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## NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY

# BUSINESS EMPLOYMENT INCENTIVE PROGRAM

ANNUAL REPORT  
*Fiscal Year 2008*



NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY

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## **Business Employment Incentive Program (BEIP) Annual Report FY2008**

In accordance with P.L. 2003, c.166, the New Jersey Economic Development Authority (EDA), submits this report detailing Fiscal Year 2008 activity for the Business Employment Incentive Program (BEIP).

As required by statute, the report includes the following: the number of BEIP agreements entered into by the State during FY2008 with a description of each; number of jobs created under each project; new income tax revenue received from withholdings; the amounts awarded to each project as grants; and, an update on the status of projects under each agreement.

### **Program Description**

Over the last twelve years, the BEIP program has been one of the State's most effective economic development tools. BEIP has been utilized by hundreds of companies that went on to create over 76,000 jobs. The program is administered by the EDA, which awards grants to qualified applicants for up to 10 years. These grants can equal 10% to 80% of the total amount of state income taxes generated by the grantees' newly created jobs during the calendar year. Point-of-final purchase retail facilities are not eligible for BEIP grants.

The State also derives the benefit from ancillary revenues, such as Sales and Corporation Business Taxes, resulting from the program's associated economic growth.

To qualify for the program, a business demonstrates that the BEIP grant is a "material factor" in the company's decision to relocate or expand in New Jersey. In addition, an applicant must demonstrate that it is financially viable, and that it will create a minimum number of jobs. The State retains the balance of the income tax revenue generated by the new jobs.

An applicant is given greater consideration if it demonstrates the creation of jobs that pay an average 1.5 times the minimum wage during the grant agreement. Qualifying businesses must also maintain the project in New Jersey for at least 1.5 times the number of years of the grant.

Other factors taken into consideration that can enhance an applicant's percentage award include:

- Whether the project is in a BEIP targeted industry;
- Job creation numbers;
- Number of jobs at risk;
- Whether the project is in a BEIP designated industry;

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- Ratio of private to public investment;
- Amount of capital investment in the project;
- Average wage of the new jobs; and
- Whether the project also involves construction or renovation.

Furthermore, a bonus adjustment of up to an additional 30% can be awarded to the applicant for any one or a combination of the following:

- Location in Planning Area 1 or 2 of the State’s Development and Redevelopment Plan;
- Location in Planning Area 1 or 2 and the creation of 500 or more jobs;
- Location in a former Urban Coordinating Council municipality as designated by DCA;
- Location in a brownfields site for first occupants after issuance of a No Further Action letter by DEP;
- Location in center designated by the State Planning Commission, or in a municipality with an endorsed plan;
- 10% or more of the employees receive a qualified transportation fringe of at least \$30;
- Location in an area designated by the municipality as an “area in need of redevelopment”;
- Whether the project is linked to housing creation or redevelopment utilizing at least 25% of the buildable area of the site;
- Company is within 5 miles of and working cooperatively with a public or non-profit university on research and development.

The State Treasurer must certify that the amount of the withholdings received from the business for the new employees at least equals the grant amount. Grant payments only begin after the new jobs have been in existence for a year.

#### **Overall BEIP Activity**

From the inception of BEIP in 1996 through October 2008, the EDA has executed 392 BEIP agreements valued at over \$1.2 billion over the term of the grants, supporting the creation of an

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estimated 74,700 new jobs, and leveraging over \$11.9 billion in total public/private investment. To date, BEIP grants have spurred the creation of 76,265 actual jobs.

### **FY2008 BEIP Activity**

During FY 2008, the EDA executed 46 BEIP agreements worth an estimated \$133 million over the term of the grant (*Note: Executed projects are those in which the EDA Board has approved the project and a signed agreement between the company and the EDA has been finalized*).

The 46 projects are expected to create approximately 6,990 new jobs over the next two years. During FY2008, businesses representing these 46 projects have reported the actual creation of 1,373 new jobs. These projects are also anticipated to invest nearly \$670 million in private funds in New Jersey.

In FY2008, a summary of executed BEIP grants reveals that the majority of awards target manufacturing (26%), life sciences/high-technology/pharmaceuticals (41%), financial services (22%) and other projects (11%). Moreover, 31 BEIP grants (67%) were awarded to companies employing fewer than 100 employees in New Jersey; and, 28 BEIP grants (61%) were awarded for projects estimated to create 100 jobs or less.

Attached, as *Exhibit A*, is a list of all the above projects which executed a BEIP grant agreement in FY2008, including the date of execution, award percentage, grant term, estimated job creation total, jobs created to date, estimated grant award total, total project investment, new gross income tax (estimated on projects creating jobs)<sup>1</sup>, project location, originating city/state, and legislative district.

To date, no funds have been disbursed in relation to these projects (*Note: In many cases, no new gross income tax has yet been reported to the EDA by the company, as the recipient companies are not required to do so until they have reached their minimum job creation threshold*).

Also, attached, as *Exhibit B*, is a chart reflecting all BEIP grants executed to date since the inception of the program, including the FY2008 projects.

### **Policy Changes in FY2008**

On January 4, 2008, Governor Jon S. Corzine signed legislation that clarified the prevailing wage applicability to workers engaged in construction or renovation incident to certain Authority assisted projects. Not less than prevailing wage rate must be paid to workers employed in the

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<sup>1</sup> The Gross Income Tax (GIT) estimates are only reported for companies that have created jobs and achieved their Minimum Employment Threshold (MET). The MET for Tech companies is 10 jobs; for all others it is 25 jobs.

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performance of any construction contract undertaken in connection with Authority financial assistance, including BEIP.

The prevailing wage requirement applies unless the work performed under the contract is performed on a facility owned by a landlord of the entity receiving the assistance and less than 55% of the facility is leased by the entity at the time of the contract and under any agreement to subsequently lease the facility. The prevailing wage requirement is also exempted from construction commencing more than two years after an entity has executed with the Authority a commitment letter regarding Authority financial assistance and the first payment or other provision of the assistance is received.

### **BEIP Program History**

The following provides a summary of major changes made to the Business Employment Incentive Program since its inception in 1996.

#### 2003:

In September 2003, amendments were made to the BEIP Act to enhance the program, making it available to a larger range of businesses, with more targeted focus on technology-based industries, as follows:

*Accelerating Business Growth and Job Creation* – The program now has a lower overall job growth threshold for all applicants. Originally, a business had to create 75 new jobs to be eligible (unless they were located in a targeted municipality, in which case the threshold was 25); the threshold is now 25, regardless of location.

*Fostering High Tech/Biotech Industry Growth by Lowering Job Threshold to 10* – The BEIP program was changed to target job growth in the high tech/biotech industries by having lowered the job creation threshold to 10.

*Targeting Specific Industries by Increasing Grant Formula Score by 5%* – An additional 5% was added to the score for specific growth industries; i.e., high tech/biotechnology, pharmaceuticals, financial services, transportation and logistics.

*Encouraging Smart Growth by Increasing Grant Award by Up to 30%* – Initially, BEIP applicants were eligible for a grant award of up to 80% equivalent to the total amount of the State income taxes withheld by the business during the calendar year for new employees hired. BIEP was changed to cap the award at up to 50% of state withholding, but with an additional increase of up to 30% if the company utilized Smart Growth principles, i.e.: located in either State Planning Areas 1 and 2, an Urban Coordinating Council Municipality, a "distressed" municipality as defined by the Department of Community Affairs, brownfield site, located near mass transit, located in a center designated by the State Planning Commission, or in an area

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designated by a locality as an “area in need of redevelopment”; linked with housing production or renovation; or, located in close proximity to and working cooperatively with a public or non-profit university on research and development.

*Streamlining Reporting Process* – Under the former BEIP rules, companies were required to submit a full payroll report each year, up to 10 reports for a 10-year grant. BEIP was changed to allow recipients to submit only three full reports, unless their payroll report raised questions or contained inconsistencies. The EDA however, allowed existing BEIP recipients the option of converting to the revised streamlined reporting process.

*Funding Sources for BEIP* – The 2003 amendments gave EDA the power to issue bonds, backed by a State contract, to fund the payment of BEIP grants in any year in which a State appropriation was not available for grants. In 2003, the EDA issued bonds for a total of \$59 million for BEIP disbursement payments for FY 2004; and, in FY2006, Governor Corzine directed that for FY2006 and in the future, payments of BEIP disbursements were to be made from the General Fund, not via bond issuance. The amendments also authorized EDA to use residual BEIP withholdings to support Designated Industries Economic Growth and Development projects. In 2003, the Joint Budget Oversight Committee approved an EDA bond resolution totaling \$60 million to fund such projects. To date, the EDA had committed \$35 million of these bond funds for the following programs: \$10 million for Springboard II Fund providing recoverable grants to start-up life sciences and high tech companies; \$10 million for investment in the new Garden State Life Sciences Venture Fund, and \$15 million for the expansion/construction of technology commercialization centers within the newly established Innovation Zones in Camden, Newark and the greater New Brunswick area.

*Allowing for New Recipients* – The revisions also expanded BEIP benefits to companies that could not take advantage of the program due to New Jersey's reciprocal agreement with Pennsylvania. Under this agreement, New Jersey employers pay no withholding taxes in New Jersey on employees who reside in Pennsylvania. The law's amendments allowed BEIP awards to be made to companies that met all the criteria, but would otherwise be hindered by the reciprocity agreement. This initiative allowed new jobs brought by a company to the state with the BEIP incentive – but held by a Pennsylvania resident – to be factored into the BEIP grant to the employer. Grants for this initiative are generated by the residual income from the BEIP program statewide.

2004:

In 2004, New Jersey Policy Perspective (NJPP), a non-profit and nonpartisan research and educational organization, published the report “Taking Care of Business—Does it Cost Too Much?” which analyzed BEIP to determine the program's effectiveness and made

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recommendations for improvements. In response to the report, the State Treasurer asked Rutgers University's Edward J. Bloustein School of Policy and Planning to study the program, as well as the NJPP's recommendations, and to make any other recommendations necessary to more effectively manage the program.

Based on the Rutgers' study, the EDA Board of Directors adopted a number of modifications to the program in October 2004, including requiring BEIP recipients to maintain 80% of their statewide employment (documented at the time of application) for the grant commitment period, and imposing new guidelines governing additional incentives for jobs created in excess of the employment commitment.

In October 2004, the EDA Board of Directors also adopted additional modifications to enhance the program based on internal program review, including regulations allowing the Authority to: seek full repayment of funds if a company moves out of state; withhold, reduce or terminate payment of a grant or any portion thereof should a BEIP recipient default on the grant agreement; and, recapture grant monies already paid to the company in the event of default. In order to increase public access to information, the EDA also began posting regularly updated reports of BEIP activity on the EDA website ([www.njeda.com](http://www.njeda.com)).

#### **BEIP Monthly Updates**

For monthly updates on executed BEIP projects, visit: [www.njeda.com/beip\\_activity.asp](http://www.njeda.com/beip_activity.asp).

**Business Employment Incentive Program**

**Exhibit A**

**FY2008 Executed BEIP Grants**

<b>Company Name</b>	<b>Exec. Date</b>	<b>Pct.</b>	<b>Grant Term</b>	<b>Est. New Jobs</b>	<b>Jobs to Date</b>	<b>EDA BEIP Grant Amt.</b>	<b>Total Project Investment</b>	<b>New Gross Income Tax Est.</b>	<b>Location</b>	<b>Originating City / State</b>	<b>Leg. Dist.</b>
Aeterna Zentaris Inc.	10/3/2007	55	10	25	16	\$1,250,000	\$800,000	\$147,840	Warren, Somerset	Warren	21
AFL Quality NY, LLC	10/29/2007	60	10	181	24	\$1,203,234	\$34,200,000		Secaucus, Hudson	Secaucus	32
Alpharma Inc.	1/14/2008	75	10	64	3	\$1,572,240	\$1,312,000		Bridgewater, Somerset	Bridgewater	16
AvePoint, Inc.	4/21/2008	80	10	43		\$547,820	\$400,000		Jersey City, Hudson	Jersey City	31-32-33
AXA Equitable Life Insurance Company	4/9/2008	80	10	950		\$21,907,000	\$27,050,000		Jersey City, Hudson	New York NY	31-32-33
Barclays Global Investors	1/16/2008	80	10	60		\$811,650	\$4,600,000		Jersey City, Hudson	Jersey City	31-32-33
Capitol Records, Inc.	4/7/2008	80	10	150		\$1,911,000	\$883,894		Jersey City, Hudson	New York, NY	31-32-33
Citico Fund Services (USA), Inc.	10/4/2007	80	10	203		\$10,150,000	\$4,000,000		Jersey City, Hudson	New York	31-32-33
Connors Group, Inc., The	5/21/2008	80	10	160	6	\$3,627,810	\$164,000		Jersey City, Hudson	Sherman Oaks, CA	31-32-33
Damascus Bakery, Inc.	9/20/2007	50	10	180		\$414,000	\$8,000,000		Secaucus, Hudson	Brooklyn, NY	32
DB Services New Jersey, Inc.	12/27/2007	80	10	1600	1085	\$39,520,000	\$198,620,000	\$1,857,354	Jersey City, Hudson	Manhattan, NY	31-32-33
Deloitte LLP and Subsidiaries	3/5/2008	70	10	280		\$4,494,000	\$89,100,000		Parsippany-Troy Hills, Morris	Parsippany-Troy Hills	26
DeltaPaper Corporation	5/9/2008	65	10	43		\$350,717	\$266,000		Pennsauken, Camden	Pennsylvania	7
Designer Greetings, Inc.	6/4/2008	50	10	158		\$524,700	\$11,000,000		Edison, Middlesex	Staten Island, NY	18
Dietz and Watson, Inc.	8/28/2007	70	10	125		\$821,384	\$2,000,000		Delanco Twp., Burlington	Philadelphia, PA	7
E*Trade Financial Corporation	8/7/2007	80	10	325		\$2,710,500	\$8,500,000		Jersey City, Hudson	Jersey City	31-32-33
Emisphere Technologies, Inc.	3/20/2008	55	10	25		\$624,750	\$1,000,000		Hanover, Morris	Tarrytown, NY	26
ExiService Holdings, Inc.	10/31/2007	80	10	83	38	\$4,150,000	\$150,000	\$250,477	Jersey City, Hudson	NY, NJ	31-32-33
Fraba, Inc	6/10/2008	80	10	12		\$74,649	\$50,000		Hamilton, Mercer	Princeton Junction	14
High Point Safety and Insurance Management Corp.	7/27/2007	50	10	74		\$215,199	\$2,250,780		Red Bank, Monmouth	Red Bank	12
IncNetworks, Inc.	7/24/2007	50	10	123		\$2,376,975	\$1		Piscataway, Middlesex	Long Branch, NJ	17
Integrium, LLC	12/14/2007	70	10	37	14	\$697,048	\$1,130,000		Bedminster, Somerset	Tustin, CA	16
International Delights LLC	6/6/2008	60	10	200		\$416,000	\$31,310,000		Clifton, Passaic	Long Island, NY	34
Interstate Waste Services, Inc.	5/30/2008	50	10	70		\$695,975	\$685,000		Ramsey, Bergen	Sloatsburg, NY	39
IPC Systems, Inc.	12/18/2007	80	10	149	126	\$6,464,118	\$500,000	\$683,288	Jersey City, Hudson	New York	31-32-33
ITelagen, LLC &/or NetGenit, Inc.	10/2/2007	75	10	25	7	\$550,699	\$105,000		Jersey City, Hudson	Jersey City	31-32-33
JE Berkowitz, LP	6/12/2008	55	10	25		\$52,500	\$22,500,000		Oldmans, Salem	Westville, NJ	3
L'Oreal USA Products, Inc.	5/13/2008	60	10	80		\$1,477,920	\$14,020,000		Berkeley Heights, Union	NJ	21
L'Oreal USA Products, Inc.	5/13/2008	70	10	40		\$639,100	\$120,200,000		New Brunswick, Middlesex	Clark, NJ	17
Lodi CML Cooperative LLC	12/6/2007	70	10	61		\$149,561	\$3,700,000		Lodi, Bergen	Lodi	38
Louis Berger Group, Inc., The	7/25/2007	30	10	33		\$114,098	\$1,500,000		Morristown, Morris	Morristown	25
Maksin Management Corp.	1/2/2008	80	10	50		\$126,490	\$29,200,000		Camden, Camden	Pennsauken	5
McKinsey & Company, Inc.	11/20/2007	55	10	340	14	\$9,677,250	\$2,400,000		Florham Park, Morris	Florham Park	26
Mimeo.com, Inc.	5/30/2008	80	10	150		\$840,937	\$5,400,000		Newark, Essex	Newark	27-28-29
Mindich Enterprises, Inc.	12/27/2007	45	10	61		\$216,306	\$4,500,000		Mahwah, Bergen	Haverstraw, NY	40
NeuroTrax Corporation	12/3/2007	80	10	15		\$243,900	\$150,000		Newark, Essex	New York	27-28-29
New York Sample Card Co.	1/23/2008	75	10	35		\$201,534	\$100,000		Jersey City, Hudson	New York	31-32-33
Novo Nordisk, Inc.	12/4/2007	80	10	211		\$5,405,932	\$120,000		Plainsboro, Middlesex	Princeton	14
Octapharma USA, Inc.	4/8/2008	80	10	25		\$517,500	\$1,600,000		Hoboken, Hudson	Virginia	33
Pivot Inc.	3/20/2008	80	8	48		\$701,184	\$5,000,000		Jersey City, Hudson	New York City	31-32-33
QRxPharma, Inc.	4/14/2008	50	10	27		\$1,089,897	\$320,000		Bedminster, Somerset	Bedminster	16
QUALCOMM Flarion Technologies, Inc.	7/18/2007	80	10	95		\$1,932,300	\$20,117,000		Bridgewater, Somerset	Bridgewater	16
Shasun Pharma Solutions Inc	4/25/2008	55	10	41		\$741,860	\$7,723,800		Piscataway, Middlesex	Piscataway	17
Trimco Display, LLC	10/29/2007	75	10	260	40	\$799,500	\$1,285,000	\$16,400	Carteret, Middlesex	New York	19
VELOX Semiconductor Corporation	11/1/2007	55	10	35		\$277,030	\$200,000		Franklin, Somerset	Somerset, NJ	17
Voxware, Inc.	5/23/2008	80	4	14		\$141,754	\$443,000		Hamilton, Mercer	Lawrenceville, NJ	14
<b>TOTAL - 46 projects</b>				<b>6,991</b>	<b>1,373</b>	<b>\$133,428,021</b>	<b>\$668,555,475</b>				



**Business Employment Incentive Program**  
**Exhibit B**  
**Executed BEIP Grants 1996-Sept. 2008**

Company Name	Exec. Date	Pct.	Grant Term	Est. New Jobs	Jobs to Date	EDA BEIP Grant Amt.	Amt. Disbursed to Date	Total Project Investment	Location	Originating City/State	Leg. Dist.
A.C. Moore Arts, Inc	12/28/2001	50	10	76	76	\$153,140	\$69,234	\$35,615,000	Berlin, Camden	Berlin	6
AAA Mid-Atlantic, Inc.	12/27/2004	50	10	90	96	\$785,925	\$90,119	\$10,500,000	Mount Laurel, Burlington	Pennsylvania	8
ABN AMRO Incorporated	6/26/2002	70	8	380	445	\$1,211,800	\$4,641,642	\$20,000,000	Jersey City, Hudson	New York	31-32-33
ACS State Healthcare, LLC	7/26/2005	80	7	225	214	\$1,089,760	\$196,612	\$8,515,000	Hamilton, Mercer	Hamilton	14
Adams Respiratory Therapeutics, Inc.	8/3/2006	35	8	30	66	\$310,254		\$3,400,000	Chester, Morris	Texas	24
Advanced Drainage Systems, Inc.	4/10/2006	55	10	60		\$198,000		\$9,300,000	Logan, Gloucester	Ohio	3
Aeterna Zentaris Inc.	10/3/2007	55	10	25	16	\$1,250,000		\$800,000	Warren, Somerset	Warren	21
AFL Quality NY, LLC	10/29/2007	60	10	181	24	\$1,203,234		\$34,200,000	Secaucus, Hudson	Secaucus	32
AIG SunAmerica Asset Management Corp.	6/26/2001	75	10	147	164	\$1,928,640	\$3,260,831	\$11,400,000	Jersey City, Hudson	New York	31-32-33
AJM Packaging Corporation	3/14/2007	80	10	263		\$1,052,000		\$21,650,000	Vineland, Cumberland	Vineland	1
Alpharma Inc.	1/14/2008	75	10	64	3	\$1,572,240		\$1,312,000	Bridgewater, Somerset	Bridgewater	16
Alpine Trading Company, Inc.	3/15/2006	40	10	70	36	\$97,440	\$4,300	\$1,909,000	Englewood, Bergen	New York	37
Amdocs, Inc.	6/9/2005	80	10	60	12	\$933,900	\$4,788	\$1,500,000	Jersey City, Hudson	CA, MA, NY & Ontario	31-32-33
American Bank Note Holographics, Inc.	4/22/2005	55	10	110	113	\$863,940	\$199,577	\$10,000,000	Washington Twp., Mercer	New York, PA & MA.	30
American Home Assurance Company	12/11/2002	70	10	281	343	\$8,563,500	\$2,751,975	\$12,000,000	Jersey City, Hudson	New York	31-32-33
American Home Assurance Company	5/25/2006	80	10	300	784	\$4,669,200	\$1,237,341	\$10,000,000	Jersey City, Hudson	New York	31-32-33
American Home Assurance Company	12/27/2001	80	10	589	959	\$4,638,000	\$3,652,355	\$24,730,000	Berkeley Heights, Union	New York, Pennsylvania	21
American Mortgage Express Corp.	10/6/2003	60	10	150	82	\$869,850	\$34,256	\$2,482,000	Mount Laurel, Burlington	Cherry Hill, New Jersey	8
Ansell Healthcare Products, LLC	11/4/2002	55	10	75	93	\$720,480	\$560,393	\$825,000	Red Bank, Monmouth	Ohio	12
Antenna Software, Inc.	3/14/2005	80	10	20	34	\$437,120	\$146,499	\$850,000	Jersey City, Hudson	New York City	31-32-33
Apex Xpress, Inc.	3/8/2004	80	10	57	71	\$476,976	\$156,152	\$550,000	Jersey City, Hudson	New York	31-32-33
Appliedinfo Partners, Inc.	3/23/2006	55	10	25	29	\$258,899	\$14,101	\$4,550,000	Franklin, Somerset	Franklin	16
Astor Chocolate Corp.	12/1/1998	50	10	47	130	\$98,900	\$149,496	\$100,000	Lakewood, Ocean	Lakewood	30
AT Systems Atlantic, Inc.	9/27/2001	40	10	80	77	\$100,800	\$50,694	\$3,175,000	Edison, Middlesex	Edison	18
AT&T Corp.	12/2/1997	60	10	185	330	\$1,313,940	\$2,977,191	\$302,000,000	Middletown, Monmouth	Middletown	13
Atco Rubber Products, Inc.	12/17/2002	55	10	30	42	\$100,555	\$32,236	\$2,425,000	Vineland, Cumberland	Baltimore, Maryland	1
Atlantic City Linen Supply, Inc and ACLS	3/2/2007	80	10	121		\$266,573		\$5,950,000	Pleasantville, Atlantic	Pleasantville	2
Audible, Inc.	6/19/2006	60	5	60		\$286,650		\$300,000	Wayne, Passaic	Wayne	40
Aurobindo Pharma LTD, Inc.	9/14/2004	60	10	150	12	\$441,000		\$26,500,000	South Brunswick, Middlesex	South Brunswick	14
AuthentiDate Holding Corp.	12/18/2006	70	10	59	47	\$1,271,524		\$600,000	Berkeley Heights, Union	New York	22
Automatic Data Processing, Inc.	2/20/2007	80	10	175		\$2,845,500		\$1,700,000	Jersey City, Hudson	New York City, NY	31-32-33
AvePoint, Inc.	4/21/2008	80	10	43		\$547,820		\$400,000	Jersey City, Hudson	Jersey City	31-32-33
AXA Equitable Life Insurance Company	4/9/2008	80	10	950		\$21,907,000		\$27,050,000	Jersey City, Hudson	New York NY	31-32-33
BAE SYSTEMS Information/Electronic Systems	3/29/2007	80	10	130		\$5,041,400		\$20,000,000	Totowa, Passaic	Yonkers, NY	34
Ball Plastic Container Corp.	6/19/1997	80	10	115	202	\$315,560	\$798,476	\$57,676,000	Delran, Burlington	Delran	7
Bamboo Abbott Inc.	9/23/2005	50	10	250		\$257,813	\$11,831	\$692,000	Perth Amboy, Middlesex	Edison, NJ	19
The Bank of New York	3/6/1998	80	10	241	127	\$1,245,488	\$5,054,357	\$5,368,000	Maywood, Bergen	Harrison, NY	37
The Bank of New York	1/10/2000	60	10	124	127	\$274,780	\$568,057	\$6,816,989	Lodi, Bergen	New York	38
Bank of Tokyo-Mitsubishi UFJ, Ltd	10/21/2005	80	10	124	44	\$4,353,888	\$232,888	\$580,000	Jersey City, Hudson	New York City	31-32-33
Barclays Capital Services, LLC	7/14/2004	65	10	205	474	\$3,185,416	\$2,447,073	\$40,500,000	Hanover, Morris	New York	26
Barclays Global Investors	1/16/2008	80	10	60		\$811,650		\$4,600,000	Jersey City, Hudson	Jersey City	31-32-33
Barnes & Noble College Booksellers, Inc	3/12/2004	65	10	180	241	\$1,342,800	\$1,641,887	\$2,100,000	Bernards, Somerset	New York	16
Barnes & Noble, Inc.	10/7/1997	40	10	402	998	\$337,680	\$1,317,676	\$11,000,000	Jamesburg, Middlesex	Jamesburg	14
Barr Laboratories, Inc. and BMI Inc.	6/5/2007	70	10	210		\$3,755,850		\$20,600,000	Montvale, Bergen	Woodcliff Lake	39
Barr Laboratories, Inc. and Subsidiaries	8/11/2003	60	10	150	250	\$1,969,200	\$2,933,789	\$7,600,000	Woodcliff Lake, Bergen	New York	39
Beau Label Manufacturing, Inc.	3/16/2007	60	10	55		\$60,839		\$2,500,000	Hillside, Union	New York City; NJ	29
Bed Bath and Beyond Inc.	12/8/2006	75	10	160		\$166,614		\$46,000,000	Woodbridge, Middlesex	Totowa, NJ	19
Benjamin Moore & Co.	9/7/2006	65	10	139		\$2,498,108		\$33,350,000	Montvale, Bergen	Montvale/Flanders, NJ	39
Berg East Imports, Inc.	6/14/2004	45	10	35	74	\$49,613	\$11,538	\$3,650,000	Barrington, Camden	Barrington	5
Berlex Inc. and Affiliates	1/22/2007	65	10	350		\$12,518,188		\$500,000	Montville, Morris	Connecticut	26
Berlex, Inc.	10/6/2006	65	10	250	15	\$8,941,563		\$3,130,000	Wayne, Passaic	Montville	34
Berlex, Inc.	10/27/2000	60	10	85	202	\$1,115,880	\$4,689,239	\$11,320,000	Montville, Morris	Montville	26
Best Manufacturing Group LLC	5/8/2004	80	10	57	82	\$705,432	\$80,497	\$1,000,000	Jersey City, Hudson	New York	31-32-33
Best Trimming, Inc and 7th Avenue Trim, Inc.	3/31/2000	60	10	40	58	\$33,600	\$12,116	\$80,000	Jersey City, Hudson	New York City	31-32-33
Bind Rite/Union Graphics LLC	7/29/1998	40	10	100	174	\$199,600	\$865,099	\$9,000,000	Carlstadt, Bergen	Linden	36
Biovail Pharmaceuticals, Inc.	9/8/2003	60	10	200	139	\$4,325,100	\$1,131,486	\$12,750,000	Bridgewater, Somerset	North Carolina	16
Bj's Wholesale Club, Inc.	2/28/2000	50	10	225	221	\$453,550	\$114,443	\$27,562,500	Burlington Twp., Burlington	Pennsylvania	7
Blinds to Go, Inc.	8/25/1997	60	10	198	221	\$872,000	\$545,303	\$21,000,000	Lakewood, Ocean	Lakewood	30

**Business Employment Incentive Program**  
**Exhibit B**  
**Executed BEIP Grants 1996-Sept. 2008**

Company Name	Exec. Date	Pct.	Grant Term	Est. New Jobs	Jobs to Date	EDA BEIP Grant Amt.	Amt. Disbursed to Date	Total Project Investment	Location	Originating City/State	Leg. Dist.
BOC Group, Inc. The	6/25/1997	60	10	185	156	\$673,400	\$105,142	\$7,345,000	Lebanon, Hunterdon	TN,AL,IL,MA,MI,PA,IN,VA	23
Brandywine Senior Care, Inc.	12/29/2003	60	10	50	32	\$480,000	\$214,642	\$150,000	Mount Laurel, Burlington	Pennsylvania	8
BRIDOR USA	9/13/2005	75	10	82	18	\$190,650		\$17,500,000	Vineland, Cumberland	Vineland	1
Bristol-Myers Squibb Company	8/22/1997	80	10	500	2147	\$4,200,000	\$27,309,990	\$197,200,000	Hopewell Boro, Mercer	Seattle, Washington	15
Burlington Coat Factory Warehouse Corporation	11/7/2002	50	10	425	221	\$669,550	\$47,406	\$24,050,000	Edgewater Park, Burlington	Edgewater Park	7
Butterfly Press, LLC.	9/11/2006	50	10	56		\$196,059	\$5,350	\$6,050,000	Moonachie, Bergen	New York	38
CACI Technologies, Inc.	6/19/1997	50	10	75	371	\$496,080	\$1,029,619	\$2,296,000	Eatontown, Monmouth	Virginia	11
Cadbury Adams USA LLC	5/2/2006	55	10	57	31	\$510,825	\$116,727	\$6,300,000	Parsippany-Troy Hills, Morris	Texas	26
Cadent, Inc.	12/28/2001	50	10	100	119	\$142,500	\$88,472	\$6,700,000	Carlstadt, Bergen		
Calyon	7/24/2002	65	8	61	56	\$721,760	\$629,564	\$6,600,000	Woodbridge, Middlesex	New York	19
Cape May Foods, LLC	8/23/2000	55	10	28	48	\$152,796	\$54,654	\$7,737,500	Millville, Cumberland	Nanticoke, Maryland	1
Capitol Records, Inc.	4/7/2008	80	10	150		\$1,911,000		\$883,894	Jersey City, Hudson	New York, NY	31-32-33
Capture Resource, Inc.	8/28/2002	70	7	200	36	\$233,240	\$1,462	\$365,000	Millville, Cumberland	Millville	1
Cardinal Health 110, Inc.	2/8/2000	70	10	125	208	\$320,250	\$680,363	\$15,752,571	Logan, Gloucester	Allentown, PA	3
Cardinal Health PTS, LLC	2/8/2000	70	10	205	262	\$2,219,950	\$2,097,774	\$57,735,000	Franklin, Somerset	Franklin	17
Celgene Corporation	5/26/2005	80	10	600	188	\$6,086,250	\$2,220,525	\$35,000,000	Summit, Union	Summit	21
Cendant Car Rental Group	3/1/2001	70	10	300	806	\$2,029,650	\$4,572,875	\$1,500,000	Parsippany-Troy Hills, Morris	Garden City NY	26
Cendant Corporation	3/20/2002	50	8	114	163	\$1,360,000	\$696,728	\$200,000	Parsippany-Troy Hills, Morris	Phoenix, Arizona	26
Chem Fleur, Inc.	11/6/2006	80	10	90	9	\$705,870		\$63,000,000	Newark, Essex	CA, MN, FL	27-28-29
Chem Network Processing Services, Inc.	2/3/1999	80	10	120	201	\$772,800	\$1,778,672	\$17,200,000	Franklin, Somerset	Franklin	17
Christmas Tree Shops, Inc.	12/4/2006	80	10	162		\$235,577		\$90,000,000	Florence, Burlington	Florence	30
Chubb Corporation, The	3/8/2002	65	10	250	1129	\$1,569,750	\$3,051,411	\$398,092,000	Readington, Hunterdon	Readington	23
Chugai Pharma USA	3/24/2006	70	10	50	31	\$582,225	\$109,260	\$1,000,000	Bedminster, Somerset	Bedminster	16
Citico Fund Services (USA), Inc.	10/4/2007	80	10	203		\$10,150,000		\$4,000,000	Jersey City, Hudson	New York	31-32-33
Citico Fund Services (USA), Inc.	5/12/2006	80	10	244	169	\$12,200,000	\$345,906	\$1,500,000	Jersey City, Hudson	New York	31-32-33
Citigroup Global Markets, Inc. and Citibank, N.A.	9/14/2005	80	10	2150	1889	\$57,224,400	\$2,698,040	\$80,000,000	Warren, Somerset	New York	21
Citigroup Global Markets, Inc. and Citibank, N.A.	9/29/2006	80	10	1200	900	\$37,104,000		\$79,000,000	Jersey City, Hudson	New York City, NY	31-32-33
City Theatrical, Inc.	5/2/2007	45	10	47		\$47,000		\$1,050,000	Carlstadt, Bergen	Bronx, NY	36
ClinPhone, Inc.	7/10/2006	55	10	108	61	\$685,125	\$42,384	\$1,405,000	East Windsor, Mercer	Princeton, NJ	14
Coca-Cola Bottling Company of New York	6/19/1997	50	5	180	454	\$210,000	\$78,442	\$103,484,711	Parsippany-Troy Hills, Morris	New York	26
COIM USA Inc.	1/26/2007	55	10	10	12	\$296,134		\$29,000,000	West Deptford, Gloucester	North Kingstown, RI	3
Colgate-Palmolive Company	3/31/2000	60	10	126	129	\$1,471,176	\$1,021,853	\$44,221,000	Morristown, Morris	Morristown	25
Comag Marketing Group, LLC	10/28/2005	60	10	90	63	\$1,796,580	\$223,987	\$524,000	Princeton Boro, Mercer	NY, GA & NJ	15
Comcast of New Jersey II, LLC	7/25/2001	65	10	250	465	\$511,875	\$547,360	\$6,600,000	Voorhees, Camden	Several NJ Locations	6
Comcast Telecommunications, Inc.	10/10/2000	70	10	460	669	\$6,534,530	\$2,892,642	\$40,125,000	Moorestown, Burlington	Philadelphia, PA	8
CommonHealth, LLC	3/8/2006	75	10	71	15	\$1,302,495	\$9,535	\$21,800,000	Parsippany-Troy Hills, Morris	Parsippany, Morristown	26
CommVault Systems, Inc.	6/7/2007	70	10	180		\$3,755,745		\$4,000,000	Oceanport, Monmouth	Oceanport, NJ	11
Component Technology, Inc.	8/24/2004	55	7	50	49	\$60,637	\$42,331	\$1,400,000	Millville, Cumberland	Millville	1
Connecticut General Life Insurance	5/28/1999	70	10	225	193	\$2,676,704	\$4,720,584	\$13,177,000	Jersey City, Hudson	New York City, NY	31-32-33
The Connors Group, Inc.	5/21/2008	80	10	160	6	\$3,627,810		\$164,000	Jersey City, Hudson	Sherman Oaks CA	31-32-33
ConocoPhillips Company	10/29/1998	60	10	75	81	\$417,600	\$138,217	\$250,000,000	Linden, Union	Linden	22
Conopco, Inc. and Unilever United States, Inc.	11/6/2006	65	10	450		\$11,305,125		\$59,000,000	Englewood Cliffs, Bergen	Greenwich, CT	37
Continental Airlines Inc.	11/19/1997	50	10	45	268	\$753,900	\$721,689	\$30,870,500	Newark, Essex	Newark	27-28-29
Continental Airlines, Inc.	5/26/2000	60	10	37	131	\$1,339,190	\$154,200	\$825,000,000	Newark, Essex	Newark	27-28-29
Corporate Synergies Group, Inc.	12/29/2004	75	10	108	127	\$3,984,640	\$295,723	\$3,500,929	Mount Laurel, Burlington	Mt. Laurel	8
Covance, Inc.	7/3/1997	80	10	200	231	\$974,400	\$1,408,166	\$34,000,000	West Windsor, Mercer	West Windsor, NJ	14
CSG Systems, Inc	1/12/2007	55	10	76	11	\$940,842	\$1,676	\$1,000,000	Fairfield, Essex	Fairfield	26
Daiichi Pharmaceutical Corporation	3/14/2006	65	10	76		\$1,330,304		\$76,000,000	Madison, Morris	Madison	21
Damascus Bakery, Inc.	9/20/2007	50	10	180		\$414,000		\$8,000,000	Secaucus, Hudson	Brooklyn, NY	32
Daniel F. Young, Inc.	10/27/2000	50	10	36	41	\$366,754	\$70,311	\$600,000	Jersey City, Hudson	New York	31-32-33
Datek Online Brokerage Services Corp.	8/25/1997	60	10	275	223	\$1,328,250	\$159,986	\$2,200,000	Woodbridge, Middlesex	New York City	19
Dava Pharmaceuticals, Inc.	4/25/2005	70	10	40	20	\$931,560	\$31,122	\$170,000	Fort Lee, Bergen	New York	38
DB Services New Jersey, Inc. and DB Securities	12/27/2007	80	10	1600	1085	\$39,520,000		\$198,620,000	Jersey City, Hudson	Manhattan, NY	31-32-33
DB Services New Jersey, Inc. and DB Securities	11/30/2001	55	10	80	80	\$1,464,000	\$2,413,898	\$20,015,000	Summit, Union	Summit	21
Deloitte LLP and Subsidiaries	3/5/2008	70	10	280		\$4,494,000		\$89,100,000	Parsippany-Troy Hills, Morris	Parsippany-Troy Hills	26
DeltaPaper Corporation	5/9/2008	65	10	43		\$350,717		\$266,000	Pennsauken, Camden	Pennsylvania	7
Dendreon Corporation	8/18/2006	60	10	150	20	\$579,990	\$15,368	\$22,000,000	Lyndhurst, Bergen	Washington	25
Designer Greetings, Inc.	6/4/2008	50	10	158		\$524,700		\$11,000,000	Edison, Middlesex	Staten Island, NY	18

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Company Name	Exec. Date	Pct.	Grant Term	Est. New Jobs	Jobs to Date	EDA BEIP Grant Amt.	Amt. Disbursed to Date	Total Project Investment	Location	Originating City/State	Leg. Dist.
Dialogic Corporation	10/31/1997	50	6	400	302	\$861,600	\$226,465	\$12,000,000	Parsippany-Troy Hills, Morris	Parsippany-Troy Hills	26
Dietz and Watson, Inc.	10/18/2006	80	10	100	67	\$175,500		\$20,000,000	Various, Burlington	Pennsylvania	
Dietz and Watson, Inc.	8/28/2007	70	10	125		\$821,384		\$2,000,000	Delanco, Burlington	Philadelphia, PA	7
Direct Fulfillment, LP	1/27/2000	40	10	120	140	\$675,680	\$344,018	\$5,500,000	Washington Twp., Mercer	Upper Freehold	30
Direct Group, LLC and MCR Direct Mail, LLC	4/1/2005	75	10	630	371	\$1,904,175	\$181,520	\$3,125,000	Swedesboro, Gloucester	Logan	3
Dow Jones & Company, Inc.	11/8/2001	65	10	155	511	\$1,960,595	\$3,395,638	\$3,750,000	South Brunswick, Middlesex	New York	14
DPC Cirrus Inc.	6/25/1999	50	10	118	249	\$362,260	\$382,490	\$10,195,000	Mount Olive, Morris	Mount Olive	24
DS Distribution Inc., and DS Pharmacy, Inc.	11/30/1999	60	10	151	377	\$1,370,480	\$586,443	\$30,000,000	Logan, Gloucester	Logan	3
DuBell Lumber Company	7/18/2006	80	10	80	25	\$504,320	\$4,391	\$4,415,800	Millville, Cumberland	Millville	1
Duro Bag Manufacturing Co., Inc.	3/27/2002	75	7	180	230	\$355,446	\$592,541	\$3,000,000	Elizabeth, Union	Elizabeth	20
E*Trade Financial Corporation and Subsidiaries	8/7/2007	80	10	325		\$2,710,500		\$8,500,000	Jersey City, Hudson	Jersey City	31-32-33
Echosphere LLC	6/7/2002	65	10	424	440	\$1,319,060	\$224,436	\$4,868,093	Montville, Morris	Montville	26
EduNeering Holdings Inc.	4/6/2006	50	7	11	5	\$171,089		\$425,000	Princeton Boro, Mercer	Princeton, NJ	15
Eisai, Inc. and Eisai Corporation of North America	4/7/2006	60	10	50		\$1,203,750		\$30,000,000	Woodcliff Lake, Bergen	Teaneck, North Carolina	39
Emcore Corp.	6/30/1997	80	10	200	80	\$1,041,600	\$5,731	\$22,599,000	Franklin, Somerset	Franklin	17
Emisphere Technologies, Inc.	3/20/2008	55	10	25		\$624,750		\$1,000,000	Hanover, Morris	Tarrytown, NY	26
Enterprise Press, Inc.	4/5/2006	65	10	44	25	\$389,053	\$17,868	\$4,150,000	Englewood, Bergen	New York City	37
EPAC Technologies, Inc.	2/2/2007	55	10	25		\$163,793		\$7,850,000	Edison, Middlesex	Edison	18
Eurofins Product Safety Labs, Inc.	9/27/2006	65	10	25	5	\$154,375		\$2,750,000	South Brunswick, Middlesex	South Brunswick	14
Euromarket Designs, Inc. d/b/a Crate & Barrel	4/16/2003	60	10	127	138	\$307,292	\$101,045	\$8,400,000	Cranbury, Middlesex	Illinois	14
ExlService Holdings, Inc.	10/31/2007	80	10	83	38	\$4,150,000		\$150,000	Jersey City, Hudson	New York, New Jersey	31-32-33
ExxonMobil Research and Engineering Company	6/26/2006	80	10	140		\$5,139,428		\$36,000,000	Clinton, Hunterdon	Baton Rouge, LA	23
Falcon International Distributors, LLC	6/4/2007	80	10	60		\$456,000		\$2,000,000	Jersey City, Hudson	New York	31-32-33
Ferring Pharmaceuticals, Inc.	4/30/2007	75	10	92		\$3,927,466		\$1,790,000	Parsippany-Troy Hills, Morris	New York	26
Financial Sciences Corporation	3/2/1999	70	8	56	22	\$689,293	\$129,822	\$2,970,000	Jersey City, Hudson	New York	31-32-33
Firmenich Incorporated	7/26/2001	50	10	90	228	\$353,025	\$599,753	\$65,000,000	Plainsboro, Middlesex	Plainsboro	14
First Brokers Holdings Inc.	8/28/2002	70	10	80	95	\$5,300,120	\$10,064,681	\$2,500,000	Hoboken, Hudson	New York	31-32-33
Forest Laboratories Inc.	3/2/1999	70	10	35	60	\$360,150	\$1,425,376	\$1,350,000	Jersey City, Hudson	New York	31-32-33
Forest Laboratories Inc.	12/27/2000	70	10	105	401	\$990,780	\$4,078,259	\$10,608,000	Jersey City, Hudson	New York	31-32-33
Fortis Bank SA/NV	8/12/2004	80	10	60	99	\$1,311,360	\$1,372,230	\$19,100,000	Jersey City, Hudson	New York	31-32-33
Foxdale Properties LLC	7/24/2001	75	10	291	369	\$537,070	\$317,674	\$11,600,000	Florence, Burlington	Florence	7
Fraba, Inc	6/10/2008	80	10	12		\$74,649		\$50,000	Hamilton, Mercer	Princeton Junction	14
Franklin Credit Management Corporation	3/31/2006	80	6	110	122	\$639,256	\$349,505	\$12,984,000	Jersey City, Hudson	New York City, NY	31-32-33
Franklin Electric Company	5/15/2007	50	10	49		\$424,508		\$3,150,000	Moorestown, Burlington	Philadelphia, PA	8
Freedom Healthcare, LLC	3/7/2006	80	10	25	72	\$78,400	\$35,137	\$300,000	Union City, Hudson	Union City	33
Gain Capital Group, LLC	8/24/2006	50	10	26	84	\$164,200	\$83,658	\$900,000	Bedminster, Somerset	NJ	16
Galileo International, Inc.	4/22/2002	55	10	75	182	\$528,000	\$1,216,972	\$1,351,000	Parsippany-Troy Hills, Morris	Illinois	26
Garrison Printing Co. Inc.	10/7/1997	60	10	28	34	\$26,598	\$230,959	\$1,518,000	Pennsauken, Camden	Philadelphia, PA	7
Gestalt, LLC	3/23/2006	80	10	60	33	\$1,477,920	\$25,567	\$400,000	Camden, Camden	Camden	5
Global Document Solutions Corporation	5/29/2007	65	10	184		\$1,010,261		\$750,000	Carlstadt, Bergen	New York, NY	36
Goldman Sachs Execution & Clearing L.P.	8/22/1997	80	10	95	98	\$917,320	\$19,677,746	\$13,100,000	Jersey City, Hudson	New York City, NY	31-32-33
Goldman Sachs Group, Inc.	6/14/2002	80	10	300		\$2,271,450		\$306,000,000	Jersey City, Hudson	Jersey City	31-32-33
Goldman Sachs Group, Inc.	6/14/2002	65	10	75	1	\$1,621,913		\$2,000,000	Jersey City, Hudson	Jersey City	31-32-33
Goldman Sachs Group, Inc.	6/14/2002	80	10	2000	2301	\$164,336,000	\$38,289,559	\$595,000,000	Jersey City, Hudson	New York	31-32-33
Government Employees Insurance Company	5/25/2005	50	3	150	129	\$706,050	\$28,456	\$1,500,000	Evesham, Burlington	New York	8
Great Atlantic & Pacific Tea Co. Inc.	6/27/1997	60	10	72	90	\$128,736	\$74,047	\$5,137,894	Paterson, Passaic	MA,NY and NJ	35
Gussco Manufacturing Inc.	2/2/2007	50	10	125		\$243,311		\$13,500,000	Cedar Grove, Essex	Brooklyn, NY	21
Hanjin Shipping Company, Ltd.	11/5/1998	50	5	175	176	\$225,000	\$239,394	\$29,998,500	Paramus, Bergen	NY and LA	38
Hapag-Lloyd (America) Inc.	1/30/2007	70	10	145		\$758,713		\$577,730	Piscataway, Middlesex	Florida	22
Harte-Hanks Teleservices	9/23/2005	75	10	75	149	\$164,531	\$22,879	\$1,050,000	Pennsauken, Camden	Vineland, NJ	7
High Point Safety and Insurance Management Corp.	7/27/2007	50	10	74		\$215,199		\$2,250,780	Red Bank, Monmouth	Red Bank Borough	12
Home Decor Products, Inc.	5/27/2005	40	10	48		\$150,624	\$53,851	\$1,600,000	Sparta, Sussex	Edison, NJ	24
Homeland Vinyl Products, Inc.	3/5/2007	80	10	125		\$326,250		\$11,787,500	Millville, Cumberland	Millville	
Howmedica Osteonics Corp.	1/25/2006	70	10	260	429	\$3,540,810	\$490,864	\$39,913,000	Mahwah, Bergen	Mahwah	40
iBiquity Digital Corporation	7/31/2006	55	10	22	16	\$360,649	\$16,322	\$350,000	Bernards, Somerset	Bernards	16
IBM Corporation	7/10/2008	60	10	100		\$3,498,000		\$1,500,000	Englewood Cliffs, Bergen	Englewood Cliffs	37
ICAP North American Inc.	4/2/2002	80	10	250	967	\$8,300,000	\$58,906,127	\$69,700,000	Jersey City, Hudson	New York City, NY	31-32-33
IDT Corporation, Affiliates and Subsidiaries	2/29/2000	80	10	150	504	\$483,600	\$8,123,072	\$116,360,000	Newark, Essex	Newark	27-28-29

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i-Flex Solutions Inc.	11/6/2006	75	10	275		\$3,284,531		\$480,000	Edison, Middlesex	New York	18
ImClone Systems Inc.	10/29/2001	80	10	300	233	\$2,755,200	\$287,034	\$226,805,648	Somerville, Somerset	Somerville	16
ImClone Systems Incorporated	6/25/1999	80	10	102	170	\$625,260	\$1,514,450	\$40,700,000	Somerville, Somerset	Somerville	16
Imperial Bag & Paper Company, Inc.	3/26/1999	60	10	76	91	\$750,000	\$1,274,201	\$4,900,000	Bayonne, Hudson	Bronx, NY	31
Impliant, Inc.	5/14/2007	60	10	11		\$139,334		\$286,000	Princeton Borough, Mercer	Milford, CT	15
incNetworks, Inc.	7/24/2007	50	10	123		\$2,376,975		\$1	Piscataway, Middlesex	Long Branch, NJ	17
Independence Press Inc.	5/25/2006	45	10	53	46	\$263,319	\$25,126	\$2,080,000	West Deptford, Gloucester	Pennsylvania	3
Infocrossing, Inc.	8/22/1997	40	10	101	152	\$425,250	\$670,711	\$14,600,000	Leonia, Bergen	New York City, NY	37
Infosys Technologies Limited	7/11/2006	75	10	135	1071	\$1,612,406		\$820,000	Bridgewater, Somerset	Berkeley Heights	16
Infragistics, Inc.	7/25/2005	50	10	12	44	\$69,150	\$26,157	\$609,456	East Windsor, Mercer	East Windsor	12
Instinet Group Incorporated	12/28/2001	80	10	300	233	\$3,712,800	\$542,856	\$14,000,000	Jersey City, Hudson	New York City	31-32-33
Insurance Services Offices, Inc.	7/29/1999	80	10	1060	1056	\$11,768,730	\$27,411,705	\$30,600,000	Jersey City, Hudson	New York	31-32-33
Integrium, LLC	12/14/2007	70	10	37	14	\$697,048		\$1,130,000	Bedminster, Somerset	Tustin, CA	16
International Delights LLC	6/6/2008	60	10	200		\$416,000		\$31,310,000	Clifton, Passaic	Long Island, NY	34
Interstate Waste Services, Inc.	5/30/2008	50	10	70		\$695,975		\$685,000	Ramsey, Bergen	Sloatsburg, New York	39
IPC Systems, Inc.	12/18/2007	80	10	149	126	\$6,464,118		\$500,000	Jersey City, Hudson	New York	31-32-33
Isaac Hazan & Co., Inc.	3/22/1999	60	10	160	64	\$436,800	\$102,018	\$885,000	Secaucus, Hudson	New York	32
ITelagen, LLC &/or NetGenit, Inc.	10/2/2007	75	10	25	7	\$550,699		\$105,000	Jersey City, Hudson	Jersey City	31-32-33
ITT Industries	5/23/2001	65	10	130	232	\$1,475,792	\$1,744,940	\$8,484,500	Clifton, Passaic	Clifton City	34
IXIS North America	7/19/2006	80	10	150	77	\$2,868,600	\$98,029	\$15,350,000	Jersey City, Hudson	New York	31-32-33
Jackson Hewitt Tax Service, Inc	9/30/1999	50	10	75	127	\$294,960	\$1,450,136	\$1,303,875	Parsippany-Troy Hills, Morris	Virginia	26
JE Berkowitz, LP	6/12/2008	55	10	25		\$52,500		\$22,500,000	Oldmans, Salem	Westville, NJ	3
Jersey Precast Corp	2/5/2007	70	10	50		\$157,375		\$9,750,000	Hamilton, Mercer	New Brunswick	14
John Turano & Sons, Inc.	12/28/2001	50	10	83	77	\$261,300	\$69,187	\$10,400,000	Edison, Middlesex	Brooklyn, NY	18
John Wiley & Sons, Inc.	4/28/2000	80	10	800	1068	\$7,347,200	\$11,473,660	\$46,017,000	Hoboken, Hudson	New York	33
Journal of Commerce, The	4/28/2000	60	10	83	63	\$389,590	\$5,869	\$2,030,000	Newark, Essex	New York & Phillipsburg	27-28-29
JPMorgan Chase Bank	1/31/2002	60	10	433	273	\$2,209,865	\$1,255,043	\$71,850,000	Carlstadt, Bergen	New York	36
JPMorgan Chase Bank	6/28/2000	80	10	1000	1671	\$20,958,000	\$22,030,234	\$561,000,000	Jersey City, Hudson	New York City	31-32-33
King Pharmaceuticals, Inc.	5/25/2006	75	10	91	47	\$8,253,750	\$286,309	\$5,900,000	Bridgewater, Somerset	Bridgewater	16
Kirusa Inc.	5/22/2006	75	10	41		\$475,395		\$30,000	New Providence, Union	New Providence	22
Knight Equity Markets, L.P.	3/24/1999	60	10	31	32	\$2,165,000	\$5,030,627	\$21,000,000	Jersey City, Hudson	Jersey City	31-32-33
Knight Equity Markets, L.P.	6/30/2000	65	10	56	120	\$5,323,200	\$11,233,221	\$100,000,000	Jersey City, Hudson	Jersey City	31-32-33
KPMG LLP	10/26/2006	65	10	200		\$3,747,250		\$46,200,000	Montvale, Bergen	Montvale	39
KPMG LLP	12/23/1997	80	10	275	582	\$2,684,000	\$8,868,003	\$7,400,000	Woodcliff Lake, Bergen	New York, TX, IL, GA	39
L.I. 2000, Inc.	3/4/1998	40	10	416	654	\$350,000	\$720,020	\$3,550,000	Secaucus, Hudson	New York	32
L-3 Communications Systems - East	2/19/2004	75	10	50	302	\$654,750	\$1,195,048	\$1,319,000	Camden, Camden	Maryland	5
Lakewood Pathology Associates, Inc.	7/28/2006	65	7	25	21	\$82,377		\$3,000,000	Lakewood, Ocean	Lakewood	30
Lazard Freres & Co., LLC	10/21/2004	80	6	25	23	\$672,000	\$180,249	\$750,000	Jersey City, Hudson	New York	31-32-33
Lehman Brothers, Inc.	11/12/2002	80	10	700	439	\$11,540,900	\$1,591,943	\$60,000,000	Jersey City, Hudson	New York City	31-32-33
LifeCell Corporation	3/26/1999	55	10	146	343	\$1,058,400	\$2,089,852	\$18,600,000	Branchburg, Somerset	Texas	16
Linguagen Corp	2/8/2006	60	10	36	6	\$441,018		\$4,251,000	Ewing, Mercer	Cranbury	15
LiveProcess Corporation	5/23/2006	70	10	25	8	\$177,844		\$561,000	Verona, Essex	Verona	21
LNT Services, Inc.	4/30/1998	80	10	200	523	\$869,120	\$3,339,673	\$15,100,000	Logan, Gloucester	Logan	3
Lodi CML Cooperative LLC	12/6/2007	70	10	61		\$149,561		\$3,700,000	Lodi, Bergen	Lodi	38
Lord Abbott & Co.	9/3/1998	80	10	250	739	\$15,500,000	\$42,438,716	\$87,663,000	Jersey City, Hudson	New York, NY	31-32-33
L'Oreal USA Products, Inc.	5/13/2008	70	10	40		\$639,100		\$120,200,000	New Brunswick, Middlesex	Clark, NJ	17
L'Oreal USA Products, Inc.	5/13/2008	60	10	80		\$1,477,920		\$14,020,000	Berkeley Heights, Union	New York, NY	21
Louis Berger Group, Inc., The	7/25/2007	30	10	33		\$114,098		\$1,500,000	Morristown, Morris	Morristown	25
M. Fortunoff of Westbury LLC	7/20/2006	80	10	75		\$264,375		\$100,000	Jersey City, Hudson	Westbury, NY	31-32-33
Maksin Management Corp.	1/2/2008	80	10	50		\$126,490		\$29,200,000	Camden, Camden	Pennsauken	5
Marketing Technology Solutions, Inc.	9/18/2006	80	10	36		\$1,113,120		\$75,000	Jersey City, Hudson	Edison & New York City	31-32-33
marketRX, Inc.	8/13/2004	70	10	40	23	\$183,792	\$103,114	\$573,840	Bridgewater, Somerset	Bridgewater	16
Marsh & McLennan Companies, Inc.	3/1/2002	80	10	800	1074	\$12,451,200	\$11,337,610	\$159,000,000	Hoboken, Hudson	New York, NY	33
Mastertaste, Inc.	5/27/1999	80	10	85	112	\$441,360	\$713,181	\$5,200,000	Carteret, Middlesex	Long Island, NY	22
Matthew Bender & Company/Reed Elsevier Inc.	12/5/2000	80	10	205	179	\$1,987,124	\$2,003,534	\$35,200,000	Newark, Essex	New York, NY	27-28-29
McKinsey & Company, Inc.	4/28/1998	80	10	75	365	\$987,000	\$3,834,331	\$13,760,000	Florham Park, Morris	Bedminster	26
McKinsey & Company, Inc.	11/20/2007	55	10	340	14	\$9,677,250		\$2,400,000	Florham Park, Morris	Florham Park	26
McLane New Jersey, Inc./McLane Company, Inc.	9/14/2004	60	10	320	335	\$704,640	\$401,448	\$29,500,000	Upper Penns Neck, Salem	Texas	3

**Business Employment Incentive Program**  
**Exhibit B**  
**Executed BEIP Grants 1996-Sept. 2008**

Company Name	Exec. Date	Pct.	Grant Term	Est. New Jobs	Jobs to Date	EDA BEIP Grant Amt.	Amt. Disbursed to Date	Total Project Investment	Location	Originating City/State	Leg. Dist.
McLean Packaging Corporation/MJF Realty Group	2/1/2007	50	10	70		\$689,830		\$13,300,000	Moorestown, Burlington	Philadelphia, PA	8
MCR Direct Mail, LLC	1/25/2001	50	10	115	267	\$136,850	\$255,282	\$2,230,000	Woolwich, Gloucester	Woolwich	3
MD-X Solutions, Inc.	11/14/2006	60	10	150	55	\$567,000	\$22,080	\$2,250,000	Mahwah, Bergen	Mahwah	40
Mechoshade Systems, Inc.	4/28/2004	60	10	104	127	\$268,223	\$66,551	\$1,030,000	Edison, Middlesex	New York	18
Medco Health Solutions of Willingboro, LLC	8/26/1999	70	10	815	1091	\$2,975,312	\$4,067,022	\$85,000,000	Willingboro, Burlington	Willingboro	7
Medco Health Solutions, Inc.	11/7/1997	80	10	317	1279	\$2,556,288	\$23,102,962	\$77,600,000	Franklin Lakes, Bergen	Woodcliff Lake/Montvale	40
Medical Diagnostics Laboratories, LLC	12/27/2004	55	10	75	127	\$201,702	\$74,868	\$9,200,000	Hamilton, Mercer	Mount Laurel	14
Medico Graphic Services, Inc.	8/22/2005	70	10	34	26	\$75,361	\$18,210	\$100,000	Jersey City, Hudson	New York	31-32-33
Medidata Solutions, Inc.	12/27/2004	55	10	60	62	\$642,010	\$316,435	\$1,150,000	Edison, Middlesex	Manhattan, NY	18
Medlink Imaging, LLC.	10/26/2006	60	10	27	17	\$160,848		\$200,000	Teterboro, Bergen	Elmsford, NY	38
Mercedes-Benz USA, LLC	4/19/2002	50	10	92	92	\$505,725	\$129,043	\$77,400,000	Montvale, Bergen	Hanover, Maryland	30
Meritex LLC	3/23/1998	50	10	150	170	\$218,250	\$187,684	\$8,200,000	Piscataway, Middlesex	New York	
Merlin Industries, Inc.	3/11/2005	45	10	76	42	\$58,500	\$22,140	\$3,500,000	Hamilton, Mercer	Trenton	14
Merrill Lynch & Co., Inc.	3/6/2000	80	10	900	545	\$31,096,800	\$7,472,382	\$45,000,000	Jersey City, Hudson	New York	31-32-33
Merrill Lynch, Pierce, Fenner & Smith Incorporated	10/22/2002	80	10	1100	280	\$6,400,000		\$367,400,000	Hopewell Boro, Mercer	Pennsylvania/NJ	
MetLife Group Inc. and MetLife Bank, NA	11/8/2006	65	10	400	299	\$4,270,365	\$314,834	\$36,000,000	Bridgewater, Somerset	Franklin	16
Metrologic Instruments, Inc.	9/12/2005	45	10	42	74	\$75,600	\$2,744	\$62,500	Gloucester City, Camden	Gloucester City	4
Mimeo.com, Inc.	5/30/2008	80	10	150		\$840,937		\$5,400,000	Newark, Essex	Newark	27-28-29
Mindich Enterprises, Inc.	12/27/2007	45	10	61		\$216,306		\$4,500,000	Mahwah, Bergen	Haverstraw, New York	40
Mizuho Corporate Bank, Limited	3/27/2002	80	10	236	327	\$1,745,820	\$1,425,988	\$21,000,000	Jersey City, Hudson	Jersey City	31-32-33
Mizuho Securities USA Inc	1/31/2002	70	10	84	33	\$1,350,000	\$3,600,882	\$8,750,000	Hoboken, Hudson	New York City, NY	33
Model Electronics Inc.	3/1/2006	70	10	85	112	\$467,859	\$140,955	\$5,400,000	Upper Saddle River, Bergen	Nanuet, NY	39
Morgan Stanley D.W. a/k/a Dean Witter	12/28/2001	65	10	99	209	\$1,553,331	\$552,381	\$1,945,000	Jersey City, Hudson	New York City	31-32-33
Morgan Stanley Dean Witter Trust FSB	1/27/2000	70	10	288	883	\$2,314,360	\$634,711	\$5,878,737	Jersey City, Hudson	New York	31-32-33
Morgan Stanley Dean Witter Trust FSB	10/2/2000	45	10	75	61	\$7,984,800	\$614,806	\$2,000,000	Morristown, Morris	New York	25
Morgan Stanley Dean Witter Trust FSB	10/27/2000	45	7	78	88	\$886,140	\$720,567	\$950,000	Princeton Boro, Mercer	New York, Geneva	15
MRS Associates, Inc.	5/26/2005	55	10	200	109	\$443,300	\$19,724	\$400,000	Cherry Hill, Camden	Cherry Hill Township	6
MSNBC Cable L.L.C.	6/19/1997	80	10	440	459	\$2,920,000	\$7,779,087	\$1,090,000,000	Secaucus, Hudson	Secaucus	32
Multilink Technology Corporation	7/29/1999	40	9	75	80	\$292,269	\$294,088	\$825,000	Franklin, Somerset	Santa Monica, CA	17
Multiplex, Inc.	1/29/2001	65	10	430	107	\$2,285,773	\$62,160	\$66,000,000	South Plainfield, Middlesex	South Plainfield	18
National Discount Brokers	4/29/1999	80	10	350	568	\$2,009,000	\$731,658	\$3,500,000	Jersey City, Hudson	New York	31-32-33
National Financial Services, LLC	5/23/2001	60	10	110	283	\$1,606,770	\$4,284,561	\$3,734,500	Jersey City, Hudson	Jersey City	31-32-33
NB Ventures, Inc.	7/7/2008	55	7	25		\$195,628		\$100,000	Clark, Union	Clark Township	22
NBC, Inc.; CNBC, Inc.; CNBC.com, LLC	9/30/1999	80	10	160	257	\$4,611,840		\$80,500,000	Englewood Cliffs, Bergen	Englewood Cliffs	37
NCG Energy Solutions, Inc.	11/6/2006	70	10	85		\$444,763		\$2,020,000	Perth Amboy, Middlesex	Woodbridge	19
Nebraska Meat Corp.	6/24/1997	50	5	100	159	\$36,000	\$68,076	\$1,350,000	Newark, Essex	New York	27-28-29
NeuroTrax Corporation	12/3/2007	80	10	15		\$243,900		\$150,000	Newark, Essex	New York & Rutherford	27-28-29
New Century Transportation, Inc.	3/28/2001	60	10	75	378	\$606,600	\$1,203,810	\$20,650,000	Westampton, Burlington	Glassboro	7
New Jersey Headwear Corp.	3/31/2006	80	10	25		\$48,000		\$250,000	Newark, Essex	Newark	27-28-29
New York Produce, Inc.	1/19/2007	75	10	55	19	\$656,906		\$800,000	Secaucus, Hudson	New York, NY	32
New York Sample Card Co.	1/23/2008	75	10	35		\$201,534		\$100,000	Jersey City, Hudson	New York	31-32-33
Noark Associates, LLC	7/1/1997	80	10	170	175	\$178,160	\$28,224	\$1,290,000	Trenton, Mercer	Philadelphia, PA	15
Northern Trust Company, The	5/26/2006	80	10	90	76	\$1,003,275	\$29,514	\$3,500,000	Jersey City, Hudson	New York	31-32-33
NovaDel Pharma Inc.	2/26/2007	40	10	15	5	\$212,250		\$2,500,000	Raritan, Hunterdon	Raritan	23
Novartis Pharmaceuticals Corporation ("NPC")	5/9/2006	70	10	250	707	\$5,822,250	\$1,471,965	\$60,000,000	East Hanover, Morris	East Hanover	26
Novel Laboratories, Inc	7/23/2008	65	10	100		\$601,785		\$17,100,000	Franklin, Somerset	Franklin	17
Novo Nordisk, Inc.	6/23/2006	80	10	170	24	\$3,311,000		\$8,700,000	North Brunswick, Middlesex	North Brunswick	17
Novo Nordisk, Inc.	12/4/2007	80	10	211		\$5,405,932		\$120,000	Plainsboro, Middlesex	Princeton	14
NPS Pharmaceuticals, Inc.	6/23/2005	55	10	100	16	\$4,371,200	\$299,104	\$2,000,000	Parsippany-Troy Hills, Morris	Parsippany-Troy Hills	26
NRG, Energy, Inc.	6/8/2004	80	10	150	307	\$7,560,600	\$2,729,441	\$37,200,000	West Windsor, Mercer	Minnesota	
NRT, Inc.	5/30/2002	50	10	155	111	\$720,075	\$769,588	\$2,900,000	Parsippany-Troy Hills, Morris	Viejo, CA	26
NVR Building Products Company	6/17/2002	50	10	110	93	\$288,145	\$93,690	\$2,000,000	Delanco, Burlington	Delanco	7
Nycomed USA Inc.	1/25/2001	55	10	75	80	\$882,431	\$1,162,250	\$465,000	Parsippany-Troy Hills, Morris	New York	26
Octapharma USA, Inc.	4/8/2008	80	10	25		\$517,500		\$1,600,000	Hoboken, Hudson	Virginia	33
Omni Baking Company	12/27/2000	55	10	44	277	\$40,656	\$170,042	\$8,157,200	Vineland, Cumberland	Pennsauken, N.J	1
Omnipoint Communications Services, Inc.	6/30/1997	80	5	133		\$389,424	\$231,828	\$345,000	Hanover, Morris	Cedar Knolls	
Opera Solutions, LLC.	5/31/2007	80	10	235		\$11,750,000		\$2,800,000	Jersey City, Hudson	New York	31-32-33
Organon USA, Inc.	1/29/1999	80	10	89	626	\$874,000	\$2,690,809	\$67,000,000	Roseland, Essex	Roseland Borough	21

**Business Employment Incentive Program**  
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**Executed BEIP Grants 1996-Sept. 2008**

Company Name	Exec. Date	Pct.	Grant Term	Est. New Jobs	Jobs to Date	EDA BEIP Grant Amt.	Amt. Disbursed to Date	Total Project Investment	Location	Originating City/State	Leg. Dist.
Oticon Inc.	11/20/2003	55	10	80	144	\$269,720	\$91,261	\$6,950,000	Franklin, Somerset	Franklin	17
PAETEC Communications, Inc.	1/4/2007	60	10	100	24	\$474,200		\$12,000,000	Mount Laurel, Burlington	Voorhees	8
Paribas North America, Inc.	2/21/2007	80	10	600	483	\$22,704,910		\$22,000,000	Jersey City, Hudson	New York, NY	31-32-33
Patriot Manufacturing, Inc.	1/3/2000	50	10	159	207	\$201,600	\$149,191	\$7,122,000	Hammonton, Atlantic	Hammonton, NJ	9
Pearson Education, Inc. and Affiliates	5/22/2002	55	10	197	395	\$580,230	\$994,738	\$8,366,666	Cranbury, Middlesex	Orangeburg, NY	14
Pharmacia & Upjohn Company	2/2/1998	70	10	460	357	\$12,500,000	\$36,782,568	\$9,100,000	Bridgewater, Somerset	Kalamazoo, MI	16
Pharmacia Corporation	3/28/2001	80	10	500	935	\$8,752,000	\$850,761	\$30,000,000	Bedminster, Somerset	MI., IL., MO	16
Pharmasset, Inc.	3/31/2006	80	10	65	32	\$1,736,864	\$317,820	\$11,005,000	Plainsboro, Middlesex	Georgia	14
PHH Mortgage Corp.	12/9/1997	80	10	1000	1699	\$2,840,000	\$1,621,325	\$48,200,000	Mount Laurel, Burlington	Mt. Laurel	8
Phillips Van Heusen Corporation	12/28/2004	55	10	27	50	\$263,000	\$95,442	\$3,000,000	Bridgewater, Somerset	Maine	16
Phyton Biotech, Inc	11/9/2005	55	10	118	46	\$1,204,868	\$10,670	\$2,730,170	East Windsor, Mercer	New York	12
Picasso Lighting Inc.	7/14/2004	55	10	50	51	\$45,738	\$33,327	\$3,690,000	Hillside, Union	New York	29
Pivot Inc.	3/20/2008	80	8	48		\$701,184		\$5,000,000	Jersey City, Hudson	New York City	31-32-33
Polymer Molded Products, LLC	3/14/2006	60	8	37		\$81,580		\$500,000	Piscataway, Middlesex	Bridgewater	16
Pricewaterhouse Coopers	6/24/1997	60	10	80	752	\$5,293,600	\$4,114,944	\$20,600,000	Florham Park, Morris	New York	31-32-33
Production Services, L.L.C.	3/4/1998	60	5	358	287	\$63,000	\$202,398	\$3,000,000	Hillside, Union	Hillside	29
Public Health Reasearch Institute	12/18/1998	70	10	120	101	\$861,600	\$519,034	\$68,000,000	Newark, Essex	New York	27-28-29
QRxPharma, Inc.	4/14/2008	50	10	27		\$1,089,897		\$320,000	Bedminster, Somerset	Bedminster	16
Quaker Photo Service Co Inc	4/18/2006	45	10	38	26	\$122,641	\$6,312	\$750,000	Moorestown, Burlington	Pennsylvania	8
QUALCOMM Flarion Technologies, Inc.	7/18/2007	80	10	95		\$1,932,300		\$20,117,000	Bridgewater, Somerset	Bridgewater	16
Quest Diagnostics Incorporated	10/18/2006	55	10	108		\$636,471		\$16,500,000	Madison, Morris	Collegeville, PA	26
Radianz Americas, Inc	10/27/2000	60	10	133	160	\$2,285,150	\$1,639,759	\$100,000,000	Nutley, Essex	Nutley Township	36
RadPharm, Inc.	9/29/2006	60	10	62	53	\$566,060	\$35,366	\$500,000	West Windsor, Mercer	West Windsor	15
Rajbhog Foods, Inc.	5/22/2006	75	10	35		\$84,000		\$3,700,000	Jersey City, Hudson	Jersey City	31-32-33
Refcon, LLC	5/19/2004	40	10	70	37	\$439,320	\$25,709	\$380,000	Norwood, Bergen	New York	39
Reliance Medical Group, LLC	3/1/2001	60	10	75	107	\$789,440	\$1,221,864	\$789,440	Bernards, Somerset	Bridgewater	16
Revolution Health LLC	8/16/2006	80	10	40		\$935,981		\$40,000	Morristown, Morris	Morristown	25
Roosevelt Paper Company	6/27/1997	70	10	197	158	\$67,914	\$674,998	\$15,000,000	Mount Laurel, Burlington	Philadelphia, PA	8
Rose Art Industries, Inc.	9/25/1997	80	6	460	159	\$286,176	\$7,692	\$2,200,000	Wood-Ridge, Bergen	Brooklyn, NY	36
Rose Brand Wipers, Inc.	9/13/2006	80	10	139		\$900,589		\$1,025,000	Secaucus, Hudson	New York City, NY	32
Royal Wine Corporation	1/3/2000	50	10	78	124	\$411,600	\$308,264	\$13,350,000	Bayonne, Hudson	Brooklyn, NY	31
RPS, Inc.	8/22/1997	80	10	71	311	\$151,088	\$498,450	\$64,000,000	Woodbridge, Middlesex	Woodbridge	19
Sandoz Inc.	11/12/2002	70	10	153	87	\$1,866,487	\$4,270	\$20,500,000	South Brunswick, Middlesex	South Brunswick	14
Sanofi-Aventis U.S. LLC	7/21/2006	80	10	850	385	\$8,369,000	\$1,307,012	\$201,000,000	Bridgewater, Somerset	New York	
Sanofi-Aventis U.S. LLC	10/29/1999	80	10	1400	1829	\$21,795,200	\$32,174,621	\$59,000,000	Bridgewater, Somerset	Bridgewater	16
Sanofi-Aventis U.S. LLC	6/24/1997	60	10	440	597	\$2,784,000	\$12,796,162	\$98,000,000	Bridgewater, Somerset	MI, OH, France/Germany	16
SBD Net Products, Inc.	3/22/2007	75	10	70		\$888,125		\$115,000	East Brunswick, Middlesex	East Brunswick	18
Schering-Plough Research Institute	2/28/2000	70	10	323	865	\$3,948,650	\$6,501,793	\$205,000,000	Kenilworth, Union	Kenilworth	20
Scivantage, Inc.	1/26/2007	80	7	120	65	\$1,879,819	\$18,473	\$50,000	Jersey City, Hudson	New York, NY	31-32-33
SG Americas Operational Services Inc.	4/22/2005	80	10	350	496	\$10,088,400	\$1,221,109	\$14,101,200	Jersey City, Hudson	NY	31-32-33
Shasun Pharma Solutions Inc	4/25/2008	55	10	41		\$741,860		\$7,723,800	Piscataway, Middlesex	Piscataway	17
Silver Line Building Products LLC	8/27/1998	40	10	150	414	\$84,000	\$465,125	\$1,400,000	Middlesex, Middlesex	Middlesex	22
SmartShipper.com, Inc.	5/3/2006	55	10	200	15	\$683,427		\$1,200,000	Piscataway, Middlesex	Piscataway	17
Snowbird Corporation	3/23/1998	70	10	104	114	\$586,440	\$505,385	\$4,580,000	Jersey City, Hudson	NYC, New York	31-32-33
Solix, Inc.	2/10/2004	65	7	105	175	\$482,160	\$231,809	\$6,400,000	Hanover, Morris	Hanover	26
Sony BMG Music Entertainment	6/20/2005	70	10	304	199	\$2,867,480	\$391,941	\$5,000,000	Lyndhurst, Bergen	New York	36
Sprint Spectrum L.P.	10/1/1997	50	10	95	542	\$329,650	\$2,453,674	\$27,448,439	Bedminster, Somerset	New Jersey	
Standard Data Corporation	9/15/2000	65	10	26	25	\$505,830	\$161,639	\$185,000	Jersey City, Hudson	New York	31-32-33
Star Soap/ Star Candle/ Prayer Candle Co.	9/20/2006	70	10	225		\$499,500		\$499,500	Ridgefield Park, Bergen	Brooklyn, NY	37
Starborn Industries, Inc.	6/25/1997	50	8	25	44	\$33,330	\$119,989	\$1,025,000	Woodbridge, Middlesex	Brooklyn, NY	19
Steel Fab Realty, LLC.	2/21/2007	55	10	193		\$1,039,421		\$20,170,000	Edison, Middlesex	New York	18
Sumitomo Trust & Banking Co.	8/23/2000	65	10	150	312	\$1,702,840	\$1,501,052	\$5,000,000	Hoboken, Hudson	New York	31-32-33
Summit Import Corp.	12/1/1998	60	10	66	71	\$168,000	\$124,964	\$9,999,261	Jersey City, Hudson	New York City, NY	31-32-33
Susquehanna Patriot Bank	9/28/2006	80	10	43		\$260,456		\$1,300,000	Camden, Camden	Pottstown/Bryn Mawr	5
Taro Pharmaceuticals U.S.A., Inc.	2/6/2004	50	10	26	29	\$1,287,195	\$32,401	\$38,200,000	South Brunswick, Middlesex	New York	14
TD Waterhouse Securities, Inc.	4/29/1999	80	10	300	664	\$1,092,000	\$3,940,045	\$73,450,000	Jersey City, Hudson	Jersey City	31-32-33
Tech Data Corporation	7/3/1997	50	10	126	170	\$721,920	\$441,014	\$15,800,000	Logan, Gloucester	Paulsboro	3
Telargo Inc.	4/11/2006	80	10	37	13	\$335,146	\$10,185	\$10,000,000	Jersey City, Hudson	California	31-32-33

**Business Employment Incentive Program**  
**Exhibit B**  
**Executed BEIP Grants 1996-Sept. 2008**

Company Name	Exec. Date	Pct.	Grant Term	Est. New Jobs	Jobs to Date	EDA BEIP Grant Amt.	Amt. Disbursed to Date	Total Project Investment	Location	Originating City/State	Leg. Dist.
Telcordia Technologies, Inc.	6/25/1999	70	10	250	276	\$14,004,000	\$1,474,288	\$45,000,000	Piscataway, Middlesex	Piscataway	17
The Wall Street Investment Group, LTD	11/30/2001	65	10	105		\$535,425		\$5,500,000	Trenton, Mercer	New York	15
Thomas Colace Company, LLC	4/12/2006	50	10	200		\$1,285,200	\$91,729	\$1,100,000	West Deptford, Gloucester	Pennsylvania	3
TI Parsippany Inc. and TI Shared Services Inc.	4/4/2006	60	10	178		\$3,288,372		\$39,500,000	Parsippany-Troy Hills, Morris	New York City, NY	26
Toys "R" Us, Inc. & Toys "R" Us-Delaware, Inc.	3/23/1998	75	10	200	626	\$814,500	\$5,414,130	\$76,500,000	Montvale, Bergen	Rochelle Park, Paramus	34
Tracy Evans, Ltd.	4/13/2006	75	10	63	62	\$308,436	\$37,257	\$250,000	Bayonne, Hudson	New York	31
TradeWeb Group LLC	11/30/2001	70	10	80	203	\$1,863,120	\$6,133,264	\$8,300,000	Jersey City, Hudson	New York City	31-32-33
Tribeca Oven Inc.	2/4/2005	45	10	100	152	\$122,500	\$97,577	\$800,000	Carlstadt, Bergen	Brooklyn, NY	36
Trimco Display, LLC	10/29/2007	75	10	260	40	\$799,500		\$1,285,000	Carteret, Middlesex	New York	19
Trimline Medical Products Corporation	5/6/2004	40	10	30	86	\$37,800	\$23,974	\$555,000	Branchburg, Somerset	Branchburg	16
TSA Stores, Inc.	8/28/2002	60	10	200	163	\$531,960	\$154,804	\$11,000,000	Burlington City, Burlington	Georgia/California	7
Tullett Prebon Holdings Corp.	7/7/2005	80	10	105	173	\$7,958,864	\$3,165,934	\$25,908,450	Jersey City, Hudson	NY	31-32-33
Tyco International, Inc.	6/12/2003	70	10	300	396	\$13,230,000	\$2,561,784	\$14,500,000	West Windsor, Mercer	New York	14
U.S. FoodService, Inc./Alliant Foodservice, Inc.	4/3/2000	80	10	80	232	\$193,200	\$1,149,594	\$15,281,000	Woolwich, Gloucester	Philadelphia, PA	3
UBS Financial Services Inc.	1/31/2002	80	10	1450	1641	\$28,238,750	\$4,843,192	\$167,845,417	Jersey City, Hudson	New York	
United Canvas & Sling, Inc.	1/28/1999	50	10	50	50	\$157,760	\$47,368	\$400,000	Kearny, Hudson	Orangeburg, NY	32
United HealthCare Services, Inc.	1/10/2001	80	10	229	194	\$2,094,180	\$2,514,936	\$8,880,780	Bernards, Somerset	Bernards	16
United States Trust Company of New York	12/18/1998	80	10	300	309	\$3,948,000	\$6,029,910	\$14,329,000	Jersey City, Hudson	New York	31-32-33
V & S Amboy Galvanizing, L.L.C.	8/27/1998	50	10	32	37	\$71,400	\$57,099	\$4,050,000	Perth Amboy, Middlesex	Perth Amboy	19
Valera Pharmaceuticals, Inc.	3/28/2006	60	10	20	31	\$86,295	\$15,037	\$3,000,000	Cranbury, Middlesex	Cranbury	14
Vanguard Direct, Inc.	11/8/2006	80	10	103		\$284,280		\$9,350,000	Irvington, Essex	Brooklyn, NY	28
Vantage Custom Classics, Inc	10/23/1997	50	10	45	45	\$462,672	\$208,514	\$10,400,000	Woodbridge, Middlesex	Woodbridge	19
VaxInnate Corporation	9/23/2004	55	7	16	14	\$384,265	\$62,667	\$2,000,000	Cranbury, Middlesex	Connecticut	14
VectorMAX Corporation	5/24/2007	80	10	240		\$2,212,800		\$550,000	Jersey City, Hudson	Farmingdale, NY	31-32-33
VELOX Semiconductor Corporation	11/1/2007	55	10	35		\$277,030		\$200,000	Franklin, Somerset	Somerset, NJ	17
Verizon Communications Inc.	10/3/2005	80	10	1755		\$87,750,000		\$180,000,000	Bernards, Somerset	PA, NY, CT	16
Verizon Connected Solutions, Inc.	8/13/1998	50	10	571	647	\$799,400	\$367,107	\$8,210,576	Union Twp., Union	Union Township	20
Verizon New Jersey Inc. & Verizon Services Corp.	6/3/2003	65	10	160	93	\$556,010	\$114,499	\$18,900,000	Ewing, Mercer	Ewing	15
Verizon New Jersey Inc. & Verizon Services Corp.	4/19/2002	65	10	110	132	\$1,687,500	\$180,115	\$67,500,000	Hamilton, Mercer	several NJ locations	14
Victory Worldwide Transportation, Inc.	9/15/2005	50	10	43	25	\$257,140	\$10,583	\$2,673,800	South Brunswick, Middlesex	New York	14
Viewpointe Archive Services, L.L.C.	3/1/2007	70	10	27	29	\$1,349,460		\$725,000	Parsippany-Troy Hills, Morris	Houston, TX	26
Vitamin Shoppe Industries, Inc.	4/24/2002	65	10	100	430	\$398,445	\$522,237	\$13,200,000	North Bergen, Hudson	North Bergen	32
Volkswagen of America, Inc.	5/23/2001	55	10	89	77	\$489,060	\$260,873	\$8,000,000	Cranbury, Middlesex	Cranbury, NJ	14
Vonage Holdings Corporation	6/20/2006	55	10	1657	46	\$9,864,033	\$249,128	\$8,700,000	Holmdel, Monmouth	Holmdel	12
Voxware, Inc.	5/23/2008	80	4	14		\$141,754		\$443,000	Hamilton, Mercer	Lawrenceville	14
Walden Lang Inc.	7/29/1999	50	6	55	42	\$27,804	\$17,272	\$200,000	Jersey City, Hudson	New York	31-32-33
Washington Group International Power, The	8/22/1997	50	10	400	521	\$7,424,000	\$4,951,408	\$35,800,000	West Windsor, Mercer	Phila, PA, NYC, NY	14
WebMD Corporation	5/23/2001	60	10	100	76	\$2,974,277	\$483,204	\$1,000,000	Elmwood Park, Bergen	Elmwood Park	38
Wicked Fashions, Inc.	4/18/2006	65	10	50		\$474,662		\$15,500,000	Fort Lee, Bergen	Carlstadt	38
Woolco Foods, Inc.	6/21/2004	75	10	35	57	\$143,325	\$236,720	\$825,000	Jersey City, Hudson	New York	31-32-33
XO Communications Services, Inc./XO Services, Inc.	6/23/1998	50	10	110	123	\$645,700	\$2,011,893	\$6,000,000	Paramus, Bergen	Paramus	38
Zen & Art of Client Server Computing, Inc.	3/23/1998	70	10	155	111	\$1,507,800	\$117,520	\$500,000	Woodbridge, Middlesex	New York, NY	19
Zimmer Trabecular Metal Technology, Inc.	7/21/2005	60	10	100	43	\$408,675	\$20,153	\$17,787,000	Parsippany-Troy Hills, Morris	Allendale, NJ/Livingston	26
Zimmer Trabecular Metal Technology, Inc.	12/28/2004	55	10	38	21	\$283,437	\$24,393	\$2,680,000	Hanover, Morris	Hanover	26
<b>392 projects</b>				<b>74,727</b>	<b>76,265</b>	<b>\$1,208,238,821</b>	<b>\$648,929,191</b>	<b>\$11,906,086,647</b>			