# New Jersey Economic Development Authority

## Performance Indicators - September 2010

### Advancing Job Creation and Retention Incentives to Grow Businesses in NJ**

<table>
<thead>
<tr>
<th>Category</th>
<th>Desired Trend</th>
<th>Prior Month (CYTD)*</th>
<th>Current Month (CYTD)*</th>
<th>% Change</th>
<th>Last 12 Month Average</th>
</tr>
</thead>
<tbody>
<tr>
<td>Companies Assisted</td>
<td>Increase</td>
<td>35</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Amount of Assistance Provided</td>
<td>Increase</td>
<td>$71,993,671</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Public/Private Investment Leveraged</td>
<td>Increase</td>
<td>$523,009,111</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Estimated Number of New Full-Time Jobs to be Created</td>
<td>Increase</td>
<td>2,411</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Number of Existing Jobs Retained</td>
<td>Increase</td>
<td>6,462</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Estimated Number of Construction Jobs to be Created</td>
<td>Increase</td>
<td>761</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Businesses Relocating to New Jersey</td>
<td>Increase</td>
<td>13</td>
<td></td>
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</tr>
</tbody>
</table>

### Providing Financing to Small and Mid-Sized Businesses and Not-for-Profits***

<table>
<thead>
<tr>
<th>Category</th>
<th>Desired Trend</th>
<th>Prior Month (CYTD)*</th>
<th>Current Month (CYTD)*</th>
<th>% Change</th>
<th>Last 12 Month Average</th>
</tr>
</thead>
<tbody>
<tr>
<td>Small Businesses Receiving Financing Assistance</td>
<td>Increase</td>
<td>58</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Manufacturing Companies and Projects Receiving Financing Assistance</td>
<td>Increase</td>
<td>17</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Clean Energy Companies and Projects Receiving Financing Assistance</td>
<td>Increase</td>
<td>12</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Technology &amp; Life Science Companies Receiving Financing Assistance</td>
<td>Increase</td>
<td>9</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Not-for-Profit Organizations Receiving Financing Assistance</td>
<td>Increase</td>
<td>14</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Supporting Redevelopment Projects that Revitalize Communities

<table>
<thead>
<tr>
<th>Category</th>
<th>Desired Trend</th>
<th>Prior Month (CYTD)*</th>
<th>Current Month (CYTD)*</th>
<th>% Change</th>
<th>Last 12 Month Average</th>
</tr>
</thead>
<tbody>
<tr>
<td>Redevelopment Projects Receiving Financing Assistance for Environmental Cleanup****</td>
<td>Increase</td>
<td>84</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Brownfield &amp; Contaminated Site Remediation Agreements Executed</td>
<td>Increase</td>
<td>5</td>
<td></td>
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</tbody>
</table>

### Providing Entrepreneurial Development through Training and Mentoring

<table>
<thead>
<tr>
<th>Category</th>
<th>Desired Trend</th>
<th>Prior Month (CYTD)*</th>
<th>Current Month (CYTD)*</th>
<th>% Change</th>
<th>Last 12 Month Average</th>
</tr>
</thead>
<tbody>
<tr>
<td>UCEDC***** - Clients Counseled through Workshops and Loan Inquiries</td>
<td>Increase</td>
<td>1,839</td>
<td></td>
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<td></td>
</tr>
<tr>
<td>UCEDC - Individual Counseling Hours</td>
<td>Increase</td>
<td>1,552</td>
<td></td>
<td></td>
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</tr>
<tr>
<td>UCEDC - Combined Business Training and Informational Workshops</td>
<td>Increase</td>
<td>71</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>SBDC****** - Clients Counseled</td>
<td>Increase</td>
<td>2,568</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>SBDC****** - Small Business Owners/Entrepreneurs Trained</td>
<td>Increase</td>
<td>7,405</td>
<td></td>
<td></td>
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</tr>
</tbody>
</table>

* Calendar Year to Date

**Includes activity exclusive to the Business Employment Incentive Program (BEIP) and the Business Retention and Relocation Assistance Grant (BRRAG) Program

***Includes activity exclusive to financing programs

****Includes activity exclusive to the Hazardous Discharge Site Remediation Fund (residential and commercial)

*****Includes activity exclusive to EDA’s partnership with UCEDC

******Includes activity exclusive to EDA’s partnership with the NJ Small Business Development Centers (SBDCs) - activity is through second quarter 2010