

STATE OF NEW JERSEY
DEPARTMENT OF COMMERCE AND ECONOMIC DEVELOPMENT

MEMORANDUM

TO: J. Salema/S. Crane/B. Bacon
J. Shure/C. Van Horn/D. Applebaum

FROM: George R. Zoffinger
Commissioner

SUBJECT: Department of Commerce and
Economic Development Highlights

OFFICE:

FILE NO.:

REFERENCE:

DATE:

August 27, 1991

ECONOMIC DEVELOPMENT

- EPITAXX INC., JAPAN
Wholly-owned subsidiary of Nippon Sheet Glass of Tokyo was assisted in obtaining \$5 million in financing for purchase of new 42,000 sq. ft. building in Trenton. Twenty two jobs will be created and 58 retained. Company manufactures electronic detectors and emitters used in fiber optic communication.
- TAMIE MANUFACTURING CORP., BROOKLYN, NEW YORK
Assistance being provided to women's apparel manufacturer to finance move to New Jersey, including building improvements and equipment. Exploring sites in UEZ Zones, including Newark and Jersey City. Firm will create 200 positions in the first year and occupy a 20,000 sq. ft. plant.
- ALCAN POWDERS AND PIGMENTS, UNION (UNION COUNTY)
Ongoing assistance to manufacturer of metal powders used in paint pigments who is under mandate by local sewer authority to modify wastewater discharge. Working to end 2 year delay by DEP in approving industrial discharge permit.
- BAYSHORE DEVELOPMENT OFFICE
As part of the Department's effort to assume responsibility for operation of the Bayshore Development Office, the Division is evaluating several potential sites in Hazlet and Middletown. Recommendations for an appropriate location will be submitted to Treasury in the near future.
- SANDOZ PHARMACEUTICALS, EAST HANOVER (MORRIS COUNTY)
Represented Department at meeting with company representatives and DEP Commissioner Weiner to tour site and discuss outstanding environmental issues affecting \$425 million expansion and improvement effort.
- TIFFANY EXTRUDERS, PATERSON (PASSAIC COUNTY)
Manufacturer of plastic bags is about to close on a new 50,000 sq. ft. facility in Paterson. EDA financing, as well as an LDFP from the City, are pending. Company employs 100 and expects to hire an additional 50 people.

WHEATON GLASS DIVISION, MILLVILLE (CUMBERLAND COUNTY)

Major glass manufacturer was identified through the Division's Business Retention and Expansion Program (BREP) as an at-risk company. Coordinating assistance with DEP to address outstanding environmental concerns which threaten company's ability to survive. 2,250 people are employed at the site.

TRAVEL AND TOURISM

- . The Division brought together 40 of the state's private sector tourism industry leaders and decision makers for the first New Jersey Tourism Summit Meeting. This high-level group of executives will continue to meet, in the sub-committee and Executive Committee groups established at the summit, to develop the synergistic partnerships and programs needed to sell New Jersey as a destination.
- . The current issue of GOLF Magazine lists five New Jersey golf courses among the United States' "greatest", with two New Jersey courses ranking among the world's top 100. Pine Valley in Clementon has been honored by the magazine as the number one course in both the U.S. and the world.
- . The Cultural Festival of India concluded its month-long run in Edison on August 11. Organizers report that more than 1 million people visited the festival, from as far away as California and Texas. Gross receipts will be available later this week.

INTERNATIONAL TRADE

The Division is in the process of coordinating the following incoming delegations:

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| September 12-13 | Delegation from Zhejiang, China
The Vice Governor from Zhejiang will lead a delegation to New Jersey to visit several New Jersey companies. The delegation will be tourism companies as part of their five year economic development program which allows for the purchase of approximately \$2 billion US technologies, equipment and products. |
| September 16-20 | Delegation from Fukui, Japan. The delegation will be visiting several of New Jersey's top agricultural facilities. |

- October 10-11 Delegation from Fukui, Japan
The Division is assisting the Department of Community Affairs, Division of Women with this incoming delegation of approximately 80 women.
- October 21-22 Delegation from Osaka, Japan
The Chairman of the Assembly of the Osaka Prefectural Government along with 15 other members will be paying a courtesy visit to New Jersey.

SMALL, WOMEN AND MINORITY BUSINESSES

- . The six winners of the New Jersey Disabilities Grants were announced. Each will be awarded \$50,000. Three traditional non-profit corporations and three independent businesses were selected: Paragon Uniforms, a minority/women-owned specialty uniform manufacturer; Creton Group, a start-up conversion and rental service; and Handicapped Advocates for Independent Living, a start-up candy processor and manufacturer. A press campaign is being arranged, possibly involving the Governor.
- . Met with representatives of NJSBDCs, SCORE, SBN and various consultants to finalize plans for "Career Crossroads - Entrepreneur or Corporate Professional" conference (new title). The event will take place on November 2, 1991 at the Sheraton Tara, Parsippany.
- . Hispanic Chamber of Commerce of New Jersey and the Port Authority of New York & New Jersey hosted a lunch to discuss procurement complaints presented by the members of the Hispanic Chamber against the Port Authority.
- . On August 12 a two-page article and photograph appeared in the Star Ledger entitled "Hispanic Struggle for Success." This article attracted the interest of Mayor Steel from Irvington and his Deputy Wayne Smith who is interested in establishing a link with SWMB to assist Hispanic businesses of Irvington.
- . On September 13, 1991 met with Steve Golia, manager of Amwest Surety Insurance Co. Mr. Golia presented a bonding program that would be another alternative for small businesses wishing to secure bid bonds, performance bonds and payment bonds. The program has recently been accepted by the City of Philadelphia. A presentation will be made to the Governor's Advisory Council for Minority Business on September 16, 1991.

. MI BANDERA - MY FLAG SUPERMARKET, UNION CITY

This business will be opening its doors as soon as a bond issue is approved for \$725,000 by CREDA. Another \$300,000 would be offered by Banco Popular in New York. This business will create 125 permanent jobs for Union City. It is called My Flag in Spanish because it consists of small boutiques within the supermarket with foods and spices from all the ethnic groups represented in Hudson County.

GRZ/PLR/aeg

c: Dennis Marco, Deputy Commissioner
James Albers, Chief of Staff
Division Directors