire Tax Credit Sale Price

For projects that represent the new construction of residential units and include a Low-Income Housing Tax Credit Allocation, the consideration for the sale or assignment of the Aspire tax credits can be no less than 65 percent of the transferred credit amount before considering any further discounting to present value. The Applicant has provided documentation to the Authority that the consideration contemplated in the current financing structure is 89 percent of the transferred credit amount before considering any further discounting to present value. Currently it is anticipated that a bridge loan will be secured by the future sale proceeds from the tax credits, and when accounting for these loan proceeds received during construction, it represents a discount

rate of 4.54% from the 89 percent consideration of the transferred credit amount. The sources identified above in the Sources table as “Aspire Proceeds” reflect the value of this bridge loan. The ultimate financing structure and any changes in the future will be subject to this requirement and the Applicant will need to evidence this prior to any assignment or transfer of Aspire tax credits.

Net Positive Benefit Analysis

The NJEDA shall conduct a fiscal impact analysis to determine and ensure that the overall public assistance provided to an Aspire awarded project will result in a net positive economic benefit to the State. The Project is a residential project and, therefore, the entire award and capital investment are not subject to the net positive economic benefit analysis.

Other Statutory Criteria:

Affordability Controls

For any project that includes newly constructed residential units (that is, not a project consisting solely of rehabilitated or renovated existing units, with no change to the composition of units or creation of new units), at least 20 percent of the residential units must be reserved for occupancy by low- and moderate-income households with affordability controls as required under the Rules. The Applicant has indicated that it will comply with all such aspects of the Rules including requirements concerning the bedroom distributions, affordability averages, affirmative marketing, and the long-term deed restriction of residential units.

Scoring

As established by the Rules at N.J.A.C. 19:31V-1.7(c) (Approval of completed application; tax credit amounts) and further detailed in the memo provided to the Board at time of approval of the Program, the Applicant is required to achieve a minimum score to be eligible for an Aspire award. The Project was scored in the areas of Equitable Development, Smart Growth, Environmental Justice, and Climate Resilience. The Applicant has achieved the minimum score.

Community Benefits Agreement

For a Redevelopment Project whose total project cost equals or exceeds \$10 million, a community benefits agreement is required to be entered into by the Authority, chief executive of the municipality and the Applicant unless the Applicant submits a redevelopment agreement that meets the statutory standards of a community benefits agreement or a resolution that renders a community benefits agreement unnecessary. The Applicant has provided a letter of support from the chief executive of the municipality acknowledging this requirement and affirming that the municipality shall proceed to negotiate a community benefits agreement in good faith with the developer and will execute the community benefits agreement within the time required.

Labor Harmony Agreement

The Act indicates that NJEDA shall not enter into an incentive award agreement for a Redevelopment Project that includes at least one retail establishment which will have more than 10 full-time employees, at least one distribution center that will have more than 20 full-time

employees, or at least one hospitality establishment which will have more than 10 full-time employees, unless the incentive award agreement includes a precondition that any business that serves as the owner or operator of the retail establishment, distribution center, or hospitality establishment enters into a labor harmony agreement with a labor organization or cooperating labor organizations that represent retail or distribution center employees in the State. Under the Act, a labor harmony agreement shall be required only if the State has a proprietary interest in the Redevelopment Project and shall remain in effect for as long as the State acts as a market participant in the Redevelopment Project. N.J.S.A. 34:1B-328. This project does not have a State proprietary interest and therefore is not subject to this requirement.

Prevailing Wage Obligations

The Aspire Act and Rules require that for any project awarded Aspire tax credits all workers employed to perform construction work or building services work at the Redevelopment Project shall be paid prevailing wages, which continue through the end of the Eligibility Period. N.J.S.A. 34:1B-325. The Applicant has acknowledged this requirement and that in any year where this is found not to be the case, the Applicant shall forfeit the tax credit for that year.

Substantial Good Standing/Subcontractor and Contractor Requirements

The Aspire Act and Rules require that, for the duration of the Eligibility Period, the Applicant and Co-Applicant must be in substantial good standing (or have entered into an agreement) with the Department of Labor and Workforce Development, Environmental Protection, and the Treasury for any project awarded Aspire tax credits and that each contractor and subcontractor performing work at the Redevelopment Project: is registered as required by the Public Works Contractor Registration Act, has not been debarred by the Department of Labor and Workforce Development from engaging in or bidding on Public Works Contracts in the State, and possesses a tax clearance certificate issued by the Division of Taxation in the Department of the Treasury.

Availability of Emerge/Aspire Resources

At the time of this recommendation, there are \$1,180,513,998 in unallocated tax credit resources available to Aspire projects located in the Southern-most counties in the State for the fiscal year.

Recommendation

Authority staff has reviewed the application for West Deptford Apartments LLC and finds that it satisfies the eligibility requirements of the new Legislation and Rules. It is recommended that the Members approve and authorize the Authority to issue an approval letter and subsequently enter into an incentive award agreement. The tax credit award would be credited against the total available South Jersey award authority.

Issuance of the Aspire tax credits are contingent upon the Applicant submitting documentation evidencing project financing and planning approvals with respect to the Project within the time required in the Rules (one year after approval), which includes:

1. Financing commitments for all funding sources for the Project consistent with the information provided by the Applicant to the Authority for the Aspire tax credit;
2. Evidence of site control and site plan approval for the Project; and
3. Copies of all required State and federal government permits for the Project and copies of all local planning and zoning board approvals that are required for the Project.

Additionally, Applicant must submit an executed Community Benefits Agreement within six months after approval.

The recommendation is approval of an award of up to 60% of the total project cost, not to exceed \$25,334,749 in Aspire tax credits based upon the financing gap illustrated by the Project's actual capital stack at time of commitment.



Tim Sullivan, CEO



To: Members of the Authority

From: Tim Sullivan
Chief Executive Officer

Date: November 18, 2024

RE: Aspire Program- Product #308525
Hoffman Housing Urban Renewal Associates LLC (“Applicant”)

Request

Issuance of tax credits from the Aspire program (“the Program”) for a residential project located in New Brunswick, New Jersey, Middlesex County up to 60% of the total project cost (“eligible costs”), not to exceed \$20,193,188.

Aspire Program Background

The New Jersey Economic Recovery Act of 2020, N.J.S.A. 34:1B-322, et seq., provides that the “authority shall administer the program to encourage redevelopment projects through the provision of incentive awards to reimburse developers for certain project financing gap costs.” Aspire Program Rules incorporating a variety of programmatic changes resulting from recently enacted Legislation and responding to formerly submitted public comment were specially adopted by the Authority Board on November 16th, 2023, and took effect on December 5, 2023, upon submission to the Office of Administrative Law. This application is being considered based upon those Rules.

The Program provides tax credits for ten years (the “Eligibility Period”). The amount of tax credits a real estate development project or “Redevelopment Project,” receives is generally a percentage of the project’s costs and is subject to a statutory cap determined by project location and other aspects of each project.

Project Description

The Project, located at the site of the former Hoffman Pavilion public housing facility, will be named Hildebrand Commons in memory of the Reverend Henry A. Hildebrand. The Project will be six-stories, consisting of sixty-six units of senior housing affordable housing; including twenty-six units reserved for income levels of 60% area median income, twenty-six units reserved for income levels of 50% area median income, thirteen units reserved for income levels of 30% area median income, as well as a free superintendent unit. The project will include five special-needs units reserved for homeless individuals. Twenty-six of the units will be New Brunswick Housing Authority (NBHA) public housing units, serving as replacement units for Hoffman Pavilion, by way of an agreement for NBHA to provide HUD Section 8 Project Based Vouchers to the Project.

Project Ownership

Pennrose Holdings, LLC is currently the sole member of Hoffman Housing Urban Renewal Associates, LLC. As is the case with most LIHTC financed transactions an investor member will enter the partnership at financial closing as a 99.99% Limited Partner with Pennrose Holdings, LLC reverting to a 0.01% General Partner and assuming the role of Managing Member.

The site is owned by New Brunswick Housing Authority, which entered into a fifty-year ground lease with the Applicant executed on April 12th, 2024.

Lead Development Entity

Pennrose, LLC began in 1971 with a focus on the development of affordable housing. Since then, Pennrose, LLC has successfully completed over three-hundred-fifty developments consisting of more than twenty-seven-thousand rental housing units and roughly \$5 billion in total development costs.

Legal Review and Sister Agency Check

A Legal Review, (debarment/disqualification review) was completed on the Applicant and Lead Development Entity, and relevant related entities by the Authority and all entities were cleared. All of the entities were also found to be in substantial good standing with the Department of Labor and Workforce Development, Environmental Protection, and the Treasury.

Architect

Kitchen and Associates Services, Inc., of Collingswood, New Jersey provides Architecture, Engineering, Planning, Interior Design and Energy Consulting Services. They are a multidisciplinary design firm with projects ranging from high-rise market rate housing to the revitalization of obsolete public housing. In business for more than fifty-years and founded by Benjamin Kitchen, the firm has rebranded itself in mid-2022 and is now known as “Thriven Design”. Thriven Design’s team includes architects, engineers, planners, and interior designers.

General Contractor

ARC Building Partners is the General Contractor for the project and was founded in 2017 by Frank L. Ciminelli, II along with a team of construction industry experts. Arc serves clients via partnerships in both New York and New Jersey with a focus on mixed-use development, including affordable and supportive housing, healthcare, arts, and culture. Arc helps clients transform empty lots, vacant buildings, and hazardous brownfields into buildings designed to serve their neighborhoods and residents.

Construction Timeline:

Construction is expected to commence on December 31st, 2024, and the Project will take twenty-one months to construct.

As a single-phase residential project, the Aspire Program Rules require this project to be completed within four years of executing an incentive award agreement.

Project Details

As noted previously the Project, located at the site of the former Hoffman Pavilion public housing facility, will be named Hildebrand Commons in memory of the Reverend Henry A. Hildebrand. The Project will be six-stories, consisting of sixty-six units of senior housing; including twenty-six units reserved for income levels of 60% area median income, twenty-six units reserved for income levels of 50% area median income, and thirteen units reserved for income levels of 30% area median income. Twenty-six of the units will be New Brunswick Housing Authority (NBHA) public housing units, servings as replacement units for Hoffman Pavilion.

The ground floor of the Project will include management space, a mail room, fitness center, and a 1,000+ sf community room which will be used for supportive service activities and resident use. The total size of the project is 65,488 square feet and will include 14 covered parking spaces. Each unit will include amenities such as EnergyStar dishwasher and refrigerator, central AC, stove, carpet, ceramic tile bathroom, window treatments and cable/internet access and comply with NJHMFA Energy Star Homes Program requirements for NJ EnergyStar Multifamily New Construction which satisfies NJEDA Green Building Standards

Project Uses and Sources

The Applicant proposes the following uses for the Project:

Uses	Total Development Costs	Project Costs
Acquisition	\$200,000	\$0
Hard construction costs	\$22,382,478	\$22,382,478
Professional services	\$2,186,145	\$2,186,145
Financing and other soft costs	\$7,031,755	\$4,550,690
Developer Fee	\$4,536,000	\$4,536,000
Total	\$36,336,378	\$33,655,313

The total project cost is the cost included in total development costs that is used for sizing the tax credit. The total project cost excludes land acquisition costs and various reserves to fund interest and operating expenses during lease-up. Additionally, costs were excluded from construction interest that would have otherwise exceeded the 20 percent cap on soft costs. The minimum total project cost is \$5,000,000 for this residential project located in a qualified incentive track.

The Applicant proposes the following Sources for the Project:

Sources	Type	Amount
HMFA 1st Mortgage	Tax Exempt Bond Proceeds	\$8,013,096
DCA NJ Healthy Homes - Capital Fund	Soft Loan	\$2,586,304
DCA NJ Healthy Homes - RR Fund	Soft Loan	\$325,653
LIHTC Investor Proceeds	Tax Credit Equity	\$10,128,508
Aspire Proceeds	Tax Credit Equity	\$13,114,122
Deferred Developer Fee	Equity	\$2,168,695
	Total	\$36,336,378

Developer Contributed Equity

Based on the equity requirement of 20% of total development costs for a residential project not in a government-restricted municipality, the required equity in this Project equates to \$7,267,276. Equity consists of the deferred developer fee in the amount of \$2,168,695, and LIHTC proceeds in the amount of \$10,128,508 which more than exceed this requirement.

Statutory Aspire Award Cap

This project is a residential project utilizing Low-Income Housing Tax Credits and, thus, eligible for an Aspire tax credit equal to the lesser of 60 percent of the total project cost or \$90 million. The total project cost is estimated to be \$33,655,313. As such, the Project is eligible for an Aspire tax credit not to exceed \$20,193,188 which is the lesser of \$90 million and 60 percent of the total project cost.

Financing Gap Analysis

NJEDA staff has reviewed the application to determine if there is a shortfall in the Project development economics pertaining to the return on the investment for the developer and their ability to attract the required investment for this Project.

Because the Project is receiving Low-Income Housing Tax Credits, NJHMFA's deferred fee model was used to measure the appropriate and reasonable rate of return. The total developer fee is \$4,536,000 with \$2,168,695 deferred and not fully realized until the 15th year of operations. This conforms to the Agency's policy.

Aspire Tax Credit Sale Price

For residential projects consisting of newly constructed residential units and including a Low-Income Housing Tax Credit Allocation the consideration for the sale or assignment of the Aspire tax credits can be no less than 65 percent of the transferred credit amount before considering any further discounting to present value. The Applicant has provided documentation to the Authority that the consideration contemplated in the current financing structure is 65 percent of the transferred credit amount before considering any further discounting to present value. Currently it is anticipated that a tax credit investor will make a series of equity contributions available as sources during the development of the Project and these sources are identified in the Uses table above as "Aspire Proceeds". The ultimate financing structure and any changes in the future will be subject to this requirement and the Applicant will need to evidence this prior to any assignment or transfer of Aspire tax credits.

Net Positive Benefit Analysis

The NJEDA shall conduct a fiscal impact analysis to determine and ensure that the overall public assistance provided to an Aspire awarded project will result in a net positive economic benefit to the State. Exceptions to the requirement are capital investment for a residential project, a capital investment for a food delivery source, or a health care or health services center. The Project is a residential project and, therefore, the entire award and capital investment are not subject to the net positive economic benefit analysis.

Other Statutory Criteria

Affordability Controls

For any project that includes newly constructed residential units (that is, not a project consisting solely of rehabilitated or renovated existing units, with no change to the composition of units or creation of new units), at least 20 percent of the residential units must be reserved for occupancy by low- and moderate-income households with affordability controls as required under the Rules. The Applicant has indicated an intent to comply with all such aspects of the Rules including requirements concerning the bedroom distributions, affordability averages, affirmative marketing, and the long-term deed restriction of residential units.

Scoring

As established by the Rules at N.J.A.C. 19:31V-1.7(c) (Approval of completed application; tax credit amounts) the Applicant is required to achieve a minimum score to be eligible for an Aspire award. The Project was scored in the areas of Equitable Development, Smart Growth, Environmental Justice, and Climate Resilience. The Applicant has satisfactorily evidenced to staff that the Project is consistent with the policy objectives represented by this scoring criteria.

Community Benefits Agreement

For a Redevelopment Project whose total project cost equals or exceeds \$10 million, a community benefits agreement is required to be entered into by the Authority, chief executive of the municipality and the Applicant unless the Applicant submits a redevelopment agreement that meets the statutory standards of a community benefits agreement or a resolution that renders a community benefits agreement unnecessary. The Applicant has provided a letter of support from the chief executive of the municipality acknowledging this requirement and affirming that the municipality shall proceed to negotiate a community benefits agreement in good faith with the developer and will execute the community benefits agreement within the time required.

Labor Harmony Agreement

NJEDA shall not enter into an incentive award agreement for a Redevelopment Project that includes at least one retail establishment which will have more than 10 full-time employees, at least one distribution center that will have more than 20 full-time employees, or at least one hospitality establishment which will have more than 10 full-time employees, unless the incentive award agreement includes a precondition that any business that serves as the owner or operator of the retail establishment, distribution center, or hospitality establishment enters into a labor harmony agreement with a labor organization or cooperating labor organizations that represent retail or distribution center employees in the State. However, a labor harmony agreement shall be required only if the State has a proprietary interest in the Redevelopment Project and shall remain in effect for as long as the State acts as a market participant in the Redevelopment Project. This project does not have a State proprietary interest and therefore is not subject to this requirement.

Prevailing Wage Obligations

For any project awarded Aspire tax credits all workers employed to perform construction work or building services work at the Redevelopment Project shall be paid prevailing wages, which continue through the end of the Eligibility Period. The Applicant has acknowledged this requirement and that in any year where this is found not to be the case, the Applicant shall forfeit the tax credit for that year.

Substantial Good Standing/Subcontractor and Contractor Requirements

For the duration of the Eligibility Period, the Applicant must be in substantial good standing (or have entered into an agreement) with the Department of Labor and Workforce Development, Environmental Protection, and the Treasury for any project awarded Aspire tax credits and that each contractor and subcontractor performing work at the Redevelopment Project: is registered as required by the Public Works Contractor Registration Act, has not been debarred by the Department of Labor and Workforce Development from engaging in or bidding on Public Works Contracts in the State, and possesses a tax clearance certificate issued by the Division of Taxation in the Department of the Treasury.

Availability of Emerge/Aspire Resources

At the time of this recommendation, there are \$1,180,513,998 in unallocated tax credit resources available to Aspire projects located in the Northern-most counties in the State for the fiscal year.

Recommendation

Authority staff has reviewed the application for Hoffman Housing Urban Renewal Associates, LLC and finds that it satisfies the eligibility requirements of the new Legislation and Rules. It is recommended that the Members approve and authorize the Authority to issue an approval letter and subsequently enter into an incentive award agreement. The tax credit award would be credited against the total available North Jersey award authority.

Issuance of the Aspire tax credits are contingent upon the Applicant submitting documentation evidencing project financing and planning approvals with respect to the Project within the time required in the Rules (one year after approval), which includes:

1. Financing commitments for all funding sources for the Project consistent with the information provided by the Applicant to the Authority for the Aspire tax credit;
2. Evidence of site control and site plan approval for the Project; and
3. Copies of all required State and federal government permits for the Project and copies of all local planning and zoning board approvals that are required for the Project.

Additionally, Applicant must submit an executed Community Benefits Agreement consistent with all of the requirements included in the Rules within six months after approval.

The recommendation is approval of an award of up to 60% of the total project cost, not to exceed \$20,193,188 in Aspire tax credits based upon the financing gap illustrated by the Project's actual capital stack at time of commitment.

A handwritten signature in blue ink, appearing to read 'T. Sullivan', is positioned above a horizontal line.

Tim Sullivan, CEO



MEMORANDUM

TO: Members of the Authority

FROM: Tim Sullivan
Chief Executive Officer

DATE: November 18, 2024

SUBJECT: Delegations of Authority – Film and Digital Media Tax Credit Program –
Reallocation of Legacy Film Allocation to Digital Media

Summary:

The Members are requested to approve an update to the delegation of authority for the Film and Digital Media Tax Credit Program to allow the Chief Executive Officer, or his or her delegate, to reallocate up to \$100,000,000 of the available legacy film tax credit allocation category to the digital media tax credit allocation category for digital media project approvals only if all existing funds from the digital media tax credit allocation category would be exhausted.

Background:

As the Members are aware, the Authority procured the services of a Board Governance consultant to improve overall Board functionality and governance, and to make recommendations to improve board practices, efficiency, and functionality. Funston Advisory Services, LLC (Funston) completed a thorough review of the Authority’s board governance processes and practices and, in its final written report dated October 9, 2020, provided recommendations related to delegations of authority. Among other recommendations, Funston suggested that the Authority review the current thresholds for approval by the Board to determine whether more authority can be prudently delegated to staff. Such changes to delegations of authority were intended to: improve the Authority’s operating efficiency and responsiveness in program administration; and permit the Board to focus more time and attention on creation of new programs, program oversight and performance evaluation, and strategic planning, rather than reviewing routine individual transactions that do not involve setting policy or warrant consideration by the Board.

P.L. 2024, c.33, enacted on July 10th, 2024, required a onetime, non-discretionary, reallocation of \$300,000,000 from available funds from the Emerge and Aspire allocation to increase the amount in the legacy film allocation category. Additionally, the statute authorized the transfer of up to \$100,000,000 from the legacy film tax credit allocation category to the digital media allocation category at the discretion of the Authority.

P.L. 2024, c.33 also expanded on the digital media tax credit program, adding a post-production only eligibility pathway. This would allow studios or productions who do not have any principal photography days in New Jersey, but who do have expenses incurred in New Jersey for post-production activity to be eligible for the digital media tax credit program. This expansion has created additional interest in the digital media tax credit and staff anticipates the existing allocation to be oversubscribed before the end the fiscal year.

Request for Delegated Authority:

Members are asked to approve one new delegation to allow the CEO (or his or her delegates) to handle more routine or non-discretionary decisions. The changes to delegations of authority are intended to improve the Authority’s operating efficiency and responsiveness in program administration.

Delegated authority is requested to allow staff to reallocate up to \$100,000,000 from the available film tax credit allocation category to the digital media tax credit allocation category for digital approvals only if all existing funds from the digital media tax credit allocation category would be exhausted. Once the digital media allocation category is oversubscribed, staff will reallocate enough funds from the legacy film allocation category to complete each subsequent digital media approval. The total amount reallocated shall not exceed \$100,000,000 and any amounts reallocated would be reported directly to the board within the quarterly delegation memo.

Staff have seen a significant increase in the amount of approvals for the digital media tax credit program this year, with total award amounts for previous state fiscal years 2021 through 2024 totaling just over \$33 million. State fiscal year 2025 has had \$65 million in approvals alone. With P.L. 2024, c.33 establishing a post-production incentive under the digital media program, staff anticipates the program utilization to increase significantly over the next year. The digital allocation is expected to be fully utilized by the end the current fiscal year based on the existing queue of applications alone. This request for delegated authority will improve efficiencies in the program and reduce unnecessary delays in digital media project approvals.

Recommendation:

The Members are requested to approve an update to the delegation of authority that allows the Chief Executive Officer or his or her delegate to reallocate up to \$100,000,000 of the available film tax credit allocation to the digital media tax credit allocation category as needed for each digital media project approval.



Tim Sullivan, CEO

Prepared by: Chris Del Vecchio

**NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY
PROJECT SUMMARY – FILM TAX CREDIT PROGRAM**

As created under the Garden State Film and Digital Media Jobs Act, P.L. 2018, c. 56 (the Act), the New Jersey Film and Digital Media Tax Credit Program provides a credit against the corporation business tax and the gross income tax for certain expenses incurred for the production of certain film and digital media content in New Jersey. Under the Film Tax Credit Program, applicants are eligible for a tax credit equal to 30% of qualified film production expenses, or 35% of qualified film production expenses incurred for services performed and tangible personal property purchased through vendors whose primary place of business is located in Atlantic, Burlington, Camden, Cape May, Cumberland, Gloucester, Mercer or Salem County.

As amended by P.L.2021, c.160, the eligible tax credit for qualified film production expenses increased from 30% to 35% for applications received after Jan 7, 2021. Additionally, for applications received after July 2, 2021, the program amendment also eliminates the targeted county bonus and specifies a tax credit of 30% for services performed and tangible personal property purchased for use at a sound stage or other location that is located in the State within a 30-mile radius of the intersection of Eighth Avenue/Central Park West, Broadway, and West 59th Street/Central Park South, New York, New, York.

APPLICANT: Genus AE LLC

PROD-00314773

APPLICANT BACKGROUND:

“Kiss of the Spider Woman” by Genus AE LLC is a movie musical adaptation of the 1993 Broadway production under the same name. The musical features Jennifer Lopez as Aurora, a fantasy woman conjured up by Luis Molina, a gay hairdresser imprisoned in Argentina circa 1981 along with Valentin Paz, a Marxist. As a form of escapism during his sentence, Molina dreams of Aurora in classic movies, including her role as a spider woman.

The film content has been reviewed and recommended for approval under the Act by the New Jersey Motion Picture and Television Commission. The Commission has determined that the film shall include, at no cost to the State, marketing materials promoting the State, including the placement of a logo in the end credits of the program.

ELIGIBILITY AND TAX CREDIT CALCULATION:

As part of eligibility for tax credits under the New Jersey Film Tax Credit Program, a film must meet at least one of two expense eligibility thresholds:

1. **Total Film Production Expenses:** A minimum of 60% of the film’s total production expenses (calculated excluding post-production expenses) must be incurred after July 1, 2018 but before July 1, 2039 for services performed and goods purchased through vendors authorized to do business in New Jersey. The following film production expenses are projected by the applicant.

A. Total Film Production Expenses	\$41,342,776.00
B. Total Post-Production Expenses	\$2,914,216.00
C. Total expenses for services performed and goods purchased through vendors authorized to do business in New Jersey (excluding any post-production expenses)	\$30,853,717.00
Percentage Calculation = C/(A-B)	80%
Criterion Met	YES

2. **Qualified Film Production Expenses:** During a single privilege period, the film must have more than \$1 million in qualified film production expenses. “Qualified film production expenses” are expenses incurred in New Jersey after July 1, 2018 for the production of a film, including pre-production costs and post-production costs. “Qualified film production expenses” shall include, but shall not be limited to: wages and salaries of individuals employed in the production of a film on which the New Jersey Gross Income Tax has been paid or is due, and any wages and salaries of individuals employed in the production of a film that are not subject to tax under the “New Jersey Gross income Tax Act.,” N.J.S.54A:1-1 et seq., due to the provisions of a reciprocity agreement with another state; and, the costs for tangible personal property used and services performed in New Jersey, directly and exclusively in the production of the film, such as expenditures for film production facilities, props, makeup, wardrobe, film processing, camera, sound recording, set construction, lighting, shooting, editing, and meals. Payments made to a loan out company or to an independent contractor shall not be a “qualified film production expenses” unless the payments are made in connection with a trade, profession, or occupation carried on in this State or for the rendition of personal services performed in this State and the taxpayer has made the withholding required by N.J.A.C. 19:31-21.3(c). “Qualified film production expenses” shall not include: expenses incurred in marketing or advertising a film; and payment in excess of \$750,000 to a highly compensated individual for costs for a story, script, or scenario used in the production of a film and for wages or salaries or other compensation for writers, directors, including music directors, producers, and performers, other than background actors with no scripted lines, except for other expenses above certain thresholds as set forth in P.L. 2021, c. 367. The following qualified film production expenses are projected by the applicant to be incurred in New Jersey:

Qualified Film Production Expenses incurred in NJ during a single privilege period after July 1, 2018.	\$30,843,717.00
Criterion Met	YES

AWARD CALCULATION

Base Award Criteria	Calculation	Result
30% of Estimated Qualified Film Production Expenses incurred within 30-mile radius of Columbus Circle, NYC	\$10,320,055 x 30% =	\$3,096,016.50
35% of Estimated Qualified Film Production Expenses	(\$30,843,717 \$10,320,055) x 35% =	\$7,183,281.70
Bonus Criteria Met		
Submission of satisfactory Diversity Plan 2% of Qualified Film Production Expenses for hiring employees of diverse backgrounds	\$30,843,717 x 2% =	\$616,874.34
Submission of satisfactory Diversity Plan 2% of Qualified Film Production Expenses for hiring onscreen performers of diverse backgrounds	\$0 x 2% =	\$0.00
Total Award		\$10,896,173

APPLICATION RECEIVED DATE:	02/18/2024
DATE APPLICATION DEEMED COMPLETE:	08/15/2024
PRINCIPAL PHOTOGRAPHY COMMENCEMENT:	04/03/2024
PRINCIPAL NJ PHOTOGRAPHY LOCATION:	Kearny Town, NJ
ESTIMATED DATE OF PROJECT COMPLETION:	05/06/2024

APPLICANT'S FISCAL YEAR END:	12/31/2024
TAX CREDIT VINTAGE YEAR(S):	2024
TAX FILING TYPE:	Gross Income Tax
ANTICIPATED CERTIFICATION DATE:	10/06/2024

In general, the final documentation shall be submitted to the Authority no later than four (4) years after the Authority's initial approval if the taxpayer is seeking a credit against the tax imposed pursuant to N.J.S.A. 54:10A-5 and three (3) years after the Authority's initial approval if the taxpayer is seeking a credit against the tax imposed pursuant to the N.J.S.A. 54A:1-1 et seq.

APPROVAL REQUEST:

The Members of the Authority are asked to approve the proposed award to the applicant under the New Jersey Film and Digital Media Tax Credit Program. The recommended tax credit is contingent upon receipt by the Authority of evidence that the applicant has met certain criteria to substantiate the recommended award and is subject to final approval by the Authority and the Division of Taxation. Staff may issue the Authority's final approval if the criteria met by the company is consistent with that shown herein. If the criteria met by the company differs from that shown herein, Staff may lower the tax credit amount to reflect what corresponds to the actual criteria that have been met.

Prepared by:
Kremena Mironova
Team Lead – Product Operations

NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY
PROJECT SUMMARY – DIGITAL MEDIA TAX CREDIT PROGRAM

As created under the Garden State Film and Digital Media Jobs Act, P.L. 2018, c. 56, and amended and expanded under P.L.2019, c.506, P.L.2020, c.156 and P.L.2021, c.367, P.L.2024, c.33, the New Jersey Film and Digital Media Tax Credit Program provides a credit against the corporation business tax and the gross income tax for certain expenses incurred for the production of certain films and digital media content in New Jersey. Under the Digital Media Tax Credit Program, applicants are eligible for a tax credit equal to 30% of qualified digital media content expenses, or 35% of qualified digital media content expenses incurred for services performed and tangible personal property purchased through vendors whose primary place of business is located in Atlantic, Burlington, Camden, Cape May, Cumberland, Gloucester, Mercer or Salem County.

APPLICANT: CNBC LLC

PROD-00302663

APPLICANT BACKGROUND:

CNBC is the recognized world leader in business news and provides real-time financial market coverage and business information. CNBC produces live business programming during the day. CNBC Prime features a mix of reality series produced exclusively for CNBC, and a number of distinctive in-house documentaries. CNBC Digital provides real-time financial market news and information to CNBC's investor audience. CNBC Make It is a digital destination focused on making you smarter about how you earn, save and spend your money. CNBC has a vast portfolio of digital products, offering CNBC content to a variety of platforms such as: CNBC.com; CNBC PRO, a premium service that provides in-depth access to Wall Street; a suite of CNBC mobile apps for iOS and Android devices; Amazon Alexa, Google Assistant and Apple Siri voice interfaces; and streaming services including Apple TV, Roku, Amazon Fire TV, Android TV and Samsung Smart TVs.

CNBC was previously approved for \$7,511,562 in Digital Media Tax Credit for qualified digital media expenses incurred during 2018; \$5,821,959 for qualified digital media expenses incurred during Q3 and Q4 2019; and \$13,920,681 for qualified digital media expenses incurred during 2020. This application is for CNBC's digital production expenses during its 2021 fiscal year (1/1/2021 – 12/31/2021).

ELIGIBILITY AND TAX CREDIT CALCULATION:

As part of eligibility for tax credits under the New Jersey Digital Media Tax Credit Program, an applicant must meet the statutory and regulatory definition of digital media content. Digital media content is any data or information that is produced in digital form, including data or information created in analog form but reformatted in digital form, text, graphics, photographs, animation, sound and video content. Digital media tax credit is calculated as a percentage of qualified digital media content production expense. "Qualified digital media content production expenses" means an expense incurred in New Jersey for the production of digital media content.

CNBC's interactive web and digital platforms provide content and end user experiences for a global marketplace supported by editors, writers, technicians, designers and engineers. CNBC delivers

business and money content, such as articles, video, audio, and social media posts, which are exclusively produced for online audience via CNBC's digital products. CNBC has a portfolio of digital products, offering CNBC content to a variety of platforms such as: CNBC.com; CNBCPRO, a premium service that provides in-depth access to Wall Street; a suite of CNBC mobile apps for iOS and Android devices; Amazon Alexa, Google Assistant and Apple Siri voice interfaces; and streaming services including Apple TV, Roku, Amazon Fire TV, Android TV and Samsung Smart TVs.

As part of eligibility for tax credits under the New Jersey Digital Media Tax Credit Program, an applicant must meet two expense eligibility thresholds:

1. Total Digital Media Content Production Expenses: At least \$2,000,000 of the total digital media content production expenses incurred for services performed, and goods purchased through vendors authorized to do business in New Jersey.

For the purposes of this eligibility criteria, salaries to full-time employees working on digital media are included in this category for all applications submitted before July 10, 2024, as is applicable here, and they will be excluded for applications submitted on or after July 10, 2024.

Total Digital Media Content Production Expenses to be incurred in NJ during a single privilege period after July 1, 2018.	\$33,759,255.80
Criterion Met	Yes

2. Percentage of the qualified digital media content production expenses for wages: A minimum of 50% of the qualified digital media content production expenses of the taxpayer are for wages and salaries paid to full-time or full-time equivalent employees in New Jersey; "Qualified digital media content production expenses" are expenses incurred in New Jersey after July 1, 2018 but before July 1, 2039 for services performed and goods purchased through vendors authorized to do business in New Jersey. "Qualified digital media content production expenses" shall include but shall not be limited to: wages and salaries of individuals employed in the production of digital media content on which the tax imposed by the "New Jersey Gross Income Tax Act," N.J.S.54A:1-1 et seq. has been paid or is due, and any wages and salaries of individuals employed in the production of digital media content that are not subject to tax under the "New Jersey Gross Income Tax Act," N.J.S.54A:1-1 et seq., due to the provisions of a reciprocity agreement with another states; the costs of computer software and hardware, data processing, visualization technologies, sound synchronization, editing, and the rental of facilities and equipment; and the costs for post-production including, but not limited to: editing, sound design, visual effects, animation, music composition, color grading, and mastering. Payment made to a loan out company or to an independent contractor shall not be a "qualified digital media content production expense" unless the payment is made in connection with a trade, profession, or occupation carried on in this State or for the rendition of personal services performed in this State and the taxpayer has made the withholding required. "Qualified digital media content production expenses" shall not include (1) expenses incurred in marketing, promotion, or advertising digital media or other costs not directly related to the production of digital media content; (2) costs related to the acquisition or licensing of digital media content by the taxpayer for distribution or incorporation into the taxpayer's digital media content. For applications submitted after July 10, 2024, "Qualified digital media content production expenses" shall also not include (3) costs incurred for the design, maintenance, and hosting of websites; (4) other costs not directly related to the production of digital media content;

or (5) any costs included in an application submitted to the Authority.

A. Total Qualified Digital Media Content Production Expenses to be incurred after July 1, 2018	\$41,098,484.00
B. Wages To Be Paid to Employees in New Jersey	\$28,029,832.00
C. Percentage of the qualified digital media content production expenses to be incurred for wages in New Jersey	68.2%
Criterion Met	Yes

AWARD CALCULATION

Base Award Criteria	Calculation	Result
35% of Qualified Digital Media Content Production Expenses incurred for services performed and tangible personal property purchased through vendors whose primary place of business is located in Atlantic, Burlington, Camden, Cape May, Cumberland, Gloucester, Mercer or Salem County.	\$0.00 x 35% =	\$0.00
30% of Qualified Digital Media Content Production Expenses	\$41,098,484 x 30% =	\$12,329,545.20
Bonus Criteria Met		
Submission of Diversity Plan deemed satisfactory by EDA and NJ Taxation. 4% of Qualified Digital Media Content Production Expenses.	\$0 x 4% =	\$0.00
Total Award		\$12,329,545

APPLICATION RECEIVED DATE: 03/24/2022
DATE APPLICATION DEEMED COMPLETE: 10/02/2024
ESTIMATED DATE OF PROJECT COMMENCEMENT: 01/01/2021
ESTIMATED DATE OF PROJECT COMPLETION: 12/31/2021
APPLICANT’S FISCAL YEAR END: 12/31/2024
TAX CREDIT VINTAGE YEAR(S): 2024
TAX FILING TYPE: Corporate Business Tax
ANTICIPATED CERTIFICATION DATE: 12/1/2024

In general, the final documentation shall be submitted to the Authority no later than four years after the Authority's initial approval if the taxpayer is seeking a credit against the tax imposed pursuant to N.J.S.A. 54:10A-5 and three years after the Authority's initial approval if the taxpayer is seeking a credit against the tax imposed pursuant to the N.J.S.A. 54A:1-1 et seq.

APPROVAL REQUEST:

The Members of the Authority are asked to initially approve the proposed award to the applicant under the New Jersey Film and Digital Media Tax Credit Program. The recommended tax credit is contingent upon receipt by the Authority of evidence that the applicant has met certain criteria to substantiate the recommended award and is subject to final approval by the Authority and the Division of Taxation. Staff may issue the Authority’s final approval if the criteria met by the company is

consistent with that shown herein. If the criteria met by the company differs from that shown herein, Staff may lower the tax credit amount to reflect what corresponds to the actual criteria that have been met.

Prepared by:
Kremena Mironova
Team Lead – Product Operations

MEMORANDUM

TO: Members of the Authority

FROM: Tim Sullivan
Chief Executive Officer

DATE: November 18, 2024

SUBJECT: New Delegated Authority for Administrative Changes to E.R.A. Tax Credit Products

Request:

Delegate authority to the CEO to approve administrative changes to approved Economic Recovery Act tax credit products (including Emerge, Aspire, Film and Digital Media, Historic Property Reinvestment, Brownfield Redevelopment, Food Desert Relief Supermarket and NJ Innovation Evergreen Fund).

Background:

EDA has a long-standing practice to delegate authority to staff to approve the administrative changes and certain modifications to create efficiencies for our customers and to provide fluidity to our business. Over time, as staff acquired greater experience with the administration of tax credit incentives, processing requests became more routine and delegations were approved to allow staff to process and approve administrative requests efficiently. As a result, staff was able to provide more responsive customer service and the day-to-day customer experience was improved. In recent years, delegations throughout the Authority were reviewed comprehensively, updated, and centralized to the CEO who may subdelegate authority to staff as needed and appropriate.

As multiple ERA tax credit products have been approved and projects are advancing to closing, the Incentives Relationship Management team reviewed the existing incentives delegations and has determined that the newly established ERA products would benefit from the same routine staff approval authorities. At this time, ERA products that have been launched and have accepted applications include Emerge, Aspire, Film and Digital Media, Historic Property Reinvestment, Brownfield Redevelopment, Food Desert Relief Supermarket and NJ Innovation Evergreen Fund.

Similar to the incentives delegations that currently exist to support legacy tax incentives programs, the proposed delegation would include authority to approve routine administrative changes such as applicant/awardee name changes, site identification updates, affiliate additions (program permitting), updates to reflect internal reorganizations and organizational changes, and the re-designation the recipient of an award as a result of an acquisition and/or merger.

Presently, we are seeking the Members' approval to delegate to the CEO, who pursuant to existing delegated authority policy may further sub-delegate authority to staff, authority to approve routine administrative changes for the ERA product approval types listed above.

The modification fee listed within the corresponding program regulations will be required for all administrative modification requests.

All approvals under delegated authority will be reported to the Members quarterly as is current practice.

Recommendation:

Delegate authority to the CEO to approve administrative changes to approved Economic Recovery Act tax credit products (Emerge, Aspire, Film and Digital Media, Historic Property Reinvestment, Brownfield Redevelopment, Food Desert Relief Supermarket and NJ Innovation Evergreen Fund).

A handwritten signature in blue ink, appearing to read 'T. Sullivan', is positioned above a horizontal line.

Tim Sullivan, CEO

Prepared by: Susan Greitz



MEMORANDUM

TO: Members of the Authority

FROM: Tim Sullivan
Chief Executive Officer

DATE: November 18, 2024

RE: HAX LLC Agreement Amendment

Summary

The Members are asked to approve amendments to the HAX LLC agreement executed, November 3, 2021, to:

1. Update the time period for distributions from the “Initial Operations Period” to equate to the current “Total Program Operations Period” and maintain the subsequent 2.5-year Reporting Period, which adds 2.5 more years to the current SIC agreement timeline;
2. Update the definition of a “Participant Company” to apply to both “New” and “Alumni” companies in receipt of SOSV investment after January 1, 2018, to relocate to New Jersey.

Background

At the October 2021 public meeting, the Members of the Authority approved a \$25 million investment into HAX LLC, a newly formed joint venture by the NJEDA and SOSV Investments LLC, that would establish a hard-technology accelerator in Newark, New Jersey. NJEDA and SOSV executed the HAX LLC agreement, effective November 3, 2021. Three years into the program, SOSV has now approached the NJEDA to request two amendments to the HAX LLC agreement. The request follows from certain factors, including delays in construction of the Designated Facility, a market slowdown of private technology investments since 2021, and the effort to achieve the stated joint goal of incentivizing as many companies as possible within the SOSV ecosystem to establish a physical presence in New Jersey. The changes, as described below, would support greater operational flexibility to implement the strategic innovation center’s (“SIC”) objective to help position the State as a national leader in technology innovation and will generate exponential returns as startups that launch or grow here, driving economic activity and creating new jobs. As a reminder, the SOSV/NJEDA supports founders to build disruptive, next-generation automation, advanced manufacturing, and decarbonization technology companies in New Jersey focused on industrial areas such as those essential for the re-industrialization of the United States. Since SIC inception in 2021:

- 47 companies have gone through the HAX Newark program with over 20 companies working, daily, in the location at 707 Broad Street in Newark;
- HAX Companies have created 140 jobs in the City of Newark, with additional jobs beyond the City border;
- HAX Participant Companies have successfully raised \$75 million in equity funding;
- HAX employs 10 staff members at the location to support investment, operations and advisory for the companies working in that space;
- The HAX team has hosted or attended more than 50 ecosystem events in Newark since inception;

- HAX is actively engaged with NJEDA staff, meeting and reporting monthly, and supporting office hours with participant companies to learn about NJEDA resources.

As drawn out in the draft amendment attached (Appendix A) SOSV has requested the HAX LLC Agreement be amended to provide for certain modifications, including:

1. Modification 1: extension of the period for which NJEDA may disburse funds (\$150 thousand per participant company from the NJEDA) for companies receiving investment averaging \$250 thousand in cash and in-kind (up to \$100 thousand in value) by SOSV and relocating to NJ; and,
2. Modification 2: the authority for NJEDA to disburse funds for both new companies, as well as, SOSV “alumni” portfolio companies invested in the period January 1, 2018 – November 3, 2021 (prior to the HAX LLC Agreement) that relocate to New Jersey.

The HAX LLC agreement currently provides for disbursements of up to \$15 million to be made by the NJEDA to HAX LLC, in aggregate, for their induction of 100 participant companies during the Initial Operations Period, the 5.5-year period commencing on the date the agreement was executed, November 3, 2021, continuing through May 3, 2027. Induction includes an average investment by SOSV into participant companies of at least \$250 thousand (resulting in a \$150 thousand disbursement by NJEDA to HAX, per company, so long as the \$250 thousand average investment is maintained). To date HAX has inducted 34 participant companies for a total investment of \$10.1 million. EDA disbursement to HAX to date totals \$5.1 million of the \$15 million available for this milestone. HAX has averaged 11.3 participant companies per year since inception. Modification 1 seeks to extend the disbursement period to the equivalent of the current Total Program Operations Period, which is the 8-year period comprising the Initial Operations Period and the Reporting Period, ending November 3, 2030. Approval will also extend the Reporting Period by 2.5 years to April of 2032, thereby extending the Total Program Operations Period.

Modification 2 seeks to include “alumni” companies in the definition for participant companies. Allowable SOSV “alumni” startups companies are existing portfolio companies of SOSV invested in after January 1, 2018, and prior to the November 3, 2021, inception date, which may be sourced from all over the world, are in receipt of funds as part of the SOSV investment, physically relocate to New Jersey, participated in the HAX or other SOSV program and at least one member of the founding team will base in New Jersey during the HAX program. HAX has identified three companies that would be allowable alumni companies to be participant companies. They may continue to evaluate a limited number of “alumni” companies, as well.

Additional mechanical modifications are drawn out throughout the whole amendment to provide for agreement of terms with acceptance of the amendment, for example, relating to the reporting period, and the consideration for timing to dissolution that will now extend by 2.5 years to end April 2032.

Assuming the venture capital market for technology supports increased investment activity, as was recently indicated on the horizon in HAX’s last quarterly report, and the consideration to expand the definition of participant companies is approved, the anticipated increased run-rate would help HAX to continue to pursue the induction of 100 participant companies to locate in Newark. If the modifications are not approved, there is a likelihood that HAX will not be able to access the balance of the \$9.9 million of funding available to maximize the support committed for the targeted participant companies.

Recommendation

The Members are asked to approve two amendments to the HAX LLC agreement executed, November 3, 2021, to:

1. Update the time period for distributions from the “Initial Operations Period” to equate to the current “Total Program Operations Period” and maintain the subsequent 2.5year Reporting Period, which adds 2.5 more years to the current SIC agreement timeline;
2. Update the definition of a “Participant Company” to apply to both “new” and “alumni” companies in receipt of SOSV investment after January 1, 2018, to relocate to New Jersey.



Tim Sullivan, CEO

Prepared by:

Ram Akella, Executive Vice President – Innovation Impact

Tim Rollender, Senior Advisor – Strategic Innovation Initiatives

Attachment:

Appendix A - AMENDMENT No. 1 AGREEMENT

Date [], 2024

**AMENDMENT No. 1 AGREEMENT
to**

**Limited Liability Company Agreement of HAX LLC
dated as of November 3, 2021**

THIS AMENDMENT NO.1 to the Limited Liability Company Agreement of HAX LLC (the “**HAX LLC Agreement**”) dated November 3, 2021 (the “**Amendment**”) is entered into as of the [] day of [], 2024 by and among New Jersey Economic Development Authority (“**NJEDA**”) and SOSV Investments LLC (“**SOSV**”), and amends and restates the Agreement as follows:

Capitalized terms used but not otherwise defined in this Amendment have the meanings given to them in the HAX LLC Agreement.

WHEREAS, NJEDA and SOSV are the sole members of HAX LLC (the “**Members**”), a limited liability company incorporated in the State of New Jersey with registration number 0600474831;

WHEREAS, due to certain factors, including delays in construction of the Designated Facility, market slowdown of private technology investments since 2021, and to facilitate achievement of the stated joint goal of incentivizing as many companies as possible within the SOSV ecosystem to establish a physical presence in New Jersey, SOSV has requested the HAX LLC Agreement be amended to provide for certain modifications, including:

- extension of the period for which NJEDA may disburse funds for companies receiving investment and relocating to New Jersey;
- and
- the authority for NJEDA to disburse funds for both new companies as well as previously invested SOSV alumni portfolio companies that relocate to New Jersey.

WHEREAS, the Members wish to amend and modify the HAX LLC Agreement as provided for herein to further regulate certain aspects of the affairs and dealings of HAX LLC upon the written consent of the Members as required in accordance with Section 5.2(d) of the HAX LLC Agreement (“Actions Requiring the Prior Written Consent of the Members”) and Section 8.1 (“Amendments”).

NOW THEREFORE, for good and valuable consideration, the receipt and sufficiency of which are hereby acknowledged, the Members, intending to be legally bound, hereby agree as follows as amendments to the HAX LLC Agreement:

1. The definition of “Participant Company” as defined at Section 1.1 (Definitions) shall be replaced in full and shall as of the date hereof read as follows:

“Participant Company” shall mean:

- (i) a new startup company, (a) identified by SOSV; (b) sourced from all over the world; (c) receiving funds as part of the SOSV Investment (as defined in Schedule B-1); (d) physically relocated to New Jersey; and (e) participating in the HAX Program in Newark, New Jersey; or,*
- (ii) an existing SOSV alumni startup company, being an existing portfolio company of SOSV within the period January 01, 2018 to November 03, 2021, (a) identified by SOSV; (b) sourced from all over the world; (c) has received or is in receipt of funds as part of the SOSV Investment (as defined in*

Schedule B-1); (d) physically relocated to New Jersey; and (e) participated in the HAX Program or other SOSV programs.

At least one (1) member of the Participant Company founding team will be based in New Jersey during the HAX Program, with exceptions (e.g. COVID-19, family emergency, etc.) to be decided by SOSV as the Managing Member on a case by case basis.

2. The definition of "Reporting Period" as defined at Section 1.1 (Definitions) shall be replaced in full and shall as of the date hereof read as follows:

"Reporting Period" means the 2.5-year period beginning on the day after the end of the Total Program Operations Period, which is anticipated to begin on or about October 2029 and end on or about April 2032, unless the SOSV Option is exercised in which case the Reporting Period ends on the date of exercise of the SOSV Option.

3. Section 11.3 (SOSV Option) at Article XI (Restriction on Transfer) shall be replaced in full and shall as of the date hereof read as follows:

"Notwithstanding Sections 11.1 and 11.2, after the Total Program Operations Period, if (a) SOSV or its affiliated funds invest or have invested a total amount greater than three (3) times the total NJEDA Investment directly into Participant Companies (i.e., at the point where SOSV has invested \$75 million in Participant Companies' equity vs. the \$25 Million NJEDA Investment); and (b) SOSV is in compliance with all other material conditions of the NJEDA Investment pursuant to Section 18.10(a), then SOSV shall have the right (but not the obligation) to purchase NJEDA's Interest in the Company for one dollar (\$1.00), plus the remaining cash balance on the Depreciation Schedule ("SOSV Option")."

4. Section 12.3 (Audit) at Article XII (Books and Records) shall be replaced in full and shall as of the date hereof read as follows:

"During each year of the Total Program Operations Period, and thereafter upon the written request of Members holding at least fifty percent (50%) of the then outstanding Units, SOSV shall cause the financial statements of the Company to be audited by an independent certified public accountant, selected by the Manager, with such audit to be accompanied by a report of such accountant containing its opinion. The cost of such audit will be an expense of the Company. A copy of any such audited financial statements and accountant's report will be made available for inspection by the Members."

5. Section 15.1(e) (Dissolution) at Article XV (Dissolution, Liquidation and Termination) shall be replaced in full and shall as of the date hereof read as follows:

"(e) the SOSV Option is not exercised within ten (10) years after the end of the Total Program Operations Period.

6. Row four, page 41, of the table provided at Schedule B-1 (HAX LLC Capital Contribution Schedule), shall be replaced in full and shall as of the date hereof read as follows:

<i>Anticipated Timeline</i>	<i>Milestones</i>	<i>NJEDA Investment</i>	<i>Comments/Documents</i>
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Q1 through Q32	As each Participant Company is inducted into the HAX Program, up to a total of at least 100 Participant Companies	\$150,000 per Participant Company, not to exceed \$15 Million in Total	See Notes 1, 2 and 4
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7. Row six, page 42, of the table provided at Schedule B-1 (HAX LLC Capital Contribution Schedule), shall be replaced in full and shall as of the date hereof read as follows:

Anticipated Timeline	Milestones	NJEDA Investment	Comments/Documents
On or before Q32	A total of at least 100 Participant Companies inducted into the HAX Program and receive cumulative funding of \$25,000,000 from SOSV	\$1,000,000	See Notes 1, 2

8. Note 2, page 42, at Schedule B-1 (HAX LLC Capital Contribution Schedule), shall be replaced in full and shall as of the date hereof read as follows:

“Participant Companies in the HAX Program, (as detailed in Appendix D), must receive or have received an average funding commitment of \$250,000 (which funding commitment shall, for the avoidance of doubt, include cash and in-kind investment value, and such in-kind investment value shall not in any circumstances exceed \$100,000 in value for the purposes of calculation of such average funding commitment), such average funding commitment being calculated over the Total Program Operations Period. NJEDA shall invest an additional \$1,000,000 once 100 Participant Companies are inducted into the HAX Program.”

9. Note 4, page 42, at Schedule B-1 (HAX LLC Capital Contribution Schedule), shall be replaced in full and shall as of the date hereof read as follows:

“At the end of each quarter during the Total Program Operations Period, SOSV shall notify NJEDA of the number of Participant Companies inducted into the HAX Program. NJEDA shall invest \$150,000 per Participant Company so inducted into the HAX Program for a total of fifteen million dollars (\$15,000,000), invested quarterly in arrears.”

10. Condition 1 (Program Description; Operations Period), page 43, at Schedule B-2 (Conditions Governing the NJEDA Investment) shall be replaced in full and shall as of the date hereof read as follows:

“SOSV shall incorporate the Company, which shall operate the HAX Program for the Total Program Operations Period. SOSV shall commence on-the-ground staffing and logistics within 90 days following incorporation of the Company.”

11. Condition 3 (SOSV Investment), page 43, at Schedule B-2 (Conditions Governing the NJEDA Investment) shall be replaced in full and shall as of the date hereof read as follows:

“SOSV or its affiliates shall invest in a minimum of 100 Participant Companies with an average of \$250 Thousand (\$250,000.00, which shall include cash and in-kind investment value, and such in-kind investment value shall not in any circumstances exceed \$100,000 in value for the purposes of calculation of such average funding commitment) per company for a minimum total investment of \$25 Million (\$25,000,000.00) over an eight-year period (the "SOSV Investment") as represented by the Total Program Operations Period approximately beginning in October of 2021 and ending at the start of October 2029. For the avoidance of doubt, the SOSV Investment will be in the name of SOSV and/or its affiliated funds only, with all investment rights (information, pre-emption, etc.) and benefits accruing solely to SOSV. Subject to market conditions and SOSV's investment guidelines, Participant Companies may be eligible for up to \$50 Million (\$50,000,000.00) of follow-on funding capital. SOSV shall be responsible for all fees and costs related to the Company in excess of the NJ EDA Investment, including all interim costs that occur prior to the transfers shown in Schedule B and all fees and costs associated with the SOSV investments.”

12. The first paragraph of Condition 4 (Participant Companies), page 43-44, at Schedule B-2 (Conditions Governing the NJEDA Investment) shall be replaced in full and shall as of the date hereof read as follows:

After a six (6) month ramp-up during the Initial Operations Period, the Company's overall goal is to support a minimum of 10 and an average of 20 Participant Companies each year over the Total Program Operations Period.

13. Condition 5 (Location; Lease; Post-Program Site Occupancy), page 44-45, at Schedule B-2 (Conditions Governing the NJEDA Investment) shall be replaced in full and shall as of the date hereof read as follows:

“The Company's primary location shall be Newark, New Jersey (the “Primary Location”). In the first year of the Total Program Operations Period, a temporary facility (the “Temporary Facility”) may be made available while a permanent facility (the “Designated Facility”) is purpose-built. Beginning as soon as reasonably practicable, SOSV will improve the Designated Facility to provide sufficient and appropriate space and business support for the Participant Companies (including up to four (4) founding team members per Participant Company and two (2) support staff), who can have (24/7) access to work at the Designated Facility while participating in the HAX Program. During the Initial Operations Period, SOSV, through the Company, will enter into a lease for the Designated Facility for a term of eight (8) years. SOSV, through the Company, will make office space available to Participant Companies for a period of eight (8) years from the start of the Initial Operations Period in the Primary Location and use its best efforts to encourage Participant Companies to remain at the Primary Location. At the end of the Total Program Operations Period, SOSV shall have the option to assume the building lease and all related obligations from the Company. If

SOSV assumes the lease, SOSV agrees to release NJEDA from all obligations related to the building lease. If SOSV exercises the SOSV Option, NJEDA agrees to relinquish any entitlement to its share of the security deposit.”

14. The table and preceding sentence as provided at Section 1.1.1(e) (Program Selection Table) at Schedule D (Indicative Only; Subject to Change with mutual agreement on material deviations) shall be replaced in full and shall as of the date hereof read as follows:

The yearly HAX Program targets for Participant Companies are as follows:

<i>Quarter Range</i>	<i>Start Date</i>	<i>End Date</i>	<i>Target Min</i>	<i>Target Avg</i>
Q1-Q2	10/1/2021	3/31/2022	0	0
Q3-Q6	4/1/2022	3/31/2023	10	20
Q7-Q10	4/1/2023	3/31/2024	10	20
Q11-Q14	4/1/2024	3/31/2025	10	20
Q15-Q18	4/1/2025	3/31/2026	10	20
Q19-Q22	4/1/2026	3/31/2027	10	20
Q23-Q26	4/1/2027	3/31/2028	10	20
Q27-Q30	4/1/2028	3/31/2029	10	20
Q31-Q32	4/1/2029	9/30/2029	5	10

15. Miscellaneous

- i. All of the terms, conditions, and provisions of the HAX LLC Agreement, as amended and set forth in this Amendment, are hereby ratified and shall as of the date hereof, be of full force and effect.
- ii. The choice governing or venue in respect of any dispute or claim arising out of or in connection with this Amendment shall be consistent with that set forth in the HAX LLC Agreement.
- iii. Entire Agreement, Ratifications and Reconciliation. The HAX LLC Agreement and Amendment contain the final and entire agreement between the Parties and are intended to be an integration of all prior negotiations and understandings. Except as modified in this Amendment, the HAX LLC Agreement is hereby ratified and remains in full force and effect. The terms and provisions of this Amendment shall be reconciled with the terms and provisions of the HAX LLC Agreement to the fullest extent possible; provided, however, in the event of any irreconcilable conflict between any term or provision of this Amendment and any terms or provisions of the HAX LLC Agreement, such term or provision of this Amendment shall control.
- iv. This Amendment may be executed in any number of counterparts (including by facsimile, .PDF, and electronic signature counterparts), each of which will be deemed an original, but all of which together will constitute one and the same instrument
- v. Authority to Execute. The Parties covenant, represent and warrant to the other that the individual(s) executing this Amendment on such party’s behalf is authorized to do so.

[Signature page follows]

IN WITNESS WHEREOF, the parties have executed this Amendment under seal as of the date first stated above.

New Jersey Economic Development Authority

By: _____

Name: Tim Sullivan

Title: Chief Executive Officer

SOSV Investments LLC

By: _____

Name: Sean O'Sullivan

Title: Managing General Partner

Signature page to Amendment



MEMORANDUM

To: Members of the Authority

From: Tim Sullivan
Chief Executive Officer

Date: November 18, 2024

RE: ART phase 1 – adjustment of awards for Newark Real Estate

The Members are asked to approve:

- 1) A supplemental grant award funding of \$704,741.99 to allow for an additional award to Uncle Willie Green Wings LLC under the Activation Revitalization Transformation (ART) Program – Newark Real Estate.
- 2) Delegation of Authority to the Chief Executive Officer “CEO” of the New Jersey Economic Development Authority to utilize funding from Fiscal Year 2023 (FY23) Appropriations Act (“Act”) detailed as line item “Real Estate Projects Funding”, in the amount of \$704,741.99, if additional funding is needed to fund all prior approvals and this supplemental grant award.
- 3) Allow for the awardee EqualSpace LLC to remain an awardee and keep their full award that was awarded at the February 7, 2024 board meeting.
- 4) Delegation to the Chief Executive Officer “CEO” of the New Jersey Economic Development Authority (“Authority”) to execute an amendment to the Memorandum of Understanding (“MOU”) with the New Jersey Department of Community Affairs (“DCA”) to increase available funding to support funds for this award.

Program Background

The Activation, Revitalization, and Transformation Program (“ART”) is a pilot grant program that was approved at NJEDA’s October 12, 2022, board meeting. This grant was created to deploy \$10 million in American Rescue Plan funding (\$5 million allocated to CRDA for use in Atlantic City and \$5 million allocated to NJEDA, which NJEDA directed to Newark) to address the impacts of COVID-19 in New Jersey communities through the new construction or the rehabilitation of vacant, underutilized, blighted and/or historic structures and the development of permanent place-based infrastructure associated with traditional downtowns, social-zones, outdoor dining, and place-based public spaces. The ART Program is originally funded through the American Rescue Plan (Pub.L.117-2) Coronavirus State and Local Fiscal Recovery Funds (SLFRF) and was recommended for appropriation in Governor Murphy’s Fiscal Year 2023 Budget in Brief and completed the Joint Budget Oversight Committee process in November of 2021.

To mitigate the economic impact of the COVID-19 pandemic, and to support the development and recovery of New Jersey’s commercial corridors, the ART Program invests in the infrastructure, capacity building, and resources necessary to help eligible New Jersey municipalities recover from the pandemic and thrive for years to come. While the pandemic impacted millions of American households

and businesses, some of its most severe impacts fell on low income and underserved communities, where pre-existing disparities amplified the impact of the pandemic and where the most work remains to reach a full recovery. Utilizing funding provided from SLFRF, the ART program provided financial support to municipalities that were disproportionately impacted by the COVID-19 pandemic, specifically urban areas that experienced revenue losses and economic harms due to decreased commuter foot-traffic. By providing funding to support catalytic real estate development and placemaking initiatives that increase foot- traffic, the ART program funding helps mitigate the harms caused in municipalities that were disproportionality impacted by the COVID-19 pandemic by increasing local spend and promoting economic stability in vital commercial corridors.

Administered by the New Jersey Economic Development Authority (NJEDA), the ART tool created two separate competitive grants, one provided up to \$7 million to support real estate development in the form of grants for real estate rehabilitation, new construction, and development costs associated to each project, and then the other provided up to \$3 million in grant funding that can support public space place-based infrastructure per project. The goal of this overall program and two grants was for entities to proactively address the negative economic impacts of the pandemic by investing in projects that create the environment necessary to attract and retain residents and talent, enable business creation and attractions, enhance downtown vitality, and help local governments avoid budget crises.

Newark ART Real Estate Program Update

At the February 7, 2024, Board Meeting, the Authority issued awards to eight applicants for a total of \$15,301,852 by utilizing the original appropriation and supplementing with additional funds from the Urban Reinvestment Fund. Five applicants were also declined at that board meeting, who were provided the opportunity to appeal the decision. Here are the results.

Location	Applicant	Criteria #1 Average Score	Criteria #2 Average Score	Criteria #3 Average Score	Totaled Average Score
Newark	RBH-TRB East Mezz Urban Renewal Entity, LLC	19.0	5.0	68.7	92.7
Newark	Delta's Newark II, LLC	19.0	4.7	64.7	88.4
Newark	Project for Empty Space	19.0	4.3	64.0	87.3
Newark	New Jersey Performing Arts Center	19.0	5.0	62.3	86.3
Newark	Ablem Food Services NJ, LLC	19.0	3.3	63.0	85.3
Newark	Newark Science and Sustainability, Inc	19.0	3.3	56.3	78.6
Newark	Hospitality Concepts LLC	19.0	3.7	55.0	77.7
Newark	EQUALSPACE LLC	19.0	4.0	53.7	76.7
Newark	Uncle Willie Green Wings LLC	19.0	4.7	52.0	75.7
Newark	Ironbound Community Health Center	19.0	3.7	47.0	69.7
Newark	MCI Property Management, LLC	19.0	3.7	44.3	67.0
Newark	Qava LLC	19.0	2.3	38.3	59.6
Newark	Weequahic Park Association	19.0	3.7	35.0	57.7

Only two applicants did file appeals, and they were Uncle Willie Green Wings LLC and Weequahic Park Association. Weequahic Park Association was declined for not meeting the minimum required score of 65 points. Uncle Willie Green Wings LLC was declined since funding was not available for the project after the eight higher scoring projects received awards. The appeal process prompted a detailed review of all applicant scores. This review revealed a discrepancy in the scoring process, and

to ensure accuracy, the eight awardees and two appealed applications were then rescored. Rescoring was limited solely to address the identified scoring discrepancy. This process resulted in a change in final score totals for the applicants and produced a new ranking of awardees. This new list of ranking is reflected here.

Current Ranking	Applicants:	Average	Requested
	RESCORED - October 2024		
1	RBH-TRB East Mezz Urban Renewal Entity, LLC	92.00	\$1,061,312
2	Ablem Food Services NJ, LLC	86.33	\$2,518,297
3	Project for Empty Space (PES)	85.33	\$1,010,189
4	New Jersey Performing Arts Center (NJ PAC)	84.33	\$1,500,000
5	Delta's Newark II, LLC	84.00	\$3,494,933
6	Newark Science and Sustainability, Inc	82.00	\$400,000
7	Hospitality Concepts LLC	76.67	\$3,309,720
8	Uncle Willie Green Wings LLC	75.33	\$704,742
9	EQUALSPACE LLC	71.33	\$2,007,401
10	Weequahic Park Association	54.67	\$3,500,000

While most applicants remained unaffected, the rescoring process yielded a revised score for Uncle Willie Green Wings LLC from a 75.67 to a 75.33 and a reduced score for EqualSpace LLC from a 76.7 to a 71.33. This means that based on these scores Uncle Willie Green Wings LLC should have received an award and they are now eligible for funding as they are ranked higher than EqualSpace LLC. These new scores mean that EqualSpace LLC that was previously awarded an award of \$2,007,401 would now not be eligible for a full award any longer, but they would have received a reduced award if the revised scores were followed since Uncle Willie Green Wings LLC would have been awarded \$704,741.99. Since the applicants had previously been informed, they were awarded back in February of 2024 and the mistake is at the fault of NJEDA, it is recommended that EqualSpace LLC maintain their award. The EqualSpace LLC award will not be reduced down to the remaining amount of funding available, but rather NJEDA will utilize the delegation of authority to utilize additional funds to support this final and full award for Uncle Willie Green Wings LLC in light of the scoring discrepancy. The funding utilized will be from FY23 Appropriations Act detailed as line item “Real Estate Projects Funding”, in the amount of \$704,741.99. This funding will only be utilized on an as-needed basis if the program does not receive any further withdrawals and additional funds are needed. No change resulted for Weequahic Park as a result of the rescoring and this applicant still scored below the minimum required score of 65 to even be eligible for funding. Their score was a 57.67 and is now a 54.67 under the revised scoring. This applicant will still remain declined and will not have another chance to appeal this decision since rescoring took place. Staff will also need to update and amend the existing MOU with DCA that provided funding for this program to increase the funding amounts in accordance with the updates contained herein. As such, staff recommends the Board grant delegated authority to the CEO to execute an amendment to the DCA MOU to reflect the increases in funding and award.

Recommendation

The Members are asked to approve:

- 1) A supplemental grant award funding of \$704,741.99 to allow for an additional award to Uncle Willie Green Wings LLC under the Activation Revitalization Transformation (ART) Program – Newark Real Estate.
- 2) Delegation of Authority to the Chief Executive Officer “CEO” of the New Jersey Economic Development Authority to utilize funding from Fiscal Year 2023 (FY23) Appropriations Act (“Act”) detailed as line item “Real Estate Projects Funding”, in the amount of \$704,741.99, if additional funding is needed to fund all prior approvals and this supplemental grant award.
- 3) Allow for the awardee EqualSpace LLC to remain an awardee and keep their full award that was awarded at the February 7, 2024 board meeting.
- 4) Delegation to the Chief Executive Officer “CEO” of the New Jersey Economic Development Authority (“Authority”) to execute an amendment to the Memorandum of Understanding (“MOU”) with the New Jersey Department of Community Affairs (“DCA”) to increase available funding to support funds for this award.



Tim Sullivan, CEO

Prepared by: Christina Fuentes



MEMORANDUM

To: Members of the Authority

From: Tim Sullivan, CEO

Date: November 18, 2024

Subject: Activation, Revitalization, and Transformation Program – Appeal – Weequahic Park Association

The Activation, Revitalization, and Transformation (ART) Program is a pilot grant program created to deploy \$10 million in American Rescue Plan funding to address the impacts of COVID-19 in New Jersey communities through the new construction or the rehabilitation of vacant, underutilized, blighted and/or historic structures and the development of permanent place-based infrastructure associated with traditional downtowns, social-zones, outdoor dining, and place-based public spaces.

Applications for the ART Program were scored by an evaluation committee consisting of three (3) scorers. During this review process, each applicant was scored on a scale of 1-100, with 65 being the minimum score to qualify for a grant.

Weequahic Park Association initially scored a 57.7, which did not meet the minimum score to qualify for a grant under the Program. Following re-score due to identified scoring anomalies, Weequahic Park Association scored a 54.7 out of 100, which still did not meet the minimum score to qualify for a grant. These scores were reviewed and no further irregularities or inconsistencies were found. There is no evidence that the Authority acted arbitrarily, capriciously, or unreasonably in declining Weequahic Park Association's ART Program application.

I reviewed the attached Hearing Officer's report, along with the appeal of Weequahic Park Association, and I concur with the recommendation that the declination of its application be upheld as Weequahic Park Association did not meet the minimum score to qualify for an award.

A handwritten signature in blue ink, appearing to read "T. Sullivan", is written above a horizontal line.

Tim Sullivan, CEO



MEMORANDUM

To: Tim Sullivan, CEO

From: Caitlinn Raimo, Hearing Officer

Date: November 18, 2024

Subject: Activation, Revitalization, and Transformation Program
Hearing Officer's Recommendation – Weequahic Park Association

Request:

It is requested that the New Jersey Economic Development Authority ("NJEDA" or "Authority") Board members ("Board") adopt the Hearing Officer's recommendation to uphold the Board's declination of Weequahic Park Association's ("WPA" or "Applicant") application to the Activation, Revitalization, and Transformation Program ("ART Program) and deny applicant's appeal ("Appeal").

Record Assembled:

Original scoresheets

Updated scoresheets following re-score

October 12, 2022 – Board memorandum establishing the Activation, Revitalization, and Transformation Program

August 22, 2023 – Weequahic Park Association's Application for the Activation, Revitalization, and Transformation Program

February 7, 2024 – Board memorandum awarding ART Program grants to applicants

February 26, 2024 – Weequahic Park Association's first declination letter

March 7, 2024 – Weequahic Park Association's first appeal

April 15, 2024 – Weequahic Park Association's second declination letter

April 22, 2024 – Weequahic Park Association's second appeal

August 6, 2024 – ART Product Team’s Staff Response regarding Appeal

September 4, 2024 – Weequahic Park Association’s response to Staff Response

October 8, 2024 – Letter from Caitlenn Raimo, Hearing Officer, to Weequahic Park Association, regarding scoring irregularities

October 22, 2024 – Email from Christina Fuentes to Weequahic Park Association, regarding Weequahic Park Association’s new score

October 28, 2024 – Weequahic Park Association’s response to its re-score

Background:

The ART Program is a pilot grant program created to deploy \$10 million in American Rescue Plan funding to address the impacts of COVID-19 in New Jersey communities through the new construction or the rehabilitation of vacant, underutilized, blighted and/or historic structures and the development of permanent place-based infrastructure associated with traditional downtowns, social-zones, outdoor dining, and place-based public spaces. Administered by NJEDA, the ART tool created two separate competitive grants, one provided up to \$7 million to support real estate development in the form of grants for real estate rehabilitation, new construction, and development costs associated to each project (“Real Estate Program”), and then the other provided up to \$3 million in grant funding that can support public space place-based infrastructure per project (“Public Space Activation Program”). Applications were accepted from May 30, 2023 until August 22, 2023.

Upon close of the application period, submitted applications were reviewed for completeness and eligibility. Applications were then scored by an evaluation committee consisting of three (3) scorers. During this review process, each applicant was scored on a scale of 1-100, with 65 being the minimum score to qualify for a grant, as evaluated against the following criteria:

- Criteria #1 – Project Qualifications (up to 19 points) – how the project meets federal qualification requirements, including whether and how the project mitigates a negative COVID-19 impact and if the project is located in an Opportunity Zone Eligible Census Tract.
- Criteria #2 – Background Information (up to 5 points) – the current status of the subject property, the proposed project and end use.
- Criteria #3 – Project Readiness and Programmatic Considerations (up to 76 points) – demonstrated site control; status of local approvals; the project’s financing; infrastructure readiness; current engagements with architects, engineers, and general contractors; the project’s schedule; the development team’s experience; and the project’s impact on the community and the necessity of the grant to complete the project, among other factors.

These criteria, in further detail, were made publicly available in the ART Program Board Approval Memorandum dated October 12, 2022 (“Board Memo”) and were referenced in the Authority’s Notice of Funding Availability. In accordance with the Board Memo, applicants that met the minimum score requirement were recommended to the Board for award approval starting with the highest scored application until all available ART Program funding was awarded.

For the Real Estate Program, the Authority scored thirteen (13) applications. Of those, eleven (11) met the minimum score of 65. However, only eight (8) of those applications that met the minimum score were recommended to the Board for an award because the available funding was exhausted by those eight (8) higher scoring applicants. The remaining five (5) applicants were recommended for declination due to the exhaustion of funding. Of those, two (2) applicants, including WPA failed to meet the minimum required score. WPA’s score was 57.7 out of 100. These determinations were approved by the Board at its February 7, 2024, meeting. NJEDA sent WPA a letter informing it of its declination on February 26, 2024.

All applicants that were declined, including WPA, were given the opportunity to appeal and submit a written explanation and provide necessary documentation to verify that the reasons for the declination were inaccurate. WPA and another applicant, Uncle Willie Green Wings, were the only two (2) applicants that appealed.

WPA’s decline letter stated that the application was declined for two reasons: (1) Applicant failed to meet necessary minimum score for recommendation to Board, and (2) Applicant was not selected by vote of Board. In WPA’s appeal, dated March 7, 2024, WPA expressed concern that their application was declined due to the potential bias of an Authority Board member toward WPA and its proposed project. The appeal also notes that NJEDA chose to focus on the downtown Newark area, rather than “the Environmental Justice, Marginalized, Majority People of Color, Low-Income South Ward-Weequahic Park neighborhoods.” WPA closed its appeal by stating that its project “will be an economic generator and life giving project that will invigorate the area for generations to come.” A second declination letter was sent to WPA on April 15, 2024, which clarified the decline reason and declination process, explaining that the application did not meet the minimum score and, for this reason, was recommended for declination and ultimately declined by Board vote. WPA was given the opportunity to provide a second appeal response following this clarifying letter. WPA’s second appeal, dated April 22, 2024, described the research-backed benefits of its proposed project, including economic and recreational benefits for both Newark residents and visitors, as well as environmental benefits, including improving water quality, reducing air pollution, and enhancing community health. WPA noted that it has been in existence for over thirty years with a solid reputation. The appeal did not address their score.

Upon review of the appeals, the Hearing Officer reviewed the relevant scoresheets and identified anomalies in certain criteria in the scoresheets that were inconsistent with the Board memorandum approving the Program. WPA was informed via email on October 8, 2024, of same. As a result, Program Staff re-scored the eight (8) applicants that were awarded funding and the two (2) applicants that were declined and subsequently appealed in accordance with the Board memorandum. The re-scoring was limited to the criteria that had identified discrepancies and resulted in a change in final score totals for all ten (10) re-scored applicants. Specifically, WPA’s new score was 54.67. Because WPA’s new score still failed to meet the minimum score of 65, the

recommendation to decline WPA's application was reaffirmed. We note that WPA was not provided the opportunity to appeal the re-score anew because WPA's legal position remained unchanged, as their score did not meet the minimum either before or after the re-scoring. However, Program Staff notified WPA of its new score via email on October 22, 2024, and the Hearing Officer provided WPA with two business days to provide any further response. In its October 28, 2024, appeal response, WPA argues that its proposed project—a boathouse—is aligned with the ART Programs' objective to revive underutilized spaces and revitalize commercial corridors; will activate a public space by offering recreational activities and educational workshops; and comply with the Authority's compliance requirements. Further, WPA contends that the ART Program's awardees proposed similar projects, and argues that their project "warrants equal consideration, and any disparity in scoring may indicate an inconsistency in evaluation." Notably, WPA references its score of 57.7—the score it received before the re-score—and its response discusses the criteria for the Public Space Activation Program, rather than the Real Estate Program.

Hearing Officer's Discussion and Analysis:

Following the re-score in accordance with the Board memorandum, WPA scored 54.67 out of 100. The highest scoring applicant scored 92 out of 100, and the lowest scoring applicant that is recommended for funding scored a 71.3 out of 100. As noted above, the minimum score required for funding was 65. The Notice Of Funding Availability ("NOFA") clearly states, "Grants will be scored on a scale of 0-100 points, with award recommendations limited to applications that meet or exceed the minimum score requirement of 65 points."

To succeed in an appeal the applicant must demonstrate that the Authority acted arbitrarily, capriciously, unreasonably, or against the great weight of the evidence. An administrative agency's final quasi-judicial decision will be sustained unless there is a clear showing that it is arbitrary, capricious, or unreasonable, or that it lacks fair support in the record." *In re Herrmann*, 192 N.J. 19, 27-28 (2007). The party challenging the administrative action bears the burden of making that showing. *Lavezzi v. State*, 219 N.J. 163, 171 (2014). The applicant did not demonstrate to any degree deficiencies with the Authority's issuance of this declination.

First, regarding WPA's concern regarding potential bias on the part of a Board member, it is noted that the Authority's Board members had no involvement in scoring for this Program. A scoring committee composed of three (3) NJEDA staff members reviewed all applications and proposals and each scoring committee member scored each application independently. Based on that scoring, recommendations for award are presented to the Board, in accordance with the product specifications. As noted in the NOFA, "grant award recommendations will be made based on the highest scored applications received after the competitive application window closes. Awards will be recommended in order until the funding pool is fully utilized." This process was followed for these awards.

Second, we note that WPA applied for the Real Estate Program, not the Public Space Activation Program, in its August 22, 2023, application. Each Program had separate criteria, and WPA's Application was properly evaluated according to the Real Estate Program guidelines which was the program applied to by WPA. Regarding scoring, although Applicant did not address any specific scoring issues as grounds for their appeal, the evaluation criteria and all of the scoring and

re-scoring sheets were reviewed to ensure that there were no irregularities. The evaluation committee reviewed all responsive proposals and each was scored independently. Moreover, for the ART Program, each of the applicants were re-scored during the pendency of the appeal, further ensuring that the scores were consistent not only with the Board's memorandum approving the ART Program, but also among all of the ART Program applicants. Review of the scoring sheets, including the re-scored criteria, confirmed that there were no irregularities or inconsistencies in evaluation. Applicant has not identified any grounds justifying the overturning of its declination based on scoring or that the Authority otherwise acted arbitrarily, capriciously, or unreasonably, the decline should be upheld, and the Appeal rejected.

Conclusion:

In considering the applicable documents and based upon the above analysis, I have concluded that the Board's declination of the Application was proper and should be upheld.

Recommendation:

As a result of careful consideration, it is requested the Appeal be denied, and the Board's declination of WPA's Application be upheld.

Caitlinn Raimo

Caitlinn Raimo
Hearing Officer

MEMORANDUM

TO: Members of the Authority

FROM: Tim Sullivan, Chief Executive Officer

DATE: November 18, 2024

RE: Doehler USA, Inc.
Early lease termination
New Jersey Bioscience Center, 685 U.S. Highway 1 South (Building 2)

Summary

On October 14, 2022, the Members approved the assignment of Apicore LLC's (Apicore) lease to Doehler USA, Inc (Doehler) with Apicore remaining the guarantor on the lease. I am requesting the Members approve the early termination of the Doehler's lease effective March 31, 2025, resulting in the loss of four (4) months revenue equaling (\$136,017). The request is being made because Doehler's business has grown and they need a larger space, due in part because of NJEDA's efforts at NJBC, and has purchased a new facility. Payment of both the mortgage and lease obligations would be a financial hardship for Doehler.

The termination of the Lease is subject to 1) Doehler executing a Lease Termination Agreement and 2) continued adherence to all lease and assignment obligations through to the end of the termination period.

Background

Apicore initially started leasing space at NJBC in a Step Out Lab, this was there second lab facility in New Jersey. In early 2022, Apicore expanded its business and leased 11,500 sf in Building 2 of NJBC with the lease term ending July 31, 2025. Unfortunately, financial troubles required Apicore to scale back operations in late 2022. To offset expenses Apicore, with the Landlords approval, assigned its lease to Doehler but remained the guarantor.

Doehler has operated in the space for just over two years, growing its business from 22 people to 37, crediting NJBC and the EDA in part for its success. Ultimately the business will grow to 100 people over the next five years which has resulted in the need for more laboratory space. Doehler expressed interest in expanding its operations at NJBC and leasing nearly 20,000 sq ft of additional space. Unfortunately, NJEDA, the owner and operator of NJBC, was unable to accommodate the request and Doehler has purchased a new facility investing \$19 million in a property at One Research Way, Princeton, NJ.

Doehler asked to terminate its tenancy obligation eight (8) months early effective on December 1, 2025, since the payment of rent and a mortgage would be financially difficult. NJEDA is pleased

with Doehler's success as well as its decision to grow its business in New Jersey and while it is sympathetic to its financial challenges NJBC is also a business and relies on rental income to support operations. To this end, NJEDA has reached an agreement with Doehler, to end the lease four (4) months early dividing the financial obligation between Assignee and NJEDA.

NJEDA has identified a new tenant for the proposed space, an NJBC Incubator tenant whose lease will be maturing in May 2025 and is in the process of negotiating a lease for the subject space. Should the identified tenant lease the space they would take occupancy on or about August 1, 2025, and the requested early lease termination would provide time for NJEDA to make needed improvements to the space.

Recommendation

In summary, I request the Members of the board approve the four (4) month early lease termination of Doehler lease with the understanding that it will result in a net loss to NJBC of approximately (\$136,017). The early termination is the result of NJBC's success in growing the bioscience industry in New Jersey. The termination of the lease is subject to 1) Doehler executing a Lease Termination Agreement and 2) continued adherence to all lease and assignment obligations through to the end of the termination period.



Tim Sullivan, CEO

Prepared by: Brian Keenan, Senior Project Manager

Attachment: Doehler USA, Inc. Lease Termination Agreement

LEASE TERMINATION AGREEMENT

This Lease Termination Agreement (the “Termination”) is made as of the 31st day of October, 2024 by and between the New Jersey Economic Development Authority (“LANDLORD”) , and the Doehler USA, Inc. . (“TENANT”).

WHEREAS, the LANDLORD, and TENANT, entered a Landlord Consent To Assignment and Assumption dated October 14, 2022(the “Assignment”) for the premises described in Exhibit A of the Lease Agreement Between New Jersey Economic Development Authority And Apicore LLC (the “Leased Premises”) and located at 685 US Highway One, North Brunswick, New Jersey;

WHEREAS, APICORE LLC assigned the Lease to Tenant through an Assignment and Assumption of Lease Agreement dated October 14, 2022;

WHEREAS, the LANDLORD and TENANT have agreed to terminate the Lease subject to the terms, conditions and covenants set forth below;

NOW, THEREFORE, in consideration of the sum of One Dollar (\$1.00) and other good and valuable consideration paid, the receipt and sufficiency of which is hereby acknowledged by each of the parties hereto, the LANDLORD and TENANT hereby agree as follows:

1. The Recitals set forth above are true and correct and are incorporated by reference herein.
2. TENANT and LANDLORD hereby agree that the Lease is terminated and cancelled as of the date written above.
3. The TENANT hereby releases and discharges LANDLORD from performance of any obligations under the Lease or any other matter involving, arising out of or related to the Lease
4. The LANDLORD hereby releases and discharges TENANT from performance of any obligations under the Lease or any other matter involving, arising out of or related to the Lease.
5. Any and all claims made or to be made against LANDLORD based in tort law for damages shall be governed by and subject to the provisions of the New Jersey Tort Claims Act, N.J.S.A. 59:1-1 et seq. The parties agree that any and all claims made or to be made against LANDLORD based in contract law for damages shall be governed by and subject to the provisions of the New Jersey Contractual Liability Act, N.J.S.A. 59:13-1 et seq.
6. This Termination may be executed in any number of counterparts, each of which when executed and delivered shall be deemed to be an original and all of which counterparts taken together shall constitute but one and the same instrument.
7. Electronic Signatures. Pursuant to written policy, NJEDA allows documents to be

signed electronically. TENANT and LANDLORD hereby agree to be bound by such electronic signatures. TENANT as a signatory to this document has also agreed by separate email to be bound by electronic signatures.

SIGNATURE PAGE TO FOLLOW

IN WITNESS WHEREOF, the parties hereto have executed this Agreement to Terminate Ground Lease Agreement as of the date first written above.

ATTEST:

NEW JERSEY ECONOMIC
DEVELOPMENT AUTHORITY

JUAN BURGOS,
VICE PRESIDENT,
REAL ESTATE DEVELOPMENT

ATTEST:

Doehler USA, Inc



MEMORANDUM

TO: Members of the Authority
FROM: Tim Sullivan, Chief Executive Officer
DATE: November 18, 2024
SUBJECT: Post-Closing Delegated Authority Bond Modification Approvals for 3rd Quarter 2024
(For Informational Purposes Only)

The following Post-Closing Bond action was approved under delegated authority in the 3rd quarter ending September 30, 2024:

Stand Alone and Refunding Bonds - (EDA has no Credit Exposure)

Applicant	Product Number	Modification Action	Bond Amount
Somerset Hills Learning Institute, Inc.	134028	Modify the interest rate benchmark provision from LIBOR to SOFR.	\$3,000,000
Children's Aid and Family Services, Inc.	118282	Modify the interest rate benchmark provision from LIBOR to SOFR.	\$1,901,701
Young Men's Christian Association of Bucks and Hunterdon Counties	170819	Modify the interest rate benchmark provision from LIBOR to SOFR.	\$4,400,000

A handwritten signature in blue ink, appearing to read "T. Sullivan", is positioned above a horizontal line.

Tim Sullivan, CEO

Prepared by: **David A. Lawyer**



MEMORANDUM

TO: Members of the Authority

FROM: Tim Sullivan, Chief Executive Officer

DATE: November 18, 2024

SUBJECT: Post-Closing Incentives Delegated Authority Memo - 3rd Quarter 2024

(For Informational Purposes Only)

Since 2001, and most recently in April 2023, the members have approved delegations to staff for post-closing incentive modifications that are administrative and do not materially change the original approvals of these grants.

Attached is a list of the Incentives Delegated Authority Modifications that were approved in the 3rd Quarter ending September 30, 2024.

A handwritten signature in blue ink, appearing to read "T. Sullivan", is positioned above a horizontal line.

Tim Sullivan, CEO

Prepared by: M. A. Chierici

ACTIONS APPROVED UNDER DELEGATED AUTHORITY

THIRD QUARTER ENDING September 30, 2024

GROW NJ ASSISTANCE PROGRAM

Applicant	Modification Action	Approved Award
Conopco, Inc. d/b/a Unilever	Consent to approve the request to terminate its Incentive Agreement effective 2022 pursuant to the COVID-Related Relief provisions of the New Jersey Economic Recovery Act.	\$38,000,000
Fidessa Corporation	Consent to add affiliates Dash Financial Technologies LLC and Dash Regulatory Technologies LLC to the Incentive Agreement effective November 18, 2021.	\$30,600,000
Jaguar Land Rover North America, LLC	Consent to reduce the number of incented jobs for the 2020 tax year through end of commitment duration from 252 Retained and 31 New to 250 Retained and 16 New.	\$26,605,000
Ralph Lauren Corporation	Consent to approve a request to terminate its Incentive Agreement effective 2021 pursuant to the COVID-Related Relief provision of the New Jersey Economic Recovery Act.	\$33,085,000
SageSure, LLC f/k/a Insight Catastrophe Group, LLC	Consent to amend the Incentive Agreement to reflect the complete Qualified Business Facility address as including a portion of the 27 th floor at 101 Hudson Street, Jersey City	\$2,480,000

BUSINESS EMPLOYMENT INCENTIVE GRANT PROGRAM

Grantee	Modification Action	Approved Award
Barr Laboratories, Inc.	Consent to the following changes : 1. Name change of TEVA Women's Health Sales Corp. to TEVA Sales and Marketing Inc. effective August 24, 2016. 2. Add project location 400 Interpace Parkway, Parsippany, New Jersey effective November 30, 2016. 3. Remove project location from 400 Chestnut Ridge Road, Woodcliff Lake, New Jersey effective November 30, 2016.	\$1,969,200
Tullett Prebon Americas Corp.	Consent to the following changes : 1. Add Tullett Prebon (Americas) Holdings Inc. effective January 1, 2016. 2. Name change of Tullett Prebon (Americas) Holdings Inc. to TP ICAP Americas Holdings Inc. effective June 1, 2018.	\$7,958,864

SALEM/UEZ ENERGY SALES TAX EXEMPTION RENEWALS

Applicant	Extend to Date	Location	#/% of Employees	Benefit
Durand Glass Manufacturing Company, LLC	May 27, 2025	Millville, NJ	552/96%	\$742,757



MEMORANDUM

TO: Members of the Authority

FROM: Tim Sullivan, Chief Executive Officer

DATE: November 18, 2024

SUBJECT: Community Development Products
Delegated Authority Approvals Q3 2024
For Informational Purposes Only

Small Business Improvement Grant

The Small Business Improvement Grant is the second of several products under the Main Street Recovery Program, designed to help small businesses become more resilient and position themselves for growth. Funded with \$80 million, this product reimburses eligible small businesses and nonprofits for up to 50 percent of eligible project costs associated with building improvements or the purchase and/or installation of new furniture, fixtures, and equipment (FFE) made on or after March 9, 2020, but no more than two years prior to application. Businesses and nonprofits that receive grants through these programs are required to agree to pay employees going forward for the four-year grant term at least \$15 per hour or 120 percent of the minimum wage. Tipped employees are exempt from the \$15 per hour requirement but must still be paid at least 120 percent of the minimum wage. Applicants must also commit to remaining in the facility and meeting wage requirements for up to four years following the execution of the grant agreement and depending upon award amount. Awards greater than \$25,000 have a compliance period of four years and grant awards less than \$25,000 have a compliance period of two years. The maximum grant award is \$50,000 per business entity for the life of this program. Of the \$80 million allocated for the program, 40 percent is reserved for businesses located in Opportunity Zone eligible census tracts.

Small Business Improvement Grant – Q3 2024 Review

The online application opened in February 2022 and will continue to accept applications until funding is exhausted. During the third quarter of 2024, 208 applications were approved for a total of \$6.1 million. 25 files were declined during second quarter and 2 new appeals were filed. These new appeals are still under review.

To date, the Small Business Improvement grant has approved a total of 2306 applications in the amount of \$57.6M in total. See [NJEDA's Public Information site](#) for a detailed list of all Small Business Improvement Grant applications that were approved under delegated authority through the third quarter of 2024.

Small Business Improvement Grant Approvals Q3

Applicant Entity	Approval Date	Amount	Eligible Opportunity Zone	City	County
Mindfully Active Karver Counseling & Wellness LLC	7/2/2024	\$ 16,720.15	No	Absecon	Atlantic County
Glenn Insurance, Inc.	9/18/2024	\$ 50,000.00	No	Absecon City	Atlantic County
Nurture Pet Inc.	8/21/2024	\$ 13,177.20	No	Galloway	Atlantic County
North Beach Cafe & Creamery LLC	8/15/2024	\$ 20,697.50	Yes	Ventnor City	Atlantic County
RenoPro Gallery L.L.C.	9/23/2024	\$ 45,892.71	No	Bergenfield Borough	Bergen County
Pumpkin and Bean Inc.	7/25/2024	\$ 48,025.97	No	Closter Borough	Bergen County
On Acupuncture LLC	8/7/2024	\$ 22,500.00	No	Closter Borough	Bergen County
Ariel Unlimited LLC	9/16/2024	\$ 3,466.88	No	Closter Borough	Bergen County
DK Hair Designs, Inc.	7/25/2024	\$ 7,526.34	No	Dumont Borough	Bergen County
JC&A ENTERPRISES LLC	8/8/2024	\$ 50,000.00	No	East Rutherford Borough	Bergen County
Liv N Kai LLC	8/1/2024	\$ 24,787.95	Yes	Englewood City	Bergen County
SB Permanent Makeup and Cosmetology LLC	8/27/2024	\$ 4,871.97	Yes	Englewood City	Bergen County
Drip Medi Spa LLC	9/20/2024	\$ 13,991.25	Yes	Englewood City	Bergen County
Arts Horizons Inc	9/30/2024	\$ 3,226.78	No	Englewood City	Bergen County
Sylvan Family Eyecare, LLC	7/30/2024	\$ 50,000.00	No	Englewood Cliffs	Bergen County
Rubys Island	9/26/2024	\$ 50,000.00	No	Fair Lawn Borough	Bergen County
Kooksoo NJ Inc	8/7/2024	\$ 20,347.00	No	Fort Lee Borough	Bergen County
Bassil Bookbinding Company, Inc.	7/30/2024	\$ 50,000.00	Yes	Hackensack City	Bergen County
Wristline Inc	8/22/2024	\$ 25,788.75	Yes	Hackensack City	Bergen County
First Street Smiles P.C.	9/9/2024	\$ 42,893.39	Yes	Hackensack City	Bergen County
Bergen Brookside Auto Body Inc.	9/19/2024	\$ 20,029.39	Yes	Hackensack City	Bergen County
JUJU LASH CORP	8/28/2024	\$ 4,987.24	No	Leonia Borough	Bergen County
SOUTH BERGEN ORAL MAXILLOFACIAL SURGERY LLC	7/29/2024	\$ 50,000.00	No	Lyndhurst	Bergen County
Mahwah Museum Society, Inc.	7/19/2024	\$ 9,198.00	No	Mahwah	Bergen County
Young World Day School, Inc.	9/18/2024	\$ 20,332.50	No	Mahwah	Bergen County
Nailism Corp	7/25/2024	\$ 24,265.00	No	Moonachie	Bergen County
BBBLC LLC	7/2/2024	\$ 14,736.25	No	Northvale Borough	Bergen County
JS GOLF ACADEMY LLC	8/19/2024	\$ 25,000.00	No	Northvale Borough	Bergen County
The Growing Garden Nursery School, Inc.	7/19/2024	\$ 18,341.78	No	Paramus	Bergen County
The Suit Store LLC	9/8/2024	\$ 49,952.72	No	Paramus	Bergen County
Garden State Wetzels LLC	9/24/2024	\$ 37,153.81	No	Paramus	Bergen County
Teded Ventures LLC	9/25/2024	\$ 50,000.00	No	Ramsey	Bergen County
Eyel Beauty Parlor LLC	8/13/2024	\$ 44,098.89	No	Ridgefield Borough	Bergen County
Sophisticated Hearing Aids LLC	7/26/2024	\$ 29,922.64	No	Ridgewood Village	Bergen County
BOTWINICK & COMPANY, L.L.C.	8/15/2024	\$ 49,514.25	No	Rochelle Park Township	Bergen County
Riverside Surgical Center of Meadowlands, LLC	7/22/2024	\$ 44,583.74	No	Rutherford Borough	Bergen County
SWEET AVENUE BAKE SHOP LIMITED LIABILITY COMPANY	8/9/2024	\$ 5,100.00	No	Rutherford Borough	Bergen County
Mortgage Apple Cakes LLC	7/19/2024	\$ 5,427.66	No	Teaneck	Bergen County
AWE & WONDER LLC	7/29/2024	\$ 23,844.76	No	Tenafly Borough	Bergen County
LEENSARA LLC	8/20/2024	\$ 6,035.77	No	Waldwick Borough	Bergen County
J&C Nails LLC	7/10/2024	\$ 3,284.80	Yes	Wallington Borough	Bergen County
Brumont LLC	9/27/2024	\$ 12,318.06	Yes	Woodcliff Lake Borough	Bergen County
CC Nail Salon LLC	8/21/2024	\$ 5,000.00	No	Wood-ridge Borough	Bergen County
South Jersey Circuits LLC	8/8/2024	\$ 45,325.00	Yes	Burlington	Burlington County
TheraSport Physical Therapy LLC	8/8/2024	\$ 50,000.00	No	Delran	Burlington County
VIDYA KINI KUKKUNDUR, DDS PC	7/19/2024	\$ 32,673.98	No	Marlton	Burlington County
CLEAN SPACE ZEN LLC	8/8/2024	\$ 4,467.35	No	Marlton	Burlington County
Productive Plastics, Inc.	8/7/2024	\$ 50,000.00	No	Mount Laurel	Burlington County
E-5 Hospitality LLC	8/22/2024	\$ 41,500.00	No	Westampton	Burlington County
Smith Family Fitness Inc	7/15/2024	\$ 50,000.00	No	Blackwood	Camden County
The Breakfast Palace L.L.C.	9/19/2024	\$ 21,425.00	Yes	Camden	Camden County
JEWISH FEDERATION OF SOUTHERN N J	7/11/2024	\$ 42,855.14	No	Cherry Hill	Camden County
12KHZ LIMITED LIABILITY COMPANY	9/4/2024	\$ 12,531.92	No	Cherry Hill	Camden County
Waisbren, Burton	9/26/2024	\$ 28,591.83	No		
Mindfully Active Karver Counseling & Wellness LLC	7/2/2024	\$ 16,720.15	Yes	Ocean City	Cape May County
Waisbren, Burton	9/26/2024	\$ 28,591.83	Yes		
JBIM LLC	8/22/2024	\$ 30,000.00	Yes	Wildwood City	Cape May County
Millville Army Airfield Museum Inc	8/14/2024	\$ 2,853.50	No	Millville	Cumberland County
Cumberland County Guidance Center	9/25/2024	\$ 16,818.50	No	Millville	Cumberland County
BFF Bootcamp LLC	8/29/2024	\$ 24,230.02	Yes	Belleville	Essex County
Sihana LLC	8/19/2024	\$ 50,000.00	Yes	East Orange City	Essex County
CHO LAW LLC	8/8/2024	\$ 29,587.61	No	Fairfield	Essex County
Fabricland, Inc.	8/2/2024	\$ 31,621.09	No	Livingston	Essex County
Joseph Kushner Hebrew Academy, Inc.	8/8/2024	\$ 50,000.00	No	Livingston	Essex County

Moe Beauty Salon LLC	8/19/2024	\$ 24,563.80	No	Livingston	Essex County
Moe Beauty Salon LLC	8/19/2024	\$ 24,563.80	No	Livingston	Essex County
Moe Beauty Salon LLC	8/19/2024	\$ 24,563.80	No	Livingston	Essex County
New Frontier Marketing Associates, LLC	7/19/2024	\$ 8,268.18	No	Millburn	Essex County
Liv Rraads Millburn LLC	9/19/2024	\$ 48,732.50	No	Millburn	Essex County
Day Rejuve Salone & Spa	7/11/2024	\$ 5,579.62	Yes	Newark	Essex County
Olis INC	7/15/2024	\$ 16,951.61	Yes	Newark	Essex County
KIMCIS CORPORATION	7/19/2024	\$ 50,000.00	Yes	Newark	Essex County
Gymbly, Inc.	7/22/2024	\$ 5,515.39	Yes	Newark	Essex County
Tropical Juice Bar 7 LLC	8/21/2024	\$ 50,000.00	Yes	Newark	Essex County
JCsArtDesigns LLC	7/29/2024	\$ 17,228.47	No	Nutley	Essex County
Miti Miti South Orange LLC	8/28/2024	\$ 18,552.80	No	South Orange	Essex County
NEIGHBORS WINE LLC	9/27/2024	\$ 50,000.00	No	South Orange	Essex County
Smith, Daniel C	8/21/2024	\$ 3,761.11	No		
TURNER WOOD DENTAL LIMITED LIABILITY COMPANY	8/8/2024	\$ 10,332.78	No	Glassboro	Gloucester County
TheraSport Physical Therapy LLC	8/8/2024	\$ 50,000.00	No	Sewell	Gloucester County
Kiddie Garden Preschool, Inc.	8/26/2024	\$ 34,420.85	No	Swedesboro Borough	Gloucester County
S. Bellia & Sons, Inc.	7/30/2024	\$ 50,000.00	Yes	Woodbury City	Gloucester County
Bellia Office Furniture, Inc.	7/31/2024	\$ 44,095.36	Yes	Woodbury City	Gloucester County
Little Scholars Preschool & Learning Center, Inc.	7/11/2024	\$ 27,482.19	Yes	Guttenberg Town	Hudson County
1014 Washington St LLC	7/29/2024	\$ 50,000.00	No	Hoboken	Hudson County
JCBF VENTURES LLC	8/15/2024	\$ 24,060.95	No	Hoboken	Hudson County
Shapiro Spa Hoboken LLC	8/20/2024	\$ 8,572.50	No	Hoboken	Hudson County
H.H.H. Chaplaincy Services, Inc.	7/3/2024	\$ 3,440.00	Yes	Jersey City	Hudson County
NYNJ COFFEE2 LLC	7/30/2024	\$ 23,553.10	Yes	Jersey City	Hudson County
GARFIELD AVE. ASSOCIATES LLC	8/8/2024	\$ 50,000.00	Yes	Jersey City	Hudson County
Key Element Newport LLC	9/3/2024	\$ 50,000.00	No	Jersey City	Hudson County
Soda Deco LLC	9/12/2024	\$ 4,851.47	Yes	Jersey City	Hudson County
Visions Tax Preparer and Mobile Notary LLC	9/18/2024	\$ 11,218.67	No	Jersey City	Hudson County
LIBERTY HARBOR COFFEE INC	9/19/2024	\$ 32,911.77	No	Jersey City	Hudson County
Kvibe Productions LLC	9/27/2024	\$ 39,792.45	Yes	Jersey City	Hudson County
Smoke Odyssey LLC	8/15/2024	\$ 13,283.70	No	Kearny	Hudson County
Little Scholars, Inc.	9/26/2024	\$ 7,253.39	No	Kearny	Hudson County
Niko Niko Corporation	9/8/2024	\$ 6,429.75	No	Secaucus	Hudson County
MATTMIGMUSIC LLC	8/1/2024	\$ 50,000.00	No	Clinton Town	Hunterdon County
Boxed Vinyl LLC	7/12/2024	\$ 7,566.66	Yes	Flemington Borough	Hunterdon County
Purotu LLC	8/2/2024	\$ 26,764.30	No	Frenchtown Borough	Hunterdon County
CERTIFIED FITNESS FOR SPECIAL NEEDS, A NJ NONPROFIT	7/19/2024	\$ 9,464.91	No	White House Station	Hunterdon County
Ramachandran, Parameswara K	7/29/2024	\$ 16,171.62	No		
Madeline's Table Limited Liability Company	8/28/2024	\$ 50,000.00	No	Hamilton	Mercer County
Mercer Wealth Management, LLC	9/26/2024	\$ 43,631.78	No	Hamilton	Mercer County
Fairgrown Farm LLC	7/26/2024	\$ 39,748.85	No	Hopewell	Mercer County
Fairgrown Farm LLC	7/26/2024	\$ 39,748.85	No	Hopewell	Mercer County
Crave Nature's Eatery LLC	9/26/2024	\$ 48,901.59	No	Lawrenceville	Mercer County
Capelli East LLC	8/19/2024	\$ 9,052.50	No	Pennington Borough	Mercer County
PARIS GENOA LLC	8/22/2024	\$ 29,251.20	No		
Tree Of Life Counseling Center LLC	9/19/2024	\$ 42,199.00	No	Princeton Junction	Mercer County
521 Albert Street LLC	7/1/2024	\$ 49,021.13	Yes	Trenton	Mercer County
New Jersey Future Inc	7/10/2024	\$ 8,645.00	Yes	Trenton	Mercer County
Kidz Lagoon LLC	7/3/2024	\$ 3,794.18	No	Edison	Middlesex County
Flynn and Son Funeral Homes	7/22/2024	\$ 50,000.00	No	Fords	Middlesex County
SHANI'S HAIR GALLERY LLC	7/19/2024	\$ 10,548.71	No	Green Brook	Middlesex County
Fabricland, Inc.	8/2/2024	\$ 31,621.09	No	Green Brook	Middlesex County
Metuchen Jewish Community Center	7/2/2024	\$ 50,000.00	No	Metuchen Borough	Middlesex County
Segasega inc.	8/22/2024	\$ 50,000.00	No	Metuchen Borough	Middlesex County
TOP NAIL SPA MONROE INC	8/20/2024	\$ 23,923.62	No	Monroe	Middlesex County
Mozzarella Cucina Italiana LLC	7/11/2024	\$ 8,769.67	Yes	New Brunswick	Middlesex County
Women Aware Inc.	7/19/2024	\$ 40,432.46	Yes	New Brunswick	Middlesex County
F and P Associates LLC	8/7/2024	\$ 50,000.00	Yes	New Brunswick	Middlesex County
OMAR K. QADEER PROFESSIONAL CORPORATION	7/2/2024	\$ 23,641.67	No	North Brunswick Township	Middlesex County
Heirloom Kitchen LLC	9/26/2024	\$ 23,322.81	No	Old Bridge	Middlesex County
Flynn and Son Funeral Homes	7/22/2024	\$ 50,000.00	Yes	Perth Amboy	Middlesex County
Chabad of South Brunswick Inc	7/9/2024	\$ 50,000.00	No	South Brunswick	Middlesex County
Lovely Lita LLC	9/23/2024	\$ 50,000.00	No	Aberdeen	Monmouth County
Flavia's Cucina Romana Ltd	7/19/2024	\$ 23,252.44	Yes	Asbury Park City	Monmouth County

SF MANAGEMENT LLC	8/9/2024	\$ 49,158.53	No	Brielle Borough	Monmouth County
Smart Vitamin LLC	9/24/2024	\$ 50,000.00	No	Brielle Borough	Monmouth County
NJF Worldwide LLC	7/12/2024	\$ 27,882.78	No	Freehold	Monmouth County
Try Vegan LLC	9/9/2024	\$ 7,133.22	No	Freehold	Monmouth County
Tree Of Life Counseling Center LLC	9/19/2024	\$ 42,199.00	No	Freehold	Monmouth County
The Connection, Inc.	9/27/2024	\$ 4,450.00	No	Hazlet	Monmouth County
Be Unique Boutique LLC	8/13/2024	\$ 39,108.18	No	Howell	Monmouth County
petit clair Inc	9/4/2024	\$ 43,752.90	No	Howell	Monmouth County
NEW SHIN'S CLEANERS INC	9/20/2024	\$ 50,000.00	No	Howell	Monmouth County
UNIGLIGHT BLOOM FRACKT & KLEINMAN LLP	8/15/2024	\$ 39,879.11	No	Manalapan	Monmouth County
Innovation Title Inc.	8/21/2024	\$ 4,709.86	No	Manalapan	Monmouth County
CF WOODWORKS LLC	9/27/2024	\$ 15,603.00	No	Marlboro	Monmouth County
EXCLUSIVE SHOPAHOIC PUBLICATIONS, INC.	8/15/2024	\$ 3,830.50	No	Matawan Borough	Monmouth County
Pivotal Fitness LLC	9/19/2024	\$ 29,908.89	No	Matawan Borough	Monmouth County
Portside Luxury LLC	8/7/2024	\$ 33,405.53	No	Ocean	Monmouth County
RIVER GAS STATION LLC	9/16/2024	\$ 31,934.19	No	Ocean	Monmouth County
Splendor Design Group, Inc.	7/25/2024	\$ 39,138.02	No	Red Bank Borough	Monmouth County
JABEZ CLEANERS INC	8/14/2024	\$ 11,195.63	Yes	Red Bank Borough	Monmouth County
Six Degrees of Wellness LLC	7/9/2024	\$ 9,293.31	No	Boonton	Morris County
Six Degrees of Wellness LLC	7/9/2024	\$ 9,293.31	No	Boonton Town	Morris County
JENNES NAILS & SPA LLC	7/19/2024	\$ 22,375.77	No	Chatham	Morris County
La Vida Salon and Spa LLC	7/19/2024	\$ 42,528.87	No	East Hanover	Morris County
Macculloch Hall Historical Museum Inc	8/14/2024	\$ 42,550.19	No	Morristown	Morris County
Morris County Historical Society	9/18/2024	\$ 46,278.99	No	Morristown	Morris County
JMR Capital Holdings, Inc.	8/7/2024	\$ 12,706.22	No	Whippany	Morris County
V.E.P. MANUFACTURING, INC.	7/31/2024	\$ 18,397.50	No	Jackson	Ocean County
Hal Shoes NJ LLC	8/8/2024	\$ 8,459.71	No	Jackson	Ocean County
Girls on Glen LLC	9/12/2024	\$ 50,000.00	No	Jackson	Ocean County
Satisfi Nutrition Clinic LLC	9/18/2024	\$ 3,467.05	No	Jackson	Ocean County
Talmud Torah Yesodei Hatorah Inc.	7/1/2024	\$ 50,000.00	Yes	Lakewood	Ocean County
YESHIVA NESIVOS HATORAH INC	7/1/2024	\$ 50,000.00	Yes	Lakewood	Ocean County
MEIRA WALDMAN RD LIMITED LIABILITY COMPANY	7/2/2024	\$ 10,052.54	Yes	Lakewood	Ocean County
COCOON CHILDCARE LLC	7/3/2024	\$ 50,000.00	Yes	Lakewood	Ocean County
Yeshiva Stolin Karlin	7/5/2024	\$ 50,000.00	Yes	Lakewood	Ocean County
BNEI TORAH INC	7/9/2024	\$ 50,000.00	Yes	Lakewood	Ocean County
FLAT EX - TIRE REPAIR LLC	7/11/2024	\$ 3,793.75	Yes	Lakewood	Ocean County
Sol & Charlie Auto Body	7/15/2024	\$ 50,000.00	Yes	Lakewood	Ocean County
Kidz Place LLC.	7/19/2024	\$ 8,843.84	Yes	Lakewood	Ocean County
New Jersey Appliance LLC	7/19/2024	\$ 50,000.00	Yes	Lakewood	Ocean County
Walker Trading LLC	7/19/2024	\$ 16,979.49	Yes	Lakewood	Ocean County
CP CAPITAL INC	7/30/2024	\$ 50,000.00	Yes	Lakewood	Ocean County
Stonelock Properties LLC	8/1/2024	\$ 50,000.00	Yes	Lakewood	Ocean County
Terra Financial Solutions Limited Liability Company	8/2/2024	\$ 50,000.00	Yes	Lakewood	Ocean County
Deco Tiles LLC	8/7/2024	\$ 40,782.14	Yes	Lakewood	Ocean County
JEFFREY ZWICK & ASSOCIATES, P.C.	8/7/2024	\$ 50,000.00	Yes	Lakewood	Ocean County
Box Sweetz LLC	8/8/2024	\$ 23,014.07	Yes	Lakewood	Ocean County
The Baby Gift Box LLC	8/8/2024	\$ 50,000.00	Yes	Lakewood	Ocean County
Mach Three LLC	8/13/2024	\$ 13,004.71	Yes	Lakewood	Ocean County
Star Therapeutics LLC	8/19/2024	\$ 49,578.30	Yes	Lakewood	Ocean County
Home Etcetera LLC	8/22/2024	\$ 50,000.00	Yes	Lakewood	Ocean County
Attentive Health LLC	8/27/2024	\$ 44,614.49	Yes	Lakewood	Ocean County
CORNERSTONE EQUITIES URBAN RENEWAL LLC	8/27/2024	\$ 28,922.46	Yes	Lakewood	Ocean County
Kosher On The Nine, LLC	8/28/2024	\$ 50,000.00	Yes	Lakewood	Ocean County
Broad Real Estate Services Inc	9/5/2024	\$ 44,683.99	Yes	Lakewood	Ocean County
Gefen Optical LLC	9/12/2024	\$ 50,000.00	Yes	Lakewood	Ocean County
Infinity Land Services LLC	9/17/2024	\$ 31,765.13	Yes	Lakewood	Ocean County
1515 Pine LLC	9/18/2024	\$ 22,615.50	Yes	Lakewood	Ocean County
Shins express cleaners INC	9/25/2024	\$ 24,310.50	Yes	Lakewood	Ocean County
Fabricated For You LLC	8/6/2024	\$ 34,633.00	No	Toms River	Ocean County
Cornerstone Trading Group INC	8/8/2024	\$ 22,507.44	Yes	Toms River	Ocean County
C'MOI NJ, LLC	8/12/2024	\$ 50,000.00	No	Toms River	Ocean County
AMA Designs & Interiors LLC	8/15/2024	\$ 3,379.75	No	Little Falls	Passaic County
D's Laundromat, Inc.	9/5/2024	\$ 31,057.50	Yes	Paterson	Passaic County
Struck Fitness LLC	8/9/2024	\$ 3,690.42	No	Ringwood Borough	Passaic County
J Martin Productions LLC	8/21/2024	\$ 12,494.33	No	Wayne	Passaic County

BE BE'S NAILS & SPA INC	9/4/2024	\$ 24,075.88	No	Basking Ridge	Somerset County
The Honey & The Moon Holistic Healing LLC	7/5/2024	\$ 50,000.00	No	Hillsborough	Somerset County
Infostat, Inc	7/19/2024	\$ 6,137.94	No	Hillsborough	Somerset County
Park Realty Investments LLC	9/24/2024	\$ 6,438.97	No	Skillman	Somerset County
Paragon Hospitality Group LLC	9/26/2024	\$ 50,000.00	No	Warren	Somerset County
C. SAM VASSALLO, JR., P.C.	7/31/2024	\$ 11,690.05	No	Clark	Union County
Paisa To Go LLC	7/24/2024	\$ 7,641.47	Yes	Elizabeth	Union County
CDM RESTAURANT GROUP INC.	9/19/2024	\$ 50,000.00	No	Garwood Borough	Union County
Special 1 Media	7/31/2024	\$ 11,757.70	No	Springfield	Union County
ALL-CARE PHYSICAL THERAPY & SPORTS TRAINING, LLC	9/26/2024	\$ 50,000.00	No	Union	Union County
Sy & Pat Bagel Co.	7/19/2024	\$ 42,801.26	No	Westfield Town	Union County
CP Studio Westfield LLC	7/24/2024	\$ 50,000.00	No	Westfield Town	Union County
Hygrade Insulators, Inc.	8/15/2024	\$ 21,314.76	Yes	Phillipsburg Town	Warren County
Invertase Brewing Company LLC	9/5/2024	\$ 6,240.57	Yes	Phillipsburg Town	Warren County
2306 Entities		\$ 6,123,751.29			

Small Business Lease Grant

The Small Business Lease Grant supports the growth and success of small businesses and nonprofits by providing grant funding to cover a portion of lease payments. These resources help the establishment and growth of small businesses, while also helping to fill space that is currently vacant and preventing future vacancies. The Small Business Lease Grant is funded through the Main Street Recovery Finance Program (NJ Economic Recovery Act). Of the \$20 million allocated for the program, 40 percent is reserved for businesses located in Opportunity Zone eligible census tracts.

To qualify for the Small Business Lease Grant Program, businesses and nonprofits must enter a new lease, lease amendment, or lease extension that includes at least 250 square feet of street-level office, commercial, or retail space. The lease must have been executed within 12 months prior to the application and applicants must also commit to remaining in the leased space for at least five years. Businesses and nonprofits that receive grants through these programs are required to agree to pay employees going forward for the five-year grant term at least \$15 per hour or 120 percent of the minimum wage. Tipped employees are exempt from the \$15 per hour requirement but must still be paid at least 120 percent of the minimum wage.

Small Business Lease Grant – Q3 2024 Review

The online application opened in October 2021 and will continue to accept applications until funding is exhausted. During the third quarter, 68 applications were approved for a total of \$1.6 million. 78 files were declined and 23 new appeals were filed. These new appeals are still under review with the legal department.

To date the Small Business Lease Grant has approved 636 applications in the amount of \$16M in total. See [NJEDA's Public Information site](#) for a detailed list of all Small Business Lease Grant applications that were approved under delegated authority through the third quarter of 2024.

**Small Business Lease Grant Approvals
Q3 2024**

Applicant Entity	Approval Date	Amount	Eligible Opportunity Zone	City	County
Clarity Fitness LLC	7/1/2024	\$ 11,205.60	Yes	Union	Hudson
The Breakfast Palace L.L.C.	7/2/2024	\$ 7,166.00	Yes	Camden	Camden
Monmouth Academy of Ballet LLC	7/4/2024	\$ 33,450.00	No	Red Bank Borough	Monmouth
Clozetivity of Ocean County LLC	7/4/2024	\$ 45,553.20	Yes	Lakewood	Ocean
Almost Home Bake Oceanport LLC	7/4/2024	\$ 16,752.00	No	Oceanport Borough	Monmouth
UBIF JERSEY CITY LLC	7/4/2024	\$ 22,134.68	No	Jersey City	Hudson
MARTYS HACKENSACK LLC	7/8/2024	\$ 14,280.00	Yes	Hackensack City	Bergen
Nikki B's Beauty Bar, LLC	7/8/2024	\$ 10,480.76	No	Lebanon Borough	Hunterdon
Living Great, L.L.C.	7/8/2024	\$ 9,049.60	No	Fair Lawn Borough	Bergen
Breathe Life Physical Therapy & Wellness LLC	7/9/2024	\$ 16,077.60	No	Cherry Hill	Camden
Honey & Hive Artisanal Ice Cream LLC	7/9/2024	\$ 18,513.60	Yes	Maplewood	Essex
Naillism Corp	7/9/2024	\$ 66,104.65	No	Moonachie	Bergen
ASBURY PARK BREWERY LLC	7/11/2024	\$ 29,821.58	Yes	Asbury Park City	Monmouth
Table Linen LLC	7/12/2024	\$ 66,850.00	Yes	Lakewood	Ocean
Focus Martial Arts LLC	7/18/2024	\$ 38,156.28	No	Middlesex Borough	Middlesex
EYE SAVERS OPTICAL LLC	7/25/2024	\$ 10,080.00	Yes	Jersey City	Hudson
R C FINE FOODS, INC.	7/25/2024	\$ 52,380.00	No	Hillsborough	Somerset
J&D Beer	7/25/2024	\$ 16,560.00	No	Frenchtown Borough	Hunterdon
JOYDEW FOUNDATION, A NJ NONPROFIT CORPORATION	7/25/2024	\$ 27,917.00	No	Ridgewood Village	Bergen
Twisted Family Pretzels LLC	7/25/2024	\$ 13,851.37	No	Allendale Borough	Bergen
JUJU LASH CORP	7/25/2024	\$ 7,660.00	No	Leonia Borough	Bergen
Tiffany's Children's Avenue LLC	8/1/2024	\$ 24,337.41	No	Somerset	Somerset
South Jersey Coping Clinic LLC	8/9/2024	\$ 22,181.59	Yes	Cherry Hill	Camden
BERGEN MARBLE & GRANITE INC	8/9/2024	\$ 40,740.00	No	Ridgefield Borough	Bergen
Stellar Hair 2 LLC	8/9/2024	\$ 16,528.37	No	Haddonfield Borough	Camden
CVJ Asian Market LLC	8/9/2024	\$ 13,301.99	No	Colonia	Middlesex
Next Level Physical Therapy LLC	8/9/2024	\$ 21,171.73	No	Marlton	Burlington
Shaindys Wigs LLC	8/9/2024	\$ 18,956.18	Yes	Lakewood	Ocean
PASTRY CHEF'S BOUTIQUE LIMITED LIABILITY COMPANY	8/15/2024	\$ 24,704.43	No	Brick	Ocean
Jafry Enterprises LLC	8/15/2024	\$ 30,329.00	No	North Brunswick Township	Middlesex
KD SPIRITS LLC	8/16/2024	\$ 18,853.33	Yes	Paterson	Passaic
Golden Phoenix CrossFit LLC	8/16/2024	\$ 15,426.00	No	Sicklerville	Camden
BAO DUMPLINGS OF KENILWORTH LLC	8/16/2024	\$ 14,701.12	No	Kenilworth Borough	Union
ZEUS ELECTRICAL SOLUTIONS LLC	8/16/2024	\$ 8,160.00	No	Scotch Plains	Union
Hear again USA LLC	8/16/2024	\$ 10,907.02	No	Brick	Ocean
KMARTZPACKOUTZ LLC	8/16/2024	\$ 61,711.96	No	Randolph	Morris
Cafe Demi LLC	8/16/2024	\$ 13,290.91	Yes	Teaneck	Bergen
Diamond Business Communications Limited Liability Company	8/22/2024	\$ 10,320.00	Yes	Hamilton	Mercer
Griffys Organics LLC	8/22/2024	\$ 10,680.00	No	Red Bank Borough	Monmouth
Food and Life Enterprise LLC	8/22/2024	\$ 21,770.71	Yes	Palisades Park Borough	Bergen
Kidz at play Recreation Community Service a NJ Nonprofit Corporation	8/22/2024	\$ 31,500.00	Yes	Newark	Essex
Lakewood Gelato LLC	8/22/2024	\$ 26,963.56	No	Toms River	Ocean
LifePrep Education System Inc	8/22/2024	\$ 14,400.00	No	Montvale Borough	Bergen
D' Elegance Salon Spa LLC	8/22/2024	\$ 44,052.00	Yes	Perth Amboy	Middlesex
Stelton Urgent Care LLC	8/22/2024	\$ 34,647.15	No	Piscataway	Middlesex
Bright Beginnings Learning Academy LLC	8/29/2024	\$ 32,666.67	Yes	Jersey City	Hudson
The Woodbridge Area Chamber of Commerce	8/29/2024	\$ 12,000.00	No	Woodbridge	Middlesex
Lash & Brow Boutique LLC	8/29/2024	\$ 12,880.00	No	Bradley Beach Borough	Monmouth
Sol Beauty Lounge LLC	8/29/2024	\$ 10,460.00	No	Kenilworth Borough	Union
Scrubby Pet Solutions LLC	8/29/2024	\$ 43,077.51	Yes	Lakewood	Ocean
Specialized Home Health Care LLC	8/29/2024	\$ 12,934.00	Yes	Passaic City	Passaic
CDM RESTAURANT GROUP INC.	9/2/2024	\$ 37,952.01	No	Garwood Borough	Union
Glouco Bean Holdings LLC	9/9/2024	\$ 22,881.11	Yes	Glassboro	Gloucester
Jackson Deli Inc	9/9/2024	\$ 17,760.00	No	Jackson	Ocean
Sunset Botanica LLC	9/9/2024	\$ 19,600.00	Yes	Roselle Borough	Union
WAYNE RADIOLOGY CENTER CO	9/18/2024	\$ 64,638.38	No	Wayne	Passaic
Rosangelly's LLC	9/20/2024	\$ 28,562.49	No	Westwood Borough	Bergen
Karen Joseph Salon, LLC	9/20/2024	\$ 32,390.40	No	Red Bank Borough	Monmouth
Montclair Indoor Golf Club LLC	9/20/2024	\$ 28,307.68	No	Montclair	Essex
Momentum Dance Academy LLC	9/20/2024	\$ 28,307.68	No	Springfield	Union
ADRY'S MULTISERVICES LLC	9/20/2024	\$ 9,305.40	Yes	Passaic City	Passaic
Grace Nail Salon LLC	9/20/2024	\$ 14,272.00	No	Rochelle Park Township	Bergen
Kanibal Home LLC	9/20/2024	\$ 32,006.88	No	Summit City	Union
Locust Accessories LLC	9/20/2024	\$ 20,650.28	Yes	Lakewood	Ocean
M C DENIMS LIMITED LIABILITY COMPANY	9/27/2024	\$ 57,400.00	Yes	Garfield City	Bergen
JOHANNA JARAMILLO BOUTIQUE L.L.C.	9/27/2024	\$ 8,330.00	Yes	Dover Town	Morris
Jersey City Connections Inc	9/27/2024	\$ 22,136.40	Yes	Union	Hudson
Paintpourri - Chester LLC	9/27/2024	\$ 24,792.47	No	Chester	Morris
68 Entities		\$ 1,676,989.74			

Small Business E-Commerce Support Program

The Small Business E-Commerce Support Program is a \$4 million pilot program funded by the Main Street Recovery Finance Program. The program offers up to \$11,400 in consulting services to eligible restaurants, retailers, and personal care businesses to assist with the development of websites, e-commerce platforms, and digital marketing plans. To be eligible, a restaurant, retail store, or personal care business must be in a commercial location with a physical storefront and meet the U.S. Small Business Administration’s (SBA) definition of a small business. Business type will be verified by NAICS Code, location will be verified via Google maps search results, business registration and good standing will be confirmed by required submission of a NJ Division of Taxation current tax clearance certificate and small business status will be verified using the SBA Table of Small Business Size Standards. Services small businesses can receive include web page design and development, online ordering implementation, online appointment booking implementation, e-commerce design and development, and online marketing plan development. Restaurants and personal care businesses can receive up to \$11,400 in consulting services, while retail stores can receive up to \$10,800.

Small Business E-Commerce Support Program – Q1 2024 Review

The online application opened in March 2023 and will continue to accept applications until funding is exhausted. During the third quarter of 2024, 4 entities were approved for assistance totaling \$39,307.

To date, the Small Business E-Commerce Support Program has approved 249 applications for a total of \$2M. See [NJEDA’s Public Information website](#) for a detailed list of all Small Business E-Commerce Support applications that were approved under delegated authority through the third quarter of 2024.

Small Business E-commerce Support Program - Q3 Approvals					
Applicant Entity	Approval Date	Assistance Amount	City	County	Qualified Opportunity Zone
The Mane Event Beauty Artistry LLC	7/4/2024	\$10,750.00	Cinnaminson	Burlington	N
PC Problems LLC	7/12/2024	\$9,299.00	Madison	Morris	N
Hill's Carib Flava LLC	8/7/2024	\$9,570.00	Paterson	Passaic	N
Lily and Sparrow LLC	9/5/2024	\$9,688.00	Cranford	Morris	N
4 Entities		\$39,307.00			



Tim Sullivan, CEO

MEMORANDUM

TO: Members of the Authority

FROM: Tim Sullivan, Chief Executive Officer

DATE: November 18, 2024

SUBJECT: Credit Underwriting Projects Approved Under Delegated Authority –
For Informational Purposes Only

The following items were approved under Delegated Authority in October 2024:

Premier Lender Program:

- 1) 35 Broad Street LLC (PROD-00314122), located in Carlstadt Borough, Bergen County, is a real estate holding company formed to purchase the project property. The operating company, Cifelli Sausage, LLC, was established in 2023 as a sausage manufacturer and distributor specializing in pork sausage. The Company is an affiliate of Wonder Meats Inc. & Affiliates, an enterprise of commonly owned businesses operating within the meat, beef, and poultry processing industry. ConnectOne Bank approved a \$2,700,000 commercial mortgage, contingent upon a 44.44% (\$1,200,000) Authority participation. Proceeds will be used to purchase the commercial property for company relocation and business expansion. Currently, the Company has 97 employees and plans to create 20 new jobs over the next two years.

New Premier Lender Bank Partner:

- 1) First Bank, a New Jersey state-chartered commercial bank that began operations in April 2007, is headquartered in Hamilton, New Jersey. The bank provides a traditional set of lending, deposit and other financial products and services with an emphasis on commercial real estate and commercial and industrial loans to small to mid-sized businesses and individuals. First Bank's existing and target markets are located in the corridor between New York City and Philadelphia. As of December 31, 2023, they operated twenty-six full-service branches, of which fifteen are in New Jersey, ten in Pennsylvania and one in Florida. First Bank is subject to regulation, supervision and examination by the New Jersey Department of Banking and Insurance and the Federal Deposit Insurance Corporation (FDIC). As of June 30, 2024, total assets were \$3.62 billion, total loans were \$3 billion, and they were staffed with 294 full-time employees. First Bank is committed to helping their clients and communities achieve financial success through revenue growth and job creation. Partnering with NJEDA will provide the bank with another tool to assist current and prospective clients with low-cost financing through loan participations and/or EDA guarantees.

A handwritten signature in blue ink, appearing to read "T. Sullivan", is positioned above a horizontal line.

Tim Sullivan, CEO



MEMORANDUM

TO: Members of the Authority

FROM: Tim Sullivan, Chief Executive Officer

DATE: November 18, 2024

SUBJECT: Economic Transformation Products
Delegated Authority Approvals, Declinations, & Other Actions Q3 2024
For Informational Purposes Only

Technology Innovation Products

Technology Innovation Products creates and manages products targeting emerging and early-stage technology companies to provide various type of investment and financial assistance.

Angel Investor Tax Credit Program

On January 31, 2013, the New Jersey Angel Investor Tax Credit Act was signed into law with Regulations approved by the Members of the Board in June 2013. The New Jersey Angel Investor Tax Credit Program (ATC) establishes credits against corporate business tax or New Jersey gross income tax. When the program was originally approved, the amount of the tax credit was 10%. In 2019, Governor Murphy approved an increase to the amount of the tax credit from 10% to 20%, with a 5% bonus for investors in either NJ certified women- or minority-owned businesses, or businesses located in a state-designated Opportunity Zone or New Markets Tax Credit census tract. Starting with the 2021 program year, the Angel Tax Credit program cap was increased from \$25 million to \$35 million.

Angel Investor Tax Credit Program – Q3 2024 Review

In the third quarter of 2024, the Authority approved eighty-seven (87) ATC investor applications with twenty-two (22) emerging technology businesses benefiting from the ATC Program. Investors in eight (8) companies qualified to receive an additional 5% bonus, which represents approximately 36% of companies for this quarter.

In Q3 2024, there were eight (8) life science companies, thirteen (13) technology companies and one (1) clean energy company with investors approved for the credit. Six (6) were state-certified Minority/Women Business Enterprises, and two (2) businesses based their operations in an Opportunity Zone or New Market Tax Credit census tract.

The average investment amount per application in the life sciences sector was \$311,202.91, the average investment per application in the technology sector was \$258,136.33 and there was an investment of \$300,000 in a clean technology company.

In total, \$4,965,127 in Angel Investor Tax Credits were awarded incentivizing \$24,197,855 in private, equity investments in NJ emerging technology businesses.

Sector	Investment Amount	Tax Credit Amount	Applications	# of Companies	% of Total Invested	% of Total Applications
Life Sciences	\$9,958,493	\$1,801,699	32	8	41.2%	36.8%
Technology	\$13,939,362	\$3,103,428	54	13	57.6%	62.1%
Clean Technology	\$300,000	\$60,000	1	1	1.2%	1.1%
Total	\$24,197,855	\$4,965,127	87	22		

Investors for the following twenty-two (22) companies were awarded tax credits in Q3 2024:

Acuitive Technologies, Inc., based in Allendale, pursues the development of novel biomaterial technologies to improve the repair and regeneration of musculoskeletal tissue.

AlphaROC, Inc., based in Newark, is a data science company developing AI and machine learning SaaS products for use in market research and data analysis. Their flagship product, OCCAM, employs natural language processing and neural network-based predictive models to interpret big data for customer insights and strategic decision making in various sectors (**investors qualify for a bonus as the business is located in a designated Opportunity Zone or New Markets Tax Credit census tract**).

BeAble Education, Inc., based in Lakewood, publishes educational software that identifies and closes the literacy and opportunity gap through the proprietary BeAble IQEngine, using machine learning, automation, and data science to customize an individualized learning path for each child (**the investors qualify for a bonus as the business is a certified Women Business Enterprise**).

Bionex Pharmaceuticals LLC, based in East Brunswick, is a specialty pharmaceutical development company, applying its novel drug delivery technologies to meet unmet medical needs. Bionex's most advanced technology is a novel thin-film drug delivery system that offers many therapeutic benefits such as improved efficacy, patient compliance, and patient acceptability of medications.

Elucida Oncology, Inc., based in Monmouth Junction, is a biotechnology company focused on clinical research, development and subsequent commercialization of life-changing products based on the Target or Clear™ technology of the novel, ultra-small nanoparticle delivery platform. Elucida's work is centered around the detection and treatment of primary solid tumor and metastatic cancers in order to extend and enhance patients' lives.

Endomedix, Inc., based in Montclair, has developed a platform technology that can be used to develop at least 4 separate product categories or intended uses, each with multiple indications for use. These categories include surgical hemostats, tissue sealants, drug delivery and tissue engineering vehicles.

Evergreen Theragnostics, Inc., based in Springfield, is a Contract Development and Manufacturing Organization (CDMO) servicing the radiopharmaceutical industry in developing early-stage molecules. Evergreen is also engaged in research and development of new diagnostic and therapeutic radiopharmaceutical products that it intends to market to US hospitals.

Genomic Prediction, Inc., based in North Brunswick, provides advanced genetic testing for in-vitro fertilization. The Company has developed a novel, genome-wide molecular genotyping

methodology for pre-implantation genetic testing for embryos. Their Preimplantation Genetic Testing (PGT) is a clinical treatment for infertility, but is increasingly used to reduce disease risk.

Halcyon Still Water LLC, based in Red Bank, has developed a platform that leverages unique technology to aggregate a taxpayer's complete financial landscape to prepare tax returns and provide tax expertise by crowdsourcing CPA services.

ImageProVision, Inc., based in Franklin Township, focuses on the automation of microscope image data analysis for the pharmaceutical industry (**investors qualify for a bonus as the business is a certified Minority/Women Business Enterprise**).

Innovera Pharmaceuticals, Inc., based in Monroe Township, specializes in developing unique generic and branded products, including those with technical complexities and niche applications. They have expertise in overcoming development barriers such as patent challenges and establishing vertically integrated pharmaceutical companies. Innovera's generic program focuses on complex drug products with characteristics like technical and scientific complexities, niche applications, intricate manufacturing processes, challenging bio-equivalency or clinical studies, and state-of-the-art analytical testing and R&D facilities. Their dosage forms include topical products, transdermal products, injectables, and various oral dosage forms (**investors qualify for a bonus as the business is a certified Minority/Women Business Enterprise**).

Lambent Data, Inc., based in Princeton, is developing 'OurVisit™', a research-based collaboration software platform and application focused on impacting early childhood development and behavioral health. The software is designed to improve the communication between social service agency heads, social workers, and families, with shared communication, goal setting, resources, and data analytics to improve child outcomes and agency costs.

Lenimentus Pharma LLC, based in Delran, is developing and bringing to market specialized generic pharmaceutical products (**investors qualify for a bonus as the business is a certified Minority/Women Business Enterprise**).

NanoTech Pharma, Inc., based in Hillsborough, specializes in nanomedicine development by converting the off-patent or patent-expiring market drugs into the proprietary, improved, and non-infringing NDA505(b)(2) or ANDA nanoparticle drug products, based on their in-house Nanotechnology Drug Delivery System Platforms. Its pipelines target innovative therapy for cancer, serious infections, and cardiovascular diseases.

Nevakar, Inc., based in Bridgewater, is a specialty pharmaceutical company focused on developing innovative products in the injectable and ophthalmic space.

Paragon Flavors, Inc., based in Rocky Hill, specializes in innovative food ingredient development. Their flagship product, SproutedbyNature™ rice flour, is a result of extensive research into seed sprouting processes, offering a unique alternative to synthetic ingredients. Additionally, their Ole-PBM, derived from upcycled rice bran, provides a sustainable fat alternative for plant-based foods, contributing to environmental conservation efforts. Collaborations with prominent ingredient manufacturers and local contract manufacturing trials highlight their commitment to biotechnology-driven food industry

POM Partners, Inc., based in Newark, provides an emergency communications portal solution for the higher education, healthcare, and enterprise industries (**investors qualify for a bonus as the business operates in an Opportunity Zone or New Markets Tax Credit census tract**).

Princeton Nuenergy, Inc., based in Princeton, is an innovative clean-tech startup company (spun out from Princeton University in 2019) focused on the direct recycling of lithium-ion batteries

from electric vehicles and consumer electronics. The Company has experience handling and recycling aged rechargeable EV batteries, namely those from Tesla vehicles (**investors qualify for a bonus as the business is a certified Minority Business Enterprise**).

Real Estate Innovators, Inc. (DBA HelloArrive), based in Princeton, is an in-house platform tech company designed to provide professionals with temporary furnished housing. The business model relies heavily on AI technology, from unit listings, searches, online applications, background checks, lease signing and customer support. They are currently working on developing a proprietary B2B marketplace which will be a 100% technology/software platform.

Shinkei Therapeutics, Inc., based in Princeton, is a clinical stage CNS (Central Nervous System) disorders focused pharmaceutical company using the 505(b)2 regulatory strategy to repurpose existing pharmaceutical products, for faster and better patient outcomes.

SunRay Scientific, Inc., based in Eatontown, is a global technology company providing novel adhesive conductive solutions for advanced electronic packaging, including semiconductors packaging (**investors qualify for a bonus as the business is a certified Minority/Women Business Enterprise**).

XLink LLC, based in Morris Plains, is a technology company that is researching, developing, testing, and building computer controlled automated machines and systems to be used in the warehouse, distribution, e-commerce, and retail industries.

Please find a detailed list of all ATC applications that were approved under delegated authority during the third quarter of 2024 under Exhibit A.

Angel Investor Tax Credit Program Summary

Since the ATC Program inception in 2013 through Q3 of 2024, NJEDA has approved 3,559 applications and awarded \$130,797,238 in Angel Investor Tax Credits incentivizing \$1,087,184,185 in private sector investments in 170 NJ emerging technology businesses. Of note, date of application approval does not necessarily align to program year. Approvals in each quarter may be reflected in the awarded tax credit amounts for prior or current program years.

A summary of prior year tax credits and unallocated balances is provided in Exhibit B.

NJ Ignite Program

NJ Ignite offers grants to support the rent of early-stage technology and life science companies located in an NJ Ignite approved collaborative workspace. Grants vary in amount. The start-up must commit to work for a specified time at the collaborative space under established agreements in which the workspace will partner to forego an element of the rent to support the business.

As of January 7, 2021, the Governor signed into law the Economic Recovery Act of 2020 (ERA) which resulted in the creation of the NJ Ignite Statutory Program. To ensure continuous NJ Ignite program operations, specific changes were approved by the Board on May 12, 2021, so that the NJ Ignite Pilot Program conforms to the NJ Ignite Legislative Program as outlined in the ERA. These updates included moving the annual reporting deadline to the calendar year end from one year anniversary date, increasing the maximum benefit from \$15,000 to \$25,000, expanding the eligible industries to align with current NJEDA targeted industries, extending the earliest formation date from application date to seven years, and adding two more stackable bonuses for M/WBEs and foreign companies.

NJ Ignite Program – Q3 2024 Review

In the third quarter of 2024, no new Tenant or Workspace applications were received. Two Tenant company applications approved in the previous quarter were closed.

Tenant Name	Workspace Name	Approval Amount	Approval Date	Closing Date
CryoScope Medical	NJIT-VentureLink	\$1,875.00	6/5/2024	08/01/2024
Kenya Technologies	NJIT-VentureLink	\$2,933.10	6/5/2024	08/01/2024
TOTAL		\$4,808.10		

There were no new Workspace approvals in Q3 2024.

NJ Accelerate Program

Through NJ Accelerate, the NJEDA seeks to provide early-stage businesses access to best-in-class Accelerator programs, enabling the tools and support to grow their businesses in the Garden State. The Authority began accepting applications to become an Approved Accelerator during the fourth quarter of 2020. The Program provides up to \$250,000 of direct loan funding via a convertible note to Approved Accelerator Graduates located in New Jersey. NJEDA's funding is in the form of a 10-year note, with a 3% fixed interest rate and no payments for seven years. NJEDA receives warrants in consideration for the financing; the amount of warrant coverage is 50% of NJEDA's note amount. Additionally, Approved Accelerator Graduates located in New Jersey can receive up to six months of free rent in NJ-based co-working spaces. Graduates certified as women- or minority-owned, can receive an additional 5% bonus to the direct loan amount, as well as one additional month of rent. Approved Accelerators may also receive sponsorship of up to \$20,000 to hold events in NJ to encourage their on-the-ground engagement in the State. Additionally, a sponsorship bonus of 5% is available for Approved Accelerators demonstrating meaningful written policies and practices for attracting and promoting companies owned by women and minority persons.

On September 11, 2024, the NJEDA Board approved a new two-year pilot period for NJ Accelerate. The Program's initial pilot period expired on September 20, 2024. The Board authorized the continued utilization of NJ Accelerate's original funding allocation. In addition, delegated authority to the CEO was approved to use up to an additional \$5,000,000 of funding from underutilized related Technology Innovation Products. The Board also approved updates to improve Program effectiveness, including the following:

- Expanded eligibility to Accelerators with a physical space outside the US
- Expanded range of documentation to confirm company workers, beyond salaried employees
- Reduction of the dollar amount for Event Sponsorship Benefit (per event cap was changed to \$2,000 from \$25,000, and the total lifetime cap per Accelerator was updated to \$20,000 from \$100,000)
- Restructuring of the Event Sponsorship Benefit into a grant
- Restructuring of the Rent Benefit by creating NJ Accelerate approved spaces with the same criteria of the NJ Ignite program, and awarding the rent grant directly to the company. In the previous iteration of the Pilot, NJ Accelerate was awarding benefits to approved NJ Ignite coworking spaces for eligible tenant companies.

NJ Accelerate Program – Q3 2024 Review

As of Q3 2024, one Accelerator Program application is currently under review. Additionally, one Accelerator Event Sponsorship request application was received and approved in Q3 2024, and is currently in Closing process.

In terms of benefits for Approved Accelerator Graduates, in the third quarter of 2024, six new applications for the Matching Loan Benefit were received which are under review. Two applications received in previous quarters were approved in Q3 and are currently in the Closing process.

NJ Accelerate Program – Matching Loan Benefit Summary

To date, the NJEDA has received 23 loan benefit applications with 14 approved, of which four were subsequently withdrawn, eight were closed, and two are currently in the Closing process. In addition, three applications were withdrawn prior to approval, and six applications are being reviewed.

Applicant Name	Approved Accelerator	Approved Amount	Disbursed Amount	Approval Date	Closing Date
EnvoyatHome, Inc.	University City Science Center	\$50,000	\$50,000	02/09/2022	09/20/2022
SciMar ONE, Inc.	Merck Digital Sciences Studio	\$157,500	\$157,500	11/30/2023	01/11/2024
Celine Biotechnologies, Inc.	Merck Digital Sciences Studio	\$150,000	\$150,000	02/07/2024	03/25/2024
Tandem, Inc.	HAX LLC	\$250,000	\$250,000	02/09/2024	03/28/2024
IndicatorLab, Inc.	Lair East Labs	\$150,000	\$150,000	03/18/2024	05/21/2024
Magic Kids Platform, Inc.	Lair East Labs	\$150,000	\$150,000	03/28/2024	04/29/2024
UCHU Biosensors, Inc.	HAX LLC	\$180,000	\$180,000	03/28/2024	08/05/2024
Firstly Edu Institute	Lair East Labs	\$125,000	\$125,000	06/19/2024	07/18/2024
TOTAL		\$1,212,500	\$1,212,500		

NJ Accelerate Program – List of Approved Accelerators

Accelerator Name	Accelerator Location
Morgan Stanley Inclusive Ventures Lab	New York City, NY
Cleantech Open Northeast	Boston, MA
VentureWell - Aspire Program	Hadley, MA
University City Science Center - Launch Lane (Inactive)	Philadelphia, PA
HAX LLC	Newark, NJ
XRC Ventures	Brooklyn, NY
Merck Digital Sciences Studio	Newark, NJ and Cambridge, MA
Lair East Labs	New York City, NY
LearnLaunch Fund + Accelerator	Boston, MA
Entrepreneurs Roundtable Accelerator	New York City, NY
MetaProp Accelerator	New York City, NY

Angel Match Program

The Angel Match Program was designed to disburse funding from the Small State Business Intuitive (SSBCI), a federal program administered by the US Department of Treasury. New Jersey's share of the \$10 billion federal program is \$255,197,631. SSBCI is designed to cause and result in lending and investment of private capital into small businesses. On September 14, 2022, the NJEDA Board approved the Angel Match Program, the first of six programs launched in NJ under SSBCI. The total Angel Match Program allocation is \$20,197,631. The Authority launched the Program's application on March 13, 2023.

The Angel Match Program provides funding to approved companies in the form of a convertible promissory note. Each note will be from \$100,000 up to \$500,000. The funding amount is determined by matching the NJEDA's funds with investments provided to the company by outside investors on a 1 to 1 basis. The matching investments must be in the form of preferred equity with a defined price per share. The NJEDA's note will be unsecured and have no payments for the first seven years. The note will have a 3% fixed interest rate and a 10-year maturity. NJEDA receives warrants in consideration for the financing; the amount of warrant coverage is 50% of NJEDA's note amount.

Angel Match Program – Q3 2024 Review

In the third quarter of 2024, market interest in the Program continued. The NJEDA received four new applications to the Program in Q3. Three applications for the Angel Match Program were approved in the third quarter that are in process of closing external matching investment funds, a requirement that must be fulfilled in order to close and receive Angel Match funding. During Q3, NJEDA closed and disbursed funds to one applicant, as outlined below.

Applicant Name	Approved Amount	Disbursed Amount	Match Investment	Approval Date	Closing Date
Pocstock, Inc.	\$500,000	\$150,000	\$150,000	06/18/2024	09/17/2024
TOTAL	\$500,000	\$150,000	\$150,000		

Pocstock, Inc. is a digital platform offering diversity content, that provides businesses around the world with licensed stock photography featuring people of color for commercial use in advertising and marketing.

Angel Match Program Summary

Since Angel Match Program's launch in 2023, discussions with various groups including the wider NJ startup and investor community are ongoing. The Program has also been featured in many public presentations and has received significant interest from companies with the potential to leverage the Program. Of note, companies are approved for up to \$500,000, allowing flexibility to close with additional investors towards the maximum cap per company.

To date, the Program has received 12 applications, of which nine were approved, one was withdrawn, and two are under review as of Q3 2024. Of the nine approved, five applications closed and four are currently in the Closing process. The approved and subsequently closed applications accounted for a total of \$2,500,000 in approvals, with \$2,112,500 in funds closed by NJEDA. The approval of the applicants spurred their closing of external investments in the amount of \$2,947,478. A list of applications that have closed can be found below.

Applicant Name	Approved Amount	Disbursed Amount	Match Investment	Approval Date	Closing Date
TLA Innovation, Inc.	\$500,000	\$500,000	\$537,000	06/06/2023	09/28/2023
vipHomeLink Holdings, Inc.	\$500,000	\$462,500	\$462,500	08/18/2023	10/12/2023
AlphaROC, Inc.	\$500,000	\$500,000	\$784,979	09/15/2023	12/08/2023
Princeton Identity Holding Company, Inc.	\$500,000	\$500,000	\$1,012,999	12/22/2023	2/9/2024
Pocstock, Inc.	\$500,000	\$150,000	\$150,000	06/18/2024	09/17/2024
TOTAL	\$2,500,000	\$2,112,500	\$2,947,478		

NJ Entrepreneur Support Program (NJESP)

On March 26, 2020, the NJEDA Board approved the NJ Entrepreneur Support Program (NJESP) to help New Jersey entrepreneurial businesses with limited funding navigate COVID-19 related cashflow constraints, by providing financial support to their existing investors. Through NJESP, investors in NJ entrepreneurial businesses (operating in Innovation Economy sectors) could receive a guarantee (up to 80%, not to exceed \$200,000 per company) for new, qualified bridge loans/convertible notes. The guarantee matures in one year, having an expiration date one year from the underlying note's issue date. If certain financial conditions are met by the company within this one-year term, the note investor could submit a claim to the NJEDA for payment of the guarantee. If the investor converts the note to equity, the Authority will be provided with a warrant for 20% of the guarantee amount, under the same pricing as the investor's conversion pricing on the Authority's standard warrant form. The total program budget was \$5 million.

Entering into 2023, the effects stemming from the pandemic continued to impact the financial system presenting challenges to the startup-focused banking system, similar to the issues identified by NJEDA at the start of the COVID-19 pandemic. In particular, on March 8, 2023, this financial crisis made headlines after a run at Silicon Valley Bank. As a result of these conditions, the investor market became reluctant to extend financial support to startup businesses. In response, the NJEDA decided to provide additional support by reopening the NJ Entrepreneur Support Program in March of 2023. , In April of 2023, the NJEDA Board approved program updates to better suit NJESP to the current market. These updates include allowing new company investors to participate, increasing the total guarantee amount per company to \$400,000 (\$500,000 in total loans), raising the company's maximum number of total employees to fewer than 225 total employees, removing the trailing twelve-month revenue requirement, and updating the eligible company industries to the NJEDA's list of established "targeted industries".

NJ Entrepreneur Support Program – Q3 2024 Review

Following the Program's launch in 2023, announcements were made through various communication channels including all media platforms utilized by the Authority and external outlets such as NJBIZ, Insider NJ, New Jersey Business Magazine, shared by elected officials and more. In Q3 2024, Staff continued to receive significant inbound interest from companies. Multiple companies have the potential to leverage the Program.

In the third quarter of 2024, the Authority approved seven applications. Details on the companies and investors can be found below.

Investor	Company	Amount of Guarantee	Amount of Note/Loan	Approval Date	Closing Date	Guarantee Maturity Date
Raymond Trevisan	Bantr Collective Incorporated	\$8,000	\$10,000	09/05/2024	09/16/2024	06/16/2025
Kenneth Lawrence Colangelo Jr	Bantr Collective Incorporated	\$8,000	\$10,000	09/05/2024	09/19/2024	06/10/2025
Vincent Colangelo	Bantr Collective Incorporated	\$8,000	\$10,000	09/05/2024	09/22/2024	05/13/2025
Madeline Colangelo	Bantr Collective Incorporated	\$20,000	\$25,000	09/05/2024	09/19/2024	04/16/2025
Peter Gerard DeMaria	Bantr Collective Incorporated	\$10,000	\$12,500	09/04/2024	09/16/2024	06/24/2025
Toni Petrozelli DeMaria	Bantr Collective Incorporated	\$10,000	\$12,500	09/04/2024	09/17/2024	06/24/2025
Stephen Bauer	ZSX Medical LLC	\$8,000	\$10,000	09/19/2024	10/05/2024	06/10/2025
TOTAL		\$72,000	\$90,000			

Bantr Collective Incorporated, is a social media platform designed to facilitate discussions about television among its audience. The Company is positioned at the nexus of entertainment, media, research, and technology. Bantr is a Public Benefit Corporation and focuses on fostering social capital, encouraging personal development, and supporting prosocial activities.

ZSX Medical LLC, is a clinical-stage medical device company that is developing Zip-stitch®, a surgical closure platform designed for closing internal surgical incisions in laparoscopic hysterectomy. Zip-stitch consists of a series of attachable clips and a reusable stainless-steel applicator. Zip-stitch clips employ FDA-approved bio-absorbable polymer materials that provide mechanical support and minimize inflammatory response during healing before being safely absorbed into the body. ZSX is currently overseeing an FDA-approved clinical trial that is evaluating the safety and effectiveness of Zip-stitch at five hospitals throughout the United States.

Since the Program’s re-launch in 2023, 24 applications have been received to date. Of these, 3 applications are currently under review, and nine applications were withdrawn. To date, Staff has approved twelve applications for a total of \$344,000 in guarantees. The approval of the applicants incentivized \$430,000 in external investments for the companies. A list of approved applications can be found under Exhibit C.

Venture Products

Venture Products focuses on engagement with angel and venture capital investors to deliver products that catalyze investment that create and sustain job growth in businesses within each of the key sectors.

New Jersey Innovation Fellows

The New Jersey Innovation Fellows program, approved by the Authority’s Board in November 2022, was established following the legislature’s finding that “one of the most difficult challenges for upstart entrepreneurs is forgoing employment to launch their business” and that “for diverse entrepreneurs, this challenge is often exacerbated” and directed the NJEDA “to invest in diverse talent critical to New Jersey having a vibrant ecosystem” through the New Jersey Innovation Fellows program (N.J.S.A. 34: 1B-371).

The program supports first-time entrepreneurs, with “income replacement” grants. This resource creates an opportunity to pursue unique startup business ventures with the security of initial income-replacement funding in the two-year ideation and formation period of their business. Per program policy and in accordance with the legislation, approved teams will be qualified to receive \$200,000 as a base award, and up to \$200,000 in bonuses. Teams may access an additional \$50,000 award on top of the \$200,000 base award if one Entrepreneur verifies residency in a designated Opportunity Zone in New Jersey.

New Jersey Innovation Fellows – Q3 2024 Review

The Authority published the Notice of Funding Availability (NOFA) for the NJIF program on April 29, 2024, for the second round of the Program.

The second round of New Jersey Innovation Fellows applications opened at 10:00 AM on Monday, May 6, 2024, and closed on Monday, July 15, 2024, at 5:00 PM. The second round of NJIF applications saw 40 proposed business ideas submitted, representing 131 individual entrepreneurs across the state. Application reviews are currently underway, verifying that all required documents and eligibility criteria have been met by each applicant. Staff is reaching out to applicants for further clarification or additional materials. Once completeness reviews are finished, applications will be moved into the competitive scoring phase.

The Program has approximately \$7.9M in the allocation remaining as of Q3 2024, after an additional \$2M was approved for the Program in the Governor’s FY2025 Budget towards NJIF AI Cohort. Staff continues to work with Princeton University on the structure of the NJIF AI Cohort mentorship program.

On November 16, 2023, the Board of the Authority approved 10 teams of entrepreneurs representing an aggregate award amount of \$3.6 million in the form of income replacement grants. The 10 teams formed the inaugural cohort of the NJ Innovation Fellows. During Q3 2024, the companies continued their work with their mentors and community advisors. Staff continues to monitor for quarterly compliance requirements.

As of Q3 2024, the following appeal is under review:

Appeals Under Review as of Q3 2024 - NJ Innovation Fellows		
Applicant ID	Business Name/Proposed Business Name	Entrepreneurs
NJIF-00272	Stack Wallet, Inc.	David Talarico, Robert Blau, Karen Talarico
Declination Reason: Application does not demonstrate the requirement that a minimum of 50% of the team be first-time entrepreneurs.		

New Jersey Innovation Evergreen Fund

The New Jersey Innovation Evergreen Act (“Act”) (N.J.S.A 34:1B-288 to 302) was signed into law by Governor Murphy as part of the Economic Recovery Act of 2020 (N.J.S.A. 34:1B-269 et seq.). In April 2022, the Board of the Authority approved specially adopted and concurrently proposed New Jersey Innovation Evergreen Fund regulations (N.J.A.C. 19:31-25 et seq.), which were approved for submission to the Office of Administrative Law for publication in the New Jersey Register as final adopted rules in March 2023. The Act established both the New Jersey Innovation Evergreen Fund (“NIEF”, or “Evergreen Fund”) and the New Jersey Innovation Evergreen Program, which supports the private sector’s investment in high growth New Jersey-based companies. The Program will increase venture capital funding available to the State’s innovation ecosystem and create the conditions necessary for entrepreneurs to succeed.

The Act authorizes the NJEDA to sell up to \$300 million of Corporation Business Tax (CBT) credits through a series of competitive auctions, proceeds of which are to be deposited in the Evergreen Fund to be used for Program investments. The Board approved the sale of \$50 million in tax credits through the inaugural Program auction in December 2022. Based on the outcome of the inaugural auction, participants were approved to purchase the \$50 million of tax credits for an aggregate amount of \$41.1 million. The proceeds of the auction are added to the \$5 million of Program funds received through a FY2023 State budget appropriation to fund initial Evergreen Fund investments and expenses. As of July 26th, 2024, approximately \$30.5 million of unallocated capital remains available for program investments and expenses.

To invest the Evergreen Fund monies, the Program establishes an application process through which venture firms first may apply for designation as a Qualified Venture Firm. Venture firms may apply for designations on a rolling basis, and applications are reviewed in order of submission. Applications for Qualified Venture Firms opened on December 16, 2022, and the Authority has approved 14 Qualified Venture Firms to-date.

Qualified Venture Firms may apply to the Authority to access capital in the Evergreen Fund to make up to two initial Qualified Investments per year into eligible New Jersey-based high-growth businesses. Each request for a Qualified Investment may be as much as the Program investment limit of \$5 million, or up to \$6.25 million for businesses that meet any of the following criteria: i) certified by the State as a “minority business” or “women’s business” pursuant to P.L. 1986, c. 195 (N.J.S.A. 52:27H-21.17 et seq.), ii) considered a NJ university spin-off business, or iii) utilizes intellectual property that is core to its business model and was developed at a NJ-based college or university. The terms of each eligible Qualified Investment will be presented to the Board of the Authority, along with the recommendation for approval of each Qualified Investment. As of July 26, 2024, the Board of the Authority has approved three initial Evergreen Fund Qualified Investments, of which one initial Qualified Investment transaction has been closed and funded.

New Jersey Innovation Evergreen Fund - Qualified Venture Firms Q3 2024 Review

In the third Quarter of 2024, NJIEF has approved its 14th and 15th Qualified Venture Firms (“QVF”) by Staff under delegated authority, as shown below.

Applicant Name	Approval Date
Bullpen Management LLC (“Bullpen”)	07/02/24
Yaax Management Company (“Yaax Capital”)	09/03/24

Bullpen Management LLC, is an early-stage venture capital firm founded in 2011 and headquartered in San Francisco. The firm specializes in investing in "overlooked" companies across various sectors. Committed to diversity, equity, and inclusion, Bullpen actively supports founders from underrepresented backgrounds. The management team consists of three general partners: Paul Martino, Duncan Davidson, and Eric Wiesen, along with its investment committee. Together, they manage over \$700 million in assets, with their current active fund investing from a \$150 million pool. Bullpen typically leads post-seed rounds, focusing on companies with approximately \$1 million in annual recurring revenue and making initial investments of \$2-3 million. They have been approved by the Board for a qualified investment of \$3 million in matching capital in the high-growth, woman-led startup The Many Company, based in Passaic, NJ.

Yaax Management Company, founded in 2018, is a venture capital firm headquartered in Mexico City, focused on the emerging cannabis-related industry. Co-founded by John Farrell and Andres Azcarraga Riveria Torres, the firm focuses on early-stage and scale-up companies across the U.S., Europe, and Latin America. Most recently, Yaax closed its \$12 million Fund II in December 2023, primarily investing in Seed and Series A funding rounds within key sectors such as software technology, biopharma, medicinal applications, and industrial solutions. To date, Yaax has completed over 23 investments in Fund II. Additionally, the firm has been approved by the Board for a qualified investment of \$400,000 in matching capital in Ricovr Healthcare, a high-growth startup based in Princeton, NJ.

Clean Energy Products

Clean Energy Products supports businesses and organizations across a wide range of technology areas including energy efficiency, solar, battery storage, offshore wind, zero emission vehicles, hydrogen, geothermal, and others with products aimed to reduce greenhouse gas and pollutant emissions.

New Jersey Zero-emission Incentive Program (NJ ZIP)

Launched in April 2021, the Phase 1 NJ ZIP pilot established a first-come, first-serve voucher-style program to reduce the upfront cost to purchase zero-emission vehicles for eligible applicants, with a focus on the adoption and use of zero-emission medium-duty vehicles in the four pilot communities of greater Newark, greater New Brunswick, greater Camden, and the Greater Shore Area.

New Jersey Zero-emission Incentive Program Phase 2 – Q3 2024 Review

In July 2022, the Board approved a second phase of the NJ ZIP pilot, with a voucher pool of \$45 million. While the overarching structure of the pilot remained unchanged, the second phase of this pilot included two major eligibility changes from the first phase – to expand eligibility to include

heavy-duty vehicle classes to Purchaser Applicants statewide – and provide updated support structures for pilot participants, including the development of a technical assistance mechanism.

NJ ZIP Phase 2 implemented a phased launch approach for Vendor and Purchaser applications. First, a zero-emission vehicle Vendor must apply to become an approved Vendor. Vendors applied for Phase 2, from October 18, 2022, through November 22, 2022, and the Program received 32 Vendor applications that were reviewed and approved on a rolling basis. In Q3 2024, no new vendor applications were reviewed or approved.

Applications for Purchasers opened April 18, 2023, and closed on July 13, 2023, and were fully subscribed with \$13,500,000 in applications on a waitlist.

Since its launch through the third quarter of 2024, NJ ZIP Phase 2 has approved a total of 131 applications, amounting to \$51,145,550 in vouchers, facilitating the addition of 403 new zero-emission vehicles to New Jersey's roads. Of note, 26 applications were withdrawn post-approval, amounting to \$39,002,750 in vouchers for 105 applications. In Q3 2024, the Program approved 10 applications for a total of \$1,633,100 in vouchers. These vouchers will support adoption of 19 new, zero-emission vehicles operating in the State of New Jersey.

New Jersey Zero-emission Incentive Program Phase 2 – Q3 2024 Approvals

Please find a detailed list of all Purchaser applications that were approved for NJ ZIP Phase 2 under delegated authority during the third quarter of 2024, in Exhibit D.

Commuter and Transit Bus Private Carrier Pandemic Relief and Jobs Program

In July 2022, the Board approved the first phase Commuter and Transit Bus Private Carrier Pandemic Relief and Jobs Program (“Program”). The Relief and Jobs Program is a one-time grant initiative to help commuter and transit bus companies offset COVID-19 revenue losses and retain or create jobs. Funded by the American Rescue Plan Act of 2021, New Jersey allocated \$25 million to the program. Grants include a flat \$500,000 to cover overhead costs and additional funds based on total vehicle revenue miles, capped at unmet need. The application period opened in March 2022 resulted in 13 awarded grants, with all approvals and disbursements completed by Q4 2022.

Commuter and Transit Bus Private Carrier Relief and Jobs Program Phase 2

On November 16, 2023, the NJEDA Board approved funding for Phase 2 of the Commuter and Transit Bus Private Carrier Relief and Jobs Program. An amendment to the award calculator was approved on February 7, 2024. Similar to Phase 1, Phase 2 provides one-time grants to eligible commuter and transit bus companies in New Jersey to address ongoing revenue losses due to reduced ridership from remote work post-pandemic.

Supporting the private carrier industry aids community well-being, maintains essential transportation services, and fosters economic resilience. These grants address financial challenges, support job retention and creation, and benefit New Jersey residents reliant on commuter bus services. To receive funding, applicants must meet the eligibility criteria. Funds are allocated based on a predefined formula, primarily on the proportional share of vehicle revenue miles (VRM) in New Jersey for 2022. The maximum award will not exceed the applicant’s unmet need, defined as 2022 revenue losses minus other relief funds received.

Phase 2 includes milestone-based disbursements; half of the funds are provided after the grant agreement is completed, and the rest is dependent on NJ Transit’s 2024 review of peak vehicle

needs. If NJ Transit finds fewer vehicle requirements or reduced service, the remaining funds will be forfeited and redistributed.

Phase 2 of the program opened Tuesday, March 5th, 2024. The deadline to apply was Thursday, March 28th, 2024.

Commuter and Transit Bus Private Carrier Relief and Jobs Program Phase 2 – Q3 2024 Review

In Q2 2024, the Program received a total of 10 applications. Out of these, two were declined over Q2 and Q3. The two declined applications were subsequently re-reviewed, and the declinations were rescinded in the third quarter. All 10 applications are under final review ahead of a final award decision.

New Jersey Clean Energy Loans (NJ CELs)

The New Jersey Clean Energy Loans (NJ CELs) program was designed to disburse funding from the State Small Business Credit Initiative (SSBCI), a federal program administered by the US Department of Treasury. New Jersey's share of the SSBCI program is \$255,197,631. SSBCI is designed to cause and result in lending and investment of private capital into small businesses. On November 16, 2022, the NJEDA Board approved the creation of the Clean Energy Business Financing Program ("New Jersey Clean Energy Loans" or "NJ CELs"), one of six programs in NJ under SSBCI. The total NJ CELs allocation is \$80,000,000.

Following the initial NJEDA Board approval in November 2022 for the Program's creation, an amendment was approved by the NJEDA Board on February 8, 2023, to broaden the eligibility criteria for private lenders, in order to facilitate the deployment of SSBCI funds within the required timeline for NJ CELs. The Authority launched the NJ CELs application on April 19, 2023. On March 7, 2024, another amendment was approved by the NJEDA Board pertaining to transaction size, collateral, reporting requirements, delegated authority, and loan forgiveness.

NJ CELs is a co-lending program that offers loans to eligible small businesses seeking to finance eligible clean energy projects, or the expansion of eligible clean energy businesses. NJEDA loans must be matched at least 1:1 with a loan from a private lender. NJEDA loans under NJ CELs can range between \$250,000 and \$10,000,000, with terms between one and 25 years, and an interest rate that is 3-5% below the private lender's interest rate. Applicants who are Minority-, Women-, or Veteran-owned businesses and/or are located in an Overburdened Community in NJ are eligible for special terms. Applicants must meet the eligibility criteria and score a minimum of 50 points out of 100 points in order to receive financing. Complete applications are reviewed on a rolling basis to verify basic eligibility criteria and evaluated based on the standardized scoring criteria. NJEDA also conducts an underwriting of all applications. All loans must meet a minimum Global Debt Service Coverage Ratio (GDSCR) of 1.00x. Since the Program's inception, strategic efforts have been undertaken to market NJ CELs extensively, both to prospective borrowers and prospective co-lenders. NJ CELs has been featured in numerous newsletters and presentations, including being showcased by U.S. Treasury at an SSBCI regional convening to highlight how states are using SSBCI funds to support clean energy goals.

New Jersey Clean Energy Loans (NJ CELs) – Q3 2024 Review

In Q3 2024, there was a concerted effort to market the NJ CELs program to both targeted and broad audiences, including through cross-pollination across internal NJEDA teams, attendance and presentations at conferences and events, and targeted outreach to key industry groups and stakeholders.

In the third quarter of 2024, there were no new application submissions for NJ CELs. The total number of NJ CELs applications received to date remains at 14, unchanged from Q2 2024. Two applications were withdrawn this quarter, one of which was submitted in Q1 2024 and the other in Q2 2024. One application, submitted in Q2 2024, is currently under review. Of the total applications received, nine were withdrawn prior to this quarter and two were withdrawn in Q3 2024.

As of Q3 2024, NJ CELs has two closed loans, both of which were approved in Q1 2024 and closed in Q2 2024. Details on the approved companies can be found below.

NJ CELs					
	Applicant Name	PROD #	Loan Amount	Approval Date	Closing Date
1	Amergy Solar Inc.	PROD-00312715	\$500,000	01/12/2024	05/22/2024
2	Solar Landscape LLC	PROD-00314195	\$10,000,000	03/07/2024	06/26/2024
	NJ CELs TOTAL		\$10,500,000		

Amergy Solar Inc. is a NJ-certified minority-owned business located in an overburdened community; and Solar Landscape LLC is also located in an overburdened community. Both of these applicants will be counted towards SSBCI's Socially and Economically Disadvantaged Individuals ("SEDI") target for deployment of funds.

Manufacturing, Incentives & Tax Credits (MIT)

Manufacturing, Incentives & Tax Credits manages a suite of products designed to support the growth of the State's economy with a focus on strategic sectors.

New Jersey Film and Digital Media Tax Credit Program

Originally created under the Garden State Film and Digital Media Jobs Act, P.L. 2018, c. 56, the New Jersey Film and Digital Media Tax Credit Program provides a credit against the corporation business tax and the gross income tax for certain expenses incurred for the production of certain films and digital media content in New Jersey. Under the Film Tax Credit Program, applicants are eligible for a tax credit equal to 35% of qualified film production expenses, or 30% of qualified film production expenses incurred for services performed and tangible personal property purchased for at a sound stage or other 30-mile radius of the intersection of Eighth Avenue/Central Park West, Broadway, and West 59th Street/Central Park South, New York, New York. Under the Digital Media Tax Credit Program, applicants are eligible for 30% of qualified digital media production expenses and 35% for qualified digital media production expenses purchased through vendors whose primary place of business is located in Atlantic, Burlington, Camden, Cape May, Cumberland, Gloucester, Mercer, or Salem County.

On April 13, 2022, the Board approved the delegations of authority for the New Jersey Film and Digital Media Tax Credit Program. Film Tax Credit applications seeking \$10 million or less, and

Digital Media Tax Credit applications seeking \$3 million or less in tax credits can be approved under the updated delegations of authority.

New Jersey Film and Digital Media Tax Credit Program – Q3 2024 Review

In the third quarter of 2024, there were 15 film tax credit applications approved under delegated authority for a total of \$39,037,862.

Film Tax Credit - Q3 2024 Approvals				
	Applicant Name	PROD #	Award Amount	Approval Date
1	badjetlag inc.	PROD-00313994	\$1,682,003	7/3/2024
2	Eye on the Ball Enterprises, Inc.	PROD-00311339	\$8,112,843	7/3/2024
3	Lucky 8 TV, LLC	PROD-00311685	\$3,128,778	7/14/2024
4	The HKB Film Co. LLC	PROD-00314453	\$90,865	7/17/2024
5	Stranglehold The Film Inc	PROD-00315537	\$1,140,148	7/26/2024
6	Beyond the Rush, LLC	PROD-00313998	\$1,151,712	8/1/2024
7	DIYD LLC	PROD-00315677	\$968,298	8/1/2024
8	PINK TOES LLC	PROD-00315889	\$1,931,513	8/14/2024
9	Dead Giveaway LLC	PROD-00315860	\$275,645	8/21/2024
10	Eden Condominiums LLC	PROD-00316076	\$404,680	8/21/2024
11	Here's Yianni, LLC	PROD-00308711	\$1,274,429	8/21/2024
12	Lemonade Blessing LLC	PROD-00315790	\$152,846	8/21/2024
13	WB Studio Enterprises Inc.	PROD-00313934	\$4,740,925	9/6/2024
14	Dish Served Cold Productions, LLC	PROD-00315713	\$9,349,858	9/11/2024
15	Hotel Theresa Production Inc.	PROD-00314512	\$4,633,319	9/20/2024
	FILM TOTAL		\$39,037,862	

In Q3 2024, there were no digital media applications approved under delegated authority.

New Jersey Manufacturing Voucher Program (NJ MVP)

On October 12, 2022, the NJEDA Board approved the New Jersey Manufacturing Voucher Program (NJ MVP). The New Jersey Manufacturing Voucher Program will provide equipment grants sized at 30% – 50% of the cost of the eligible equipment (including installation) up to a maximum award amount of \$250,000. The Program will target the State’s manufacturers within targeted industries that will purchase equipment that integrate advanced or innovative technologies, processes, and materials to improve the manufacturing of products. The Program will offer bonuses focused on certified women, minority, veteran owned businesses (W/M/V/BE), opportunity zones, purchasing manufacturing equipment in New Jersey as well as bonuses for companies that have a collective bargaining agreement in place. NJ MVP is also committed to supporting small businesses by awarding manufacturers with under 100 Full Time Equivalent employees (FTE), higher award percentages. In addition, applications will be accepted on a rolling basis and remain open until all funds are committed.

On March 8, 2023, the Board approved to increase the available funding from \$20,000,000 to \$33,750,00 less \$1 million for administrative expenses available to support New Jersey manufacturers’ access to manufacturing equipment needed to become more efficient, productive, and profitable.

New Jersey Manufacturing Voucher Program Phase 1 (NJ MVP) – Q3 2024 Review

The NJ MVP application launched on March 8, 2023, and the Authority received 267 applications as of May 1, 2023, totaling \$37,625,049.28. Applications received beyond the available funding (\$33.75M) that were placed on a waitlist, were reviewed, processed, and if needed, are eligible to be funded with the utilization of up to \$4,000,000 of the \$20,000,000 from funds from the Fiscal Year 2024 (FY2024) budget to capitalize NJ MVP, New Jersey Manufacturing Voucher Program Phase 2.

Below is a list of all NJ MVP Phase 1 applications that were withdrawn, declined, or approved, under delegated authority during the third quarter of 2024. Please see Exhibit E for a list of disbursements under NJ MVP Phase 1 during Q3 2024.

NJMVP Phase 1 - Q3 2024 Withdrawals		
Applicant Name	Amount	Withdrawn On
Tomasello Winery	\$9,479.53	7/30/2024
IJA Acquisition LLC	\$250,000.00	8/22/2024
TOTAL	\$259,479.53	

NJMVP Phase 1 - Q3 2024 Declinations		
Applicant Name	Amount	Declined On
Vintage Apparel Inc.	\$71,044.66	9/20/2024
J & J SNACK FOODS CORP	\$250,000.00	9/25/2024
Andrew Grossman Upholstery	\$82,250.00	9/25/2024
TOTAL	\$403,294.66	

NJMVP Phase 1 - Q3 2024 Approvals		
Applicant Name	Amount	Approved On
Bioactive Services LLC	\$250,000.00	7/16/2024
OFS Laboratories, LLC	\$159,917.40	7/30/2024
TOTAL	\$409,917.40	

New Jersey Manufacturing Voucher Program Phase 2 (NJ MVP) – Q3 2024 Review

On June 30, 2023, Governor Phil Murphy allocated \$20 million from the Fiscal Year 2024 budget to continue to boost the New Jersey Economic Development Authority’s (NJEDA) New Jersey Manufacturing Voucher Program (MVP).

The New Jersey Manufacturing Voucher Program (NJ MVP) Phase 2 will provide a reimbursement of equipment costs sized at 30% – 50% of the cost of the eligible equipment (including installation) up to a maximum award amount of \$250,000. The Program will target the State’s priority sectors and manufacturers that will purchase equipment that integrate advanced or innovative technologies, processes, and materials to improve the manufacturing of products. The Program will also offer bonuses for eligible applicants that are New Jersey certified women, minority, or veteran owned businesses (W/M/V/BE), that are located in opportunity zone eligible census tracts, that are purchasing manufacturing equipment manufactured or assembled in New Jersey, have a collective bargaining agreement in place, and for manufacturers with fifty (50) or less FTEs. NJ MVP is also committed to supporting small businesses by awarding manufacturers with 100 or less Full Time Equivalent (FTE) employees higher award percentages. Companies with 100 FTEs or less are capped at 50% of the award. Companies with employees over 100 FTE

are capped at 40% of the award. The maximum award amount is \$250,000.

The NJ MVP Phase 2 application launched on February 12, 2024, and the Authority received 142 applications totaling \$24,437,271.47. Applications received beyond the available funding were placed on a waitlist and will be reviewed and processed as funding becomes available.

Below is a list of all NJ MVP Phase 2 applications that were withdrawn under delegated authority during the third quarter of 2024. There were no declinations in Q3 2024.

Please see Exhibit F for a list of all NJ MVP Phase 2 applications that were approved or disbursed in Q3 2024.

NJ MVP Phase 2 - Q3 2024 Withdrawals		
Applicant Name	Amount	Withdrawn On
Integra LifeSciences Corporation	\$250,000.00	9/19/2024
TOTAL	\$250,000.00	



Tim Sullivan, CEO

Technology Innovation Products

Angel Investor Tax Credit Prepared by: Christopher Shyers

NJ Ignite Prepared by: Sara Caddedu

NJ Accelerate Prepared by: Sara Caddedu

Angel Match Program Prepared by: Monika Athwal

NJ Entrepreneur Support Program Prepared by: Monika Athwal

Venture Products

NJ Innovation Fellows Prepared by: Michelle Martinez

New Jersey Innovation Evergreen Fund Prepared by: Deven Patel

Clean Energy Products

New Jersey Zero-emission Incentive Program Prepared by: Lina Rivetti

Commuter and Transit Bus Private Carrier Relief and Jobs Program Prepared by:

John Wisniewski

New Jersey Clean Energy Loans Prepared by: Sebastian Gumbeyi

Manufacturing, Incentives & Tax Credits (MIT)

New Jersey Film and Digital Media Tax Credit Program Prepared by: Matthew Sestrich

New Jersey Manufacturing Voucher Program Prepared by: Ivan Mendez, Gene Palermo

Memo Prepared by: Fariha Sheikh

EXHIBIT A

Q3 2024 Delegated Approvals - Angel Investor Tax Credit

Product	Applicant	Employees in NJ	Company	Investment	Tax Credit
PROD-00314458	James Mazzo Jr.		Acuitive Technologies, Inc.	\$200,000	\$40,000
PROD-00315107	Brent A McNeely		Acuitive Technologies, Inc.	\$50,000	\$10,000
PROD-00315228	Modest & Beth Khovaylo		Acuitive Technologies, Inc.	\$150,000	\$30,000
PROD-00315125	Christopher Mancuso		Acuitive Technologies, Inc.	\$100,000	\$20,000
PROD-00315129	Terrance P. Hanley		Acuitive Technologies, Inc.	\$50,000	\$10,000
PROD-00314411	Alex I Khowaylo		Acuitive Technologies, Inc.	\$1,995,000	\$399,000
PROD-00314412	Alex Khowaylo		Acuitive Technologies, Inc.	\$1,110,000	\$222,000
PROD-00315120	Michael Maguire		Acuitive Technologies, Inc.	\$25,000	\$5,000
PROD-00315123	William and Betsy Finneran		Acuitive Technologies, Inc.	\$50,000	\$10,000
PROD-00314459	Frank Sheehy		Acuitive Technologies, Inc.	\$100,000	\$20,000
PROD-00314414	Richard Myers		Acuitive Technologies, Inc.	\$250,000	\$50,000
PROD-00314942	Sunny Wong		Acuitive Technologies, Inc.	\$100,000	\$20,000
PROD-00315121	Robert Gottlieb		Acuitive Technologies, Inc.	\$80,000	\$16,000
PROD-00314413	Michael Khowaylo		Acuitive Technologies, Inc.	\$600,000	\$120,000
PROD-00314866	Jon Minter		Acuitive Technologies, Inc.	\$150,000	\$30,000

PROD-00315414	Wayne Sarkis Berberian		Acuitive Technologies, Inc.	\$300,000	\$60,000
PROD-00315113	Douglas Gabel		Acuitive Technologies, Inc.	\$500,000	\$100,000
PROD-00315413	Wayne Sarkis Berberian		Acuitive Technologies, Inc.	\$400,000	\$80,000
	18	NJ: 26 Total: 27	Acuitive Technologies, Inc.	\$6,210,000	\$1,242,000
PROD-00315086	Jonathan Luke Elliott Barton		AlphaROC, Inc.	\$50,000	\$12,500
PROD-00314964	David Magerman		AlphaROC, Inc.	\$99,997	\$24,999
PROD-00314378	Kenneth Nakayama		AlphaROC, Inc.	\$50,000	\$12,500
PROD-00314451	Yasmeen Reza		AlphaROC, Inc.	\$9,998	\$2,500
PROD-00314387	Ali Reza		AlphaROC, Inc.	\$49,999	\$12,500
	5	NJ: 11 Total: 12	AlphaROC, Inc.	\$259,994	\$64,999
PROD-00309617	DSYR QOF		Beable Education, Inc.	\$2,000,000	\$500,000
	1	NJ: 38 Total: 44	Beable Education, Inc.	\$2,000,000	\$500,000
PROD-00314193	Siew Lian Chung		Bionex Pharmaceuticals LLC	\$300,000	\$60,000
	1	NJ: 2 Total: 2	Bionex Pharmaceuticals LLC	\$300,000	\$60,000
PROD-00311923	Thomas G. Mendell Dynasty Trust		Elucida Oncology, Inc.	\$126,000	\$25,200
PROD-00311931	Thomas G. Mendell Dynasty Trust		Elucida Oncology, Inc.	\$100,000	\$20,000
PROD-00311933	Ron Rosenstraus		Elucida Oncology, Inc.	\$25,000	\$5,000
PROD-00313322	WALTER P MULLEN		Elucida Oncology, Inc.	\$12,500	\$2,500
PROD-00313384	Brett Alan Venteicher Rachel Ann Venteicher JT TEN		Elucida Oncology, Inc.	\$200,000	\$40,000
PROD-00312482	Nora W Wong 2012 Descendants Trust		Elucida Oncology, Inc.	\$150,000	\$30,000
PROD-00312414	Raymond L M Wong		Elucida Oncology, Inc.	\$125,000	\$25,000

PROD-00312224	Gillard Family Intervivos Trust		Elucida Oncology, Inc.	\$10,000	\$2,000
PROD-00313404	Michael J. Burskey Susan H Burskey		Elucida Oncology, Inc.	\$400,000	\$80,000
PROD-00313319	Timothy James Pire		Elucida Oncology, Inc.	\$150,000	\$30,000
PROD-00313588	NEWTON FAMILY LLC		Elucida Oncology, Inc.	\$300,000	\$60,000
PROD-00312793	Gerard J. Daher Revocable Trust 12/31/2013		Elucida Oncology, Inc.	\$25,000	\$5,000
PROD-00313406	Richard Pilnik		Elucida Oncology, Inc.	\$120,000	\$24,000
	13	NJ: 18 Total: 23	Elucida Oncology, Inc.	\$1,743,500	\$348,700
PROD-00311193	Richard Russo		Endomedix, Inc	\$50,000	\$10,000
	1	NJ: 1 Total: 1	Endomedix, Inc	\$50,000	\$10,000
PROD-00311325	Jason Lewis		Evergreen Theragnostics, Inc.	\$10,000	\$2,000
PROD-00311228	Eduard Chodorovsky		Evergreen Theragnostics, Inc.	\$179,993	\$35,999
	2	NJ: 37 Total: 41	Evergreen Theragnostics, Inc.	\$189,993	\$37,999
PROD-00303953	Future Shape II LP		Genomic Prediction Inc	\$275,000	\$55,000
	1	NJ: 23 Total: 29	Genomic Prediction Inc	\$275,000	\$55,000
PROD-00311814	Salim Merchant		Halcyon Still Water, LLC	\$100,000	\$20,000
PROD-00315122	Christopher Spagnuola		Halcyon Still Water, LLC	\$60,000	\$12,000
PROD-00314377	Robert Caulfield		Halcyon Still Water, LLC	\$60,606	\$12,121
PROD-00314908	Kevin Peranio		Halcyon Still Water, LLC	\$500,000	\$100,000
PROD-00314028	GREGORY PHILIP DOMENICUCCI		Halcyon Still Water, LLC	\$50,000	\$10,000
	5	NJ: 12 Total: 14	Halcyon Still Water, LLC	\$770,606	\$154,121
PROD-00312555	The Ranjit S Tinaikar Revocable Trust dated 2-9-18		ImageProVision, Inc.	\$30,000	\$7,500
PROD-00312289	Ravi Koltur NDTCO IRA		ImageProVision, Inc.	\$200,000	\$50,000

	Account no. 1185770				
PROD-00312988	Innovation Ventures Fund 1 LLC		ImageProVision, Inc.	\$25,000	\$6,250
	3	NJ: 1 Total: 1	ImageProVision, Inc.	\$255,000	\$63,750
PROD-00312164	Srinivasa Adimulam		Innovaera Pharmaceuticals, LLC	\$250,000	\$62,500
	1	NJ: 3 Total: 3	Innovaera Pharmaceuticals, LLC	\$250,000	\$62,500
PROD-00312806	Ilona Rozwadowska- Cantor		Lambent Data Inc.	\$10,000	\$2,000
	1	NJ: 2 Total: 2	Lambent Data Inc.	\$10,000	\$2,000
PROD-00310859	KPV LENIMENTUS LLC		Lenimentus Pharma llc	\$1,750,000	\$100,000
	1	NJ: 3 Total: 3	Lenimentus Pharma llc	\$1,750,000	\$100,000
PROD-00314020	Haoming Qu		NanoTech Pharma Inc.	\$200,000	\$50,000
PROD-00314021	Ling Siu Yuen		NanoTech Pharma Inc.	\$500,000	\$125,000
	2	NJ: 11 Total: 13	NanoTech Pharma Inc.	\$700,000	\$175,000
PROD-00310242	NDTCO as Custodian FBO Ashok S. Lalwani		Nevakar, Inc.	\$140,000	\$28,000
PROD-00312385	Arun Pratap Singh		Nevakar, Inc.	\$250,000	\$50,000
PROD-00313495	ASHOK G NIGALAYE		Nevakar, Inc.	\$500,000	\$100,000
PROD-00312386	Puri Family LLC		Nevakar, Inc.	\$500,000	\$100,000
PROD-00312388	Sriram Ramanathan		Nevakar, Inc.	\$1,000,000	\$200,000
PROD-00312387	Anjali Mody		Nevakar, Inc.	\$150,000	\$30,000
PROD-00312384	Ankur Kapoor		Nevakar, Inc.	\$200,000	\$40,000
PROD-00313488	RITU SHARMA CHARITABLE TRUST		Nevakar, Inc.	\$500,000	\$100,000
PROD-00313402	Ram Potti		Nevakar, Inc.	\$500,000	\$100,000
PROD-00315115	NanoCapital II, LLC		Nevakar, Inc.	\$1,000,000	\$200,000
PROD-00312786	W&G Consulting LLC		Nevakar, Inc.	\$285,000	\$57,000
	11	NJ: 29 Total: 29	Nevakar, Inc.	\$5,025,000	\$1,005,000

PROD-00308561	SoundBoard Venture Fund, LP		Paragon Flavors, Inc.	\$149,999	\$30,000
	1	NJ: 4 Total: 4	Paragon Flavors, Inc.	\$149,999	\$30,000
PROD-00313316	Michael J Reilly		POM Partners, Inc.	\$410,390	\$102,598
PROD-00314124	Silver Park Holdings, LLC		POM Partners, Inc.	\$16,155	\$4,039
PROD-00314374	Scott Jones		POM Partners, Inc.	\$16,491	\$4,123
PROD-00313959	MICHAEL D MCCARTHY		POM Partners, Inc.	\$311,667	\$77,917
PROD-00314199	NATHAN G FINK		POM Partners, Inc.	\$100,000	\$25,000
PROD-00314454	Michelle Shan- Jeschelnig		POM Partners, Inc.	\$200,000	\$50,000
PROD-00314218	Jerry H Labowitz		POM Partners, Inc.	\$600,000	\$150,000
PROD-00314007	Arista Strategy Group, LLC		POM Partners, Inc.	\$50,000	\$12,500
	8	NJ: 6 Total: 8	POM Partners, Inc.	\$1,704,703	\$426,177
PROD-00314906	PENG ZHAO		Princeton NuEnergy Inc.	\$10,000	\$2,500
PROD-00313857	Chao Yan		Princeton NuEnergy Inc.	\$200,000	\$50,000
PROD-00315118	Xiaofang Yang		Princeton NuEnergy Inc.	\$10,000	\$2,500
PROD-00314011	Pacific Premier Trust Custodian FBO Tak-Chuen Kwan Roth IRA		Princeton NuEnergy Inc.	\$106,384	\$26,596
PROD-00313999	JOYSON USA LLC		Princeton NuEnergy Inc.	\$999,989	\$249,997
PROD-00313855	Zhiyong Hu		Princeton NuEnergy Inc.	\$500,000	\$125,000
PROD-00314962	Shi Chen		Princeton NuEnergy Inc.	\$15,007	\$3,752
	7	NJ: 19 Total: 23	Princeton NuEnergy Inc.	\$1,841,380	\$460,345
PROD-00315007	Santosh Kumar		Real Estate Innovators, Inc	\$10,000	\$2,000
	1	NJ: 1 Total: 1	Real Estate Innovators, Inc	\$10,000	\$2,000
PROD-00312690	Darukh Investments LLC		SHINKEI THERAPEUTIC S INC	\$250,000	\$62,500
	1	NJ: 4 Total: 4	SHINKEI THERAPEUTIC S INC	\$250,000	\$62,500

PROD-00306362	SoundBoard Venture Fund, LP		SunRay Scientific Inc	\$250,000	\$62,500
	1	NJ: 12 Total: 13	SunRay Scientific Inc	\$250,000	\$62,500
PROD-00310380	Jay and Anne Jablonski		Xlink, LLC	\$153,000	\$30,600
PROD-00310375	James Stephen DuBroff		Xlink, LLC	\$49,680	\$9,936
	2	NJ: 3 Total: 3	Xlink, LLC	\$202,680	\$40,536
Grand Total	87			\$24,197,855.00	\$4,965,127.00

EXHIBIT B

Q3 2024 Program Summary - Angel Investor Tax Credit

Program Year	# of Declined Applications	# of Approved Applications	# of Approved Companies	Annual Tax Credit Allocation	Approved Tax Credits	Allocated Amount Remaining	Program Open/Closed
2013	0	28	5	\$25,000,000.00	\$1,407,315	\$23,592,684.80	Closed
2014	7 withdrawn/5 declined	174	20	\$25,000,000.00	\$5,363,927	\$19,636,073.00	Closed
2015	3 withdrawn/32 declined	212	27	\$25,000,000.00	\$5,008,169	\$19,991,830.75	Closed
2016	12 declined	247	31	\$25,000,000.00	\$8,357,418	\$16,642,582.00	Closed
2017	3 declined	256	39	\$25,000,000.00	\$11,177,610	\$13,822,390.00	Closed
2018	14 withdrawn	244	45	\$25,000,000.00	\$10,650,387	\$14,349,613.00	Closed
2019	7 withdrawn/4 declined	161	32	\$25,000,000.00	\$3,310,934	\$21,689,066.00	Closed
2020	17 withdrawn/1 declined	667	52	\$25,000,000.00	\$22,324,094	\$2,675,906.00	Closed
2021	24 withdrawn/3 declined	613	61	\$35,000,000.00	\$21,782,624	\$13,217,376.00	Closed
2022	35 withdrawn/5 declined	496	34	\$35,000,000.00	\$19,837,718	\$15,162,282.00	Closed
2023	15 withdrawn	411	32	\$35,000,000.00	\$18,676,458	\$16,323,542.00	Open
2024	2 withdrawn	41	9	\$35,000,000.00	\$2,177,155	\$32,822,845.00	Open

EXHIBIT C

Approvals as of Q3 2024 - New Jersey Entrepreneur Support Program

Investor	Company	Amount of Guarantee	Amount of Note/Loan	Approval Date	Closing Date	Guarantee Maturity Date
Daniel Lewis	TLA Innovation, Inc.	\$92,000	\$115,000	11/03/2023	02/05/2024	08/07/2024
John Maher and Angela Maher	ZSX Medical, LLC	\$40,000	\$50,000	03/12/2024	04/12/2024	02/25/2025
David S Cohen	ZSX Medical, LLC	\$40,000	\$50,000	03/13/2024	04/12/2024	03/11/2025
Madeline Colangelo	Bantr Collective Incorporated	\$80,000	\$100,000	04/12/2024	05/08/2024	11/23/2024
Jonathan Panter	Bantr Collective Incorporated	\$20,000	\$25,000	04/13/2024	05/06/2024	03/08/2025
Raymond Trevisan	Bantr Collective Incorporated	\$8,000	\$10,000	09/05/2024	09/16/2024	06/16/2025
Kenneth Lawrence Colangelo Jr	Bantr Collective Incorporated	\$8,000	\$10,000	09/05/2024	09/19/2024	06/10/2025
Vincent Colangelo	Bantr Collective Incorporated	\$8,000	\$10,000	09/05/2024	09/22/2024	05/13/2025
Madeline Colangelo	Bantr Collective Incorporated	\$20,000	\$25,000	09/05/2024	09/19/2024	04/16/2025
Peter Gerard DeMaria	Bantr Collective Incorporated	\$10,000	\$12,500	09/04/2024	09/16/2024	06/24/2025
Toni Petrozelli DeMaria	Bantr Collective Incorporated	\$10,000	\$12,500	09/04/2024	09/17/2024	06/24/2025
Stephen Bauer	ZSX Medical LLC	\$8,000	\$10,000	09/19/2024	10/05/2024	06/10/2025
TOTAL		\$344,000	\$430,000			

EXHIBIT D

Q3 2024 Purchaser Approvals - New Jersey Zero-emission Incentive Program Phase 2

Name of the Applicant	Vendor	Purchaser Location	SBE	MBE	WBE	VOB	Driving in EJ community?	# of Vehicles Intended to be purchased	Approved Voucher Amount	Approval Date
Wonder Wax Glam Studio LLC	GreenPower Motor Company, Inc.	Bergen	No	No	No	No	Yes	1	\$185,900.00	8/28/2024
Enat Deliveries LLC	Rivian LLC	Hudson County	Yes	Yes	Yes	No	Yes	1	\$28,600.00	9/18/2024
D&S MANAGEMENT CONSULTING LLC	H.K. Truck Services Inc.	PASSAIC COUNTY	No	Yes	Yes	No	Yes	2	\$185,900.00	7/28/2024
DULCE S EVENT DECOR LLC	H.K. Truck Services Inc.	CLIFTON	Yes	No	Yes	No	Yes	1	\$92,950.00	9/12/2024
J&G BUSINESS SOLUTIONS LLC	H.K. Truck Services Inc.	PATERSON	Yes	Yes	No	No	Yes	1	\$90,350.00	7/31/2024
NATURAL STONE KITCHEN & BATH LLC	H.K. Truck Services Inc.	NEW BRUNSWICK	Yes	Yes	No	No	Yes	2	\$180,700.00	9/11/2024
SEA PROCESSING & CONSULTING LLP	H.K. Truck Services Inc.	PASSAIC	Yes	Yes	Yes	No	Yes	1	\$92,950.00	9/16/2024
VG TECH ASSOCIATES LLC	H.K. Truck Services Inc.	PATERSON	Yes	No	No	No	Yes	1	\$87,750.00	7/23/2024
Ride Man LLC	Quality Truck Center, LLC	Lakewood	Yes	No	No	No	Yes	4	\$328,000.00	8/16/2024

EXHIBIT E

Q3 2024 Approvals - NJ MVP Phase 1 Disbursements

NJ MVP Phase 1 - Q3 2024 Disbursements		
Applicant Name	Amount	Disbursed On

Zenith Precision Inc.	\$37,048.50	7/5/2024
Triad Tool & Die Co.	\$17,197.50	7/5/2024
Marotta Controls, Inc.	\$250,000.00	7/5/2024
American Products Company, Inc.	\$119,841.27	7/5/2024
MAC PRODUCTS, INC.	\$121,390.00	7/5/2024
Rex Lumber Co.	\$22,188.00	7/5/2024
Yespac Inc.	\$250,000.00	7/10/2024
L-E-M Plastics & Supply Inc	\$18,244.07	7/16/2024
Premio Foods	\$250,000.00	7/17/2024
Chiral Photonics, Inc.	\$142,107.11	7/25/2024
Vee Dennis Manufacturing Co.	\$34,950.00	8/6/2024
Sea Breeze Fruit Flavors, Inc.	\$109,835.04	8/13/2024
CLEAR FORMING LLC	\$58,260.00	8/22/2024
Holland Manufacturing Company	\$138,665.70	9/10/2024
Quali-Pack LLC	\$229,996.50	9/16/2024
CUSTOM WELDING INC	\$247,239.30	9/26/2024
Myat, Inc.	\$11,004.00	9/30/2024
Migali Industries, Inc.	\$250,000.00	9/30/2024
Medical Indicators, Inc.	\$13,872.00	9/30/2024
Aii1, LLC	\$39,654.19	9/30/2024
GENSCRIPT USA INCORPORATED	\$76,642.10	9/30/2024
TOTAL	\$2,438,135.28	

EXHIBIT F

Q3 2024 Approvals - NJ MVP Phase 2 Approvals and Disbursements

NJMVP Phase 2 - Q3 2024 Approvals		
Applicant Name	Amount	Approved On
ABELES & HEYMANN, LLC.	\$78,550.80	7/2/2024
MAGNA-POWER ELECTRONICS, INC.	\$112,202.70	7/3/2024
Pallet Brewing Company LLC	\$196,934.06	7/8/2024

HISTOBRIDGE LLC	\$89,250.00	7/8/2024
LTS Lohmann Therapy Systems, Corp	\$250,000.00	7/9/2024
JAKTOOL LLC	\$135,528.75	7/9/2024
BAUMGARDNER FINISHINGS COMPANY LLC	\$176,364.17	7/11/2024
GAR VENTURES LLC	\$250,000.00	7/12/2024
GENSCRIPT USA INCORPORATED	\$250,000.00	7/16/2024
PI METAL PRODUCTS INC	\$78,956.00	7/19/2024
PRECISION ELECTRONIC GLASS, INC.	\$207,144.35	7/22/2024
RAW GENERATION INC	\$250,000.00	7/23/2024
Starborn Industries, Inc.	\$52,009.20	7/23/2024
MAGLIONES ITALIAN ICES, L.L.C.	\$47,853.40	7/27/2024
POWER MAGNETICS, INC.	\$98,963.00	7/29/2024
VQ TECHNOLOGIES LLC	\$102,000.00	7/29/2024
TABATCHNICK FINE FOODS, INC	\$250,000.00	8/2/2024
CORNING PHARMACEUTICAL GLASS, LLC	\$205,384.00	8/5/2024
Entourage Imaging Inc	\$250,000.00	8/6/2024
Amneal Pharmaceuticals LLC	\$250,000.00	8/6/2024
LORDON, INC.	\$42,269.20	8/7/2024
ECOPAVE SOLUTIONS, INC.	\$250,000.00	8/8/2024
Custom Laminations, Inc.	\$223,200.00	8/12/2024
SOLATO USA CORPORATION	\$96,211.45	8/14/2024
INTERNATIONAL MOTOR CONTROLS, INC.	\$148,935.94	8/14/2024
Bcuz Snacks LLC	\$214,173.20	8/16/2024
L & R Manufacturing Company	\$10,692.45	8/20/2024
Blue Diamond Coffee Corporation	\$250,000.00	8/20/2024
Steel Mountain Fabricators, LLC	\$9,590.00	8/21/2024
TRIS PHARMA, INC.	\$250,000.00	8/27/2024
THE FRESH WAVE LLC	\$209,545.00	9/3/2024
Ranger Industries, Inc.	\$117,863.40	9/3/2024
Unicorn Biotechnologies Inc.	\$162,000.00	9/9/2024
Medical Indicators, Inc.	\$74,632.40	9/11/2024

BENDHEIM LLC	\$66,150.00	9/20/2024
TNM COMPONENTS LLC	\$54,406.20	9/27/2024
TOTAL	\$5,510,809.67	

NJMVP Phase 2 - Q3 2024 Disbursements		
Applicant Name	Amount	Disbursed On
CHANK"S USA LLC	\$137,097.64	7/5/2024
V.E.P. MANUFACTURING, INC.	\$201,250.00	7/23/2024
RAM ELECTRONIC INDUSTRIES, INC.	\$49,265.62	7/24/2024
L&Z Tool and Engineering, Inc.	\$48,475.00	8/6/2024
Powpack LLC	\$186,725.00	8/6/2024
WEISS-AUG CO. INC.	\$250,000.00	8/7/2024
JAKTOOL LLC	\$65,086.00	8/15/2024
VIARI CHOCOLATES LLC	\$41,576.18	8/21/2024
Custom Laminations, Inc.	\$223,200.00	9/16/2024
GP PRECISION, INC.	\$233,881.55	9/17/2024
Shahnawaz Food LLC	\$71,481.39	9/30/2024
AMERICAN BUILDING SYSTEMS INTERNATIONAL INC.	\$238,050.00	9/30/2024
TOTAL	\$1,746,088.38	



MEMORANDUM

TO: Members of the Authority

FROM: Tim Sullivan
Chief Executive Officer

DATE: November 18, 2024

SUBJECT: Real Estate Division Delegated Authority for Leases and Right of Entry (ROE)/
Licenses for Third Quarter 2024 *For Informational Purposes Only*

The following approvals were made pursuant to Delegated Authority for Leases and ROE/
Licenses for July 2024, August 2024, and September 2024:

LEASES

<u>TENANT</u>	<u>LOCATION</u>	<u>TYPE</u>	<u>TERM</u>	<u>S.F.</u>
TheWell Bioscience	Bioscience Center Incubator	Month to Month	Month to Month	2200sf
Histobidge	Bioscience Center Incubator	Month to Month	Month to Month	800sf
Molecular Innovation	Bioscience Center Incubator	Month to Month	Month to Month	931sf
Sonder Research X	Bioscience Center Incubator	Month to Month	Month to Month	5445sf
Zena Therapeutics	Bioscience Center Incubator	Lease Renewal	1 year	931sf
Venora Pharma	Bioscience Center Incubator	New Lease	1 year	931sf
MBrace Therapeutics	NJBC Step-Out Labs	New Lease	36.5 months	1682sf
Chobani	NJBC Step-Out Labs	Lease amendment	28 months	5160sf

**LEASES
PROCUREMENT**

The following approvals were made pursuant to Delegated Authority for Procurement. Including the issuance of Task Orders, in July 2024: None to report

RIGHT OF ENTRY/LICENSE AGREEMENTS

The following approvals were made pursuant to Delegated Authority for Rights-of Entry/License Agreements, in July, August and September 2024:

<u>DATE EXECUTED</u>	<u>ENTITY</u>	<u>PROJECT</u>	<u>TYPE</u>	<u>TERM</u>	<u>CONSIDERATION</u>
8/20/2024	NJT	Multiple Transit Rails	Right of Entry or Site License Agreement	1 Year	



Tim Sullivan, CEO

Prepared by: Cyndi Costello