

Board of Directors  
Minutes  
May 17, 2010

The quarterly meeting of the South Jersey Economic Development District was convened on May 17, 2010, at the Salem City Cafe in Salem, New Jersey.

In attendance:

Atlantic County:

Howard Kyle  
Sharon Gordon  
Joseph Molineaux

Cape May County:

Leonard Desiderio  
Stephen O'Connor  
Leslie Gimeno

Salem County:

Beth Timberman  
Dave Lindenmuth  
Earl Gage  
Otis Sistrunk  
Lee Williams  
John Hall

Cumberland County:

Dante Rieti  
Joseph Pepitone  
Arthur Bretnall, Jr.  
Donald Ayres  
Kim Wood  
Jane Jannarone

Guests: Stephen Grady, Area Deputy Director, Economic Development Administration; Douglas Fisher, Secretary of Agriculture, NJ Department of Agriculture; and Ashley Nichols, representing Sen. Stephen Sweeney.

Staff: Gordon K. Dahl, Executive Director; Diana L. Schiavo, Senior Operations Officer; Deborah D. Dalton, Administrative/Construction Assistant; and Monica Kyle, Assistant to the Director; all of the South Jersey Economic Development District

Mr. Desiderio, Chairman, called for the flag salute. After board member introductions, he thanked Salem County for hosting the board meeting and for providing a tour of the historic courthouse.

Mr. Desiderio asked if there were any additions or corrections to the minutes.

There being none, Mr. Desiderio requested approval of the minutes.

The minutes were approved as presented.

Mr. Desiderio then asked for the Treasurer's Report.

Mr. Dahl advised that in the packet provided is the listing of bills that have been paid since the last quarterly meeting, the Profit and Loss Statement, Reconciliation of the Profit and Loss and Balance Sheet. He briefly reviewed the financial statements. He also noted that there were two new employees, Deborah Dalton and Monica Kyle. He added that much of the meeting material is now available online for board members to review prior to the meeting.

Mr. Dahl asked if there were any questions or comments with regard to these financial statements, there being none the Treasurer's Report was approved.

Mr. Desiderio then requested Mr. Dahl give the Executive Director's report.

**Resolution 12:10- Acceptance of FY-2009 Annual Audit**

Mr. Dahl stated this resolution applies to the SJEDD's 2009 annual audit. He went over the audit and the auditor's recommendations. Mr. Bretnall noted that some of the issues were brought up in last year's audit. Mr. Dahl addressed Mr. Bretnall's concerns.

Mr. Desiderio asked for any questions or comments and there being none the resolution was approved as read.

**Resolution 13:10 – Contract Grant Administration – County of Cape May – ARC of Cape May County – Dept. of Community Affairs**

Mr. Dahl stated that this resolution applies to the SJEDD taking over grant administration for Cape May County regarding a Small Cities Grant for the improvement of various buildings in the county.

Mr. Desiderio asked for any questions or comments and there being none the resolution was approved as read.

#### **Resolution 14:10 – Economic Recovery Zone Bonds**

Mr. Dahl stated that the resolution applies to the SJEDD being designated as the agency responsible for the development of the Next Generation Aviation Research and Technology Park. He explained that the bonds were needed to get the first building of the Next Generation ARTP built for NextGen program contracts. The Atlantic County Improvement Authority issued the bonds to the SJEDD for the construction of a 66,000 SF building. Mr. Kyle further explained the purpose of the ERZ bonds. Mr. Dahl explained who the anticipated tenants will be and answered any questions board members had on the project. He added that Atlantic County is issuing the bonds and that the other three counties would not have any obligations to these bonds.

Mr. Desiderio asked for any questions or comments and there being none the resolution was approved as read.

#### **Resolution 15:10 – Architect – Next Generation Aviation Research Park**

Mr. Dahl stated the SJEDD went through an extensive RFP process and had a special committee designated to review the RFPs that came in. He said that Environectics had the best value and pricing on the project. He noted that the project is going to be approved in phases.

Mr. Desiderio asked for any questions or comments and there being none the resolution was approved as read.

#### **Resolution 16:10 – Loan/ Loan Guaranty - City of Egg Harbor – Acme Site Development**

Mr. Dahl stated that the SJEDD is working together with Egg Harbor City to redevelop the “Acme” site. He noted that the area has been a blight to the city and that redeveloping this large land area is an opportunity to bring more residential housing to the community. He added that Egg Harbor City must back the bonds.

Mr. Desiderio asked for any questions or comments and there being none the resolution was approved as read.

#### **Resolution 17:10 – Line of Credit – Cancellation – The Bank**

Mr. Dahl stated the SJEDD had sought a line of credit with The Bank to cover cash flow requirements for a grant, but subsequently negotiated better terms with the State and is now seeking to cancel the line of credit as it is no longer necessary.

Mr. Desiderio asked for any questions or comments and there being none the resolution was approved as read.

Mr. Desiderio introduced special guest Douglas Fisher, Secretary of Agriculture, NJ Department of Agriculture.

Mr. Fisher spoke to the board about NJ and the exciting opportunities in the state.

Mr. Desiderio thanked Mr. Fisher for coming and speaking and introduced special guest Stephen Grady, Area Deputy Director, Economic Development Administration.

Mr. Grady spoke to the board about the need to work together to help the economy of the southern New Jersey area.

Mr. Desiderio thanked Mr. Grady for attending and speaking to the board.

Mr. Desiderio requested Mr. Dahl give the loan report.

Mr. Dahl stated all loans were current.

Mr. Molineaux spoke about the benefits of the SJEDD to businesses, including how the SJEDD can provide small business loans where banks cannot.

Mr. Desiderio requested the County reports.

Beth Timberman, Salem County, thanked everyone for coming to Salem and thanked the SJEDD for helping in the funding of the Old Salem County Courthouse. Ms. Timberman added that the county budget had been passed with a tax reduction and no layoffs, which they were very happy to report. The Johnson building is lined up and ready. She noted that they county was going to host an energy conference and welcomed all to attend, she added that a flyer will be e-mailed to all members. She added that Mr. Dahl was going to be on one of the break-out panels.

Howard Kyle, Atlantic County, stated the county introduced its budget and that there were layoffs mostly due to cuts in state funding. He added that

the biggest challenge for the county is unemployment. He said that the county is at the same employment levels as it was in 1997. Mr. Kyle explained that the casino industry is not as dynamic as it had been and that they are trying to balance this with the creation of the aviation park. He also spoke about the status of several casinos that were under construction.

Leslie Gimeno, Cape May County, noted that the tourist season is beginning early for them. She added that the Annual Tourism Conference was held in the county where Lt. Governor Kim Guadagno was a guest speaker. Ms. Gimeno explained that there are more day trippers to the area and that they just held the World Series of Birding. She noted that the Cape May County Airport may be bringing some additional jobs to the area, including a solar panel recycling center. She explained that the resolution for the grant just passed today is important as the ARC of Cape May is very important to the county and that the grant will be very beneficial in rehabilitating the residential homes they occupy.

Sharon Gordon, Deputy Executive Director / Director of Marketing and Communications, South Jersey Transportation Authority, noted that the SJTA hopes to open a new full interchange along the Atlantic City Expressway at Exit 17, providing access between the Expressway and Route 50. It is scheduled to open June 2010.

Joe Pepitone, Cumberland County, noted that the county is looking for ways to save money regarding its budget. It has looked into spacing some of its projects over two years to help save money. The county was also looking into farmland/ open space preservation grants.

Mr. Desiderio asked if there was any new business.

There was no new business to discuss.

Mr. Desiderio asked if there was any old business.

There was no old business to discuss.

With no further business Mr. Desiderio thanked everyone. The meeting was then adjourned.

Respectfully Submitted,

Louis Magazzu  
Secretary

**Approved: September 20, 2010**