



UNION COUNTY BOARD OF CHOSEN FREEHOLDERS

THURSDAY, MAY 6, 2010

MINUTES OF THE AGENDA SETTING MEETING

Chairman Daniel P. Sullivan called the meeting to order at 7:03pm. Roll call showed Vice Chairman Deborah P. Scanlon, Freeholder Angel G. Estrada, Freeholder Bette Jane Kowalski and Freeholder Alexander Mirabella were present.

Freeholder Rick Proctor, Freeholder Rayland Van Blake and Freeholder Nancy Ward were absent.

Also present were County Manager George W. Devanney, County Counsel Robert E. Barry, Esq. and Clerk of the Board Nicole L. DiRado.

The Prayer and Salute to the Flag were led by the Clerk of the Board.

Freeholder Mohamed S. Jalloh entered the meeting at this point.

The statement of compliance with the Open Public Meetings Act was read by the Clerk of the Board.

APPROVAL OF COMMUNICATIONS

Note and File

Oaths of Office

- . Union County Human Services Advisory Council: Ruben Coellar, Clare Elton and Susan Spurr
- . Senior Citizen & Disabled Resident Transportation Advisory Board: Patricia Rufolo
- . Union County Transportation Advisory Board: Stephen Thorpe
- . Union County Air Traffic and Noise Advisory Board: Jerome Feder and Jeffrey Robinson



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RESOLUTIONS

OFFICE OF THE COUNTY CLERK

Joanne Rajoppi, County Clerk

1. Authorizing the County Manager to enter into a contract with **Sequoia Voting Systems, Inc., Denver, Colorado**, to grant a license to use the WinEds elections management software for the 2010 elections for the contract period of April 1, 2010 through March 31, 2011 in the amount of **\$22,791.32. (CHAIRMAN SULLIVAN)**

Freeholder Kowalski asked how the County will benefit by the software mentioned in item #1. County Clerk Rajoppi explained that WinEds software allows the voting machines to read and total the calculations. She stated that there are 438 voting districts in Union County.

Freeholder Kowalski asked how they were calculated prior to the use of this type of software. County Clerk Rajoppi stated that at one time it was done by hand, then in 1998 the County purchased a computer system that took many hours to calculate the votes. She stated that with WinEds software they are usually finished by 10:00pm or 10:15pm at the latest.

Freeholder Van Blake and Freeholder Ward entered the meeting at this point.

DEPARTMENT OF ADMINISTRATIVE SERVICES

M. Elizabeth Genievich, Deputy County Manager / Director

1. Authorizing the County Manager to award the proposed contracts obtained through advertised public bidding in accordance with the **Local Public Contracts Law N.J.S.A. 40A:11-1 et seq. (CHAIRMAN SULLIVAN)**
 - a. Department of Administrative Services, Division of Motor Vehicles and Department of Public Safety, Division of Emergency Management: First Priority Emergency Vehicles, Inc., Manchester, New Jersey, to purchase one (1) utility truck with fire hose tender conversion. This vehicle would be turned over to the Kenilworth Fire Department to operate as part of their Neptune System in the amount of **\$151,669. {Funded by a Homeland Security Grant}**

Freeholder Estrada asked if the County has a contract with the Kenilworth Fire Department for item 1 "a." Deputy County Manager Genievich explained that it is a shared service agreement with all the municipalities in Union County, but the equipment is stowed in Kenilworth. She added that the utility truck is a like a pumper truck without wheels and is portable and is used for four alarm fires.



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- b. Department of Engineering, Public Works and Facilities, Division of Facilities Management: Allied Fire & Safety Equipment Co., Inc., Neptune, New Jersey, to provide fire sprinkler services, repairs, and replacements to the equipment of the same manufacturer type and size installed at various buildings within the County of Union for a period of twenty-four (24) consecutive months with a twenty-four month extension option in the amount of **\$297,810**.
 - c. Department of Public Safety, Division of Police: SeaArk Marine Inc., Monticello, Arkansas, to purchase and deliver a Marine Patrol Vessel to be operated by the Union County Police Department on, but not limited, to the waters of New York Harbor, including Raritan Bay, Arthur Kill, Kill Van Kill, Sandy Hook Bay and all other inland waters connected to same and the Atlantic Ocean for a total of **\$190,585**. (The cost of the vessel is being equally born by the Port Authority of New York and New Jersey.)
2. Amending Resolution No. 2008-717, a contract with **Preferred Petroleum Products & Services, Newark, New Jersey**, requesting change order #1 for an additional fund to complete the necessary jobs at fuel dispensing sights for the contract period of November 13, 2008 through November 12, 2010 in an additional amount of \$17,000 for a new total contract amount not to exceed **\$102,604**. **(CHAIRMAN SULLIVAN)**
 3. Amending Resolution No. 2010-288, (BA #10) to change the award to new vendors for Lot #1 and #4 as the original vendor cannot honor the contract. No change in dollar amount from the original award. **(CHAIRMAN SULLIVAN)**

Freeholder Mirabella asked if there was a problem with the original vendor in item #3. Deputy County Manager explained that the contract is for toner cartridges and it has been awarded to the second bidder at the original bid out cost.

Freeholder Estrada asked what happened to the original bidder. Deputy County Manager explained that he reneged on the bid. Freeholder Estrada asked if he is now disqualified. Deputy County Manager said that he is now labeled as a non-responsible bidder.
 4. Authorizing the County Manager to renew the following policies as recommended by the County's insurance broker: **(CHAIRMAN SULLIVAN)**
 - . **Dr. Raymond Lanza**, professional liability policy with Princeton Insurance Company, Princeton, New Jersey for the period of May 1, 2010 through April 30, 2011 in an amount not to exceed **\$16,842.23**. {No increase}



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- . **Prosecutor's** Liability Policy including the DNA Laboratory with Lloyds of London c/o NDAA Insurance Services, Lake Zurich, Illinois for the period of May 1, 2010 through May 9, 2011 in an amount not to exceed **\$151,779**. {An increase of \$16,900}
- 5. Authorizing the County Manager to renew the following policies as recommended by the County's insurance broker for **Rhythm and Blues** and two days for **MusicFest** total coverage of **\$21,300**.

Freeholder Mirabella asked if the insurance mentioned in item #5 is for event insurance. Deputy County Manager Genievich replied, yes, it is insurance in the event of inclement weather.

DEPARTMENT OF CORRECTIONAL SERVICES

Brian Riordan, Director

No requests have been submitted at this time.

DEPARTMENT OF ENGINEERING, PUBLIC WORKS AND FACILITIES

Joseph Graziano, Director

1. Concurring with the **Township of Springfield**, granting permission to close Mountain Avenue from the intersection of Shunpike Road to North Trivett Avenue, and Shunpike Road from the intersection of South Springfield Avenue to the intersection of Mountain Avenue between the hours of 9:30am and 11:30am on Monday, May 31, 2010, for an Annual Memorial Day Parade. **(CHAIRMAN SULLIVAN)**
2. Concurring with the **Borough of Fanwood**, granting permission to the Fanwood Business and Professional Association to close Martine Avenue between South Avenue and La Grande Avenue, and South Avenue between Martine Avenue and Second Street, from 7:00am to 7:00pm on Sunday, June 13, 2010 to hold their Annual Street Fair. **(CHAIRMAN SULLIVAN)**
3. Authorizing the assignment of the professional service contract originally awarded to Medina Consultants, Hamilton, New Jersey to **T.Y. Lin International, Hackettstown, New Jersey**. **(CHAIRMAN SULLIVAN)**
4. Authorizing the assignment of a professional service contract originally awarded to CMX, Manalapan, New Jersey to **Birdsall Service Group, Cranford, New Jersey**. **(CHAIRMAN SULLIVAN)**
5. Authorizing the termination of a contract for construction management services for the Justice Complex Renovations awarded to **Imperial Construction Group** pursuant to



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Resolution No. 323-2004 and amended by Resolution No. 2008-778; and award a professional service contract to **Pinnacle Consulting and Construction Services Inc., Newark, New Jersey**, for construction management services for the work remaining on said project. **(CHAIRMAN SULLIVAN)**

Vice Chairman Scanlon asked for an explanation of item #5. Director Graziano stated that Imperial Construction Group no longer exists. Vice Chairman Scanlon asked if the contract is for the Justice Complex renovations. Director Graziano, replied, yes, it is for that project.

County Manager Devanney interjected explaining further that Pinnacle Consulting and Construction Services, Inc. will be completing the renovations under the same term and conditions as the original contract.

6. Amending Resolution No. 2009-1032, a professional engineering service contract with **Keller & Kirkpatrick, Parsippany, New Jersey**, for the purpose of providing construction support services for the Terrill Road intersection improvement project in the amount of \$25,000 for a new contract amount of **\$255,100. (CHAIRMAN SULLIVAN)**
7. Concurring with the **Township of Cranford**, authorizing the dedication of street signs for the portion of Springfield Avenue fronting Cranford Police Headquarters as "Patrolman Robert F. Hand Plaza." **(CHAIRMAN SULLIVAN)**

Freeholder Kowalski thanked Chairman Sullivan and Director Graziano for their assistance in adding item #7 to the Agenda, given such short notice.

Chairman Sullivan stated that they were happy to oblige.

DEPARTMENT OF FINANCE

Lawrence Caroselli, Director

There were no questions.

1. An amendment to the 2010 Temporary Budget pursuant to the provisions of CH.96, P.L. 1951 (N.J.S.A.40A:4-20). **(FREEHOLDER MIRABELLA)**
2. Cancelling monies appropriated from the 2010 Temporary Budget in order to conform with the final adopted 2010 Budget. **(FREEHOLDER MIRABELLA)**

DEPARTMENT OF HUMAN SERVICES

Frank Guzzo, Director



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1. Authorizing the County Manager to enter into a contract with **NJ TRANSIT, Newark, New Jersey**, to secure funds in the amount of **\$1,570,619** funded by FY 2011 Casino Revenue Fund for the purpose of transporting elderly senior citizens and disabled residents of Union County. {State funding: \$1,570,619} **(FREEHOLDER KOWALSKI)**

Chairman Sullivan asked if the amount in funding has been changed in item #1. Director Guzzo stated that it has been reduced by \$63,000 over the last year. He added that casino revenues are the primary funding source of the Paratransit System. Because of the bad economy, less people are gambling and the revenues have declined. Chairman Sullivan asked if there has been any affect on the service. Director Guzzo stated that he believes that it has been cut by about 150 hours. He said he will provide the exact number of hours at next week's Freeholder Meeting.

Freeholder Van Blake asked if the services are provided by New Jersey Transit. Director Guzzo, replied, no, the County receives the funds and then the County contracts with Veolia Transportation to transport the senior citizens.

Freeholder Estrada asked if item #1 is for a two year contract with Veolia Transportation and asked if it would be possible to re-negotiate parts of the contract for a lower dollar amount. Director Guzzo replied that he believes that the contract is for three years, and they could always negotiate for less money.

2. Authorizing the County Manager to enter into a contract with **Utility Workers Union of America**, to implement the Green Skills – Green Jobs Program as funded by the US Department of Labor Energy Partnership Grant for the period January 16, 2010 through January 30, 2012 in the amount of **\$1,000,840**. {Federal funding: \$1,000,840} **(FREEHOLDER KOWALSKI)**
3. Authorizing the County Manager to enter into a contract with **Mutual of America, Parsippany, New Jersey**, to implement an employee 401 (a) plan to provide benefits to County employees not covered under the Public Employee Retirement System (PERS) for the period of July 1, 2009 through June 30, 2010 in an amount not to exceed **\$182,653**. {Federal funding: \$182,653} **(FREEHOLDER KOWALSKI)**
4. Authorizing the County Manager to utilize \$138,828 in Federal Workforce Investment Act/Financial Sector National Emergency grant dollars from the **New Jersey State Department of Labor and Workforce Development** in the form of individual training contracts as stipulated in the grant agreement for a period of June 1, 2009 through June 1, 2010 in an amount not exceed **\$12,500** for each individual contract. {Federal funding: \$138,828} **(FREEHOLDER KOWALSKI)**

Vice Chairman Scanlon asked for an explanation of item #4. Director Guzzo stated that the State applied for a National Energy Grant to help the Finance sector that has been



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impacted by layoffs or employment reduction in the financial area. He said that the County has received State funding of \$138,000 to train each individual up to \$12,000, but he feels that they will not be using much of these funds allowed and can only be used for that purpose, therefore, the remaining funds will be returned to the State.

Vice Chairman Scanlon commented that it is unfortunate that the money needs to be returned to the State, but she is happy that most of the funds will not be needed.

5. Amending Resolution No. 2009-764, for the continuation of necessary services to welfare clients, including job placement and retention services, to increase grant funding in the amount of \$78,230 for a new funding total of **\$1,642,616**. {State funding: \$78,230} **(FREEHOLDER KOWALSKI)**
6. Amending Resolution No. 2009-555, to allocate additional **Ryan White funds** in the amount of \$37,374.82 for a revised total allocation in the amount of **\$1,591,087.82** to the listed agencies to provide primary medical care, other medical related services and support services to people with HIV/AIDS for the contract period of March 1, 2009 through February 28, 2010. {Federal funding: \$37,374.82} **(FREEHOLDER KOWALSKI)**

Freeholder Estrada asked if the funds in item #6 is the allocation for Union County or is it a combination for Union and Essex Counties. Director Guzzo stated that \$37,000 of Union County's funds is coming from Newark will be used for additional health services in Union County.

7. Authorize the County Manager to award contracts to the various agencies for the period of January 1, 2010 through December 31, 2012 under the **Statewide Respite Care Grant**. Funding for the first year will be in the amount of **\$19,950**. Funding for year two and year three will be contingent upon receipt of additional grant funding from the New Jersey Department of Health and Senior Services. This resolution would further authorize the County Manager to transfer funds among the listed agencies during the contract period should service need change and/or if any of the listed agencies fail to meet the contractual obligation. {State funding: \$7,000; Revenue from clients: \$12,950} **(FREEHOLDER KOWALSKI)**
8. Authorize the County Manager to execute a grant agreement in the amount of **\$15,367** for the contract period of October 1, 2009 through September 30, 2010 for the administration of the Low Income Heating and Energy Assistance Program, including the accurate data entry of verified information in the financial accounting and management information system by staff of the Union County Division of Social Services and to authorize the County Manager to execute same in accordance with law and in acceptance of the obligations under the grant agreement. {State funding: \$15,367} **(FREEHOLDER KOWALSKI)**



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9. Authorizing the County Manager to enter into a contract with **Vocational Adaptive Living Education, Metuchen, New Jersey**, to provide youth awaiting court disposition with services to include, but not limited to mentoring, financial literacy, and social and character building skills in order to enable these youth to avoid delinquent behavior and avoid juvenile justice system involvement for the period of May 1, 2010 through June 4, 2010 in the amount of **\$9,000**. {State funding: \$9,000} **(FREEHOLDER KOWALSKI)**
10. Authorizing the County Manager to enter into a contract with **Rutgers School of Social Work, Institute for Families, Continuing Education Program**, to provide the Youth Service Bureau staff with training in substance abuse issues, to improve delivery of crisis intervention individual/group counseling and case management services to at-risk youth offenders and families, meet state-mandated training objectives for operation of County Family Crisis Intervention Unit, and improve collaboration with other state and local organizations serving similar targeted youth resulting in better cross agency communication and resource sharing in the amount of **\$6,000** for the period of May 19, 2010 through June 9, 2010. {State funding: \$6,000} **(FREEHOLDER KOWALSKI)**
11. Amending Resolution No. 2009-816, increasing grant funding in the amount of \$2,000 for a new total of **\$42,000**. The increased funding will ensure continuation of necessary services to welfare clients, including job placement and retention services. {State funding: \$2,000} **{FREEHOLDER KOWALSKI}**
12. Amending Resolution No. 2010-53, a contract with **Union County College, Cranford, New Jersey**, for the operation of the countywide GED Test Center and for GED Fast Track to reflect a change in the contract period from July 1, 2009 through June 30, 2010. **(FREEHOLDER KOWALSKI)**
13. Amending the current employee 401 (a) plan to bring it to compliance with the Pension Protection Act of 2006 and Final 415 Regulations at no additional cost to the County. The employee 401 (a) plan benefits county employees not covered under the Public Employee Retirement System (PERS) and is administered by **Mutual of America, Parsippany, New Jersey**. **(FREEHOLDER KOWALSKI)**

Freeholder Mirabella stated that there are two items on the Agenda (#3 and #13) that pertain to the PERS System. Director Guzzo stated that that they were under the impression that the first item was adopted, but discovered that it was not, hence, the reason that it is on tonight's Agenda. He stated that the other item is for thirty-six employees who are not eligible under PERS because of State regulations. He explained that over fifteen years ago, Union County was the first to take action to develop a pension plan for these employees. He said the second Resolution amends the Plan pursuant to Federal legislation.



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Chairman Sullivan said that he remembers when that happened.

Director Guzzo explained that most of the County's employees are covered by the PERS Pension Plan.

Director of Finance Larry Caroselli stated that the Police Officers and Firefighters fall under different criteria and are enrolled in PFRS.

14. Amending Resolution 2010-188, to reflect the legal name change of one organization- from Union Hospital WISE Day Care to **YMCA of Eastern Union County – WISE Center** and for Community Hospital Group Muhlenberg Adult Day – Medical to **Community Hospital Group – JFK Adult Medical Day Program** for contracts awarded under an original resolution with funding provided by the Statewide Respite Care Grant 2010-2012. **(FREEHOLDER KOWALSKI)**

DEPARTMENT OF PARKS AND COMMUNITY RENEWAL

Alfred Faella, Director

Director Faella introduced Maureen Tinen, President and Adam Farrah, Vice President of the Union County Economic Development Corporation to discuss the importance of a contract for the Procurement Technical Assistance Program and a contract that supports general economic development services in Union County for high-risk loans, special reports, technical trainings and business mentoring during these current economic conditions.

Ms. Tinen thanked Chairman Sullivan and the Board for their support.

The presentation information is enclosed.

1. Amending Resolution No. 2009-76, a contract with **Harbor Consultants, Cranford, New Jersey**, to provide additional engineering design and construction management services for the Galloping Hill Driving Range Facility for a new contract amount of **\$228,500. (VICE CHAIRMAN SCANLON)**
2. Amending Resolution No. 2009-613, (BA #63) a contract with **J.A. Alexander Inc., Bloomfield, New Jersey**, approving Change Order No. 2 (final) for construction of a driving range at the Galloping Hill Golf Course in the amount of \$76,700 for a new contract amount of **\$1,703,817.20. (VICE CHAIRMAN SCANLON)**
3. Authorizing the County Manager to enter into a contract with the **Union County Economic Development Corporation, Union, New Jersey**, for the purpose of providing general economic development services to the County of Union for the



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contract period of January 1, 2010 through December 31, 2010 in the amount of **\$80,000. (VICE CHAIRMAN SCANLON)**

4. Authorizing the County Manager to enter into a contract with the **Union County Economic Development Corporation, Union, New Jersey**, for the purpose of providing procurement/technical assistance to private businesses in Union County for the contract period of January 1, 2010 through December 31, 2010 in the amount of **\$80,000. (VICE CHAIRMAN SCANLON)**

DEPARTMENT OF PUBLIC SAFETY

Andrew Moran, Director

1. Authorizing the County Manager to award the proposed open ended contracts for goods and services approved in the budget of Union County to the named vendors who hold New Jersey State Contracts 1 NJCP and to utilize the beneficial pricing of same over the course of the year 2010 in accordance with N.J.S.A. 40A:11-12 and N.J.A.C. 5:34-7.29: **(CHAIRMAN SULLIVAN)**
 - a. **Ditschman/Flemington Ford, Inc., Flemington, New Jersey**, to provide vehicles, trucks, class 4, utility/dump with snow plow option in an amount not to exceed **\$100,000.**
 - b. **Textron, Pennsauken, New Jersey**, to provide radio communications equipment and accessories in an amount not to exceed **\$950,000.**
2. Authorizing the County Manager to accept and expend grant funding in the amount of **\$50,000** from the **2009 Urban Area Security Initiative Grant Program** for the purposes of providing training and or equipment to further the goals of the National Incident Management System to responders and support personnel. The State 2004 Appropriations Act, P.L.2004, c.71, and as described by the Division of Local Government Services in Local Finance Notice 2004-21 allows local units to purchase goods from certain federal or New Jersey State Government contracts without the requirement for public bidding pursuant to the Local Public Contracts Law, and, through this resolution and properly executed contracts, the County plans to use such contracts to purchase goods to meet the requirements of the grant. **(CHAIRMAN SULLIVAN)**
3. Authorizing the County Manager to accept and expend grant funding in the amount of **\$258,790.07** from the **Urban Area Security Initiative Grant Program** for the purposes of providing advance Neptune foam training and equipment to fire services. The State 2004 Appropriations Act, P.L.2004, c.71, and as described by the Division of Local Government Services in Local Finance Notice 2004-21 allows local units to purchase goods from certain federal or New Jersey State Government contracts without



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the requirement for public bidding pursuant to the Local Public Contracts Law, and, through this resolution and properly executed contracts, the County plans to use such contracts to purchase goods to meet the requirements of the grant. **(CHAIRMAN SULLIVAN)**

4. Authorizing the County Manager to accept and expend grant funding in the amount of **\$59,379.56** from the **Urban Area Security Initiative Grant Program** for the purposes of procuring advanced detection equipment for the County's HazMat Team. The State 2004 Appropriations Act, P.L.2004, c.71, and as described by the Division of Local Government Services in Local Finance Notice 2004-21 allows local units to purchase goods from certain federal or New Jersey State Government contracts without the requirement for public bidding pursuant to the Local Public Contracts Law, and, through this resolution and properly executed contracts, the County plans to use such contracts to purchase goods to meet the requirements of the grant. **(CHAIRMAN SULLIVAN)**
5. Authorizing the County Manager to enter into an agreement with **Card Data Systems, Absecon, New Jersey**, by utilizing the Bergen County contract as allowable under Local Finance Notice 2009-20, to enable the County to participate in a statewide uniform identification program in the amount of **\$229,455.53**. This project is grant funded through Homeland Security Funds. **(CHAIRMAN SULLIVAN)**
6. Authorizing the County Manager to enter into a per-diem contract with **Christopher Cosgrove, New Providence, New Jersey and Matthew Dunlevy, Summit, New Jersey, Investigators**, to investigate sudden deaths, motor vehicles accidents, hospital deaths and homicides at a per-diem rate of \$15 per hour in an amount not to exceed **\$10,000**. **(CHAIRMAN SULLIVAN)**
7. Authorizing the County Manager to apply, accept and expend a **New Jersey Department of Environmental Protection County Environmental Health Act grant** in the amount of **\$245,070**. This County Environmental Health Act grant will maintain the County's hazardous materials response, solid waste air pollution, noise pollution and water pollution investigation and inspection programs. **(CHAIRMAN SULLIVAN)**

RUNNELLS SPECIALIZED HOSPITAL

Joan Wheeler, Associate Administrator

There were no questions.

1. Authorizing the County Manager to enter into a contract with **Jack & Jill, Morristown, New Jersey**, to purchase ice cream products for the resident/patients at Runnells



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Specialized Hospital for the contract period of July 1, 2010 through June 30, 2011 in the amount of **\$23,000. (FREEHOLDER JALLOH)**

2. Amending Resolution No. 2009-172, (BA #136) a contract with **Inter-Regional Disposal & Recycling, Elizabeth, New Jersey**, to reflect a change in the account number only. **(FREEHOLDER JALLOH)**

OFFICE OF THE COUNTY COUNSEL

Robert E. Barry, Esq., County Counsel

County Counsel Barry, Esq. stated that an Ordinance will be introduced at next week's meeting.

There were no questions.

ORDINANCE

AN ORDINANCE TO AMEND THE LAWS OF UNION COUNTY: ADMINISTRATIVE CODE AND POLICIES AND GENERAL LEGISLATION: BY AMENDING CHAPTER 128 – SMOKING POLICY AND ARTICLE XVIII – DEPARTMENT OF PARKS & COMMUNITY RENEWAL. **(FREEHOLDER ESTRADA)**

OFFICE OF THE COUNTY MANAGER

George W. Devanney, County Manager

There were no questions.

1. Authorizing the County Manager to sign any and all documents necessary to enter into a Memorandum of Agreement with **Park Maintenance. (CHAIRMAN SULLIVAN)**
2. Authorizing the County Manager to enter into a contract with **JANUS Solutions, Hopewell, New Jersey**, to pursue, implement, manage and administer grant funded projects for the period of May 1, 2010 through December 31, 2010 in an amount not to exceed **\$76,000. (CHAIRMAN SULLIVAN)**

FREEHOLDERS

Vice Chairman Scanlon stated that she will have Resolutions for next week's meeting from the Open Space, Recreation and Historic Preservation Trust Fund including a Resolution for Birdsall Engineering and items pertaining to Lenape Bikeway Project which will enhance the continuation of greenways in Union County.



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Freeholder Van Blake and the entire Board asked to join Freeholder Mirabella on congratulating 200 Club of Union County “Medal of Valor” Awards.

FREEHOLDER MOHAMED S. JALLOH

1. Proclaiming May 12, 2010 as “**Law Day**” in Union County.
2. Congratulating the **Volunteers** at Runnells Specialized Hospital on the occasion of their 47th Annual Awards Luncheon.

FREEHOLDER BETTE JANE KOWALSKI

1. Proclaiming the month of May as “**Mental Health Month**” and to encourage and promote mental health awareness and education.
2. Proclaiming the month of May as “**National Community Action Month**” in Union County.

FREEHOLDER ALEXANDER MIRABELLA

1. Appointing the following members to the **Fire Advisory Board** to fill unexpired terms from January 1, 2010 through December 31, 2010:
 - . Joseph Moschello, Summit Fire Department, Representative from Fire Prevention Association.
 - . William Kane, Union County Hazmat Chief.
 - . Thomas McNamara, Acting Chief, City of Elizabeth Fire Department.
 - . Chief Dan Kelly, Westfield Fire Department, Union County Fire Chiefs Association President.
2. Congratulating the following honorees and recipients of the **200 Club of Union County “Medal of Valor”** Awards for their heroic acts performed while in the line of duty:
 - . Captain Thomas Hoffman, Roselle Fire Dept.
 - . Firefighter Christopher Laba, Roselle Fire Dept.
 - . Firefighter Paul Lomba, Roselle Fire Dept.
 - . Officer Rafael Fuentes, Elizabeth Police Dept.
 - . Officer Edward Benenati, Elizabeth Police Dept.
 - . Officer Guido Quelopana, Elizabeth Police Dept.
 - . Officer Christopher S. Baird, Union Police Dept.
 - . Officer Anthony Cavallo, Union Police Dept.
 - . Sergeant Joseph Ventre, New Providence Police Dept.



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- . Officer Joseph DiParisi, New Providence Police Dept.
- . Captain Steven Moncur, Linden Fire Dept.
- . Firefighter Richard Brattole, Clark Fire Dept.
- . Captain Timothy Lavin, Elizabeth Fire Dept.
- . 2009 Winner Officer Jorge Farinas, Elizabeth Police Dept.

3. Supporting the restoration of library funding for **Municipal Public Libraries**.

FREEHOLDER RAYLAND VAN BLAKE

1. Declaring May 6, 2010 as “**National Children’s Mental Health Awareness Day**.”

FREEHOLDER RAYLAND VAN BLAKE AND THE ENTIRE BOARD

1. Recognizing and commending the members of the **Plainfield Garden Club** for the outstanding work they have done with the Cedar Brook Park Shakespeare Garden.

FREEHOLDER NANCY WARD

1. Congratulating **Paul W. Werkmeister** on being named Linden’s 2010 “Outstanding Senior Citizen of the Year.”

VICE CHAIRMAN DEBORAH P. SCANLON

1. Authorizing the County Manager to execute and sign any and all contracts, agreements and documents for the acquisition of approximately .59+/- acres, located at 112 Park Drive, Cranford, New Jersey, for use as open space as an expansion of Nomahegan Park and for the recreational purposes; in conjunction with and for the Union County Office of Open Space, Recreation and Historical Preservation Trust Fund in an amount not to exceed **\$495,000**.

CHAIRMAN DANIEL P. SULLIVAN

1. Proclaiming the week of May 9, 2010 through May 15, 2010 as “**National Police Week**” in Union County.

EXECUTIVE SESSION

To the extent known, the following items will be discussed in Executive Session:

1. Contract negotiations relative to general insurance, health insurance and prescription plans



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2. Contract negotiations with the Union County Improvement Authority relative to the Union County Child Advocacy Center
3. Labor Negotiations with PBA Local 73 - Union County Police Department
4. Potential Real Estate Acquisition

County Counsel Barry stated that pursuant to provisions of the Open Public Meetings Act a public body may enter into Executive Session for the purpose of discussing certain enumerated subjects. This Board will now enter Executive Session for the purpose of discussing contract negotiations relative to general insurance, health insurance and prescription plans, contract negotiations with the Union County Improvement Authority relative to the Union County Child Advocacy Center, Labor negotiations with PBA Local 73-Union County Police Department, Potential Real Estate Acquisition.

The minutes of the Executive Session shall be separated from the minutes of the Open Public Session. The minutes of the Executive Session, redacted as appropriate and necessary, shall be available in approximately 30 days. The Clerk of the Board shall retain the original minutes until such time as the confidential limitations have been removed, at which time they shall be made available.

Upon the Board's return, no formal action will take place on the matters discussed.

Upon a majority vote of the members present, the Board may now retire to Executive Session.

Chairman Sullivan called for a motion to enter Executive Session. On a motion made by Freeholder Mirabella and seconded by Freeholder Van Blake, roll call showed eight members of the Board voted in the affirmative with Freeholder Proctor absent.

Chairman Sullivan called for a motion to return to the Agenda Setting Meeting. On a motion made by Vice Chairman Scanlon and seconded by Freeholder Van Blake, roll call showed seven members of the Board voted in the affirmative with Freeholder Proctor and Freeholder Ward absent.

County Counsel Barry stated that there will be two additional Resolutions and three Ordinances regarding shared service agreements with the Union County Improvement Authority and the Union County Child Advocacy Center and one Resolution pertaining to acquisition of property.

ADJOURNMENT



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Chairman Sullivan called for a motion to adjourn the meeting at 9:25pm. On a motion made by Freeholder Mirabella and seconded by Vice Chairman Scanlon, roll call showed seven members of the Board voted in the affirmative with Freeholder Proctor and Freeholder Ward absent.



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UNION COUNTY BOARD OF CHOSEN FREEHOLDERS' 2010 MEETING SCHEDULE

Please note that meetings are regularly held on Thursday evenings. Agenda Setting Sessions and Regular Meetings are held at 7:00pm in the Freeholders' Meeting Room, Administration Building, 10 Elizabethtown Plaza, 6th Floor, Elizabeth, New Jersey, unless otherwise specified. In the event an Agenda Setting Session and Regular Meeting are held on the same night, the Agenda Setting Session will commence at 7:00pm and the Regular Meeting will commence as soon as possible after the Agenda Setting Session.

Persons requiring a sign language interpreter should contact the Office of the Clerk of the Board at 908-527-4140.

Agenda Setting Meetings

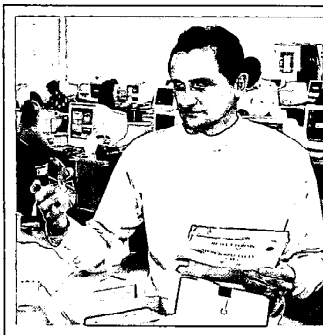
May 20	Double Meeting
June 10	Summer Session – Double Meeting
June 24	Summer Session – Double Meeting
July 8	Summer Session
August 5	Summer Session
September 2 September 23	
October 7	
November 4	
Wed., December 8	Double Meeting
Wed., December 22	Double Meeting

Regular Meetings

May 13
May 20
June 10
June 24
July 29
August 19
September 16 September 30
October 14
Tues., November 23
Wed., December 8
Wed., December 22


Nicole L. DiRado, RMC, MPA
Clerk of the Board

NLD:mb



Resources & Solutions
for Small Business
UCEDC

A non-profit economic development corporation



Liberty Hall Center
1085 Morris Avenue
Union, New Jersey 07083
Phone: 908.527.1166
Fax: 908.527.1207
www.ucedc.com

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UCEDC
Annual Presentation to
Union County Board of Chosen Freeholders
May 6, 2010

BACKGROUND

- Thank you for three decades of support
- Freeholders formed UCEDC in partnership with business and labor groups over 30 years ago
- Freeholder Liaison, Sullivan, member of UCEDC Board, ensures exchange of information and to represent County of Union, at UCEDC Board of Trustees meetings
- We work in concert with Al Faella and the Union County Department of Parks and Community Renewal and its Division of Planning & Community Development
- Two county contracts. First provides a 21% match for the Union County Procurement Technical Assistance Program. The second supports general economic development services in Union County such as high-risk loans, special reports, technical trainings, and business mentoring
- County funding goes directly and exclusively to provide assistance to Union County businesses
- Results are maximized when Union County funds serve as partial matching-funds for state & federal contracts to UCEDC
- These contracts provide services for small businesses, such as loans, special reports, training and mentoring for entrepreneurs in Spanish & English



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UNION COUNTY ECONOMIC DEVELOPMENT CORPORATION 2009 UNION COUNTY ACTIVITIES SUMARY

GENEAL HIGHLIGHTS 2009

- 1,650+ business inquiries from Union County firms
- Developed a special Union County Mentoring & Training Plan for 2010 in response to the declining economy
- The Union County Procurement Assistance Center (PTAC) has won the 2010 national APTAC award for best regional PTAC in the US
- The US Department of Defense has upgraded the Union County PTAC Program to its second highest grade in the country: Highly Successful
- The Union Township Chamber of Commerce Awarded UCEDC its president's Award this year

PROGRAMATIC HIGHLIGHTS 2009

- Procurement Assistance Program (PAP)
 - \$170+ million contracts / 2,600 jobs created/retained
 - 3,062+ contracts
 - 650+ counseling hours provided
 - 200+ bid matching clients
 - 1,200+ small businesses received general procurement information
 - 1 million bid matches for our 200 clients
- Lending
 - 9 loans closed
 - \$367,000 loaned with over \$1 million in total project costs
 - 23 jobs created; 139 jobs retained

- **Technical Training & Mentoring**
 - **10 technical training seminars** on government contracting
 - Average attendance between 60 to 80 attendees
 - **ISO 9000 Training** (12 month program; 150+ hrs)
 - **7 Union County area companies (To date: over 50 Union County firms graduated)**
 - Dollar value of training: Between \$50,000 to \$75,000 per co.
 - 24 speaking events and training workshops/ 450 attendees
 - 100+ workshops regionally
 - 3 expos co-sponsored by UCEDC; 1000+ attendees
 - 49 Union County companies individually mentored
 - 14 additional custom real estate searches
 - **Founder/Host:** Union County Economic Dev. Professional Group
 - 4 meetings per year with topical speakers

- **Business Information**
 - UC Resource Guide (Spanish and English)
 - UC Major Employers List
 - UC Major Development Project Guide
 - UC Demographics Profiles
 - UC Municipal Demographic Profiles
 - UC Key Elected Officials Guide
 - UC Business Property Guide; 6 editions per year

- **Childcare Outreach Program**
 - UCEDC Senior staff is chair if the Union County 4C's
 - **3 child-care loans: \$95,000; Total project cost: \$203,000**
 - **73 jobs retained**
 - **680 new slots since 2001 for home-based & center based**
 - **UCEDC & 4C's provided a training Program on State-licensing requirements & Dept of Environmental Protection: 200 attendees**

- **Hispanic Outreach Program**
 - **7 Business Financial Literacy Workshops**
 - 1 loan to Hispanic owned co, \$20,000; Total project cost \$30,000
 - 2 jobs created; 1 retained
 - **Spanish-language Entrepreneurial Training Program (9-weeks)**

- **Community Service:** our staff serves/chairs 8 Union County local boards



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**2009 Contract(s) Description
to
Union County Board of Chosen Freeholders
May 6, 2010**

UCEDC is unique among economic development organizations. We provide direct, measurable deliverables on to our funding sources. In Union County we provide: high-risk loans, government contracting assistance, technical training and mentoring, ombudsman services, and specialty reports on Union County demographics, commercial real estate availability, and businesses resources.

2009 UNION COUNTY CONTRACTS WITH UCEDC

Contract "A" Procurement Technical Assistance Program (PTAC)

- Program is exclusive to Union County businesses
- Program assists Union County small business in obtaining federal, state and local government contracts. 49% grant from the USDOD
- **\$170+ million contracts / 2,600 jobs created/retained in 2009**
- Union County Freeholders asked UCEDC to take on this program 15 years ago & provided the required 51% match for DOD funds
- Today, the Union County government provides \$80,000, or 21%, of the matching funds for this Program. UCEDC provides 30% of the matching funds through fund raising. The USDOD provides 49% of the program funding. TPC : \$373,215
- Every \$1 from Union County leverages \$2,128 in Union County contracts
- Every \$23 from Union County leverages one new/retained job
- The Union County procurement program is considered one of the best in the nation
- ***This program would not be possible without the Union County Government matching funds. County dollars make these programs possible!***

Contract “B” General Economic Development Activities

- This \$80,000 contract provides matching funds for several state and federal programs to assist small businesses in Union County including: small-business high-risk lending, training and mentoring, ombudsman activities, and special reports prepared annually:
 - UC Resource Guide (Spanish and English)
 - UC Major Employers List
 - UC Major Development Project Guide
 - UC Demographics Profiles
 - UC Key Elected Officials Guide
 - UC Business Property Guide; 4 editions per year
- 1,650+ inquiries from Union County businesses managed
- 9 loans closed; \$367,000 loaned; \$1 million+ total project cost
- 10 technical trainings in government procurement; 600 attendees+
- 7 Business Financial Literacy Workshops in Spanish
- 9- Week Entrepreneurial Training Program in Spanish
- 24 training workshops & speaking events; 450 attendees
- 3 expos co-sponsored by UCEDC; 1000+ attendees
- 49 Union County companies individually mentored
- 14 additional custom real estate searches
- UCEDC staff serves/chairs the boards of 8 Union County non-profits
- This contract amount has remained fixed for many years despite a three-fold increase in deliverables
- ***This program would not be possible without the Union County Government matching funds. County dollars make these programs possible!***

Key Elected Officials Of Union County, NJ

Prepared by UCEDC
For
Union County Board of Chosen Freeholders,
Daniel P. Sullivan, Chairman

April, 2010

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Federal Elected Officials

US Senators

Frank Lautenberg
United States Senator
One Gateway Center, 23rd Floor
Newark, NJ 07102
Party Democrat
Office 973-639-8700

Robert Menendez
United States Senator
One Gateway Center, #1100
Newark, NJ 07102
Party Democrat
Office 973-645-3030

House of Representatives

Leonard Lance
House of Representatives
7th Congressional District
425 North Avenue East
Westfield, NJ 07090
Party Republican
Office 908 518-7733

Albio Sires
House of Representatives
13th Congressional District
35 Journal Square Suite 906
Jersey City, NJ 07306
Party Democrat
Office 201-222-2828

Donald M Payne
House of Representatives
10th Congressional District
333 North Broad Street
Elizabeth, NJ 07208
Party Democrat
Office: 908-629-0222

Frank Jr Pallone
House of Representatives
6th Congressional District
67/69 Church St
Kilmer Square
New Brunswick, N J 08901
Party Democrat
Office 732 249-8892

State Elected Officials

Governor, State of New Jersey

Chris Christie
Governor
The State House
PO Box 001
Trenton, NJ 08625
Party Republican
Office 609-292-6000

State Senator

M Teresa Ruiz
District Office
166 Bloomfield Ave
Newark, NJ 07104
Party Democrat
Office 973-484-1000

Raymond J Lesniak
District Office
985 Stuyvesant Avenue
Union, NJ 07083
Party Democrat
Office 908-624-0880

Thomas H Kean Jr
District Office
203 Elm Street, 1st Floor
Westfield, NJ 07090
Party Republican
Office 908-232-3673

Nicholas Scutari
District Office
1514 E Saint Georges Ave , 2nd Fl
Linden, NJ 07036
Party Democrat
Office 908-587-0404

State Assembly

Jon M Bramnick
District Office
203 Elm St , 1st Floor
Westfield, NJ 07090
Party Republican
Office 908-232-3673

Jerry Green
District Office
17 Watchung Avenue
Plainfield, NJ 07060
Party Democrat
Office 908-561-5757

Wilfredo Caraballo
District Office
371 Bloomfield Ave, 2nd Floor
Newark, NJ 07107
Party Democrat
Office 973-350-0048

William D Payne
District Office
40 Clinton St , Suite 200
Newark, NJ 07102
Party Democrat
Office 973-621-1400

Joseph Cryan
District Office
985 Stuyvesant Avenue
Union, NJ 07083
Party Democrat
Office 908-624-0880

Jon M Bramnick
District Office
57 Union Place, Suite 310
Summit, NJ 07901
Party Republican
Office 908-918-0414

Linda Stender
District Office
1801 East Second Street, 2nd Fl
Scotch Plains, NJ 07076
Party Democrat
Office 908-668-1900

Union County Elected Officials

Mailing Address

Union County Administration Building
10 Elizabethtown Plaza
Elizabeth, NJ 07207
Fax 908-289-4141
www.ucnj.org

Freeholder Chair Daniel P. Sullivan

Party: Democrat

Office: 908-527-4117

Residence: Fanwood

Term Expires: 12/31/2011

Freeholder Vice Chair Deborah Scanlon

Party: Democrat

Office: 908-527-4115

Residence: Union

Term Expires: 12/31/2010

Freeholder Mohammed Jalloh

Party: Democrat

Office: 908-527-4100

Residence: Roselle

Term Expires: 12/31/2010

Freeholder Alexander Mirabella

Party: Democrat

Office: 908-527-4117

Residence: Fanwood

Term Expires: 12/31/2010

Freeholder Rayland Van Blake

Party: Democrat

Office: 908-527-4110

Residence: Plainfield

Term Expires: 12/31/2010

Freeholder Angel Estrada

Party: Democrat

Office: 908-527-4111

Residence: Elizabeth

Term Expires: 12/31/2011

Freeholder BetteJane Kowalski

Party: Democrat

Office: 908-527-4113

Residence: Cranford

Term Expires: 12/31/2010

Freeholder Nancy Ward

Party: Democrat

Office: 908-527-4109

Residence: Linden

Term Expires: 12/31/2011

Freeholder Rick Proctor

Party: Democrat

Office: 908-527-4116

Residence: Rahway

Term Expires: 12/31/2011

Nicole DiRado

Clerk of the Board

Office: 908-527-4140

George Devaney

County Manager

Office: 908-527-4200

Joanne Rajoppi

County Clerk

Office: 908-527-4787

Robert E. Barry

County Counsel

Office: 908-527-4250

Union County Mayors by Municipality

Berkeley Heights

Mayor Robert Woodruff
Municipal Building
29 Park Avenue
Berkeley Heights, NJ 07922
Office 908-464-2700 Fax 908-464-8150
Party Republican
www.berkeleyheightstwp.com

Clark

Mayor Salvatore Bonaccorso
Municipal Building
430 Westfield Avenue
Clark, NJ 07066
Office 732-388-3600 Fax 732-388-1241
Party Republican
www.ourclark.com

Cranford

Mayor Mark C. Smith
Municipal Building
8 Springfield Avenue
Cranford, NJ 07016
Office 908-709-7200 Fax 908-276-7664
Party Republican
www.cranford.com/township

Elizabeth

Mayor Christian J. Bollwage
City Hall
50 Winfield Scott Plaza
Elizabeth, NJ 07207
Office 908-820-4000 Fax 908-820-0112
Party Democrat
www.elizabethnj.org

Fanwood

Mayor Colleen Mahr
Borough Hall
75 North Martine Avenue
Fanwood, NJ 07023
Office 908-322-8236 Fax 908-322-7178
Party Democrat
www.visitfanwood.com

Garwood

Mayor Dennis McCarthy
Municipal Building
403 South Avenue
Garwood, NJ 07027
Office 908-789-0710 Fax 908-789-7978
Party Democrat
www.garwood.org

Hillside

Mayor Joseph Menza
Municipal Building
Liberty & Hillside Avenues
Hillside, NJ 07205
Office 973-926-3000 Fax 973-926-9232
Party Republican
www.townshipofhillside.org

Kenilworth

Mayor Kathi Fiamingo
Borough Hall
567 Boulevard
Kenilworth, NJ 07033
Office 908-276-9090 Fax 908-276-7688
Party Democrat
www.kenilworthnj.com

Linden

Mayor Richard J. Gerbounka
City Hall
301 North Wood Avenue
Linden, NJ 07036
Office 908-474-8493 Fax 908-474-8497
Party Democrat
www.linden-nj.org/index.htm

Mountainside

Mayor Robert F. Vighanti
Borough Hall
1385 Route 22
Mountainside, NJ 07092
Office 908-232-2400 Fax 908-232-6831
Party Republican
www.mountainside-nj.com

New Providence

Mayor John A. Thoms
Municipal Center
360 Elkwood Avenue
New Providence, NJ 07974
Office 908-665-1400 Fax 908-665-9272
Party Republican
www.newprov.org

Plainfield

Mayor Sharon Robinson-Briggs
City Hall
515 Watchung Avenue
Plainfield, NJ 07061
Office 908-753-3310 Fax 908-753-3634
Party Democrat
www.plainfield.com

Rahway

Mayor James J Kennedy
City Hall
One City Hall Plaza
Rahway, NJ 07065
Office 732-827-2193 Fax 732-815-1417
Party Democrat
www.cityofrahway.com

Roselle

Mayor Garrett Smith
Borough Hall
636 Jackson St
Roselle, NJ 07203
Office 908-209-4477 Fax 908-245-9508
Party Democrat
www.boroughofroselle.com

Roselle Park

Mayor Joseph DeIorio
Borough Hall
110 E Westfield Avenue
Roselle Park, NJ 07204
Office 908-245-5412 Fax 908-245-6222
Party Republican
www.rosellepark.org

Scotch Plains

Mayor Nancy M Malool
Municipal Building
430 Park Avenue
Scotch Plains, NJ 07076
Office 908-322-6700 Fax 908-322-8678
Party Republican
www.scotchplainsnj.com

Springfield

Mayor Ziad Andrew Shehady
Municipal Buidng
100 Mountain Avenue
Springfield, NJ 07081
Office 973-912-2200 Fax 973-912-2277
Party Democrat
www.springfield-nj.com

Summit

Mayor Jordan Glatt
City Hall
512 Springfield Avenue
Summit, NJ 07901
Office 908-273-8264 Fax 908-273-2977
Party Democrat
www.ci.summit.nj.us

Union

Mayor Anthony Terrezza
Municipal Building
1976 Morris Avenue
Union, NJ 07083
Office 908-688-2800 Fax 908-686-1633
Party Democrat
www.uniontownship.com

Westfield

Mayor Andy Skibitsky
Municipal Building
425 East Broad Street
Westfield, NJ 07090
Office 908-789-4046 Fax 908-233-3077
Party Republican
www.westfieldnj.gov/

Winfield

Mayor David P Wright
Municipal Building
12 Gulfstream Avenue
Winfield, NJ 07036
Office 908-925-3850 Fax 908-925-4526
Party Democrat

Elected Officials by Municipality

<u>District</u>	<u>County of Union</u>	<u>First</u>	<u>Last</u>	<u>Title</u>	<u>Party</u>
		Frank	Lautenberg	US Senator	D
		Robert	Menendez	US Senator	D
		Chris	Christie	Governor	R
		Angel	Estrada	Freeholder	D
		Rayland	Van Blake	Freeholder	D
		Alexander	Mirabella	Freeholder	D
		Mohammed	Jalloh	Freeholder	D
		Rick	Proctor	Freeholder	D
		Bette Jane	Kowalski	Freeholder	D
		Deborah	Scanlon	Freeholder	D
		Daniel	Sullivan	Freeholder	D
		Nancy	Ward	Freeholder	D
	<u>Municipality</u>				
21	Berkeley Heights	Leonard	Lance	US Congressman	R
		Thomas	Kean	State Senator	R
		Jon	Bramnick	State Assembly	R
		Nancy	Munoz	State Assembly	R
		Robert	Woodruff	Mayor	R
22	Clark	Leonard	Lance	US Congressman	R
		Nicholas	Scutari	State Senator	D
		Jerry	Green	State Assembly	D
		Linda	Stender	State Assembly	D
		Salvatore	Bonaccorso	Mayor	R
21	Cranford	Leonard	Lance	US Congressman	R
		Thomas	Kean	State Senator	R
		Jon	Bramnick	State Assembly	R
		Nancy	Munoz	State Assembly	R
		Mark	Smith	Mayor	R
20	Elizabeth	Donald	Payne	US Congressman	D
		Albio	Sires	US Congressman	D
		Raymond	Lesniak	State Senator	D
		Annette	Quijano	State Assembly	D
		Joseph	Cryan	State Assembly	D
		Christian	Bollwage	Mayor	D
22	Fanwood	Leonard	Lance	US Congressman	R
		Nicholas	Scutari	State Senator	D
		Jerry	Green	State Assembly	D
		Linda	Stender	State Assembly	D
		Collen	Maher	Mayor	D

<u>District</u>	<u>Municipality</u>	<u>First</u>	<u>Last</u>	<u>Title</u>	<u>Party</u>
21	Garwood	Leonard	Lance	US Congressman	R
		Thomas	Kean	State Senator	R
		Jon	Bramnick	State Assembly	R
		Nancy	Munoz	State Assembly	R
		Dennis	McCarthy	Mayor	D
29	Hillside	Donald	Payne	US Congressman	D
		Teresa	Ruiz	State Senator	D
		Albert	Coutinho	State Assembly	D
		Grace	Spencer	State Assembly	D
		Karen	McCoy Oliver	Mayor	D
21	Kenilworth	Leonard	Lance	US Congressman	R
		Thomas	Kean	State Senator	R
		Joseph	Cryan	State Assembly	R
		Annette	Quijano	State Assembly	R
		Kathi	Fiamingo	Mayor	R
22	Linden	Albio	Sires	US Congressman	D
		Donald	Payne	US Congressman	D
		Nicholas	Scutari	State Senator	D
		Jerry	Green	State Assembly	D
		Linda	Stender	State Assembly	D
		Richard	Gerbounka	Mayor	D
21	Mountainside	Leonard	Lance	US Congressman	R
		Thomas	Kean	State Senator	R
		Jon	Bramnick	State Assembly	R
		Nancy	Munoz	State Assembly	R
		Robert	Viglianti	Mayor	R
21	New Providence	Leonard	Lance	US Congressman	R
		Thomas	Kean	State Senator	R
		Jon	Bramnick	State Assembly	R
		Nancy	Munoz	State Assembly	R
		John	Thoms	Mayor	R
22	Plainfield	Frank	Pallone	US Congressman	D
		Nicholas	Scutari	State Senator	D
		Jerry	Green	State Assembly	D
		Linda	Stender	State Assembly	D
		Sharon	Robinson-Briggs	Mayor	D
22	Rahway	Donald	Payne	US Congressman	D
		Nicholas	Scutari	State Senator	D
		Jerry	Green	State Assembly	D
		Linda	Stender	State Assembly	D
		James	Kennedy	Mayor	D

<u>District</u>	<u>Municipality</u>	<u>First</u>	<u>Last</u>	<u>Title</u>	<u>Party</u>
20	Roselle	Donald	Payne	US Congressman	D
		Raymond	Lesniak	State Senator	D
		Annette	Quijano	State Assembly	D
		Joseph	Cryan	State Assembly	D
		Garrett	Smith	Mayor	D
21	Roselle Park	Leonard	Lance	US Congressman	R
		Thomas	Kean	State Senator	R
		Jon	Bramnick	State Assembly	R
		Nancy	Munoz	State Assembly	R
		Joseph	DeIorio	Mayor	R
22	Scotch Plains	Leonard	Lance	US Congressman	R
		Nicholas	Scutari	State Senator	D
		Jerry	Green	State Assembly	D
		Linda	Stender	State Assembly	D
		Nancy	Malool	Mayor	R
21	Springfield	Leonard	Lance	US Congressman	R
		Thomas	Kean	State Senator	R
		Jon	Bramnick	State Assembly	R
		Eric	Munoz	State Assembly	R
		Bart	Fraenkel	Mayor	D
21	Summit	Leonard	Lance	US Congressman	R
		Thomas	Kean	State Senator	R
		Jon	Bramnick	State Assembly	R
		Nancy	Munoz	State Assembly	R
		Jordan	Glatt	Mayor	D
20	Union	Leonard	Lance	US Congressman	R
		Donald	Payne	US Congressman	D
		Raymond	Lesniak	State Senator	D
		Annette	Quijano	State Assembly	D
		Joseph	Cryan	State Assembly	D
		Anthony	Terrezza	Mayor	D
21	Westfield	Leonard	Lance	US Congressman	R
		Thomas	Kean	State Senator	R
		Jon	Bramnick	State Assembly	R
		Nancy	Munoz	State Assembly	R
		Andy	Skibitsky	Mayor	R
22	Winfield	Leonard	Lance	US Congressman	R
		Nicholas	Scutari	State Senator	D
		Jerry	Green	State Assembly	D
		Linda	Stender	State Assembly	D
		David	Wright	Mayor	D

Elected Officials by Name

<u>Last</u>	<u>First</u>	<u>Represents</u>	<u>Elected Office</u>	<u>Party</u>
Bollwage	Christian	Ehzabeth	Mayor	D
Bonaccorso	Salvatore	Clark	Mayor	R
Bramnick	Jon	Berkeley Heights Cranford Garwood Mountainside New Providence Roselle Park Springfield Summit Westfield	Assembly	R
Wood	Robert	Berkeley Heights	Mayor	R
Christie	Chris	State of New Jersey	Governor	D
Coutinho	Albert	Hillside	State Assembly	D
Cryan	Joseph	Elizabeth Kenilworth Roselle Union	State Assembly	D
Fiamingo	Kathi	Kenilworth	Mayor	D
DeIorio	Joseph	Roselle Park	Mayor	R
Estrada	Angel	County of Union	Freeholder	D
Fraenkel	Bart	Springfield	Mayor	D
Glatt	Jordan	Summit	Mayor	R
Gerbounka	Richard	Linden	Mayor	D

<u>Last</u>	<u>First</u>	<u>Represents</u>	<u>Elected Office</u>	<u>Party</u>
Green	Jerry	Clark Fanwood Linden Plainfield Rahway Scotch Plains Winfield	State Assembly	D
Jalloh	Mohammed	County of Union	Freeholder	D
Kean	Thomas	Berkeley Heights Cranford Garwood Mountainside New Providence Roselle Park Springfield Summit Westfield	State Senator	R
Kennedy	James	Rahway	Mayor	D
Kowalski	Bette Jane	County of Union	Freeholder	D
Lance	Leonard	Berkeley Heights Clark Cranford Fanwood Garwood Kenilworth Linden Mountainside New Providence Roselle Park Scotch Plains Springfield Summit Union Westfield Winfield	US Congressman	R
Lautenberg	Frank	State of New Jersey	US Senator	D

<u>Last</u>	<u>First</u>	<u>Represents</u>	<u>Elected Office</u>	<u>Party</u>
Lesniak	Raymond	Elizabeth Kenilworth Roselle Union	State Senator	D
Maher	Colleen	Fanwood	Mayor	D
Malool	Nancy	Scotch Plains	Mayor	R
McCarthy	Dennis	Garwood	Mayor	D
McCoy Oliver	Karen	Hillside	Mayor	D
Menendez	Robert	State of New Jersey	US Senator	D
Munoz	Nancy	Berkeley Heights Cranford Garwood Mountainside New Providence Roselle Park Springfield Summit Westfield	State Assembly	R
Pallone	Frank	Plainfield	US Congressman	D
Payne	Donald	Elizabeth Hillside Linden Rahway Roselle Union	US Congressman	D
Smith	Mark	Cranford	Mayor	D
Procter	Rick	County of Union	Freeholder	D
Quijano	Annette	Elizabeth Kenilworth Roselle Union	State Assembly	D
Robinson-Briggs	Sharon	Plainfield	Mayor	D

<u>Last</u>	<u>First</u>	<u>Represents</u>	<u>Elected Office</u>	<u>Party</u>
Scanlon	Deborah	County of Union	Freeholder	D
Scutari	Nicholas	Clark Fanwood Linden Plainfield Rahway Scotch Plains Winfield	State Senator	D
Sires	Albio	Elizabeth Linden	US Congressman	D
Skibitsky	Andy	Westfield	Mayor	R
Spencer	Grace	Hillside	State Assembly	D
Stender	Linda	Clark Fanwood Linden Plainfield Rahway Scotch Plains Winfield	State Assembly	D
Sullivan	Daniel	County of Union	Freeholder	D
Terrezza	Anthony	Union	Mayor	D
Thoms	John	New Providence	Mayor	R
Van Blake	Rayland	County of Union	Freeholder	D
Viglianti	Robert	Mountainside	Mayor	R
Ward	Nancy	County of Union	Freeholder	D
David	Wright	Winfield	Mayor	D



A non-profit economic development corporation

Liberty Hall Center
1085 Morris Avenue
Union, New Jersey 07083
Phone 908 527 1166 Fax 908 527 1207
www.ucedc.com

Resources To Help Your Business Grow

Union County

**Prepared by UCEDC
For
Union County Board of Chosen Freeholders,
Alexander Mirabella, Chairman**

February, 2009



UCEDC, a non-profit economic development corporation, is dedicated to fostering economic growth and creating an environment for progress. Our organization has been serving the business community for over thirty years, providing an objective and authoritative voice on business and economic development issues

Our mandate is to develop opportunities for businesses that lead to new jobs, a strong, stable business climate and an improved quality of life. We do this by providing financial, technical and community development assistance to businesses.

Financing

UCEDC offers a wide range of financing programs to address your business growth needs. We provide access to capital that may not be available elsewhere. As an experienced business lender, we also coordinate loan packages from federal, state and private lending sources to help all size businesses grow. As a US Small Business Administration's designated microlender, we provide financing from \$500 to \$35,000 to businesses across the state. Additionally, our Business Growth Fund lends up to \$150,000 statewide. All businesses which receive financing from UCEDC also benefit from the free services of our Business Mentor for the life of the loan.

Government Contracts

Government agencies annually spend billions of dollars purchasing goods and services from businesses like yours. We help Union County businesses get a share of that business through our free, computerized government contract bid matching service. As part of our service, our experienced staff provides technical assistance with bid preparation, bid submission and pre- and post-award contract administration. Smaller firms are assisted in finding opportunities as sub-contractors to major government contractors.

Business Information

UCEDC provides comprehensive and up-to-date economic market data, commercial real estate and general business information that can help businesses make informed decisions. A number of informative reports are produced regularly, reflecting general business activity. In addition, we provide information about tax rates, housing, zoning, and currently available properties.

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As a leading advocate for small businesses, UCEDC provides guidance and assistance when problems arise. Small businesses often do not have the resources or the time to find their way through the maze of government agencies. UCEDC can serve as the liaison and make the appropriate connections or help to cut through the red tape.

Training

UCEDC can help your business increase productivity, heighten global competitiveness and open new markets with training and technology. Learn new information and skills through our free training seminars and business-oriented workshops. In addition, we provide companies the opportunity to join our ISO 9001:2000 Training Consortiums. This 12-month training will help companies better compete in the global marketplace.

UCEDC
Resources to Help Your
Business Grow

GENERAL BUSINESS RESOURCES

US Small Business Administration

Two Gateway Center, 15th floor
Newark, NJ 07102

Phone 973-645-2434
Fax: 973-645-6265
E-mail james.kocsi@sba.gov

James Kocsi
District Director

The US Small Business Administration, established in 1953, provides financial, technical and management assistance to help Americans start, run, and grow their businesses. The SBA provides loan guarantees to area lenders for loans to small business. The SBA is the nation's largest financial backer of small business.

NJ Economic Development Authority

36 West State Street
P O. Box 990
Trenton, NJ 08625-0820

Phone 609-292-1800
Fax: 609-984-4365

Caren S. Franzini
Executive Director

The Authority's programs are tailored to the individual needs of the business community by assisting with creative financing packages, technical assistance, site selection and acquisition. In addition, the authority offers a business advocacy service providing assistance in dealing with state government

**NJ Department of Labor
and Workforce Development**

1 John Fitch Way
PO Box 110
Trenton, NJ 08625

Phone: 609-292-2323
Fax 609-633-9271

David J. Socolow
Commissioner

Phone: 973-648-2989
Fax: 973-648-3058
Email: jbelock@dol.state.nj.us

Judy Belock
Representative

The Department of Labor is the state department that assists both individual workers as well as employers. The department administers workplace training programs, workman's compensation and disability programs, unemployment insurance and vocational rehabilitation programs, and provides detailed labor statistics

NJAWBO State Headquarters

Windsor Business Park
186 Princeton Hightstown Bldg 4B
West Windsor, NJ 08550

Phone: 609-799-5101
Fax 609-799-5141
E-mail: njawbo@njawbo.org

Paula Gould
Executive Director

GENERAL BUSINESS RESOURCES (2)

NJAWBO's Women's Business Center

at Peapack-Gladstone Bank
311 Main Street, 2nd Floor
Chatham, NJ 07928

Phone 973-507-9700
Fax 973-507-9698
E-mail: WBCDirector@njawbo.org

Penni Nafus
Director

NJAWBO is a statewide organization with its objective being to support and encourage business ownership by women. NJAWBO enables women business owners to network while it also provides a legislative voice for them at local, state and federal levels. NJAWBO operates a Women's Business Center (WBC) which provides a wide range of services to women entrepreneurs at all levels of business development.

NJ Small Business Development Center

Rutgers School of Management

49 Bleeker Street
Newark, NJ 07102

Phone: 973-353-1927
Fax: 973-353-1596
E-mail: bhopper@njsbdc.com

Brenda Hopper
State Director

- E-Business

Phone: 800-432-1565
E-mail: sfoote@njsbdc.com

Sharkirah Foote
Director of
E-Business Services

- Procurement

Phone 973-353-5960
E-mail: procurement@njsbdc.com

Stephanie Burroughs
Procurement
Services Director

The NJSBDC is statewide network of regional centers and 18 satellite offices providing confidential business counseling, workshops and general business assistance.

UCEDC
Resources to Help Your
Business Grow

GENERAL BUSINESS RESOURCES (3)

UCEDC

Liberty Hall Corporate Center
1085 Morris Avenue
Union, NJ 07083

Phone: 908-527-1166
Fax: 908-527-1207
E-mail: emchenry@ucedc.com
Website: www.ucedc.com

Ellen McHenry
Director of
Financial Programs

UCEDC, a non-profit economic development corporation, provides resources and solutions for small business. UCEDC provides financing and technical assistance programs, training, business assistance, business information and government contract procurement assistance.

NJ Economic Development Authority, Lending

PO Box 990
36 West State Street
Trenton, NJ 08625

Phone: 609-292-0276
Fax: 609-272-4647
E-mail: mbailey@njeda.com

Michelle Bailey
Customer Care

NJEDA is a self-supporting, independent state financing and development agency serving New Jersey's business community. Since 1974, the NJEDA has provided nearly \$14 billion to eligible businesses and not-for-profit groups. The NJEDA provides financing, real estate development and technical support for new entrepreneurs.

NJ Business Finance Corporation

2050 Center Avenue, Suite 375
Fort Lee, NJ 07024

Phone: 201-346-0300
Fax: 201-346-1336
Email: ilutsky@njbfc.com

Ira Lutsky
President

The NJ Business Finance Corporation provides growing businesses with long-term, fixed rate financing for major fixed assets, such as land and buildings.

NJ Redevelopment Authority

150 West State Street 2nd Floor
PO Box 790
Trenton, NJ 08625

Phone: 609-292-3739
Fax: 609-292-6070
E-mail: egonzalez@njra.state.nj.us

Elly Gonzalez
Manager of
Operations

NJRA was created in 1996 to spearhead the economic development efforts in New Jersey's urban communities. The Authority offers low and no interest loans, loan guarantees and technical assistance. They partner with community-based organizations to invest in neighborhood-based redevelopment projects.

Resources to Help Your Business Grow

LOCAL BUSINESS RESOURCES - UNION COUNTY

UCEDC

Liberty Hall Corporate Center
1085 Morris Avenue
Union, NJ 07083

Phone 908-527-1166
Fax 908-527-1207
E-mail info@ucedc.com

Adam Farrah
Vice President

UCEDC, a non-profit economic development corporation, provides resources and solutions for small business. UCEDC provides financing and technical assistance programs, training, business assistance, business information and government contract procurement assistance. UCEDC is a statewide microlender, providing financing to both start-ups and existing businesses.

Kean University SBDC

Willis Hall Room 301
1000 Morris Avenue
Union, NJ 07083

Phone 908-737-4220
Fax 908-737-4223
E-mail mkostak@ucedc.com

Mira Kostak
Director

The SBDC is a SBA center that provides free professional, comprehensive consulting and training services to both start-up and established small business owners.

SCORE Chapter

100 Mulberry Street
Two Gateway Center, 15th Floor
Newark, NJ 07102

Phone 973-645-3982
Fax 973-645-6265
E-mail marvterry@msn.com

Marvin Strauss
Counselor

SCORE is a volunteer association sponsored by the US Small Business Administration. Most SCORE volunteers are retired business owners though some members still work. Volunteers work in or near their home communities to provide management counseling and training to first-time entrepreneurs and current small business owners.

County of Union, Office of Econ. Dev.

Elizabethtown Plaza
Elizabeth, NJ 07207

Phone 908-659-7412
Fax 908-527-4715

Alfred Faella
Director

The Department of Economic Development works with businesses and government agencies to foster job growth, to aid in workforce development and to encourage economic development throughout Union County.

County of Union, County Clerk

2 Broad Street, Room 115
Elizabeth, NJ 07207

Phone 908-527-4787
Fax 908-558-2589
E-mail jrajoppi@ucnj.org

Joanne Rajoppi
Union County Clerk

The Clerk's Office registers new businesses.

Air Services Development Organization (ASDO)

Newark Airport, Bldg. 80
Airport Street HPD #1
Newark NJ 07114

Phone 973-961-4278
Fax 973-961-4282
E-mail njasdo@asdionline.com

Helene Gibbs
Program Manager

Resources to Help Your Business Grow

LOCAL BUSINESS RESOURCES - UNION COUNTY (2)NJAWBO Chapter of Union County

Phone 973-761-7146
Fax 973-761-1608
E-mail lbierman@ucc.edu

Lori Bierman
President

Union County College
Industry Business Institute

1033 Springfield Avenue
Cranford, NJ 07016

Phone 908-709-7678
Fax 908-709-7166
E-mail mallor@ucc.edu

Eileen Mallor
Director

Cranford Downtown Management Corp.

8 Springfield Avenue
Cranford, NJ 7016

Phone 908-709-7208
Fax 908-272-5748
E-mail dmc@cranfordnj.org

Kathleen Miller-Prunty
Director

Downtown Westfield Corporation

105 Elm Street, 2nd Floor
Westfield, NJ 07090-3143

Phone 908-789-9444
Fax 908-789-7550
E-mail s.cronin@westfieldtoday.com

Sherry Cronin
Executive Director

Elizabeth Avenue Partnership

1086 Elizabeth Avenue, Suite 4
Elizabeth, NJ 07201

Phone 908-965-0660
Fax 908-353-0989
E-mail info@elizabethavenue.org

Dave Strochak
Executive Director

Elizabeth Development Company

288 North Broad Street, 3rd Floor
P O Box 512
Elizabeth, NJ 07207

Phone 908-289-0262
Fax 908-558-1142
E-mail ddevanney@edcnj.org

Daniel Devanney
Executive Director

Historic Midtown Elizabeth SID

1139 East Jersey Street, Suite 616
Elizabeth, NJ 07201

Phone 908-355-9600
Fax 908-355-9800
E-mail mesid@verizon.net

Janice De Avila
Executive Director

Linden Economic Development Corp.

301 N Wood Avenue
Linden, NJ 07036

Phone 908-474-8405
Fax 908-474-8497
E-mail rbanks@linden-nj.org

Ron Stefanowicz
Chairman

Resources to Help Your Business Grow

LOCAL BUSINESS RESOURCES - UNION COUNTY (3)Rahway Center Partnership

67 Lewis Street
P O Box 1711
Rahway, NJ 07065-7711

Phone 732-396-3545
Fax 732-396-3693
E-mail rcpmail@aol.com

Ray Mikell
Executive Director

Summit Downtown, Inc

18 Bank Street Suite 1E
PO Box 1502
Summit, NJ 07902

Phone 908-277-6100
Fax 908-277-6101
E-mail chair@summitdowntown.org

Union County Business Resource Center

107 West 7th Avenue
Plainfield, NJ 07060

Phone 908-412-7975
E-mail unionbrc@dol.state.nj.us

Union Township, Department of Economic Development

1976 Morris Avenue
Union, NJ 07083

Phone 908-851-5466
Fax 908-851-4667
E-mail mmintelli@uniontownship.com

Michael Mintelli
Director

Resources to Help Your Business Grow

UNION COUNTY URBAN ENTERPRISE ZONESElizabeth Development Corporation/UEZ

288 North Broad Street, 3rd Floor
PO Box 512
Elizabeth, NJ 07208

Phone 908-289-0262 Ext 214 Mario Rodrigues
Fax 908-558-1142 UEZ Coordinator
E-mail mrodrigues@edcnj.org

Hillside Township, UEZ

Liberty and Hillside Avenues
Hillside, NJ 07205

Phone 973-926-1054 Yves Aubourg
Fax 973-923-1534 UEZ Coordinator
E-mail uez@townshipofhillside.org

City of Plainfield, UEZ

515 Watchung Avenue
Plainfield, NJ 07060

Phone 908-226-2521 Wayne Awald
Fax 908-226-4909 UEZ Coordinator
E-mail
wayneawaldppa1cp@cityofplainfieldnj.uez.com

City of Roselle, UEZ

210 Chestnut Street
Roselle, NJ 07203-1284

Phone 908-259-3001 Harry Wyatt
Fax 908-245-7156 UEZ Coordinator
E-mail hwyatt@boroughofroselle.com

CHAMBERS OF COMMERCE – UNION COUNTY

The following Chambers of Commerce serve as a clearinghouse of information and resources for the business community within their coverage area, including networking. The goal of each chamber is to help strengthen and grow the general business environment in their respective community.

Cranford Chamber of Commerce

8 Springfield Avenue
PO Box 165
Cranford, NJ 07016

Phone 908-272-6114 J Robert Hoeffler
Fax 908-272-3742 Executive Director
E-mail cranfordchamber@comcast.net

Gateway Chamber of Commerce

135 Jefferson Avenue
Elizabeth, NJ 07207-0300

Phone 908-352-0900 James Coyle
Fax 908-352-0865 President
E-mail jamescoyle@gatewaychamber.com

Greater Elizabeth Chamber of Commerce

c/o Independence Community Bank
456 North Broad Street
Elizabeth, NJ 07208

Phone 908-355-7600 Gordon Haas
Fax 908-436-2054 CEO
E-mail gecc@juno.com

Hillside Chamber of Commerce

P O Box 965
Hillside, NJ 08520

Phone 908-964-5130 Irene Goldie-Petras
Fax 908-964-6683 Executive Director
E-mail igoldie@earthlink.net

Plainfield Chamber of Commerce

126 East Front Street
Plainfield, NJ 07060

Phone 908-753-2296 David Wuest
E-mail Executive Director
info@positivelyplainfield.org

Roselle Chamber of Commerce

135 East Highland Parkway
Roselle, NJ 07203

Phone 908-298-0123 Valerie Dering
Fax 908-298-0379 President

Suburban Chamber of Commerce

71 Summit Avenue
Summit, NJ 07901

Phone 908-522-1700 Maureen Kelly
Fax 908-522-9252 President
E-mail info@suburbanchambers.org

Union Township Chamber of Commerce

355 Chestnut Street, 2nd Floor
Union, NJ 07083

Phone 908-688-2777 James Brody
Fax 908-688-0338 Executive Director
E-mail info@unionchamber.com

Westfield Area Chamber of Commerce

173 Elm Street, 3rd Floor
Westfield, NJ 07090

Phone 908-233-3021 Naomi McElynn
Fax 908-654-8183 President
E-mail info@westfieldareachamber.com



Liberty Hall Center
1085 Morris Avenue
Union, New Jersey 07083
Phone: 908.527 1166 Fax: 908 527 1207
www.ucedc.com

Major Employers Report for Union County, NJ

Prepared by UCEDC
for
Union County Board of Chosen Freeholders,
Angel Estrada, Chairman

November, 2009



UCEDC, a non-profit economic development corporation, is dedicated to fostering economic growth and creating an environment for progress. Our organization has been serving the business community for over thirty years, providing an objective and authoritative voice on business and economic development issues

Our mandate is to develop opportunities for businesses that lead to new jobs, a strong, stable business climate and an improved quality of life. We do this by providing financial, technical and community development assistance to businesses

Financing

UCEDC offers a wide range of financing programs to address your business growth needs. We provide access to capital that may not be available elsewhere. As an experienced business lender, we also coordinate loan packages from federal, state and private lending sources to help all size businesses grow. As a US Small Business Administration's designated microlender, we provide financing from \$500 to \$150,000 to businesses across the state. All businesses which receive financing from UCEDC also benefit from the free services of our Business Mentor for the life of the loan.

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Government agencies annually spend billions of dollars purchasing goods and services from businesses like yours. We help Union County businesses get a share of that business through our free, computerized government contract bid matching service. As part of our service, our experienced staff provides technical assistance with bid preparation, bid submission and pre- and post-award contract administration. Smaller firms are assisted in finding opportunities as sub-contractors to major government contractors.

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UCEDC can help your business increase productivity, heighten global competitiveness and open new markets with training and technology. Learn new information and skills through our free training seminars and business-oriented workshops. In addition, we provide companies the opportunity to join our ISO 9001 2000 Training Consortiums. This 12-month training will help companies better compete in the global marketplace.

UCEDC 2009 Major Employers Listing
--

**Largest Union County
Non-Government Businesses**
(Listed by Number of Employees
Located in Union County)

Company	City	Industry	# Employees
Schering-Plough Corporation/Merck & Co	Kenilworth, Rahway, Springfield, Summit & Union	Pharmaceuticals	10,000
Overlook Hospital	Summit	Hospital	3,119
USI Services Group	Springfield	Maintenance	3,000
NEMF	Elizabeth	Transport	2,800
Union County	Union	Government	2,700
Trinitas Hospital	Elizabeth	Hospital	2,706
Linden Inc	Linden	Food Distribution	1,500
Mayor of Elizabeth	Elizabeth	Government	1,300-1,320
Plainfield Board of Education	Plainfield	Education	1,047
Union County College	Union	Education	987

UCEDC
2009 Major Employers Listing

Introduction

The **Major Employers Listing** details *private businesses* and *public organizations* located in Union County that employ 100 or more. This information is gathered from a variety of sources, including Chambers of Commerce, NJ Department of Labor, NJ Commerce & Economic Growth Commission, the media and independent research.

For those businesses that may also have facilities outside of Union County, the number of employees noted represents only those employees for the Union County facility(s). The Chief Executive Officer listed may not be located at the Union County address.

This report includes several listings. The company listing, in alphabetical order, contains the following information, if available

- | | |
|---|--------------------------------------|
| • <i>Company Executive's Name & Title</i> | • <i>Website & Email Address</i> |
| • <i>Company Name & Address</i> | • <i>Number of employees*</i> |
| • <i>Phone & Fax Number</i> | • <i>SIC**</i> |

* 'Number of employees' category is identified by a letter code according to the following

A – 100 to 199 employees
B – 200 to 299
C – 300 to 399

D – 400 to 499
E – 500 to 999
F – 1,000 or more

** A 4-Digit Standard Industrial Classification (SIC) Code is given when known. The first two digits of the SIC Code identifies the company according to Major Groups of Standard Industrial Classifications. A list of the 2-Digit Codes and Classifications can be found on the next page of this report.

In addition to the alphabetical listing, this report includes an alphabetical listing by number of employees, a sequential listing by SIC code, and a listing of the top employers in Union County.

Note: This report attempts to be as accurate and complete as possible, relying on a variety of sources for its information.

UCEDC

2009 Major Employers Listing

Major Groups of Standard Industrial Classifications (SIC Codes)

The Standard Industrial Classification [SIC] is a federal classification system that describes the primary type of activity in which a business is engaged

Agriculture, forestry & fishing

- 1 Agricultural production-Crops
- 2 Agricultural production livestock & animal specialties
- 7 Agricultural services
- 8 Forestry
- 9 Fishing, hunting & trapping

Mining

- 10 Metal Mining
- 12 Coal Mining
- 13 Oil & gas extraction
- 14 Mining & quarrying of nonmetallic minerals, except fuels

Construction

- 15 Building construction-general contractors & operative builders
- 16 Heavy construction-special trade contractors
- 17 Construction-special trade contractors

Manufacturing

- 20 Food & kindred products
- 21 Tobacco products
- 22 Textile mill products
- 23 Apparel & other finished products made from fabrics & similar materials
- 24 Lumber & wood products, except furniture
- 25 Furniture & fixtures
- 26 Paper & allied products
- 27 Printing, publishing, & allied industries
- 28 Chemicals & allied products
- 29 Petroleum refining & related industries
- 30 Rubber & misc plastics products
- 31 Leather & leather products
- 32 Stone, clay, glass & concrete
- 33 Primary metal industries
- 34 Fabricated metal products, except machinery & computer equipment
- 35 Industrial & commercial machinery & computer equipment
- 36 Electronic & other electrical equipment & components, except computer equipment
- 37 Transportation equipment
- 38 Measuring, analyzing & controlling instruments, photographic, medical & optical goods, watches & clocks
- 39 Miscellaneous manufacturing industries

Transportation, communications, electric, gas & sanitary services

- 40 Railroad transportation
- 41 Local & suburban transit & interurban highway passenger transportation
- 42 Motor freight transportation & warehousing
- 43 United States Postal Service
- 44 Water Transportation
- 45 Transportation by air
- 46 Pipelines, except natural gas
- 47 Transportation services
- 48 Communications
- 49 Electric, gas, & sanitary services

Wholesale Trade

- 50 Wholesale trade – durable goods
- 51 Wholesale trade – non durable goods

Retail Trade

- 52 Building materials, hardware, garden supply, & mobile home dealers
- 53 General merchandise stores
- 54 Food stores
- 55 Automotive dealers & gasoline service stations
- 56 Apparel & accessory stores
- 57 Home furniture, furnishings, & equipment stores
- 58 Eating & drinking places
- 59 Miscellaneous retail

Finance, insurance & real estate

- 60 Depository institutions
- 61 Non-depository credit institutions
- 62 Security & commodity brokers, dealers, exchanges, and services
- 63 Insurance carriers
- 64 Insurance agents, brokers, and service
- 65 Real Estate
- 67 Holding & other investment offices

Services

- 70 Hotels, rooming houses, camps & other lodging places
- 72 Personal services
- 73 Business services
- 75 Automotive repair, services & parking
- 76 Miscellaneous repair services
- 78 Motion pictures
- 79 Amusement & recreation services
- 80 Health services
- 81 Legal services
- 82 Educational services
- 83 Social services
- 84 Museums, art galleries, botanical & zoological gardens
- 86 Membership organizations
- 87 Engineering, accounting, research, management & related services
- 88 Private households
- 89 Miscellaneous services

Public administration

- 91 Executive, legislative & general government, except finance
- 92 Justice, public order & safety
- 93 Public finance, taxation & monetary policy
- 94 Administration of human resource programs
- 95 Administration of environmental quality & housing programs
- 96 Administration of economic programs
- 97 National security & international affairs

Non-classifiable establishments

- 99 Non-classifiable establishments

2009 UCEDC Major Employers List – Company Sort

Name & Title	Company Address	Phone/Fax	E-mail/Internet Address	SIC	Key Code
Arnold Young Owner/President	A&M Industrial Supply Co 1414 Campbell Street Rahway, NJ 07065	732-574-1111 732-574-2081	www.am-ind.com	5085	A
Frank Uhnn Store Manager	A&P Supermarket - Kenilworth 801 Kenilworth Boulevard Kenilworth, NJ 07033	908-241-4424 908-245-1033	www.apsupermarket.com	5411	A
William Green CEO	Accenture 5 Spring Street New Providence, NJ 07974	908-898-5000 908-898-5044	www.accenture.com		A
Doug Booth CEO	Actavis US 200 Elmora Avenue Elizabeth, NJ 07201	908-527-9100 908-527-9891	infous@actavis.com www.actavis.com	2834	A
Arthur Kurz President	AK Stamping Co. Inc 1159 US Route 22 East Mountainside, NJ 07092	908-232-7300 908-232-5202	sales@akstamping.com www.akstamping.com	3499	A
Robert Busch President & CEO	All-State Legal 1 Commerce Drive Cranford, NJ 07016	800-222-0510 800-634-5184	info@aslegal.com www.aslegal.com	2761	B
Louis Galasso III CEO	Allstate Power-Vac, Inc 928 East Hazelwood Avenue Rahway, NJ 07065-5634	732-815-0220 732-815-9892	salesmgr@allstatepv.com www.allstatepowervac.com	2800	A
Andy Adams VP & General Manager	Alpha Wire Company 711 Lidgerwood Avenue P O Box 711 Elizabeth, NJ 07207-0711	908-925-8000 908-925-3346	info@alphawire.com www.alphawire.com	3357	A
Joe Departo General Manager	API Foils Inc 329 New Brunswick Avenue Rahway, NJ 07065	732-382-6800 732-382-8760	enquiries@astorusa.com www.apigroup.com	2679	A
Kim Fejfer CEO	APM Terminals 5080 McLester Street P O Box 2000 Elizabeth, NJ 07207	908-558-6000 908-558-6481	nwktrmsvc@apmterminals.com www.apmterminals.com	4412,4213	E
Frank X. Caragher President	Arc of Union County 52 Fadem Road Springfield, NJ 07081	973-315-0000 973-315-0002	info@arcunion.org www.arcunion.org	8322	C
Margaret Degnan Administrator	Ashbrook Nursing and Rehabilitation 1610 Raritan Road Scotch Plains, NJ 07076	908-889-5500 908-889-6573	info@sbhcs.com www.sbhcs.com	8000	A
George Gellert President & Chairman	Atalanta Corporation One Atalanta Plaza Elizabeth, NJ 07206	908-351-8000 908-351-1978	richt@atalantagiftware.com www.atalantacorp.com	5141	A
Marvin Steinberg President	Atlas Cleaning Service PO BOX 260 Kenilworth, NJ 07033	908-259-1234 908-259-1123	atlasclng@aol.com www.atlascleaningservice.com	7349	A
Donald Toresco Chairman, CEO	Autoland of NJ 170 Route 22 East Springfield, NJ 07081	973-467-2900 973-467-6248	www.1800autoland.com	5511	A
Nick Damico General Manager	Barry Plastics 100 Dowd Avenue Elizabeth, NJ 07206	908-353-3850 908-353-7870	www.barryplastics.com	3081	A

2009 UCEDC Major Employers List – Company Sort

Name & Title	Company Address	Phone/Fax	E-mail/Internet Address	SIC	Key Code
Jack McHugh President	Beach Electric Co. Inc 675 Central Avenue New Providence, NJ 07974	908-508-2600	www.fmeinc.com www.fishinemoor.com		A
Warren Eisenberg Co-Chairman	Bed Bath & Beyond, Inc 650 Liberty Avenue Union, NJ 07083	908-688-0888 908-688-2161	www.bedbathandbeyond.com	2241,6719	E
Judith Rattner Superintendent	Berkeley Heights Board of Education 345 Plainfield Avenue Berkeley Heights, NJ 07922	908-464-1718 908-464-1728	jrattner@bhhsnj.org www.bhpsnj.org	8211	C
Margaret Degnan Administrator	Berkeley Heights Nursing & Rehabilitation 35 Cottage Street Berkeley Heights, NJ 07922	908-464-0048 908-464-4889	www.berkeleyheightsltc.com	8051	A
Mane Moraes General Manager	BJ's Wholesale Club, Inc 1001 East Edgar Road, Route 1&9 Linden, NJ 07036	908-862-9400 908-862-2162	www.bjswholesale.com		A
Michael Rubin President	Body Wrappers 107 Trumbull Street Elizabeth, NJ 07206	908-354-7218 908-354-4023	www.bodywrappers.com	2339	A
Donald Gibson President	Canoe Brook Country Club, Inc P.O. Box 240 Summit, NJ 07901	908-277-0100 908-273-0367	www.canoebrook.org	7900	A
Loretta Spoltore Administrator	Care Alternatives 70 Jackson Drive Cranford, NJ 07016	908-931-9080 908-931-9081	www.carealt.com	8051	D
Jonathan Dee President	Cede Candy Inc 1091 Lousons Road Union, NJ 07083	908-964-0660 908-964-0911	jdee@smarties.com www.smarties.com	2064,2065	A
Robert Hugin President	Celgene 86 Morris Ave Summit, NJ 07901	908-673-9000 908-673-9001			A
Amy Mansue President	Children's Specialized Hospital 150 New Providence Road Mountainside, NJ 07092-2527	908-233-3720 908-301-5576	www.childrens-specialized.org	8069	F
Renee LaPrete Superintendent	Clark Board of Education 365 Westfield Avenue Clark, NJ 07066	732-574-9600 732-574-1456	www.clarkschools.org	8211	B
Barbara Andrews Administrator	Clark Nursing & Rehabilitation Center 1213 Westfield Avenue Clark, NJ 07066	732-396-7100 732-396-1924	www.clarkrehab.com	8051	A
Murray McClean President & CEO	CMC Joist & Deck 430 Mountain Ave., Ste. 301 Murray Hill, NJ 07974	908-277-1617 908-277-1619	www.cmcjd.com	3499	A
Sidney Blanchard Executive Director	Community Access Unlimited 80 West Grand Street Elizabeth, NJ 07202-1447	908-354-3040 908-354-2665	info@caunj.org www.caunj.org	8322	D
Alan Meckler Chairman & CEO	Comstock Inc 244 Sheffield Street Mountainside, NJ 07092	908-518-6200 908-233-6620	service@comstock.com www.comstock.com		A
Grover Connell President	Connell Real Estate & Development Co 200 Connell Drive Berkeley Heights, NJ 07922	908-673-3700 908-673-3800	info@connellico.com www.connellico.com	5141	A

2009 UCEDC Major Employers List – Company Sort

Name & Title	Company Address	Phone/Fax	E-mail/Internet Address	SIC	Key Code
Michael Kenney Senior Manager	ConocoPhillips Company, Bayway Refinery 1400 Park Avenue P O Box 222 Linden, NJ 07036	908-523-5000	www.conocophillips.com		E
Seth Rinai Administrator	Cornell Hall Nursing and Rehabilitation 234 Chestnut Street Union, NJ 07083	908-687-7800 908-687-1417	info@sbhcs.com www.sbhcs.com	8000	B
Charlotte Collins Warden	Corrections Corporation of America Elizabeth Detention Center 625 Evans Street Elizabeth, NJ 07201	908-352-3776 908-352-7247	charlotte.collins@correctionscorp.com www.correctionscorp.com		A
John Zan Burger General Manager	Costco Wholesale 1055 Hudson Street Union, NJ 07083	908-810-1458 908-810-1602	www.costco.com		A
George Devanney County Manager	County of Union Union County Administration Building Elizabethtown Plaza Elizabeth, NJ 07207	908-527-4200 908-289-0180	www.ucnj.org	8900	F
Dr. Gayle Carrick Superintendent	Cranford Board of Education 132 Thomas Street Cranford, NJ 07016	908-272-9100 908-272-0391	suptoffice@cranfordschools.org www.cranfordschools.org	8211	D
John H. Weiland President - COO	CR Bard Inc 730 Central Avenue New Providence, NJ 07974	908-277-8000 908-277-6451	www.crbard.com	3841	B
Jackie Cousins Administrator	Cranford Health & Extended Care 205 Birchwood Avenue Cranford, NJ 07016	908-272-6660 908-272-2424		8000	B
Samuel Prisco President & CEO	Damon G. Douglass Co 245 Birchwood Avenue P O Box 1030 Cranford, NJ 07016	908-272-0100 908-272-3949	www.dgdc.com	1542	A
John Perry Managing Director	Danfoss Hago Manufacturing, Inc 1120 Globe Avenue Mountainside, NJ 07092	908-232-8687 908-232-7246	www.hagodanfoss.com	3432	A
Michael D'Annunzio President	D'Annunzio & Son's Inc 136 Central Avenue Clark, NJ 07066	732-574-1300 732-574-1244	www.dannunziocorp.com	1611	A
Richard McQuade President	Data Reduction Systems Corp 1323 Burnet Avenue Union, NJ 07083	908-687-5636 908-687-3406	rickm@drscorp.com www.drscorp.com	7389	A
Dennis Bruschi Administrator	Delaire Nursing & Convalescent 400 West Stimpson Avenue Linden, NJ 07036	908-862-3399 908-862-6967	www.delairenursing.net	8051	A
Louis Pollak President	Detailed Designs Box 3012 Plainfield, NJ 07063	908-753-1990 908-769-7599	tony@injectron.com www.detailedesigns.com	30890	D
Dennis Polvere President	Display Pro Manufacturing 40 Boright Avenue Kenilworth, NJ 07033	908-272-5900	info@daysol.com www.daysol.com	39930	A
Robert Denholtz President & CEO	Durex Inc 5 Stahuber Avenue Union, NJ 07083	908-688-0800 908-688-0718	bdenholtz@durexinc.com www.durexinc.com	3469	A

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Karl Kalkbrenner Plant Manager	Duro Bag Manufacturing Co 750 Dowd Avenue Elizabeth, NJ 07201	908-351-2400 908-351-5102	www.durobag.com	2674	B
Mark Lebovitz President	East Coast Warehouse & Safeway Trucking 1140 Polaris Street Elizabeth, NJ 07201	908-351-2800 908-351-9118	www.eastcoastwarehouse.com	4226	A
Harold Cortese, Jr President	EGL Co., Inc 100 Industrial Road Berkeley Heights, NJ 07922	908-508-1111 908-508-1122	www.egl-neon.com	3629	A
Richard Guempel CEO	Eni, Inc. Electrical Engineers & Contractors 530 South Avenue East P O Box 128 Cranford, NJ 07016	908-276-1000 908-276-5881	rguempel@enelectric.com www.enelectric.com	1731	C
Pablo Munoz Superintendent	Elizabeth Board of Education 500 North Broad Street Elizabeth, NJ 07207	908-436-5010	munozpa@elizabeth.k12.nj.us www.elizabeth.k12.nj.us	8211	F
Michael Drew CEO	Elmora Hills Healthcare & Rehabilitation 225 West Jersey Street Elizabeth, NJ 07202-1301	908-353-1220 908-353-0102	eh@elmorahills.com	8300	A
James Emiliani President, CEO	Emiliani Enterprises 600 Green Lane Union, NJ 07083	908-964-6340 908-558-9234	Jimmy@emiliani.com www.emiliani.com	3900	B
George Elkas President & CEO	Flexi-Van Leasing, Inc 251 Monroe Avenue Kenilworth, NJ 07033	908-276-8000 908-276-7666	Sales@Flexi-Van.com www.flexi-van.com		A
John Petz Store Manager	Foodtown - Roselle 550 Raritan Road Roselle, NJ 07203	908-245-6470 908-298-0986		5411	A
Herbert Schiller CEO	Foremost Manufacturing Co 941 Ball Avenue Union, NJ 07083	908-687-4646 908-687-8821	mail@foremost-mfg.com www.foremostMFG.com	2500	A
John Pepe President	Gallo Wine Sales of New Jersey, Inc 520 Division Street Elizabeth, NJ 07207	908-289-8000 908-368-8107	www.njgallowine.com	5182	A
Cindy Lukas President	Garden State Brickface Windows & Siding 217 Highland Parkway Roselle, NJ 07203-2688	908-241-5900 908-298-3890	genk@brickface.com www.brickface.com		A
Arthur Kurz President	Globe Manufacturing Sales Co Box 1213 Mountainside, NJ 07092	908-232-7300 908-232-5202	info@globebrackets.com www.globebrackets.com	34699	C
Mark Giangiulio General Manager	Grand Summit Hotel 570 Springfield Avenue Summit, NJ 07901-0578	908-273-3000 908-273-4228	markg@grandsummit.com www.grandsummit.com	7000	A
Arthur F. Zampella President	Graber-Rogg Inc 22 Jackson Drive Cranford, NJ 07016	908-272-4422	support@graber-rogg.com www.graber-rogg.com	30890	A
Gene Biber Vice President of Operations	Guest Packaging Inc 414 East Inman Avenue Rahway, NJ 07065	732-382-7270 732-382-0321	gbiber@guestsupply.com www.guestsupply.com	2800	F

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Name & Title	Company Address	Phone/Fax	E-mail/Internet Address	SIC	Key Code
Phil Emond President	Hago Manufacturing Co Inc 1120 Globe Avenue Mountainside, NJ 07092	908-232-8687 908-232-7246	hago@danfoss.com www.hago-danfoss.com	34320	A
Robert Davis President & CEO	Hayward Pool Products, Inc 620 Division Street Elizabeth, NJ 07207	908-351-5400 908-351-5675	www.haywardnet.com	3589	C
Michael Roth Superintendent	Hillside Board of Education 195 Virginia Street Hillside, NJ 07205	908-352-7664 908-282-5830	www.hillsidek12.org	8211	E
Sue Grinkezich Administrator	Holy Redeemer Home Care 354 Union Avenue Elizabeth, NJ 07206	908-352-5694 856-939-9010	www.holyredeemer.com	8051	A
Scott Porter Chief Operating Officer	Howard Press 450 West First Avenue Roselle, NJ 07203	908-245-4400 908-245-1139	geitel@howardpress.com www.howardpress.com	2752	A
Bob Kaye General Manager	IKEA Elizabeth 1000 IKEA Drive Elizabeth, NJ 07201	908-352-1550 908-352-0843	mtoc@memo-ikea.com www.ikea.com	2500	D
Joseph Saco Manager	Infineum USA, L P US Country-Manufacturing Mgr 1900 East Linden Avenue P O Box 717 Linden, NJ 07036	908-474-0100	www.infineum.com	2869	E
Louis Pollak President	Injectron Corp 1000 South Second Street P O Box 3012 Plainfield, NJ 07063	908-753-1990 908-753-8537	www.injectron.com	3089	A
Michael Delmauro VP Operations	Interlux - International Paint Inc 2270 Morris Avenue P O Box 386 Union, NJ 07083	908-686-1300 908-688-8545	yacht.us@yachtpaint.com www.yachtpaint.com	2851	A
Richard Jayson President	Jayson Water Co 2150 Stanley Terrace Union, NJ 07083	908-688-1111 908-964-8258	rjayson@jaysoncompany.com www.jaysoncompany.com		A
Aimee Allen Administrator	JFK Hartwyck at Cedar Brook 1340 Park Avenue Plainfield, NJ 07060	908-754-3100 908-754-3418	www.solarishs.org/hartwyck/	8000	B
Cathi Maier SAAB General Manager	JMK BMW Saab 391 Route 22 East Springfield, NJ 07081	973-379-7744 973-379-3896	cmaier@jmkbmwsaab.com www.jmkbmw.com	5511	A
Alan Kaufman President	Kaufman Stairs Inc 315 Dalziel Road Linden, NJ 07036	908-862-3579 908-862-2074		2499	A
Dawood Farahi President	Kean University President's Office - K202 P O Box 411 Union, NJ 07083	908-737-7000 908-737-7007	dfarahi@kean.edu www.kean.edu	8221	F
Susan Bosland Head Executive	Kent Place School 42 Norwood Avenue Summit, NJ 07901	908-273-0900	www.kentplace.org	8211	A

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Name & Title	Company Address	Phone/Fax	E-mail/Internet Address	SIC	Key Code
Donna Carroll Store Manager	King's Super Market Inc 300 South Street Garwood, NJ 07027	908-518-4360 908-789-0126	openline@kingssm.com www.allaboutkings.com	5400	A
Gerard Lennon Terminal Manager	Leaseway Auto Carriers 1001 West Linden Avenue Linden, NJ 07036	908-862-9220 908-862-7231	www.penske.com		A
Pat Murphy President - CEP	Linde Inc 575 Mountain Avenue New Providence, NJ 07974	908-464-8100 908-771-1764	<u>USweb-inquiries@hoc.com</u> <u>http://www.linde.com/</u>	28139	F
Rocco Tomazic Superintendent	Linden Board of Education 2 East Gibbons Street Linden, NJ 07036	908-486-5818 908-486-6331	rtomazic@linden.k12.nj.us www.linden.k12.nj.us	8211	E
Paul Defalco President	Linden Bulk Transportation Co., Inc 4200 Tremley Point Road Linden, NJ 07036	908-862-3883 908-862-5090	www.lindencompanies.com		A
Sanford Salz President	Linden Warehouse & Distributing Co 1300 Lower Road Linden, NJ 07036	908-862-1400 908-862-7539	<u>info@lindencompanies.com</u> www.lindencompanies.com	4213	A
Michelle Cousoulis Manager	Lord & Taylor 609 North Avenue Westfield, NJ 07090	908-233-6600	www.lordandtaylor.com	5600	C
Laurent Ahal CEO	L'Oreal USA Inc 222 Terminal Avenue Clark, NJ 07066	732-499-2823 732-499-2415	www.lorealusa.com	2844	D
Steve Skoler President	Madan Plastics, Inc 370 North Avenue P O Box 487 Cranford, NJ 07016	908-276-8484 908-276-9483	mkmadan@MadanPlastics.com www.madanplastics.com	3089	A
Abdul Saleh President	Maggyco Inc 1029 Newark Avenue Elizabeth, NJ 07208	973-242-1300 973-242-4087	www.magruder.com	28650	A
Joseph Curto President	Maher Terminals, Inc 1210 Corbin Street Elizabeth, NJ 07201	908-527-8400	www.maherterminals.com	4491	F
David Burke Administrator	ManorCare Health Services 1180 Route 22 West Mountainside, NJ 07092-2810	908-654-0020 908-654-8661	mountainside@manorcare.com www.manorcare.com	8051	A
Andy Prozes CEO	Martindale-Hubbell 121 Chanlon Road New Providence, NJ 07974	800-526-4902 908-771-8704	info@martindale.com www.martindale.com	2731	E
Tom Arnold President	Merrill 649 Rahway Avenue Union, NJ 07083	908-688-5757 908-622-1983	<u>info@merrillcorp.com</u> www.merrillcorp.com	27520	J
Brad Komperud General Manager	Kerry Ingredients & Flavors 160 Terminal Avenue Clark, NJ 07066	732-882-0202 732-574-2745	www.kerryingredients.com		A
David Cohen	Mayor of Berkeley Heights Municipal Building 29 Park Avenue Berkeley Heights, NJ 07922	908-464-2700 908-464-8150	dcohen@bhtwp.com www.berkeleyheightstwp.com	9100	A

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Salvatore Bonaccorso	Mayor of Clark Municipal Building 430 Westfield Avenue Clark, NJ 07066	732-388-3600 732-388-3839	www.ourclark.com	9100	A
Robert Puhak	Mayor of Cranford Municipal Building 8 Springfield Avenue Cranford, NJ 07016	908-709-7200 908-276-4859	www.cranford.com/township	9100	C
J. Christian Bollwage	Mayor of Elizabeth 50 Winfield Scott Plaza Elizabeth, NJ 07201	908-820-4170 908-820-0130	jmalone@elizabethnj.org www.elizabethnj.org	9100	F
Karen McCoy Oliver	Mayor of Hillside Municipal Building 1409 Liberty Ave Hillside, NJ 07205	973-926-3000 973-926-9232	www.townshipofhillside.org	9100	B
Richard Gerbounka	Mayor of Linden City Hall 301 North Wood Avenue Linden, NJ 07036	908-474-8493 908-474-8497	www.linden.org	9100	E
Sharon Robinson-Briggs	Mayor of Plainfield 515 Watchung Avenue Plainfield, NJ 07060	908-753-3000 908-753-3500	info@plainfield.com www.plainfield.com	9100	E
James Kennedy	Mayor of Rahway One City Hall Plaza Rahway, NJ 07065	732-827-2000 732-574-0477	mayor@cityofrahway.com www.cityofrahway.com	9100	C
Garrett Smith	Mayor of Roselle 210 Chestnut Street Roselle, NJ 07203	908-245-5600 908-245-9508	mayorsmith@boroughofroselle.com www.boroughofroselle.com	9100	B
Nancy Malool	Mayor of Scotch Plains Municipal Building 430 Park Avenue Scotch Plains, NJ 07076	908-322-6700 908-322-8678	nmalool@scotchplainsnj.com www.scotchplainsnj.com	9100	A
Jordan Glatt	Mayor of Summit 512 Springfield Avenue Summit, NJ 07901-2667	908-273-6400 908-273-2977	www.cityofsummit.org	9100	B
Clifton People, Jr	Mayor of Union 1976 Morris Avenue Union, NJ 07083	908-688-2800 908-851-4660	www.uniontownship.com	9100	E
Andrew Skibitsky	Mayor of Westfield 425 East Broad Street Westfield, NJ 07090	908-789-4040 908-233-3077	mayor@westfieldnj.gov www.westfieldnj.gov	9100	B
Richard Clark CEO & President	Merck & Co., Inc. 126 E. Lincoln Ave P.O. Box 2000 (RY60-200E) Rahway, NJ 07065	732-594-4000 732-594-1450	www.merck.com	2819	F
Trudi Karpel Manager	Metropolitan Home Care 1801 East Second Street Scotch Plains, NJ 07076	908-654-5656 908-322-8778	info@premierhomehealthcare.com www.premierhomehealthcare.com	7363	A
Arthur Papetti President	Michael Foods 1 Papetti Plaza Elizabeth, NJ 07206	908-282-7900	www.michaelfoods.com	20150	E

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Name & Title	Company Address	Phone/Fax	E-mail/Internet Address	SIC	Key Code
Joseph Corcoran Managing Principal	Moore Stephens, P C 340 North Avenue East, 3 rd Fl Cranford, NJ 07016-2461	908-272-7000 908-272-7101	jcorcoran@moore-cpa.com www.moore-cpa.com	8721	A
Beverly Rolston-Blenman Vice President	Muhlenberg Campus Park Avenue & Randolph Road Plainfield, NJ 07060	908-668-2197 908-226-4517	nflamingo@solarishs.org www.solarishs.org	8062	D
Richard Horn President	Mulberry Metal Products Inc 2199 Stanley Terrace P O Box 443 Union, NJ 07083	908-688-8850 908-688-7294	mulmetinc@aol.com www.mulberrymetal.com	3644	A
William Ungar President	National Envelope 400 Clermont Ter Union, NJ 07083	908-353-8100 908-353-8423	sales@natenv.com www.nationalenvelope.com	26770	F
Myron Shevell Chairman & CEO	NEMF - New England Motor Freight 1-71 North Avenue East Elizabeth, NJ 07201	908-965-0100	info@nemf.com www.nemf.com	4700	F
Ira Krass President	New Providence Board of Education 356 Elkwood Avenue New Providence, NJ 07974	908-464-9050 908-464-9041	ikrass@npsd.k12.nj.us www.npsd.k12.nj.us	8211	B
Tracy Walker General Manager	Newark Airport Hilton 1170 Spring Street Elizabeth, NJ 07201	908-351-3900 908-351-9556	www.newarkairport-hilton.com	7000	B
Anthony Alves President / CEO	Oasis Foods Co Box 967 Hillside, NJ 07205	908-364-0477 908-688-4375	www.oasisfoods.com	20799	A
Mark Lasky President, CEO	Occupational Center of Union County 301 Cox Street Roselle, NJ 07203	908-241-7200 908-241-2025	ocuc@ocucnj.com www.occupationalcenter.com	8062	C
Theodore Romankow Prosecutor	Office of the Union County Prosecutor 32 Rahway Avenue Elizabeth, NJ 07202	908-527-4510 908-527-4625	www.ucnj.org		B
John Emberson President	Olympia Trails - Coach USA 349 First Street Elizabeth, NJ 07202	908-354-3330 908-354-3339	info@olympiabus.com www.olympia.com	4151	A
John Bush President	On Time Transport Inc 135 E Highland Parkway Roselle, NJ 07203	908-298-9500 908-298-0379	www.ontimetransport.com		A
Alan Leiber Executive Vice President	Overlook Hospital 99 Beauvoir Avenue P O Box 220 Summit, NJ 07902-0220	908-522-2000	www.atlantichealth.org	8062	F
Tom Eccleston President	Panasonic Electric Works Corporation 620 Central Avenue New Providence, NJ 07974	908-464-3550 908-464-8714	www.pewa.panasonic.com	3625	
Peter Kunz Controller	Papetti's Hygrade Egg Products, Inc 1 Papetti Plaza Elizabeth, NJ 07206	908-282-7531 908-351-7528	www.michaelfoods.com	2015	E
Daniel O'Connor President & CEO	Paragon Computer Professionals 25 Commerce Drive, Suite 226 Cranford, NJ 07016-6767	908-709-6767 908-709-8071	www.consultparagon.com		A

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Michael Fuschetti Vice President	Paramount Metal Finishing Co 1515 West Elizabeth Avenue Linden, NJ 07036	908-862-0772 908-862-9477	www.pmf1.com	3471	A
Richard Parker President	Parker Interior Plantscape 1325 Terrill Road Scotch Plains, NJ 07076	908-322-5552 908-322-4818	parker@parkerplants.com www.parkerplants.com		A
Rino Amato Store Manager	Pathmark - Elizabeth 211 Elmora Avenue Elizabeth, NJ 07202	908-289-5350 908-351-1449	customers@pathmark.com www.pathmark.com	5411	A
John Acacella Store Manager	Pathmark - Linden 651 North Stiles Street Linden, NJ 07036	908-486-9090	customers@pathmark.com www.pathmark.com	5411	A
Sal Marconi Store Manager	Pathmark - Union Route 22 West & Springfield Road Union, NJ 07083	908-964-8610 908-964-4267	customers@pathmark.com www.pathmark.com	5411	A
Chuck Cuomo President	Performance Food Group 1 Ikea Drive Elizabeth, NJ 07207	800-275-9500	www.pfge.com		
Dr. Steve Gallon Superintendent	Plainfield Board of Education 1200 Myrtle Ave Plainfield, NJ 07060	908-731-4335 908-731-4336	sgallon3@plainfield.k12.nj.us www.plainfieldnj.k12.org	8211	F
Howard Auerbach President	Plymouth Printing Company Box 68 Cranford, NJ 07016	908-276-8100 908-276-6566	www.plymouthprinting.com	2752	A
Rudine Smith President & CEO	Neighborhood Health Services Corp 1700-58 Myrtle Avenue Plainfield, NJ 07063	908-753-6401 908-753-7570	www.phcnednet.org	8062	A
Timothy Ciasulli Owner	Planet Honda & The Used Car Universe 2285 Route 22 West Union, NJ 07083	908-964-1600 908-851-5906	www.planethondanj.com	5511	A
Tom Voorhees President	Prompt Care 51 Terminal Avenue Clark, NJ 07066	732-815-0222 732-381-4521	www.promptcare.net	8062	A
Frank Buglione Superintendent	Rahway Board of Education 1138 Kline Place Rahway, NJ 07065	732-396-1020 732-396-1391	www.rahway.net	8211	C
Roy Santos Administrator	Rahway Geriatrics Center Inc 1777 Lawrence Street Rahway, NJ 07065	732-499-7927 732-396-1298		8051	A
Jim McClam Postmaster	Rahway Postal Services 123 East Milton Avenue Rahway, NJ 07065	732-388-3264 650-577-4211	www.usps.com	4300	A
Richie Rodriguez General Manager	Red Lobster Restaurant 2520 Route 22 Union, NJ 07083	908-686-8999 908-686-6484	www.redlobster.com	5812	A
Thomas Montrone President, CEO	Registrar & Transfer Company 10 Commerce Drive Cranford, NJ 07016	908-497-2300 908-497-2314	tmontrone@rtco.com www.rtco.com	6289	B
Kirk Tice President	Robertwood Johnson Hospital at Rahway 865 Stone Street Rahway, NJ 07065	732-381-4200 732-499-6337	pa@rahwayhospital.com www.rwjhr.com	8062	E

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Israel Braunstein President	Romerovski Corp 450 West Westfield Avenue Roselle Park, NJ 07204	908-241-3000 908-241-6662	www.romerovski.com	5131	A
Ron Globerman President	Ronell Industries Inc 298 Cox Street Roselle, NJ 07203	908-245-5255 908-241-4244	sales@rmsllc.net www.ronellmanagementservices.com	5087	C
Elnardo Webster Superintendent	Roselle Board of Education 710 Locust Street Roselle, NJ 07203	908-298-2040 908-298-3353	www.roselleschools.org	8211	C
Samuel Lefkovits President	Roselle Paper Co., Inc 615 East First Avenue Roselle, NJ 07203	908-245-6758 908-245-9434	rosellpap@aol.com www.rosellepaper.com	2679	A
Patrick Spagnoletti Superintendent	Roselle Park Board of Education 510 Chestnut Street Roselle Park, NJ 07204	908-245-1197 908-245-1226	www.rpsd.org	8211	B
Warren Shea President	Rotary Pen Corp 746 Colfax Avenue Kenilworth, NJ 07033	908-245-2437 908-245-1557	www.rotarypen.com	3951	A
Adam Bell President	Rotuba Extruders, Inc 1401 Park Avenue South Linden, NJ 07036	908-486-1000 908-486-0874	plastics@rotuba.com www.rotuba.com	3083	A
Joseph Sharp Administrator	Runnells Specialized Hospital 40 Watchung Way Berkeley Heights, NJ 07922	908-771-5700 908-771-0376	runnells@ucnj.org www.unioncounty.org	8062	E
Peter Cheche, Jr CEO	S M Electric Co., Inc 601 New Brunswick Avenue Rahway, NJ 07065	732-388-3540 732-388-3052	sme@smelectric.com www.smelectric.com		B
Jessica Rosenzweig Executive Director	SAGE Elder Care 290 Broad Street Summit, NJ 07901	908-273-5550 908-598-5539	jrosenzweig@sageeldercare.org www.sageeldercare.org	8051	A
Fred Hassan Chairman & CEO	Schering-Plough Corporation 2000 Galloping Hill Road Kenilworth, NJ 07033-0530	908-298-4000 908-298-7999	fred.hassan@spcorp.com www.schering-plough.com	2834	F
Margaret Hayes Superintendent	Scotch Plains-Fanwood Board of Education Evergreen Avenue & Cedar Street Scotch Plains, NJ 07076	908-232-6161 908-889-1769	www.spfk12.org	8211	E
Seth Wertz Store Director	Shop Rite-Clark 76 Central Avenue Clark, NJ 07066	732-381-7600 732-381-7168	www.shoprite.com	5411	D
Jack Batista Store Manager	Shop Rite-Elizabeth 865 West Grand Street Elizabeth, NJ 07202	908-558-9126 908-558-9140	www.shoprite.com	5411	B
Nigel Johnson Store Manager	Shop Rite-Hillside 367 Route 22 West Hillside, NJ 07205	908-810-4662 908-687-6859	www.shoprite.com	5411	A
Scott Spencer Store Manager	Shop Rite-Springfield 727 Morris Turnpike Springfield, NJ 07081	973-376-3028 973-912-0524	www.shoprite.com	5411	A
Dan Schiavo Store Manager	Shop Rite-Union 2661 Morris Avenue Union, NJ 07083	908-686-7595 908-688-5574	www.shoprite.com	5411	A

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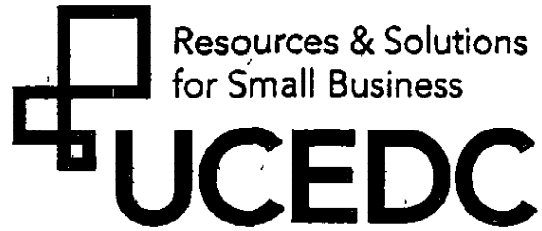
Name & Title	Company Address	Phone/Fax	E-mail/Internet Address	SIC	Key Code
Ali Alt General Manager	Shoppers World Ltd Inc 100 Broad Street Elizabeth, NJ 07201	908-351-3488 908-351-9077	shopworld@netscape.net	5641	A
Michael Davino Superintendent	Springfield Board of Education P O Box 210 Springfield, NJ 07081	973-376-1025 973-376-5539	mdavino@springfieldschools.com www.springfieldschools.com	8211	B
Charles Havers President	Stonco Lighting - Genlyte Thomas Group 2345 Vauxhall Road Union, NJ 07083	800-334-2212 908-964-0968	www.stoncolighting.com		A
Heidi Travis Store Manager	Stop & Shop Supermarket Co 219 Elm Street Westfield, NJ 07090-3125	908-232-1292 908-789-5174	www.stopandshop.com	5411	A
Carlos Ramos Store Manager	Stop & Shop Supermarket Co 801 Newark Avenue Elizabeth, NJ 07208	908-436-1344 908-436-1348	www.stopandshop.com	5441	A
Peter G Markey President	Superior Powder Coating Inc 600 Progress Street Elizabeth, NJ 07201	908-351-8707 908-351-0870	info@superiorpowder.com www.superiorpowder.com	33990	A
Nathan Parker Superintendent	Summit Board of Education 14 Beekman Terrace Summit, NJ 07901	908-273-3023 908-273-3656	contact@summit.k12.nj.us www.summit.k12.nj.us	8211	D
Andrew Mintz Executive Director	Summit Medical Group, P A 1 Diamond Hill Road Berkely Heights, NJ 07922	908-273-4300 908-273-7366	wecare@smgnj.com www.smgpa.com	8011	E
James Gallagher CEO	Summit Oaks Hospital 19 Prospect Street Summit, NJ 07902	908-522-7000 908-522-7077	www.psolutions.com	6331	A
Pamela Paskowitz Executive Director	Summit Speech School at the F M Kirby 705 Central Avenue New Providence, NJ 07974	908-508-0011 908-508-0012	info@summitspeech.com www.summitspeech.com		A
Jeri Clinton Executive Director	Summit YMCA 67 Maple Street Summit, NJ 07901	908-273-3330 908-273-0258	www.summitareaymca.org		E
Robert Bitton President	Supreme Security Systems, Inc 1565 Union Avenue Union, NJ 07083	908-810-8822 908-810-8844	info@supremealarm.com www.supremealarm.com	7382	A
Gerald Ellner President	Synergy Inc 715 South Avenue E Cranford, NJ 07016	908-272-2002 908-272-2099		22990	A
Dick Phatak President	TEJ Technologies, Inc 2 Donsen Lane Scotch Plains, NJ 07076	908-756-7004 908-769-0078	info@tejtek.com www.tejtek.com	7372	A
Mark Tessler President	Tessler & Weiss / Premesco 2389 Vauxhall Road Union, NJ 07083	908-686-0513 908-686-9165		39110	A
Joseph DeIorio Mayor	Township of Roselle Park 110 East Westfield Avenue Roselle Park, NJ 07204	908-245-6180 908-245-5598	jdeiorio@aol.com www.rosellepark.net	9100	A
Theodore Jakubowski Superintendent of Schools	Township of Union Board of Education 2369 Morris Avenue Union, NJ 07083-1939	908-851-6421 908-851-9688	tjakubowski@twpunionschools.org www.twpunionschools.org	8211	F

2009 UCEDC Major Employers List – Company Sort

Name & Title	Company Address	Phone/Fax	E-mail/Internet Address	SIC	Key Code
Gary Horan President & CEO	Trinitas Regional Medical Center 225 Williamson Street Elizabeth, NJ 07207	908-994-5754	www.trinitasrmc.org	8062	F
Jeff Margolis Chairman	Trizetto Group 1085 Morris Avenue Union, NJ 07083	908-351-0700 908-351-8964	salesinfo@trizetto.com www.trizetto.com		A
Suzanne Millard Chairman & CEO	Turtle & Hughes Inc 1900 Lower Road Linden, NJ 07036	732-574-3600 732-574-3723	www.turtle.com	5063	B
Dennis Allocco Postmaster	U S Postal Service-Elizabeth 310 North Broad Street Elizabeth, NJ 07207	908-820-8490 908-820-8540	www.usps.com	4300	D
Alfred Connizzo Postmaster	U S Postal Service-Plainfield 201 Watchung Avenue Plainfield, NJ 07061	908-226-5220 908-226-5214	www.usps.com	4300	B
Eugene Perry Postmaster	U S Postal Service-Union 1130 West Chestnut Street Union, NJ 07083	908-688-4785 650-577-4362	www.usps.com	4300	A
George Caswell Postmaster	U S Postal Service-Westfield 153 Central Avenue Westfield, NJ 07091	908-233-4053 650-577-4424	www.usps.com	4300	A
Anthony Weagley President & CEO	Union Center National Bank 2455 Morris Avenue P O Box 7 Union, NJ 07083	908-688-9500 908-687-4992	www.ucnb.com	6025	A
Thomas Brown President	Union County College 1033 Springfield Avenue Cranford, NJ 07016	908-709-7100 908-709-0527	tgarcia@ucc.edu www.ucc.edu	8222	F
Charles Gillon Director	UC Dept of Human Services 342 Westminster Avenue Elizabeth, NJ 07208	908-965-3706 908-965-2752	cgillon@ucnj.org www.ucnj.org		D
William Presutti Superintendent	UC Educational Services Commission 45 Cardinal Drive Westfield, NJ 07076	908-233-9317 908-233-7432	wpresutti@ucesc.org www.ucesc.k12.nj.us	8211	B
Thomas Bistocchi Superintendent	UC Vocational-Technical Schools 1776 Raritan Road Scotch Plains, NJ 07076	908-889-8288 908-889-4336	www.ucvts-tec.nj.us		A
William Foote Chairman, President & CEO	United States Gypsum Company 1255 Raritan Road Clark, NJ 07066	732-388-9100 732-388-7168	investorrelations@usg.com www.usg.com	3275	A
Frederick Goldring President & CEO	USI Services Group Inc 43 Fadem Road Springfield, NJ 07081	973-376-6000 973-376-3361	judi@usiservicesgroup.com www.usiservicesgroup.com		F
Frank Tartaglia President	Valcor Engineering Corp 2 Lawrence Road Springfield, NJ 07081-3121	973-467-8400 973-467-8382	www.valcor.com	3494	A
Alex Landy President	Victory Box Corp 645 West First Avenue Roselle, NJ 07203	908-245-5100 908-245-5670	victorybox@skyweb.net	2621	A

2009 UCEDC Major Employers List – Company Sort

Name & Title	Company Address	Phone/Fax	E-mail/Internet Address	SIC	Key Code
Diodato Villani President	Villani Bus Company 811 East Linden Avenue Linden, NJ 07036	908-862-3333 908-474-8058	info@villanibus.com www.villanibus.com	4151	A
Anita Weinberg Executive Director	Visiting Health Services of UC 526 North Avenue East Westfield, NJ 07090	908-233-3113 908-233-2849	aweinbergvhs@aol.com	8051	A
Jerome Conlin Chief Executive	Vogel Bus Company, Inc 109 Aldene Road Roselle, NJ 07203	908-298-0045 908-298-1455	vogelbus@aol.com www.vogelbus.com	4151	A
John Stumpf CEO	Wachovia Corporation 190 River Road Summit, NJ 07901	800-726-1989	www.wellsfargo.com	6025	E
Dean Janeway President	Wakefern Food Corp 600 York Street Elizabeth, NJ 07207	908-527-3300 908-527-3397	www.shoprite.com	5411	F
Scott Smith District Manager	Waste Management of New Jersey 864 Julia Street Elizabeth, NJ 07201	800-633-9096 908-289-1466			A
Richard Weeks President	Weeks Marine, Inc 4 Commerce Drive Cranford, NJ 07016	908-272-4010 908-272-4740	www.weeksmarine.com	4491	A
Margaret Dolan Superintendent	Westfield Board of Education 302 Elm Street Westfield, NJ 07090	908-789-4420 908-789-4192	www.westfieldnj.k12.org	8211	E
Kathy Madden Administrator	Westfield Genesis Elder Care Network 1515 Lamberts Mill Road Westfield, NJ 07090	908-233-9700	westfieldcenter@westfieldnj.com www.genesis	8051	B
Campbell Johnstone President	Westfield Sheet Metal Works, Inc 261 Monroe Avenue & Eighth Street P O Box 128 Kenilworth, NJ 07033	908-276-5500 908-276-6808	wsmwinc@aol.com www.westfieldsheetmetal.com	3444	A
Harry Jensen Area Manager	White Castle System Inc 245 East Inman Avenue Rahway, NJ 07065	732-381-4343 732-396-9896	www.whitecastle.com	5812	E
Bernard Speckhart President, CEO	White Conveyors Inc 10 Boright Avenue Kenilworth, NJ 07033	908-686-5700 908-686-9317	info@white-conveyors.com www.white-conveyors.com	3535	A
John Molloy President	White Systems Inc 30 Boright Avenue Kenilworth, NJ 07033	908-272-6700 908-272-5920	info@whitesystems.com www.whitesystems.com	3559	A
Krystal Canady CEO/General Director	YMCA of Eastern Union County 144 Madison Avenue Elizabeth, NJ 07201	908-355-9622 908-351-6366	kcanady@ymcaec.org www.ymcaec.org	8641	C
Karin Dreixler Executive Director	YMCA of Fanwood-Scotch Plains 1340 Martine Avenue Scotch Plains, NJ 07076	908-889-1999 908-889-4073	kdreixler@fanwoodscotchplainsymca.org www.fanwoodscotchplainsymca.org	8641	A



A non-profit economic development corporation

Liberty Hall Center
1085 Morris Avenue
Union, New Jersey 07083
Phone. 908.527.1166 Fax: 908.527.1207
www.ucedc.com

Major Development Projects in Union County, NJ

Prepared by UCEDC
For
Union County Board of Chosen Freeholders,
Daniel P. Sullivan, Chairman

February, 2010



UCEDC, a non-profit economic development corporation, is dedicated to fostering economic growth and creating an environment for progress. Our organization has been serving the business community for over thirty years, providing an objective and authoritative voice on business and economic development issues.

Our mandate is to develop opportunities for businesses that lead to new jobs, a strong, stable business climate and an improved quality of life. We do this by providing financial, technical and community development assistance to businesses.

Financing

UCEDC offers a wide range of financing programs to address your business growth needs. We provide access to capital that may not be available elsewhere. As an experienced business lender, we also coordinate loan packages from federal, state and private lending sources to help all size businesses grow. As a US Small Business Administration's designated microlender, we provide financing from \$500 to \$35,000 to businesses across the state. Additionally, our Business Growth Fund lends up to \$150,000 statewide. All businesses which receive financing from UCEDC also benefit from the free services of our Business Mentor for the life of the loan.

Government Contracts

Government agencies annually spend billions of dollars purchasing goods and services from businesses like yours. We help Union County businesses get a share of that business through our free, computerized government contract bid matching service. As part of our service, our experienced staff provides technical assistance with bid preparation, bid submission and pre- and post-award contract administration. Smaller firms are assisted in finding opportunities as sub-contractors to major government contractors.

Business Information

UCEDC provides comprehensive and up-to-date economic market data, commercial real estate and general business information that can help businesses make informed decisions. A number of informative reports are produced regularly, reflecting general business activity. In addition, we provide information about tax rates, housing, zoning, and currently available properties.

Business Assistance

As a leading advocate for small businesses, UCEDC provides guidance and assistance when problems arise. Small businesses often do not have the resources or the time to find their way through the maze of government agencies. UCEDC can serve as the liaison and make the appropriate connections or help to cut through the red tape.

Training

UCEDC can help your business increase productivity, heighten global competitiveness and open new markets with training and technology. Learn new information and skills through our free training seminars and business-oriented workshops. In addition, we provide companies the opportunity to join our ISO 9001:2000 Training Consortiums. This 12-month training will help companies better compete in the global marketplace.

Completed

Municipality	Berkeley Heights
Project Name	L'Oreal Headquarters
Type	Private
Location	25 Connell Dr
Composition	A 190,000 sq. ft four-story office complex that will consolidate the L'Oreal headquarters.
Job Creation	Approximately 50+ construction jobs and consolidation of current L'Oreal employees
Dollar Value	\$1+ Million
Approvals	Planning Board approvals secured
Status	Completed summer 2009
Developer	Connell Real Estate & Development Co.
Contact	Jonathan Perry 908-673-3742
Revised	1/5/2010

Berkeley Heights-1

Completed

Municipality	Berkeley Heights
Project Name	Lifetime Fitness
Type	Private
Location	50 Connell Dr.
Composition	A 110,000 sq. ft two-story office fitness center incorporating an indoor pool and outdoor water park, cardio and resistance training studios, and a full-size gym. Additional amenities include childcare, a spa and café.
Job Creation	50+ construction jobs and permanent fitness center employees
Dollar Value	\$1+ Million
Approvals	Planning Board approvals secured
Status	Completed early 2009
Developer	Connell Real Estate & Development Co
Contact	Jonathan Perry 908-673-3742
Revised	1/5/2010

Municipality	Berkeley Heights
Project Name	Cedarwood Development
Type	Private
Location	324 Springfield Avenue
Composition	New construction of a 4,195 sq. ft branch for Chase Bank with two drive-thru lanes.
Job Creation	Bank employees
Dollar Value	\$1+ Million
Approvals	Approved
Status	Proposed-construction date unknown
Developer	Cedarwood Development 1765 Merriman Road Akron Ohio 44313
Contact	Ana Minkoff aminkoff@bhtwp.com
Revised	1/22/2010

Municipality	Berkeley Heights
Project Name	Hotel Acquisition Corporation
Type	Private
Location	Lone Pine Drive
Composition	Construction of a two-story extended-stay hotel with 108 rooms. Proposed design measures 84, 371 sq. ft
Job Creation	Both construction and permanent employees
Dollar Value	Over \$1 Million
Approvals	Approved
Status	Proposed
Developer	Hotel Acquisition Corporation 797 Rt. 10W, Randolph NJ 07869 973-989-6900
Contact	Kevin Page Page Engineering Consultants PO Box 4619, Warren NJ 07059 732-805-3979
Revised	1/22/2010

Municipality	Berkeley Heights
Project Name	McManus- Door Boy
Type	Private
Location	676 Springfield Avenue
Composition	Mixed use commercial/residential three story building. First floor is retail / warehouse; 2 nd and 3 rd floor are residential units Ground floor is 3,729 sq. ft.; second and third floors 5,852 sq. ft each
Job Creation	unknown
Dollar Value	\$1+ Million
Approvals	Approved
Status	Proposed
Developer	Robert McManus
Contact	Robert McManus 908-464-1440
Revised	1/22/2010

Proposed

Municipality	Berkeley Heights
Project Name	Weston Hotel
Type	Private
Location	250 Connell Drive
Composition	Construction of a full-service, 8 story Westin hotel with 252 rooms and a 10,000 sq.ft. ballroom
Job Creation	Construction and permanent hotel employees
Dollar Value	\$1+ Million
Approvals	All state, regional and local permits received
Status	Proposed
Developer	Connell Real Estate and Development Co
Contact	Ron Giaier 908-673-3726
Revised	1/22/2010

Proposed

Municipality	Berkeley Heights
Project Name	Connell Office Building #2
Type	Private
Location	500 Connell Drive
Composition	Eight-story office building with 265,000 sq. ft.
Job Creation	construction
Dollar Value	\$1+ Million
Approvals	All state, regional and local permits received
Status	Proposed
Developer	Connell Real Estate and Development Co
Contact	Ron Giaier 908-673-3726
Revised	1/22/2010

In Progress

Municipality	Clark
Project Name	Tomarc
Type	Private
Location	Block 70, Lot 4,7,28.01 77 Central Ave.
Composition	Completed shopping center will include a bank, liquor store, bar/restaurant, Target expansion and Marshalls Department Store
Job Creation	Approximately 50-75
Dollar Value	\$3+ Million
Approvals	Pending
Status	In Progress
Developer	Industrial Bid Services
Contact	Dan Devanney, Elizabeth Development Company 908-289-0262
Revised	2/18/10

Clark-1

Completed

Municipality	Cranford
Project Name	Cerebral Palsy League – Permit #09-0349
Type	Private
Location	75 Rod Smith Pl.
Composition	The new facility incorporates modern and practical resources to facilitate and encourage specialized learning. These resources include centers for assistive technology; performing arts with a fully accessible stage, a fitness center for physically challenged students, a daily living model training apartment; and a school store modeled to support the Americans with Disabilities Act. Superior architectural design allows each of these areas to simulate a “Main Street” environment and real life experiences.
Job Creation	unknown
Dollar Value	\$1,725,684
Approvals	Building, electric, plumbing, fire and zoning
Status	Completed 9/10/09
Developer	Redco Engineering Construction Corp
Contact	David Drasson 908-233-4030
Revised	1/5/2010

In Progress

Municipality	Cranford
Project Name	Premier Urology Group, LLC – Permit #09-0669
Type	Private
Location	570 South Ave E.
Composition	Tenant fit-out
Job Creation	unknown
Dollar Value	\$2,132,834
Approvals	Building, electric, plumbing, fire and zoning
Status	CO issued 12/4/09
Developer	Phoenix Medical Construction
Contact	Mark Osolnick 908-233-4030
Revised	1/5/2010

Complete

Municipality	Elizabeth
Project Name	The Elizabeth I Kellogg building
Type	Public
Location	Jersey Street and Stirling Place
Composition	The Elizabeth I Kellogg building is one block south of Union County College's existing Sidney F Lessner Building. It adds 132,000 sq ft of library and instructional space to the campus, and houses degree programs, continuing education offerings, a lecture hall, state of the art information commons and also serves as a new home for Trinitas School of Nursing. The top floor houses the headquarters of the College's Industry Business Institute (IBI) along with conference center and office suites for use as economic development offices.
Job Creation	unknown
Dollar Value	\$48 Million
Approvals	The State of New Jersey and the County of Union have approved funding for the project under the Community College Capital Projects Fund Act.
Status	Building completed in August 2009
Developer	Union County Improvement Authority
Contact	Union County College Michael Yosifon 908-709-7605
Revised	1/5/2010

Elizabeth-1

Complete

Municipality	Elizabeth
Project Name	Atalanta Expansion
Type	Private
Location	1 Atalanta Plaza
Composition	This is a multi temperature warehouse environment with an office mezzanine for a large specialty foods company. The mezzanine juts out over the loading docs, providing a canopy for the bays. The ground floor is 75,000 square foot containing a freezer, cooler and dry storage space. It contains 10 loading docks.
Job Creation	Approximately 65
Dollar Value	\$17 Million
Approvals	All approvals received
Status	Completed in January 2010
Developer	Gellert Global Group
Contact	Andy Gellert 212-537-9284
Revised	1/5/2010

In Progress

Municipality	Elizabeth
Project Name	Broad Street Streetscape
Type	Public
Location	Broad Street
Composition	The Broad Street Streetscape project is part of the Historic Midtown Elizabeth revitalization effort. This particular project consists of approximately \$1,621,070 in UEZ funds and additional \$400,000 in NJ Department of Transportation funds to undertake an extensive streetscape project along Broad Street This extensive streetscape project includes new sidewalks, curbs, trees, crosswalks, brick pavers, trash receptacles and turn of the century decorative lighting. This streetscape runs from Elizabeth Avenue to the Midtown Train Station, and improves the areas around the Union County Courthouse, Administration Building, and Union County College.
Job Creation	unknown /
Dollar Value	\$2,021,070
Approvals	All approvals received
Status	Expected to be completed within the next 18-24 months
Developer	City of Elizabeth
Contact	Dan Devanney Elizabeth Development Company 908-289-0262
Revised	1/5/2010

Elizabeth-3

In Progress

Municipality	Elizabeth
Project Name	IKEA Expansion
Type	Private
Location	IKEA Drive
Composition	Phases I- III will add an additional 265,900 square feet of retail space Phase IV will incorporate a full service 550-room hotel with direct access to the proposed light rail station The master plan is designed to enhance retail opportunities, with a strong framework of streets and blocks that will guide customers around the site.Renovations are still in progress
Job Creation	unknown
Dollar Value	\$1+ Million
Approvals	Pending
Status	Construction began end of 2009
Developer	IKEA
Contact	Dan Devanney Elizabeth Development Company 908-289-0262
Revised	1/5/2010

In Progress

Municipality	Elizabeth
Project Name	Newark-Elizabeth Rail Link -- Elizabeth Segment
Type	Public/Private
Location	The Newark-Elizabeth Rail Link -- Elizabeth Segment will operate along the abandoned Central Railroad of New Jersey right-of-way. Phase one starts in downtown Elizabeth, progresses to the Jersey Garden Mall in Elizabethport, connects to a new ferry service to Manhattan and terminates at Newark Airport's Parking Lot D, where it interfaces with the Airport's monorail. The entire Phase One alignment is approximately five miles long
Composition	The Newark-Elizabeth Rail Link -- Elizabeth Segment initiative is presently being considered as an electric system. However, the Raytheon-led proposal will also examine Diesel Multiple Unit (DMU) applications
Job Creation	unknown
Dollar Value	\$330 Million
Approvals	NJ TRANSIT Board has authorized environmental work to begin. Supplemental Draft Environmental Impact Statement to be submitted by the Federal Transit Administration
Status	Work on the northern segment of the Newark-Elizabeth Rail Link (in Newark) has begun. The preliminary engineering phase is in progress. No construction start date has been set.
Developer	NJ TRANSIT, Raytheon Infrastructure Service, Inc., New Jersey Department of Transportation and Union County.
Contact	Ty Dickerson 973-491-8480
Revised	1/5/2010

In Progress

Municipality	Elizabeth
Project Name	Union Square Streetscape
Type	Public
Location	Union Square section of Elizabeth Ave
Composition	This is a three phase project. Phase I used \$795,000 in UEZ funds and focused on the "Union Square" section of Elizabeth Avenue. Phase II used \$740,500 in UEZ funds and continued improvements in the Union Square area and incorporated High Street, Second Avenue, and Centre St. Phase III consists of \$4,419,657 in UEZ funds and an additional \$500,000 in NJ Department of Transportations dollars to improve the Peterstown Market area and Union Square Plaza This streetscape project includes Smith Street to Spring Street & High Street to Sixth Street, including the Cannon Square triangle (South St. & 2nd Ave.) and the 600-700 blocks of Elizabeth Avenue. All phases of the improvements include new sidewalks, curbs, crosswalks, brick pavers, trash receptacles, benches, bike racks, street signs, decorative lights and trees.
Job Creation	unknown
Dollar Value	\$6 Million
Approvals	All approvals have been meet and secured
Status	Phases I & II have been completed Phase III final approvals for funding granted January 2010
Developer	City of Elizabeth
Contact	Dan Devanney Elizabeth Development Company 908-289-0262
Revised	1/5/2010

Municipality	Elizabeth
Project Name	Elizabeth Ferry Service
Type	Public/Commercial
Location	Elizabeth Waterfront across from Jersey Gardens Mall
Composition	A new ferry operation and adjacent parking facilities will provide ferry service to lower Manhattan. The plan also includes a temporary ticket office & tent shelter, waterfront boardwalk and various site improvements including walkways, benches and a pavilion.
Job Creation	Estimated 100 Jobs
Dollar Value	\$30 Million
Approvals	In progress
Status	Project does not have a projected start date at this time.
Developer	Tern Landing
Contact	Al Faella Union County Director of Department of Parks and Community Renewal 908-527-4027
Revised	1/5/2010

Municipality	Elizabeth
Project Name	Elizabethtown Plaza Redevelopment Project
Type	Public
Location	Elizabethtown Plaza between West Jersey Street and Caldwell Place
Composition	The project consists of an 8 story parking structure and a 3 story office/retail building fronting on Caldwell Place The parking garage is 514,800 total sq. ft with capacity for 1,500 cars on 9 levels. The lower 3 stories of the garage are designed to create a base for the building with architectural details and delineation to break down the scale of the structure. The stair and elevator towers are enclosed with glass openings to enhance the architectural design and provide passive security. The office building is 25,500 total sq. ft and is located on the east side of the garage with the front entrance on Caldwell Place. The first level will be used as retail space and the 2nd and 3rd floors will be used for offices.
Job Creation	unknown
Dollar Value	\$1+ Million
Approvals	Needs final approval from the Planning Board
Status	Construction scheduled to start in March 2010, scheduled to be complete in the summer of 2011
Developer	Tem Landing
Contact	Carla Mazza Elizabeth Parking Authority 908-353-0949
Revised	1/22/2010

In Progress

Municipality	Fanwood
Project Name	Fanwood Village
Type	Private
Location	254-256 South Avenue
Composition	A mix-use residential/commercial development with 16 residential units and 11,000 sq. ft. of commercial space
Job Creation	Construction: Unknown Permanent retail personnel
Dollar Value	\$ 1+ Million
Approvals	Planning Board approvals secured
Status	Construction has not yet begun
Developer	Fanwood Village Investors 116 Route 22 North Plainfield
Contact	Ray Pascal 908-226-0123
Revised	1/5/2010

In Progress

Municipality	Garwood
Project Name	Village Shoprite
Type	Private
Location	563 North Avenue
Composition	The renovation consists of the mounting of 1,024 solar panels – each fixed to the roof of the store – that will produce approximately 303,000 kilowatt hours of electricity annually to power in-store refrigeration and lighting. The new solar panel system is expected to reduce carbon dioxide emissions by 200 tons annually.
Job Creation	Unknown
Dollar Value	\$1,340,500
Approvals	Permit issued – 11/25/09 Building, Electric
Status	In Progress
Developer	Village Shoprite/The Solar Center
Contact	The Solar Center 973-627-7730
Revised	2/1/2010

Municipality	Linden
Project Name	Development of Former GM Plant
Type	Private
Location	Route 1 & 9 South (Edgar Road) Access from Linden Plaza
Composition	The former GM plant will be transformed into 36 acres of retail space, with about 59 acres for industrial/warehouse. The development will also include 4 acres for a medical office building and 2.5 acres for an adult housing unit.
Job Creation	1,600 construction jobs and 2,400 permanent jobs
Dollar Value	\$200 Million
Approvals	City approval, zoning requirements Waiting for NJDOT Permits
Status	Waiting for NJDOT & DEP permit
Developer	Duke Realty Dublin, OH
Contact	Mark Gialluca 614-932-61050
Revised	2/1/2010

In Progress

Municipality	Linden
Project Name	PurGen Coal Plant
Type	Private
Location	Banks of the Arthur Kill
Composition	The coal plant is to be a 500-megawatt facility that will combine coal gasification and carbon sequestration. Coal will be pressurized, rather than burned as in other power plants, and the carbon dioxide exhaust will be piped 100 miles for storage in sandstone at a point 2,200 yards below the Atlantic Ocean.
Job Creation	Construction: Unknown Permanent 150
Dollar Value	\$5 Billion
Revised	2/4/2010

Complete

Municipality	New Providence
Project Name	Graver Water Systems
Type	Private
Location	675 Central Avenue
Composition	Warehouse measuring 17,952 sq ft was converted into their new headquarters
Job Creation	unknown
Dollar Value	\$1 Million
Approvals	All approvals were secured
Status	Completed and occupied in late September 2009
Contact	Keith J. Lynch Construction Official Borough of New Providence 908-665-1400
Revised	1/19/2010

Complete

Municipality	New Providence
Project Name	NJ Sharing Network Tissue and Organ Donor
Type	Private
Location	691 Central Avenue
Composition	Interior renovation of 47,500 sq ft. The exterior had been recently updated by the landlord at a cost of another \$1.5 Million.
Job Creation	unknown
Dollar Value	\$2 Million
Approvals	All approvals were secured
Status	Completed, received approval to open in late October 2009
Developer	The Walsh Co. 1120 Headquarters Plaza Morristown NJ 07960 973-898-6360 Sweetwater Construction 269 Prospect Plains Road Cranbury NJ 08512 609-655-3332
Contact	Keith J. Lynch Construction Official Borough of New Providence 908-665-1400
Revised	1/19/2010

Complete

Municipality	New Providence
Project Name	Prestige Diner
Type	Private
Location	1318 Springfield Avenue
Composition	Expansion and enhancement of existing diner restaurant Modifications removed exterior steps that were hazardous in the winter and replaced them with indoor stairs and a lift for handicapped customers. An additional 44 seats were added, as well as larger, handicap accessible restrooms, enhanced landscaping, and a new emergency exit that does not route customers through the kitchen
Job Creation	8-10 additional permanent jobs will be created, in addition to the construction work
Dollar Value	\$1 Million
Approvals	Planning Board, DEP, Union County, New Providence Building Dept.
Status	Completed March 2009
Developer	Porto-Heli, Inc.
Contact	James Vardas, Principal 908-665-0211
Revised	1/5/2010

Complete

Municipality	New Providence
Project Name	Summit Medical Group
Type	Private
Location	150 Floral Avenue
Composition	The renovation of the former WB Wood space, approximately 38,000 sq ft , for back office function of Summit Medical Group
Job Creation	unknown
Dollar Value	\$1.8 Million
Approvals	All approvals were secured
Status	Completed and occupied in spring 2009
Developer	Vencow Construction Co 469B South Avenue East Westfield NJ 07090 908-873-0022
Contact	Keith J Lynch Construction Official Borough of New Providence 908-665-1400
Revised	1/19/2010

In Progress

Municipality	New Providence
Project Name	Village Shopping Center
Type	Private
Location	1252-1230 & 1266 Springfield Avenue
Composition	Completed shopping center will included a 45,852 square foot A&P supermarket (a 25% increase over the previous food market tenant), a new 8,000 square foot free-standing retail building, and renovation of the exterior façade, parking area, sidewalks and landscaping of the existing 89,000 sq ft. retail shopping center
Job Creation	82 full and part-time workers expected to be hired for new supermarket
Dollar Value	\$6 Million
Approvals	Planning board approval granted December 2007; Developers' Agreement signed and building permits issued August 2008
Status	Anticipated completion in spring 2010
Developer	N Providence LLC 54 Horsehill Rd, Suite 202 Cedar Knolls, NJ 07927
Contact	N Paragano 973-401-0100
Revised	1/5/2010

Municipality	New Providence
Project Name	Crossing at Murray Hill
Type	Private
Location	Corner of South Street and Mountain Avenue
Composition	Construction of a large scale retirement community consisting of one primary building, replacing the existing office building, with 271 independent living apartments and a health center with 124 beds for assisted living and medical care. Behind the main building would be four cottages containing eight additional apartments. The average age of residents would be 78 to 82 years old. Private ambulance service would be provided along with a 24-hour nursing staff and 24-hour security.
Job Creation	250 jobs
Dollar Value	\$1+ Million
Approvals	Application filed with the Board of Adjustment
Status	Proposed
Developer	Lutheran Social Ministries 6 Tern Lane Burlington, NJ
Contact	Jerry Nugent President and CEO
Revised	1/19/2010

Completed

Municipality	Plainfield
Project Name	Dornoch Plainfield
Type	Private
Location	342-406 E Front Street
Composition	This is a four story mixed use structure which contains a Senior and Veterans Center on the first floor and 63 two-bedroom units on the second-fourth floors.
Job Creation	Unknown
Dollar Value	\$11 Million
Approvals	Planning Board- App # 06-42- Final Approval granted
Status	Construction completed fall 2009
Developer	Dornoch Developers
Contact	Lenn Fishman 1513 Main Street Rahway NJ 07065-4027 973-669-5023
Revised	1/29/2010

In Progress

Municipality	Plainfield
Project Name	Certified Green Properties One, LLC
Type	Private
Location	212-216 Park Avenue, Block 245, Lot 8
Composition	On the first floor there will be 3,565 sq. ft of retail space The second and third floors will consist of 4 apartments totaling 3,635 sq ft
Job Creation	Unknown
Dollar Value	\$1 Million
Approvals	Planning Board- (App# 09-04) final site plan approval granted
Status	Construction has commenced
Developer	LandMark Developers
Contact	Frank Cretella 675 Garfield Avenue Jersey City NJ 07305-4239 201-761-0025
Revised	1/29/2010

In Progress

Municipality	Plainfield
Project Name	FY 2006 Capital Roadway Improvement Project Phase III
Type	Public
Location	212-216 Park Avenue, Block 245, Lot 8
Composition	Brook Lane, Evergreen Avenue, Fayette Place, Kensington Avenue, Maplewood Terrace, Stillford Avenue Milling and resurfacing, Roadway reconstruction, Sidewalk and curb repair/construction, Installation of handicapped ramps, Removal, replacement and/or re-construction of storm water inlets, Construction of traffic calming devices, New traffic markings and signage, Driveway improvements, Removal and replanting of shade trees
Job Creation	Unknown
Dollar Value	\$1.636 Million
Approvals	Planning Board Capital Project Approval- (App# 08-04)
Status	Construction is 99% complete
Developer	City of Plainfield
Contact	Dave Magno Remmington & Vernick 232 Kings Highway East Haddonfield, NJ 08033 856-795-1882
Revised	1/29/2010

In Progress

Municipality	Plainfield
Project Name	South Avenue Plainfield-Sumo Urban Renewal Corp.
Type	Private
Location	1028-1040 South Avenue, Blocks 622, and 645; Lots 5, and 28
Composition	Construction of two additional stories on an existing 2 story building that contains 8,418 sq. ft. of retail on first floor and will contain 33 units on upper floor.
Job Creation	Unknown
Dollar Value	\$3.5 Million
Approvals	Zoning Board of Adjustment-use variance and preliminary site plan approval
Status	Currently reviewing final site plans for approval
Developer	Sumo Enterprises
Contact	Jacinto Rodrigues 626 Schuyler Avenue Kearny, NJ 07032 201-998-0500
Revised	1/29/2010

In Progress

Municipality	Plainfield
Project Name	Netherwood Station Renewal Project
Type	Public
Location	South Avenue
Composition	The renewal project includes the interior and exterior historic restoration of the train station structure; parking lot improvements; and new lighting, signs and landscaping. The project was designed in three phases: Phase I includes historic station exterior renovations, Phase II exterior improvements include the South and North Avenues sides of the train station parking lot redesign, paving, lighting, signage and landscaping; and during Phase III, interior restoration improvements will be made.
Job Creation	Construction 25 Permanent: 3-4
Dollar Value	\$2 Million
Approvals	All state and local approvals have been obtained. Approvals on interior restoration need to be secured
Status	Phase I and Phase II were completed in September 2002. Phase III which is the interior restoration is still on hold and pending capital financing
Developer	New Jersey Transit
Contact	Joseph Marcello NJ Transit 973-491-7000 ext 7203
Revised	1/5/2010

In Progress

Municipality	Plainfield
Project Name	Year 3 Roadway Improvement Program (Resurfacing of various streets)
Type	Public
Location	Roadway Improvements-Carnegie, Thornton, Woodbine, Brookside Avenues
Composition	Resurfacing of the streets in Year 3 of the Capital Improvement Program.
Job Creation	Unknown
Dollar Value	\$1.891 Million
Approvals	Planning Board- Capital Project Approval (App # 09-18)
Status	Construction will commence spring 2010
Developer	City of Plainfield
Contact	Dave Magno Remmington & Vernick 232 Kings Highway East Haddonfield NJ 08033 856-795-1882
Revised	1/29/2010

Proposed

Municipality	Plainfield
Project Name	Arts Loft, LLC
Type	Private
Location	152-158 East Second Street, Block 313, Lot 1 & 2
Composition	Construction of 3 additional stories on an existing 2 story structure for a total 5 story structure containing first floor retail and a total of 20 apartments on the second through 5 th floors.
Job Creation	Unknown
Dollar Value	\$ 2 75 Million
Approvals	Planning Board- (App# 09-05) preliminary site plan approval
Status	Waiting for submission of final site plans-no construction has commenced.
Developer	LandMark Developers
Contact	Frank Cretella 675 Garfield Avenue, Jersey City NJ 07305-4239 201-761-0025
Revised	1/29/2010

Municipality	Plainfield
Project Name	Front Street Offices Urban Renewal, LLC
Type	Private
Location	216-232 West Front Street, Block 249, Lots 5,6, & 7
Composition	Adding a fourth floor to an existing 3 story vacant building and construct a new four story retail/office building for a total of 52,580 sq. ft. of floor area
Job Creation	Unknown
Dollar Value	\$5 Million
Approvals	Planning Board-Preliminary site plan approval (App# 08-29)
Status	Awaiting submission of final site plans-no construction commenced.
Developer	LandMark Developers
Contact	Frank Cretella 675 Garfield Avenue, Jersey City NJ 07305-4239 201-761-0025
Revised	1/29/2010

Proposed

Municipality	Plainfield
Project Name	Next Step to Collins Avenue, LLC
Type	Private
Location	226-232 Park Avenue, Block 245, Lot 8
Composition	First floor contains 3,935 sq ft. of retail space, second, third and fourth floors will contain 4 dwellings each for a total of 12 units
Job Creation	Unknown
Dollar Value	\$2 Million
Approvals	Zoning Board of Adjustment (App#09-03) use variance and preliminary site plan and Historic Preservation Commission.
Status	Reviewing plans for final site plan approval - approval/construction should be soon
Developer	LandMark Developers
Contact	Frank Cretella 675 Garfield Avenue, Jersey City NJ 07305-4239 201-761-0025
Revised	1/29/2010

In Progress

Municipality	City of Rahway
Project Name	Hamilton Street Amphitheater/Black Box Theater
Type	Public
Location	Hamilton Street
Composition	Formerly known as the Hamilton Laundry site, the new amphitheater will seat approximately 1,000, and renovation of the former Bell Telephone building will house a 240 seat Black Box Theater
Job Creation	Unknown
Dollar Value	\$12 Million
Approvals	Redevelopment Agency, City Council
Status	10% complete
Developer	City of Rahway
Contact	Peter Pelissier (732) 827-2000
Revised	2/8/2010

Municipality	City of Rahway
Project Name	Park Square
Type	Private
Location	Irving Street
Composition	Located in the heart of Rahway, this new mixed-use development will house 159 rental units plus ground floor retail space
Job Creation	Unknown
Dollar Value	\$20 Million
Approvals	Redevelopment Agency, City Council, Planning Board
Status	70% complete
Developer	Landmark Companies, LLC
Contact	Joel Schwartz 732-738-1112
Revised	2/1/2010

Completed

Municipality	Scotch Plains
Project Name	Office building (unnamed)
Type	Private
Location	Park Ave.
Composition	A two-story tenanted office building
Job Creation	Unknown
Dollar Value	\$1+ Million
Approvals	Approvals secured by Township Planning Board
Status	Construction completed in 2009
Developer	MSC, LLC
Contact	Robert La Costa Administrative Officer 908-332-6700 x307
Revised	1/5/2010

In Progress

Municipality	Scotch Plains
Project Name	Strip mall
Type	Private
Location	445 Terrill Road
Composition	The strip mall will consist of a one-story auto parts store with four additional retail bays.
Job Creation	Unknown
Dollar Value	\$1+ Million
Approvals	Approvals secured by Township Planning Board
Status	Construction completed on auto parts store in 2009. Phase II-the construction of additional stores has not begun
Developer	Advanced Auto Parts
Contact	Robert La Costa Administrative Officer 908-332-6700 x307
Revised	1/5/2010

Municipality	Union, Hillside
Project Name	Garden State Parkway (GSP) Interchange 142 New Highway Connection
Type	Public
Location	Union and Hillside Border
Composition	The New Jersey Highway Authority, in conjunction with the New Jersey Department of Transportation and the Federal Highway Administration, is constructing new ramp connections from the Garden State Parkway southbound to Route I-78 eastbound, and from the GSP northbound to I-78 westbound. The project provides for construction of two new ramps at the GSP Interchange 142 with I-78 to enable direct access from the GSP SB to I-78 EB, and from the GSP NB to I-78 WB. A bridge will be constructed to eliminate an existing weaving condition between I-78 WB and EB traffic entering the Union Ramp Toll Plaza before proceeding to the GSP, either NB or SB. Additional signage will be provided, and other safety improvements will be considered during final design throughout the project area.
Job Creation	Unknown
Dollar Value	\$117 Million
Approvals	All approvals were secured
Status	Construction began in Spring 2006, and will be completed by Fall 2010
Developer	New Jersey Highway Authority
Contact	Robert Fischer Director of Engineering 732-442-8600
Revised	2/1/2010

In Progress

Municipality	Union Township
Project Name	Unknown
Type	Private
Location	855 Lehigh Ave
Composition	Situated west of Morris Ave, this new building project will consist of two offices, with one being a medical office.
Job Creation	Unknown
Dollar Value	\$6 Million
Approvals	Local & State DCA for 2 nd Floor Medical
Status	On-Going
Developer	M&M Construction
Contact	Al Mauti 908 351-1177
Revised	2/1/2010



Liberty Hall Center
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Union, New Jersey 07083
Phone: 908.527.1166 Fax: 908 527.1207
www.ucedc.com

Business Property Guide For Union County, NJ

**Prepared by
UCEDC
For
Union County Board of Chosen Freeholders,
Daniel P. Sullivan, Chairman**

March 2010



UCEDC, a non-profit economic development corporation, is dedicated to fostering economic growth and creating an environment for progress. Our organization has been serving the business community for thirty years, providing an objective and authoritative voice on business and economic development issues.

Our mandate is to develop opportunities for businesses that lead to new jobs, a strong, stable business climate and an improved quality of life. We do this by providing financial, technical and community development assistance to businesses.

Financing

UCEDC offers a wide range of financing programs to address your business growth needs. We provide access to capital that may not be available elsewhere. As an experienced business lender, we also coordinate loan packages from federal, state and private lending sources to help all size businesses grow. As a US Small Business Administration's designated microlender, we provide financing from \$500 to \$150,000 to businesses across the state. All businesses which receive financing from UCEDC also benefit from the free services of our Business Mentor for the life of the loan.

Government Contracts

Government agencies annually spend billions of dollars purchasing goods and services from businesses like yours. We help Union County businesses get a share of that business through our free, computerized government contract bid matching service. As part of our service, our experienced staff provides technical assistance with bid preparation, bid submission and pre- and post-award contract administration. Smaller firms are assisted in finding opportunities as sub-contractors to major government contractors.

Business Information

UCEDC provides comprehensive and up-to-date economic market data, commercial real estate and general business information that can help businesses make informed decisions. A number of informative reports are produced regularly, reflecting general business activity. In addition, we provide information about tax rates, housing, zoning, and currently available properties.

Business Assistance

As a leading advocate for small businesses, UCEDC provides guidance and assistance when problems arise. Small businesses often do not have the resources or the time to find their way through the maze of government agencies. UCEDC can serve as the liaison and make the appropriate connections or help to cut through the red tape.

Training

UCEDC can help your business increase productivity, heighten global competitiveness and open new markets with training and technology. Learn new information and skills through our free training seminars and business-oriented workshops. In addition, we provide companies the opportunity to join our ISO 9001 2000 Training Consortiums. This 18-month training will help companies better compete in the global marketplace.

Office

<u>Municipality</u>	<u>Location</u>	<u>Square Ft.</u>	<u>Parking</u>	<u>Price</u>	<u>Contact</u>
Westfield	111 Quimby St	320	Street & Municipal	L=\$575/mo	Richard Diemer, Coldwell Banker, 908-233-6315
Plainfield	433 W 7th Street	400		10 S=\$899,000	
Westfield	111 Quimby St	500	Street & Municipal	L=\$875/mo	Carl Reed, ERA Reed Realty, 908-482-8565
Union	1191 Morris Ave	200-7500	Ample	L=\$400/mo to 1525/mo	Richard Diemer, Coldwell Banker, 908-233-6315 Tom Skobo, Brounell & Kramer Realty, 908-686-1800
Mountainside	1020 Springfield Av	700	10/1000 sq ft	L=\$18 sq ft gross	Warren K Hanscom, Esq, 908-789-8961
Rahway	273 East Inman Ave	900		L=\$9 75 psf full gross	Jeffrey Goldfinger, Bussel Realty, 732-287-3777
Springfield	899 Mountain Ave	1,000 to 15,000	200+	L=\$23 00 psf	Tom Skobo, Brounell & Kramer Realty, 908-686-1800
Cranford	514 Centennial Ave	1,350		L=\$900 psf/month gross	Steve Bussel, Bussel Realty, 732-287-3777
Roselle Park	177 W Westfield Ave	1,550	6 cars	L=Neg	Stuart Blumenfeld, International Realty Group, 732-452-0750 x13
Springfield	195 Mountainside Ave	1,621	Ample	L=\$23 00 psf	Tom Skobo, Brounell & Kramer Realty, 908-686-1800
Cranford	70 Jackson Dr	1,700	10 cars	L=\$10 psf	Mark Kessler, Dowel Realty, 401-0050 x14
Springfield	25 Rt 22 East	1,817	20+ cars	L=\$17psf	Tom Skobo, Brounell & Kramer Realty, 908-686-1800
Summit	4 Chatham Rd	1,865	Ample	L=\$25 psf	Tom Skobo, Brounell & Kramer Realty, 908-686-1800
Union	1945 Morris Ave	1,907		L=\$3,356/mo gross	Peter J Murano, Jr., The Blau & Berg Company, 973-379-6644
Cranford	409 North Ave East	2,000		L=\$19 psf net S=\$395,000	Sam Bernhaut, The Blau & Berg Company, 973-379-6644
Mountainside	1122 Route 22	2,150		L=\$19 psf gross	Bob McGrath, The Blau & Berg Company, 973-379-6644
Cranford	70 Jackson Dr	2,300	Ample	L=\$10 psf	Mark Kessler, Dowel Realty, 401-0050 x14
Mountainside	1111 Rt 22 East	2,400	12	L=22 00 psf gross	Tom Skobo, Brounell & Kramer Realty, 908-686-1800

KEY: S=Sales, L=Lease

Office

Westfield	Business Dist	2,400	7+	S=\$1 2	Louise M., Realty Pros, 908-233-9600
Union	1185 Morris Ave	2,500	Ample	\$15 00 psf	Tom Skobo, Brounell & Kramer Realty, 908-686-1800
Westfield	900 South Ave.	2,926	Street	L=\$25 psf	Micheal Buccola, Westfield Realty, 908-232-9500 x10
Kenilworth	535 Kenilworth Blvd	3,000		L=\$12.00 psf	Gerry Greenspan, ASC, 973-758-0600
Kenilworth	609 Springfield Rd	3,000	30 cars	L=Neg	Stuart Blumenfeld, International Realty Group, 732-452-0750 x13
Hillside	1462 Chestnut Ave	3,200	6 cars	S=350,000	Lonny Pannucci, Logistical Properties, 908-810-7275
Elizabeth	567 Division St	3,200		L=13 99 psf	Stuart Blumenfeld, International Realty Group, 732-452-0750 x13
Mountainside	1050 Rt 22 W	3,500	15	S=\$795,000	Tom Skobo, Brounell & Kramer Realty, 908-686-1800
Westfield	120 Elm St	3,600	Municipal	L=\$18 psf	Tom Skobo, Brounell & Kramer Realty, 908-686-1800
Springfield	140 Mountain Ave	3,600		L=\$23 75 sf + \$1 50 T E	Jason Crimmins, The Blau & Berg Company, 973-379-6644
Rahway/Clark Border	2376 St Georges Ave	3,775	8 Spaces	S=799,900	Alan Rasmussen, Coldwell Banker Commercial, 908-624-2113
Springfield	193 Mountain Ave	4,220	Ample	L=22 00 psf	Tom Skobo, Brounell & Kramer Realty, 908-686-1800
Union	1945 Rt 22 West	4,323	20 cars	L=\$15 psf	Tom Skobo, Brounell & Kramer Realty, 908-686-1800
Union	1111 Springfield Rd	4,000	20 Cars	L=\$9 50 psf+utilities	Harvey Fern, ASC, 973-758-0600
Union	1235 Morris Ave	400 - 4,400	Ample	L=\$18 5 psf	Tom Skobo, Brounell & Kramer Realty, 908-686-1800
Union	1896 Morris Ave	4,700	17 cars	L=\$20 psf	Tom Skobo, Brounell & Kramer Realty, 908-686-1800
Westfield	1024 South Ave	5,000	Ample	L=\$5,300/month	Tom Skobo, Brounell & Kramer Realty, 908-686-1800
Elizabeth	860 North Ave East	5,500		L=\$15K/month + util&taxes	Ken Crimmins, The Blau & Berg Company, 973-379-6644
Springfield	110 Hillside Ave	300- 6,000	Ample	L=\$20 psf	Tom Skobo, Brounell & Kramer Realty, 908-686-1800

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Office

Roselle	109 Aldene Rd	6,000	15 cars	L=\$9 00 Gross+Utilities	Harvey Fern, ASC, 973-758-0600
Union	427 Chestnut Ave	6,000	14+ cars	S=\$650,000	Tom Skobo, Brounell & Kramer Realty, 908-686-1800
Elizabeth	821 Spring St	6,400(div)		L=19 75 net	Peter J. Murano, Jr , The Blau & Berg Company, 973-379-6644
Roselle	129 Chestnut St.	±7,400		L=TBD S=\$650,000	Bob McGrath, The Blau & Berg Company, 973-379-6644
Eatontown	745 Hope Rd.	7,500	4/1000	L=Neg	Tony Georgien, The Schult Org , 732-855-0001
Rahway	1405-13 Campbell St	10,000		S=1 8 Mil	Sam Bernhaut, The Blau & Berg Company, 973-379-6644
Kenilworth	100-124 North 12th St.	10,000		L=\$5 00 psf/net	Bob McGrath, The Blau & Berg Company, 973-379-6644
Hillside	427 Mundet Place	10,000		L=\$6 15 psf	Stuart Blumenfeld, International Realty Group, 732-452-0750 x13
Roselle Park	177 W Westfield Ave	10,000	20 cars	S=\$110 psf	Stuart Blumenfeld, International Realty Group, 732-452-0750 x13
Rahway	1571-1573 Irving St	14,500		S=\$1 649 Mil L=Neg	Kevin Ranski, The Blau & Berg Company, 973-379-6644
Elizabeth	811-817 Salem Ave	16,000		S=775,000	Bill Caruso, The Blau & Berg Company, 973-379-6644
Hillside	475 Mundet Place	20,000		L=\$6 25 psf S=\$6.25 psf	Stuart Blumenfeld, International Realty Group, 732-452-0750 x13
Elizabeth	352-362 Union Ave	20,396	50 cars	S=1,750,000	Alan Rasmussen, Coldwell Banker Commercial, 908-624-2113
Hillside	475 Mundet Place	25,000		L=\$6.25 psf	Stuart Blumenfeld, International Realty Group, 732-452-0750 x13
Elizabeth	42-60 Parker Rd	25,000	100 cars	L=\$18 psf	Stuart Blumenfeld, International Realty Group, 732-452-0750 x13
Scotch Plains	1000 Celler Ave	29,665	134	L=\$12 00 psf S=\$3 850,000	Ian Grusd, Sperry Van Ness, 732-906-0505
Elizabeth	435 Division St	35,000		L=\$4 75 psf	Jason Crimmins, The Blau & Berg Company, 973-379-6644
Union	2 Stahuber Ave	50,000		L=\$20 00 psf/net S=\$6 15 Mil	Kevin Ranski, The Blau & Berg Company, 973-379-6644
Elizabeth	895 Newark Ave	310,000		L=TBD	Jason Crimmins, The Blau & Berg Company, 973-379-6644
Parsippany	160 Littleton Rd		Abundant	S=Neg	Tony Georgien, The Schult Org., 732-855-0001

KEY: S=Sales, L=Lease

Land

3/12/2010

<u>Municipality</u>	<u>Location</u>	<u>Size</u>	<u>Zoning</u>	<u>Price</u>	<u>Contact</u>
Plainfield	107 West 5th St	± 18 Acres	Retail/Apt	L=\$2,000/Mo net	Christian Walsifer, The Blau & Berg Company, 973-379-6644
Union	2060-68 Morris Ave	42 Acre	Retail/Apt	S=\$1 2 Mil	Tom Skobo, Brounell & Kramer Realty, 908- 686-1800
Elizabeth	141-147 Miller St	71 Acre	Industrial	S=\$1.289 Mil	Jason Crmmmins, The Blau & Berg Company, 973-379-6644
Hillside	740 Ramsey Ave	2 74 Acre	Industrial	S=\$3 Mil	Lonny Pannocci, Logistical Property, 908- 810-7275
Hillside	1441 Chestnut Ave	6 3 Acre	Industrial	S=\$18 Mil	Tom Nuara, Resource Realty, 732-225-0300
Linden	1001 Routes 1&9 S	6 25 Acres	Flexible	L=Neg S=Neg	Gregory Mechaber, Palin Development Co 908-355-2344
Linden	4400 Tremley Point Rd	±7 86 Acres	Industrial	S=\$850,000	Ken Crmmmins, The Blau & Berg Company, 973-379-6644
Linden	1001 Routes 1&9 S	9 75 Acre	Flexible	S/L=Neg	Gregory Mechaber, Palin Development Co 908-355-2344
Roselle Park	10 Westfield Ave	3 98 Acres	Commercial	S=\$4,750,000	Alan Rasmussen, Coldwell Banker Commercal, 908-624-2113
Rahway	Elizabeth & Clarkson Ave	1 Acre	Heavy Industry	S=\$600,000	Manny Judah, ASC, 973-758-0600
Linden	1201 Fuller Rd	5,000 sf	Yard Space	L=\$1,500 Per Month	Faith Miller, ASC, 973-758-0600
Plainfield	219-223 East Front St	±8,500	Commercial	L=\$18 50 net(build to suit) \$72,000 net per yr grd S=\$975,000	Sam Bernhaut, The Blau & Berg Company, 973-379-6644
Rahway	1355 Madison Ave	14,018	Retail/Apt	S=\$1 2 Mil	Bill Caruso, The Blau & Berg Company, 973- 379-6644

KEY: S=Sales, L=Lease

Investment

3/12/2010

<u>Municipality</u>	<u>Location</u>	<u>Description</u>	<u>Parking</u>	<u>Price</u>	<u>Contact</u>
Elizabeth	1176-84 Chestnut St	Price reduced on package deal 3 licensed rooming houses with 26 rooms	On street	S=\$999,000	Ruth Brewster, Brewster Realtors, 908-820-8888
Elizabeth	1052 East Grand St	Can be sold as package with 1050 East Grand Rooming house	On street	S=\$225,000	Ruth Brewster, Brewster Realtors, 908-820-8888
Elizabeth	945 East Grand St.	Fully rented four family	On street	S=\$275,000	Ruth Brewster, Brewster Realtors, 908-820-8888
Elizabeth	168 Catherine St	Price reduced 1 Store 2 Apts	On street	S=\$199,000	Ruth Brewster, Brewster Realtors, 908-820-8888
Elizabeth	1152 E Grand St	Licensed rooming house 4A zoned	On street	S=\$199,000	Ruth Brewster, Brewster Realtors, 908-820-8888
Elizabeth	176-178 Catherine St	6 family	On street	S=\$299,000	Ruth Brewster, Brewster Realtors, 908-820-8888
Elizabeth	1148-1150 E Grand St	Retail Store, 2 Apts	On street	S=\$224,900	Ruth Brewster, Brewster Realtors, 908-820-8888
Elizabeth	1050 E Grand St	Rooming House	On street	S=\$175,000	Ruth Brewster, Brewster Realtors, 908-820-8888
Springfield	110 Hillside Ave	3 Story Brick Office.	25 cars	S=\$1 395 Mil	Tom Skobo, Brounell & Kramer Realty, 908-686-1800
Union	2060-68 Morris Ave	4 Retail Stores, 2 Apts, 4 Acres	30+ cars	S=\$1 2 Mil	Tom Skobo, Brounell & Kramer Realty, 908-686-1800
Westfield	Business Dist	Currently Owner Occupied-Zoned Retail, Office, Residential	7+	S=\$1 2 Mil	Louise M , Realty Pros, 908-233-9600
Elizabeth	1037 William St.	Licensed rooming house with 10 rooms 4a zoned	On street	S=\$325,000	Ruth Brewster, Brewster Realtors, 908-820-8888
Plainfield	109-119 New St	6 Retail/7 Apts Over 10% CAP Rate	Street	S=\$799,900	Alan Rasmussen, Coldwell Banker Commercial, 908-624-2113

S=Sales

Retail

3/12/2010

<u>Municipality</u>	<u>Location</u>	<u>Square feet</u>	<u>Parking</u>	<u>Price</u>	<u>Contact</u>
Union	2420 Rte 22	±500		L=\$2,950/month net S=\$275,000	Sam Bernhaut, The Blau & Berg Company, 973-379-6644
Clark	1067 Rantan Rd	1,000	20 cars	L=\$1,473/month	Susan Hofschneider, Hallmark Realtors 732- 381-4143
Plainfield	210 Watchung Ave	1,000	10	L=\$1,000	Rose Davis, ERA Reed Realty, 908-358- 4085
Union	2717 Morris Ave	1,017	Ample	L=\$1,500/month	Tom Skobo, Brounell & Kramer Realty, 908- 686-1800
Union	2022 Morris Ave.	1,100	Street	L=\$1,500/month	Jeffrey Goldfinger, Bussel Realty, 732-287- 3777
Union	2724 Morris Ave	1,200	4 cars	L=\$1,500/month	Tom Skobo, Brounell & Kramer Realty, 908- 686-1800
Linden	100 E St Georges Ave	±1,600- ±10,000		L=Please Call	Sam Bernhaut, The Blau & Berg Company, 973-379-6644
Westfield	409 Westfield Ave	1,750	Street	L=\$3500/month	Tom Skobo, Brounell & Kramer Realty, 908- 686-1800
Westfield	28 Prospect St	2,000	7 Spaces	S=695,000	Alan Rasmussen, Coldwell Banker Commercial, 908-624-2113
Westfield	Business Dist.	2,400	8+	S=\$1 2	Louise M , Realty Pros, 908-233-9600
Union	1700 Stuyvesant Ave	2,500	8 cars	L=\$2,500/month Gross	Yolanda Szczepanska, Archie Schwartz Co , 973-758-0600
Linden	312 N Wood Ave	3,200	Ample	L=\$14 1psf	Steven Rakin, Rakin Agency, 908-486-4777
Union	1945 Rt 22 west	4,323	20 cars	L=\$15 psf	Tom Skobo, Brounell & Kramer Realty, 908- 686-1800

KEY. S=Sales, L=Lease

Retail

Westfield	1024 South Ave	5,000	Ample	L=\$5,300/month	Tom Skobo, Brounell & Kramer Realty, 908-686-1800
Linden	1000-1024 West St Georges Ave	5,040		L=\$27 psf	Sam Bernhaut, The Blau & Berg Company, 973-379-6644
Roselle	115-125 St Georges Ave	±7,000		S=\$975,000	Sam Bernhaut, The Blau & Berg Company, 973-379-6644
Union	1929 Morris Ave	7,400		S=\$1,369,000	Jason Crimmins, The Blau & Berg Company, 973-379-6644
Roselle	129 Chestnut Ave	±7,400		L=TBD S=\$650,000	Bob McGrath, The Blau & Berg Company, 973-379-6644
Garwood	651 South Ave	9,000	25 cars	S=\$1 2 mil	Tom Skobo, Brounell & Kramer Realty, 908-686-1800
Rahway	1571-1573	14,500		L-Neg S=\$1 649 Mil	Kevin Ranski, The Blau & Berg Company, 973-379-6644

KEY: S=Sales, L=Lease

Industrial

3/12/2010

<u>Municipality</u>	<u>Location</u>	<u>Square feet</u>	<u>Ceiling height</u>	<u>Loading</u>	<u>Parking</u>	<u>Price</u>	<u>Contact</u>
Union	465-475 Mundet PI	N/A	20'	DI=1 TB=2	10 cars	L=\$4 65 psf	Stuart Blumenfeld, International Realty Group, 732-452-0750 x13
Elizabeth	453 Morris Ave	1,600	10'	DI=1	Ample	L=\$1500/mo	Tom Skobo, Brounell & Kramer Realty, 908-686-1800
Cranford	70 Jackson Drive	2,000	16'	DI=1 TB=1	Ample	L=\$3 00 psf	Mark Kessler, Dowel Realty LLC, 973-401-0050 x14
Linden	1233 Union St	2,000	14'	TB=1	N/A	L=\$6 00 psf	Bob McGrath, The Blau & Berg Company, 973-379-6644
Linden	1800 E Elizabeth Ave	2,000	12'	DI=2	Ample	L=\$3500/mo net	Joseph Kasner, Rakin Agency, 908-486-4777
Cranford	70 Jackson Drive	2,360	16'	DI=1	Ample	L=8 00 psf net	Mark Kessler, Dowel Realty LLC, 973-401-0050 x14
Hillside	754 Ramsey Ave	2,500	10-12'			S=\$247,500	Jason Crimmins, The Blau & Berg Company, 973-379-6644
Linden	8 St Marks	2,500	20'	TB=1	12 cars	L=\$3,000/mo	Tom Skobo, Brounell & Kramer Realty, 908-686-1800
Elizabeth	714 Division St	2,500	N/A	N/A	N/A	L=\$14,000/mo sublet	Ken Crimmins, The Blau & Berg Company, 973-379-6644
Rahway	64 Walters St	3,000	13'			S=\$425,000	Bob McGrath, The Blau & Berg Company, 973-379-6644
Hillside	444 Bloy St	3,000	N/A	N/A	N/A	S=\$275,000	Bill Caruso, The Blau & Berg Company, 973-379-6644
Union	667 Lehigh Ave	3,100	15'	DI=1 TB=3	54 cars	S=\$2 25 Mil	Jeff Furey, Colliers Houston & Co , 732-868-5111
Rahway	64 Walters St.	±3,200	16'	DI=1		L=&9 50 sf gross or \$2,533 33/month gross	Christian Walsifer, The Blau & Berg Company, 973-379-6644
Roselle	138 East 11th St	±3,600	12'	DI=2		L=\$7,500/mo S=Please Call	Christian Walsifer, The Blau & Berg Company, 973-379-6644
Hillside	752 Ramsey Ave	3,750	10'	N/A	N/A	S=\$371,250	Jason Crimmins, The Blau & Berg Company, 973-379-6644

Key: DI=Drive Ins, TB=Tailboards, S=Sales, L=Lease

Industrial

Elizabeth	319 Spencer St	4,000	14'	DI=2		L=\$4,000/mo	Tom Skobo, Brounell & Kramer Realty, 908-686-1800
Garwood	237 South Ave	4,000	12'	DI=1		L=\$6 00 psf	Jeffrey Goldfinger, Bussel Realty, 732-287-3777
Rahway	64 W Scott Ave	4,700	9'	DI=1	N/A	L=\$2,500 psf	Faith Miller, ASC, 973-758-0600
Hillside	400 Hillside Ave	5,000	N/A	DI=1 TB=1	N/A	L=\$7 95	Jason Cnmmins, The Blau & Berg Company, 973-379-6644
Garwood	628 South Ave	5,063	14'-16'	DI=1 TB=1		L=\$6.95 psf	Jeffrey Goldfinger, Bussel Realty, 732-287-3777
Union	1060 Commerce Ave	±5,223	12'-13'			L=\$5.50 psf	Bob McGrath, The Blau & Berg Company, 973-379-6644
Linden	1420 E Elizabeth Ave	5,400	16'	DI=1	N/A	L=\$4 psf	Harvey Fern, Archie Schwartz Company Realtors, 973-758-0600
Kenilworth	718 Jefferson Ave	5,400	16'	DI=1	Ample	L=\$9 50 gross	Yolanda Szczepanska, Archie Schwartz Company, 973-758-0600
Scotch Plains	801 Jerusalem Rd	5,600	16'	DI=1		L=\$4,800 gross/CAM	Jeffrey Goldfinger, Bussel Realty, 732-287-3777
Linden	710 E Elizabeth Ave	6,000	18'	DI=1	6 cars	S=\$650,000	Steven Rakin, Rakin Agency, 908-486-4777
Linden	1 Roselle St	6,000	18'-20'	DI=2		L=\$7 75 psf S=\$100 00 psf	Jordan Metz, Bussel Realty, 732-287-3777
Rahway	26-28 West Inman Ave	±6,000				L=\$6.95 psf net S=\$550,000	Kevin Ranski, The Blau & Berg Company, 973-379-6644
Rahway	754 New Brunswick Ave	±6,000	30'	DI=1 TB=1		L=\$5,500 Monthly	David Thomas, The Blau & Berg Company, 973-758-0600
Roselle	322 West 1st Ave	6,200		DI=1 TB=1		L=\$6 25 psf/net S=\$795,000	Bob McGrath, The Blau & Berg Company, 973-379-6644
Linden	1601 Lower Rd	7,500	16'	DI=1	40	L=\$5 50 psf	Robert McGrath, Blau & Berg Company, 908-276-3355
Garwood	636 South Ave	7,611	14'-16'	TB=1		L=\$6 97 psf	Jeffrey Goldfinger, Bussel Realty, 732-287-3777

Key: DI=Drive Ins, TB=Tailboards, S=Sales, L=Lease

Industrial

3/12/2010

Springfield	35 Brown Ave	8,000	14'	TB=3	Ample	L=\$5.90 Net	Scot Seidel, Cardinal Properties Inc , 973-376-0421
Springfield	52 Commerce St	8,300	14'	DI=2		60 \$16 00 psf	Tom Skobo, Brounell & Kramer Realty, 908-686-1800
Kenilworth	303 Monroe Ave	8,400	12'	DI=1 TB=1	38 AC	S=\$975,000	Yolanda Szczepanska, Archie Schwartz Company, 973-758-0600
Rahway	2083 Elizabeth Ave	8,500	18'	DI=1		S=\$850,000	Bill Caruso, The Blau & Berg Company, 973-379-6644
Linden	9&10 Marks St	9,000		DI=1 TB=1		S=\$75 00 psf	Jordan Metz, Bussel Realty, 732-287-3777
Springfield	20 Hillside Ave	9,000	18'	DI=0 TB=2		30 L=12 psf	Tom Skobo, Brounell & Kramer Realty, 908-686-1800
Springfield	32 Commerce Ave	9,191	17'	DI=2	Ample	S=\$1 2 Mil	Tom Skobo, Brounell & Kramer Realty, 908-686-1800
Roselle	314 West 1st Ave	9,390				S=\$990,000	Bob McGrath, The Blau & Berg Company, 973-379-6644
Roselle	220 Columbus Ave	9,500	12' - 14'	DI=1	15 Cars	S=\$655,000	Joseph Kasner, Rakin Agency, 908-486-4777
Garwood	110 South Ave	9,600	18'	DI=1	N/A	L=\$7 50 psf	Bob McGrath, The Blau & Berg Company, 973-379-6644
Plainfield	800-810 South Ave	±10,000	15'	DI=1		S=\$685,000	Christian Walsifer, The Blau & Berg Company, 973-379-6644
Plainfield	800 South Ave	10,000	16'	DI=1	4 cars	S=\$680,000	Alex Conti, Blan Berg, 973-379-6644
Kenilworth	527 Springfield Rd	10,000	20'	DI=2 TB=0	Ample	L=\$4,000/mo	Tom Skobo, Brounell & Kramer Realty, 908-686-1800
Linden	1501 West Blancke St	10,000	20'	TB=1		Sublease=\$6 50 psf	Jordan Metz, Bussel Realty, 732-287-3777
Garwood	650 South Ave	10,600	13'-15'	DI=1 TB=1		L=\$4 50 psf	Jeffrey Goldfinger, Bussel Realty, 732-287-3777
Linden	1379 E Linden Ave	10,800	16'	DI=2 TB=1	20 cars	L=\$5 25 psf net	Harvey Fern, Archie Schwartz Company Realtors, 973-758-0600
Linden	1400 E Elizabeth Ave	11,000	N/A	N/A	N/A	S=\$1 35 Mil	Bob McGrath, The Blau & Berg Company, 973-379-6644
Rahway	673 New Brunswick Ave	11,400 on 1 2 Acres	24' Clear	DI=2	25 cars	L=\$5 50 psf	Manny Judah, ASC, 973-758-0600

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Industrial

Linden	1400 E Elizabeth Ave	11,500	18'	TB=5	\$8 00 psf	S=1,350,000	Robert McGrath, Blau & Berg Company, 908-276-3355
Union	931 Lehigh Ave	11,500	14'	DI=1 TB=1	8 cars	S=\$975,000	Yolanda Szczepanska, Archie Schwartz Company, 973-758-0600
Roselle	202 E Highland Pkwy	11,500	16'	DI=1 TB=1		L=\$5 75 psf net S=\$1 295 Mil	Bob McGrath, The Blau & Berg Company, 973-379-6644
Elizabeth	663 Dowd Ave	12,000	17'	DI=multi TB=multi	Ample	L=Neg S=NFS	Gregory Mechaber, Palin Development Co., 908-355-2344
Hillside	620 Ramsey Ave	12,000	14'-18'	N/A	N/A	L= \$7 95 psf S=Call for Price S=\$79 00 psf	Jason Crimmins, The Blau & Berg Company, 973-379-6644
Linden	315 Cantor Ave	12,918	16'	DI=1 TB=2		S=\$79 00 psf	Leo A Esses, Bussel Realty, 732-287-3777
Plainfield	1739 W Front St	13,000	14-22'	DI=1 TB=3	35+ street	L=\$4 00 psf S=\$1,100,000	Jonathan Stirberg, Jonas Realty, 732-249-5999
Kenilworth	100-124 North 12th St	12,500	N/A	N/A	N/A	L=\$5 psf (starting)	Bob McGrath, The Blau & Berg Company, 973-379-6644
Linden	1201 E Linden Ave	15,000	16'	DI=1 TB=4	40 cars	L=\$5 00 net	Harvey Fern, Archie Schwartz Company Realtors, 973-758-0600
Linden	801 E Linden	15,000	13'	TB=3	25	L=\$4 50 psf net	Robert McGrath, Blau & Berg Company, 908-276-3355
Rahway	3195 W.Elizabeth Ave	16,000	12'	TB=10	Ample	L=Neg	Gregory Mechaber, Palin Development Co., 908-355-2344
Rahway	2195 Elizabeth Ave	16,000	12'-16'	DI=multi TB=multi	Ample	L=Neg S=NFS	Gregory Mechaber, Palin Development Co., 908-355-2344
Elizabeth	657 Dowd Ave	16,000	17'	DI=1 TB=3	Ample	L=Neg S=NFS	Gregory Mechaber, Palin Development Co., 908-355-2344
Linden	1251 E Linden	17,500	18'	DI=1 TB=4	40 cars	L=\$5 00 psf	Harvey Fern, Archie Schwartz Company Realtors, 973-758-0600
Roselle	439-457 E. 1st Ave	18,000+-	N/A	N/A	Street	L=\$8.5-12 psf	Micheal Buccola, Westfield Realty, 908-232-9500 x10
Linden	1520 Lower Rd	20,550	31-35'	N/A	8 cars	S=\$1 95Mil	Ken Crimmins, The Blau & Berg Company, 973-379-6644
Garwood	15-45 North Ave	21,000	20'	DI=1 TB=2	5 cars	S=\$8 50 psf L=\$3 50 psf	Harvey Fern, Archie Schwartz Company Realtors, 973-758-0600
Linden	2401 E Linden Ave	21,000	20'	TB=5		L=\$4 75 psf	Jordan Metz, Bussel Realty, 732-287-3777

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Industrial

3/12/2010

Rahway	3196 W Elizabeth Ave	21,000	12'	TB=10	Ample	L=Neg	Gregory Mechaber, Palin Development Co , 908-355-2344
Garwood	15-45 North Ave	23,000	14'-18'	DI=1 TB=3	10 cars	S=\$950,000	Harvey Fern, Archie Schwartz Company Realtors, 973-758-0600
Plainfield	525 South	up to 25,000	16 to 40'	DI=2 TB=7	100 cars	L=\$2.99 psf	A Ditti Corp 908-757-4212
Rahway	767 Leesville Ave	25,000	18'	TB=3	40	L=\$3 25 psf	Robert McGrath, Blau & Berg Company, 908-276-3355
Union	825 Lehigh Ave	26,000	18'	TB=3	25 cars	L=\$4 00 nn S=\$ 4 Mil	Harvey Fern, Archie Schwartz Company Realtors, 973-758-0600
Roselle	109 Aldene Rd	30,000	20'	DI=4 Trailers	20 cars	L=\$4 00 psf	Harvey Fern, Archie Schwartz Company Realtors, 973-758-0600
Elizabeth	641 Dowd Ave	32,000	17'	DI=4 TB=25	Ample	L=Neg S=NFS	Gregory Mechaber, Palin Development Co , 908-355-2344
Elizabeth	641 Dowd Ave	32,000	17'	DI=4 TB=2-4	Ample	L=Neg	Gregory Mechaber, Palin Development Co , 908-355-2344
Elizabeth	435 Division St	35,000	12-18'	N/A	N/A	L=\$4 75 psf	Jason Crimmins, The Blau & Berg Company, 973-379-6644
Rahway	3197 W Elizabeth	37,000	12'	TB=10	Ample	L=Neg	Gregory Mechaber, Palin Development Co , 908-355-2344
Plainfield	1426 W Front St	45,844	30'	DI=4	25	S=\$899,000	Carole Blaine, ERA Reed Realty, 732-371-9965
Eatontown	749 Hope Rd	49,000	26'	DI=1 TB=6	2/1000	L=Neg	Tony Georgien, The Schultz Org , 732-855-0001
Mountainside	152 Glen Rd	20-50,000 sf + 5-13,000 sf flex	12-24'	TB=4	150 cars	L=\$4.95-8 00 \$50 00 psf	Yolanda Szczepanska, Archie Schwartz Company, 973-758-0600
Union	2 Stahuber Ave	50,000				L=\$7 00 psf S=\$6 15 Mil	Kevin Ranski, The Blau & Berg Company, 973-379-6644
Kenilworth	100 Market St Rear	50,240	12-16'	DI=4	N/A	S=\$1 9 Mil	Yolanda Szczepanska, Archie Schwartz Company, 973-758-0600
Linden	1200 Fuller Rd	51,200	20'	TB-18	N/A	L=\$4 50 psf	Yehuda Deutsch, ASC, 973-758-0600
Hillside	1460 Chestnut Ave	58,000	20-22'	DI=1 TB=5	20 cars	S=4 8 Mil	Lonny Pannucci, Logistical Properties, 908-810-7275

Key: DI=Drive Ins, TB=Tailboards, S=Sales, L=Lease

Industrial

Plainfield	1735 W Front St	65,000	14-22'	DI=3 TB=8	35 + street	L=\$3.50 psf S=\$3,200,000	Jonathan Stirberg, Jonas Realty, 732-249-5999
Elizabeth	502 York St	75,600	20'	DI=1 TB=5 int/3 ext		L=\$5 25 psf S=\$70 00 psf	David Blitt, Bussel Realty, 732-287-3777
Rahway	900 Hart St	88,000	22'	DI=1 TB=8	100 cars	S=\$69 00 psf	Herb Zimmerman & David Blitt, Bussel Realty, 732-287-3777
Elizabeth	107 Trumbull St	10 - 100,000	12' - 24'	Varies	Ample	L=Neg	Gregory Mechaber, Palin Development Co , 908-355-2344
Hillside	171 Central Ave	100,000	18-32'	DI=9	N/A	L=Upon Request S=\$5 75 Mil	Jason Crimmins, The Blau & Berg Company, 973-379-6644
Linden	1400 W Elizabeth Ave	105,000	14' - 22'	DI=multi TB=multi	Ample	L=Neg	Gregory Mechaber, Palin Development Co , 908-355-2344
Elizabeth	77 South First St	130,000	N/A	N/A	N/A	S=\$5 Mil L=\$4 95 psf	Jason Crimmins, The Blau & Berg Company, 973-379-6644
Plainfield	900 N. Ave	135,000	14'	DI=1 TB=8		L=\$3 75 psf gross S=\$15 00 psf	Jim Hodgkins, Bussel Realty, 732-287-3777
Hillside	1441 Chestnut Ave	200,000	20' - 30'	DI=3 TB=15	200 cars	S=\$18 Mil	Tom Nuara, Resource Realty, 732-225-0300
Elizabeth	891 Newark Ave	Divisibility varies	N/A	N/A	N/A	Call for Price	Jason Crimmins, The Blau & Berg Company, 973-379-6644

Key: DI=Drive Ins, TB=Tailboards, S=Sales, L=Lease



A non-profit economic development corporation

TO THE READERS OF THE

BUSINESS PROPERTY GUIDE:

The Business Property Guide is a free multiple listing service for realtors, developers and property owners. If you are interested in listing a property, contact UCEDC at 908.527.1166 for a listing form. This report is produced six times a year.

In addition, you can subscribe to the guide. The fee for this service is \$50 per year and the guide is faxed to you every other month. If you prefer, a version can be mailed. Contact UCEDC at 908.527.1166 to subscribe.

FOR YOUR INFORMATION:

Are you looking to relocate to Union County? Is business expansion in your plans?

If so, UCEDC can help with below-market financing. Our Union County Business Growth Loan Fund, loans of \$5,000 to \$150,000, can be used to purchase real estate, machinery and equipment, or for working capital. Relocation and related expenses can also apply, as well as interior and facade improvements, restorations and abatement of code violations.

For more information, please contact 908.527.1166.



Prepared for the Union County Board of Chosen Freeholders

Elizabethtown Plaza, Elizabeth, New Jersey 07207

Phone: 908.527.4100 Fax: 908.289.4143.

Produced by UCEDC

Liberty Hall Center

1085 Morris Avenue, Union, New Jersey 07083

Phone: 908.527.1166 Fax: 908.527.1207 www.ucedc.com



Liberty Hall Center
1085 Morris Avenue
Union, New Jersey 07083
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www.ucedc.com



**DEFENSE CONTRACT MANAGEMENT AGENCY
SMALL BUSINESS CENTER - EAST DIVISION
BUILDING 1, ARDEC
PICATINNY ARSENAL, NEW JERSEY 07806-5000**

IN REPLY

REFER TO: DCMAC-CE

May 4th, 2010

SUBJECT: Procurement Technical Assistance Program Performance Review

Union County Economic Development Corporation
1085 Morris Avenue
Union, New Jersey 07083

ATTENTION: Maryann Williams, Director, Procurement Technical Assistance Center

References: DCMA Small Business Center-East Division Procurement Technical Assistance Program Performance Review dated 12 February 2010.

Dear Ms. Williams;

On 12 February 2010, the Assistant Director of Small Business, DCMA Small Business Center East Division, conducted a Review of the PTAC Agreements # SP4800-04-2-0355 (FY 2008) and SP4800-09-2-0869 (FY 2009 1 Option), Cage Code: 1P9R4, Dun: 091861526 awarded to your agency.

Overall, the programs review was rated as **HIGHLY SUCCESSFUL**. The individual elements were rated as follows:

- | | | |
|----|----------------------------------|--------------------------|
| a. | Performance Rating: | HIGHLY SUCCESSFUL |
| b. | Management Rating: | HIGHLY SUCCESSFUL |
| c. | Technical Qualifications Rating: | HIGHLY SUCCESSFUL |
| d. | Financial: | ACCEPTABLE |

OVERALL RATING: HIGHLY SUCCEFUL

If I can be of further assistance, please feel free to call me at (973) 724-8285 or email:
Benjamin.Artis@DCMA.MIL.

Sincerely,

/s/ BENJAMIN ARTIS
ASSISTANT DIRECTOR FOR SMALL BUSINESS

Cc: Maureen Tinen, UCEDC President
Thomas Watkins, Div Chief, DCMA Small Business Operation Center – East Division
Defense Logistics Agency SB Program, Ft. Belvoir, Va.

Procurement Technical Assistance Center – PTAC

Performance Year 2008 – 2009

During 12/15/08 through 12/14/09 the UCEDC Procurement Center:

- Distributed more than 51000 bid matches to approximately 200 bid match clients
- Provided 2326 counseling sessions
- Reported 3082 contract and sub-contract awards
- The value of contracts awarded businesses amounted to \$170 million
- Sponsored or co-sponsored 57 educational seminars attended by 4600 participants

Program Performance Comparison

<u>Performance Year</u>	<u>2004</u>	<u>2005</u>	<u>2006</u>	<u>2007</u>	<u>2008</u>	<u>2009</u>
Number of Active Clients	1258	1287	1245	700	957	959
Number of Contracts Reported	6973	5550	6974	2923	3005	3082
Dollar value of Contracts (millions)	90.7	98.1	97.0	80	168	.170
Total Jobs Created/Retained	3170	3497	1985	1605	3353	3400
2008 through 2009						
UCEDC Return on Investment	\$798 for every \$1 contributed					
Department of Defense Return on Investment	\$826 for every \$1 contributed					

Procurement

UCEDC
Schedule of Networking & Training Events
Calendar Year 2009

Description	Date	Location
Government Procurement Training		
The Fundamentals of Public Bidding in the State of New Jersey	2/26/2009	Union, NJ
How to Obtain a GSA Schedule Contract	5/14/2009	Union, NJ
Doing Business with the NJ Transit Authority & The US Dept of Transportation	5/21/2009	Union, NJ
Radio Frequency and Unique Identification and Wide Area Work Flow	6/11/2009	Union, NJ
Doing Business with the Port Authority of NY & NJ	6/25/2009	Union, NJ
Doing Business with the Defense Supply Centers	7/9/2009	Union, NJ
How to Do Business with Federal Agencies	9/17/2009	Union, NJ
Doing Business with the Veterans Administration	10/15/2009	Union, NJ
How to Do Business with the State of NJ & the US Army Corps of Engineers	11/5/2009	Union, NJ
Financial Literacy Training		
BBW-Starting A Business (SP)	1/15/2009	Elizabeth, NJ
Basics of Financing Your Business	2/25/2009	Garwood, NJ
BBW- Starting a Business (sp)	2/26/2009	Elizabeth, NJ
BBW-Starting your business (sp)	3/19/2009	Elizabeth, NJ
Starting a Business- BBW	4/16/2009	Elizabeth, NJ
Basics of Financing Your Business	4/22/2009	Clark, NJ
BBW: Basics of Running a business	7/30/2009	Elizabeth, NJ
Other Trainings		
Financing Your Small Business	1/23/2009	Plainfield, NJ
SBA Day	4/17/2009	Hillside, NJ
Who's Lending Today: Public & Non-Traditional Sources of Capital	5/12/2009	Elizabeth, NJ
Board Members Roles, Responsibilities, Liabilities & Protections	6/10/2009	Union, NJ
Small Business financing	8/5/2009	Plainfield, NJ
Small Business Survival Guide	11/17/2009	New Providence, NJ
Meet the Lenders	11/18/2009	Scotch Plains, NJ

Networking Events

EDPG

1/15/2009 Union, NJ

EDPG

3/19/2009 Union, NJ

Surviving and Thriving in the New Economy

4/2/2009 Union, NJ

IRS Hispanic Small Business Forum

4/22/2009 Union, NJ

Suburban Chamber of Commerce Expo

4/23/2009 Summit, NJ

Banker Luncheon - Capital One

5/13/2009 Union, NJ

EDPG

6/18/2009 Union, NJ

Union County Business Outreach Session

7/1/2009 Union, NJ

IRS Hispanic Small Business Forum

9/25/2009 Union, NJ

Union Twp Chamber of Commerce Networking

9/30/2009 Union, NJ

UCEDC Annual Golf Outing

10/7/2009 Union, NJ

Elizabeth Avenue Partnership Annual Dinner

10/19/2009 Elizabeth, NJ

Air Service Development Office

10/23/2009 Elizabeth, NJ

PROCEED Grand Opening Event

10/30/2009 Elizabeth, NJ

CDBG

11/30/2009 Union, NJ

Elizabeth COC Holiday Reception

12/2/2009 Elizabeth, NJ

UCEDC Holiday Reception

12/9/2009 Union, NJ

EDPG Meeting

12/15/2009 Union, NJ

Union County Economic Development Corporation (UCEDC)

SBA Microloan Program

Executive Summary

2010 Union County Mentoring/Training Plan

Introduction

Union County Economic Development Corporation (UCEDC) has an established and multi-faceted Microloan technical assistance & training program. Our program is unique in that our support services start with the very first loan inquiry intake and continue with the client until the maturity of their microloan. UCEDC staff uses both internal and external resources to ensure that our clients receive the most professional help possible.

Activities

Loan Application Process

The first form of technical assistance that clients receive is when we compile their information and assemble their loan application. We explain the microloan program and then determine how the program can effectively assist the business grow and expand within our territory. We help clients prepare and complete the required information for a potentially successful loan application. This consists of explaining the rationale behind each form, helping them provide correct information, working through credit issues and walking them through the budget construction, cash-flow statements and understanding the assumptions that go into determining the various line items.

We advise clients on where they should concentrate efforts and assist in the preparation of this material. Some of this information may include documenting the principal's experience and how it relates to the eventual success of the business. We work with clients to develop marketing strategies, including target groups and areas, as well as defining their competitors and available market. We also complete an in-depth financial analysis that includes: historical and future growth potential, how to use the borrowed funds effectively to help their business grow, and current cash flow evaluation to determine their ability to service any additional debt. UCEDC staff offers suggestions on areas of the plan that need improvement or further explanation.

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Business Mentoring

UCEDC employs three individuals to provide ongoing business mentoring assistance to our borrowers. Our mentors conduct site visits, one-on-one counseling sessions at our office and at the business location, and email and telephone correspondence. Clients typically request assistance with computerized bookkeeping systems such as QuickBooks, refining marketing efforts, job creation planning, cash management strategies and personal management strategies. Mentoring helps build stronger and more meaningful relationships with our clients.

After a loan is approved and closed, our staff prepares an outline of the strengths and weaknesses for the loan recipient. We establish goals with the client once the loan is approved and continue to work to help reach these goals and develop new ones. Often, our staff and mentors conduct substantial research to assist our borrowers. We aim to proactively monitor our clients at least once a quarter, which often includes conducting site visits.

Training Seminars

UCEDC sponsors and co-sponsors a series of seminars and training workshops targeted to the entrepreneur throughout the year. All microloan borrowers are invited to these events. For 2010, UCEDC is planning some new group trainings for our clientele as follows:

- Use of QuickBooks
- Understanding IRS Requirements
- How to Negotiate Contracts
- Basic MS PowerPoint
- Basic MS Excel

Another form of training is combined with our marketing efforts in that UCEDC staff is routinely engaged in speaking events where we are informing potential borrowers about the virtues of the Microloan Program.

Hispanic Outreach

UCEDC's microlending territory encompasses many communities containing large populations of Spanish speaking individuals. UCEDC has individuals on staff who are fluent in Spanish. These staff members offer seminars geared to informing the Spanish speaking business sector about our Microloan Program and related support services. In addition, we collaborate with the major Hispanic business-oriented organizations to offer training programs. These activities have led to an increase in the volume of Latino-run businesses who become microloan borrowers. UCEDC provides our Hispanic clients with technical assistance as well. We also provide entrepreneurial training in Spanish (see ETI section on the following page).

Child Care Outreach

UCEDC is a US Department of Treasury designated Certified Development Financial Institution (CDFI). This certification is awarded to organizations that offer financial services to predominately low-income markets. One key performance measure for a CDFI is the creation of childcare slots for children of low-income families.

UCEDC instituted an initiative making the microloan program available to home-based and center-based childcare providers. Childcare businesses are ideal microloan clients in that there is strong

market demand for this service and that conventional lenders have shied away from this niche market. UCEDC also provides a basic financial literacy training program, free of charge, to this market. By targeting this group, UCEDC has increased its microloans and related technical assistance volume. This is also a very socially responsible activity in that UCEDC plays a role via the Microloan Program to create positive impact on young children by improving the quality of their learning environment.

ETI

UCEDC now manages the state's Entrepreneurial Training Initiative (ETI) Program. ETI is a two-part training program, offered both in English and in Spanish now over a six-week time period. The course teaches the students how to construct a written business plan. Upon completion of the course, UCEDC attempts to provide financing to the more promising business ventures. The graduates are generally strong microloan candidates.

UCEDC manages all marketing and programming aspects of this program. Our staff acts as instructors and/or assistant instructors during the duration of the training. Our staff often encourages potential microloan borrowers to enroll in this training to better prepare them for the world of running a small business.

External Assistance

We also work very closely with the network of SBA-funded Small Business Development Centers and SCORE chapters located throughout our lending territory.

Measurements

We measure technical assistance by tracking the total number of loan intakes handled, number of client meetings prior to loan approval, number of loan applications received and the number and dollar values of microloans approved and closed.

We also measure the number of business training events held. From a mentoring perspective, we can measure the number and type of client contacts made to our base of microloan borrowers in our current active loan portfolio.



Our free programs and services are the result of generous support from individuals, government agencies, corporations and community-based organizations.

We invite all small businesses to visit us in person or online at www.ucedc.com.

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