



BCEDCLinks

A NEWSLETTER FOR THE BERGEN COUNTY BUSINESS COMMUNITY & MORE • FALL/WINTER 2009

Job Creation

Crestron Electronics Capitalizes on Bergen's Highly-Skilled Workforce Hiring 149 New Engineers

State and local officials were on hand this Fall to applaud the continued growth of Crestron Electronics, Inc. at the grand opening of the company's state-of-the-art Customer Experience Center in Rockleigh.

Crestron, the global leader in commercial and residential control and automation solutions for 40 years, has experienced steady double-digit growth for the last two decades and currently employs 1,100 people across the state. A privately held company that does all of its manufacturing and

development in six Bergen County facilities, Crestron continues to grow and expand in Bergen County, and in the last two years has hired 149 additional engineers.

"We would like to thank the BCEDC folks for all their help in making our grand opening ceremony such an amazing success," said Crestron Founder and President George Feldstein.

"We are thrilled that Crestron is expanding its operations within Bergen County. Our highly-skilled workforce, outstanding quality of life and competitive incentive programs offer companies the tools and resources they need to prosper."

*Bergen County Executive
Dennis McNerney*

Bergen County Executive Dennis McNerney and Rockleigh Mayor Nicholas Langella congratulate George Feldstein, Crestron Founder and President, at the grand opening of their new Customer Experience Center.



Chairman's Column



Joseph M. Sanzari
BCEDC Chairman

This past year was a busy and productive one for the Bergen County Economic Development Corporation. With the economic downturn, I cannot imagine a time when our mission has been more critical.

The business community in our county is fighting its way through a recession, just like the rest of the country. It is our job at the BCEDC to make sure businesses know about any and all financing programs available.

In 2009, the EDC held several targeted briefings that meant real money for Bergen businesses. I was thrilled to see the high number of business and municipal leaders who attended our briefing on the Invest NJ Program (run by the NJEDA). Soon after our session we learned that Bergen had more applicants for the grant money than any other county in the state. That is real results.

Job creation is a key component to fighting the recession, and job training goes hand-in-hand with that goal. That is why I am thrilled to announce that Dr. G. Jeremiah Ryan will be our keynote speaker for our Spring 2010 Economic Development Forum Luncheon.

As President of Bergen County Community College, Dr. Ryan helps develop job training programs that benefit large corporations, as well as Mom and Pops. I strongly encourage you to attend our Forum this Spring, to learn more about these programs and the invaluable services of the BCEDC.

Thank You!

Bergen Town Center Transforms!

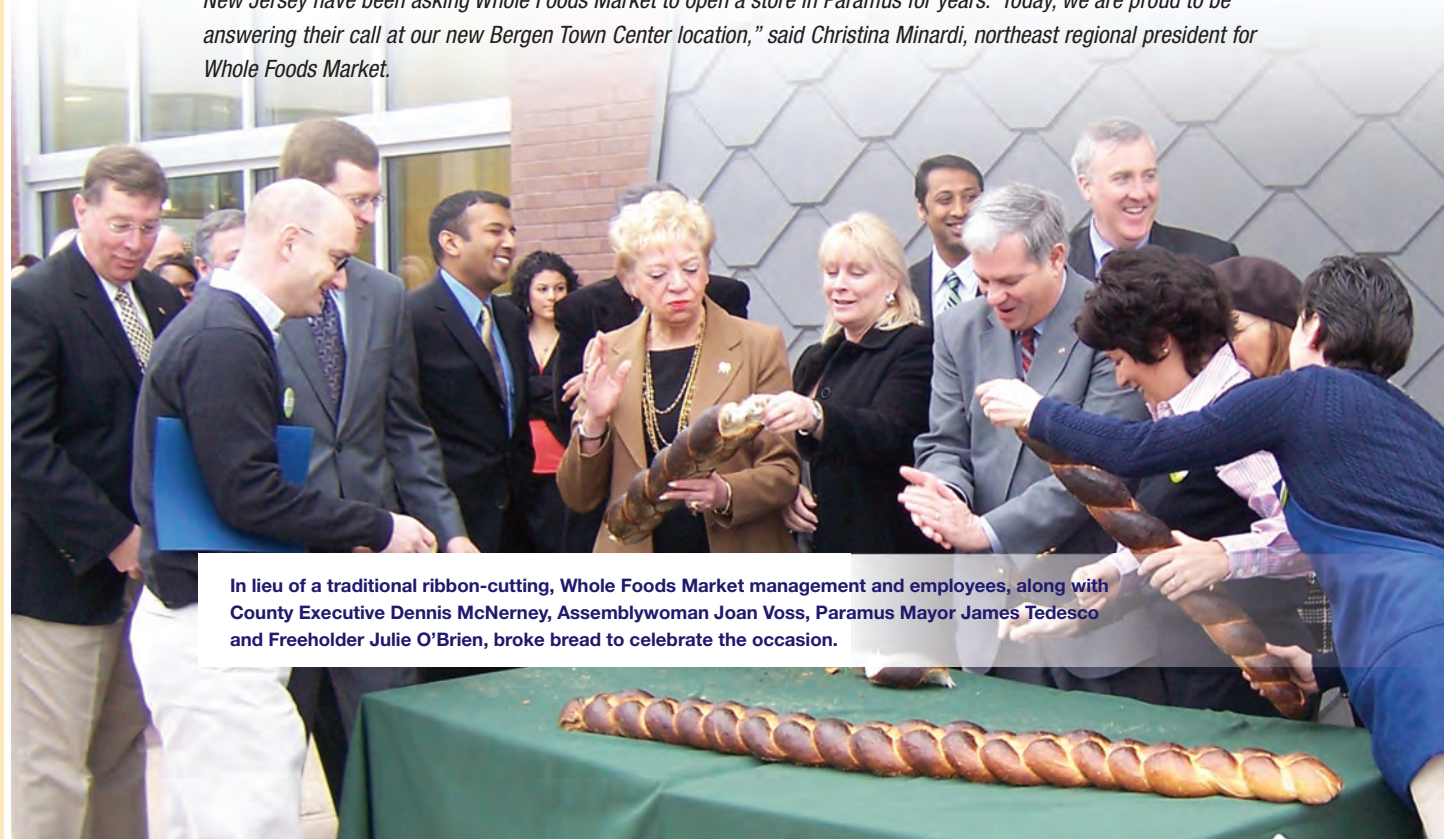
Whole Foods, Bobby's Burger Palace, Target, a Nike Factory Store - a new name and a whole new shopping experience. The old Bergen Mall is now the new Bergen Town Center. The transformation means hundreds of new jobs and firmly secures Paramus' role as Bergen retail giant!

A "Whole" New Opportunity for Bergen.

Voted one of the "100 Best Companies to Work For" in America by FORTUNE magazine for 12 consecutive years, and "America's Healthiest Grocery Store" in 2008 by Health magazine, it is no small story when a company like Whole Foods Market decides to expand within Bergen County. In today's economy such an opening means more than just providing Bergen shoppers with natural and organic food choices... it means jobs. Over 350 new jobs.

The excitement was obvious at the Grand Opening, with customers waiting eagerly to hit the aisles, local officials applauding the dramatic change the Bergen Town Center has undergone and 350 energized Whole Foods Market team members ready to get to work after months of customer service and satisfaction training.

Designed with a vibrant airy feel, shoppers can enter the 63,000+ square foot retail space from within the Bergen Town Center or from an additional outdoor entrance with direct access to the parking lot. "The residents of Northern New Jersey have been asking Whole Foods Market to open a store in Paramus for years. Today, we are proud to be answering their call at our new Bergen Town Center location," said Christina Minardi, northeast regional president for Whole Foods Market.



In lieu of a traditional ribbon-cutting, Whole Foods Market management and employees, along with County Executive Dennis McNerney, Assemblywoman Joan Voss, Paramus Mayor James Tedesco and Freeholder Julie O'Brien, broke bread to celebrate the occasion.

Bergen Impresses Bobby Flay

Food Network celebrity Bobby Flay, star of "Throwdown" and "Grill It with Bobby Flay," reported to the Bergen Record that his new "Bobby's Burger Palace" in the Bergen Town Center is his busiest location yet, serving between 1,400-1,500 delicious burgers a day.

Asked by the Record why he chose the Bergen Town Center, Flay responded, "It came down to what they were willing to do for us in terms of helping us to build the restaurant. We got a really great sense from [Bergen Town Center] about being partners in a venture – that they would go the extra mile and help promote us. And we like being next to Whole Foods. I know that if Whole Foods is going to be someplace, quality is so important to them. So it's a good place for us to be."



At the grand opening, Flay thanked County Executive Dennis McNerney, Assemblywoman Joan Voss, Paramus Mayor James Tedesco and BCEDC Executive Director Joanne Cimiluca for showing their support.




Transition

FAIRWAY MARKET COMES TO BERGEN...

AND BRINGS OVER 300 NEW JOBS!

Fairway Market, the legendary New York-based grocery superstore, has brought its unique combination of specialty and traditional foodstuffs from around the world to Bergen County. The 50,000 square foot store is located in the Fashion Center at Rt. 17 and Ridgewood Avenue in Paramus. The first Fairway in the Garden State will stay true to its predecessors in New York, and offer an extraordinary variety of superior quality fresh food at the most competitive prices.

“We’re truly excited to cross the bridge, so to speak, and bring New Jersey families the finest selection of foods for every appetite and budget,” said Howie Glickberg, one of Fairway Market’s owners and the grandson of the founder, who has been asked countless times by transplanted New Yorkers now living in North Jersey to build a store near them. “Our hope is to make Fairway as iconic a supermarket here as it is in New York.”



County Executive Dennis McNerney, State Senator Robert Gordon, Paramus Mayor James Tedesco, Assemblywoman Connie Wagner, and BCEDC Executive Director Joanne Cimiluca came together in welcoming Fairway Market to Bergen County.


Fair Lawn Offers Solutions

Mayor Steven Weinstein and the Council of the Borough of Fair Lawn hosted a well-received Economic Resource Symposium, “Working Through Economic Crisis Together” at the Fair Lawn Community Center.

Residents, business owners, government officials, municipal managers, and community and economic development leaders were invited to the free symposium to identify economic development resources, foster relationships and establish potential solutions for residents and businesses during tough economic times.



Bergen County Inter-Chamber Consortium 2009 Business Forum.



BCEDC Exec. Director Joanne Cimiluca, Stephen A. Borg, President of North Jersey Media Group, Ron Hermance, CEO Hudson City Savings Bank, Jayne Jacobson, Assistant Director of SCORE, Richard Luna, Managing Partner Protected Harbor, Terrie O’Connor, President of Terrie O’Connor Realty and Dr. G. Jeremiah Ryan, President of Bergen Community College, were the featured speakers at the forum, which was moderated by CBS radio personality and Wall Street Journal reporter Joe Connolly.

SAVE THE DATE!

Spring 2010

The BCEDC 7th Annual Economic Development Forum Luncheon

The BCEDC is thrilled to announce that Dr. G. Jeremiah Ryan, president of Bergen Community College will be the keynote speaker at the BCEDC's 7th Annual Economic Development Forum Luncheon this coming Spring.

Dr. Ryan's message is more critical than ever; with unemployment numbers up and job opportunities dwindling, Bergen Community College is offers companies (start-ups and established businesses) real solutions, including access to grants from the New Jersey Department of Labor for on-the-job training.

Come see how the job training programs offered at Bergen Community College can benefit your business – large or small.



Thank You...

The BCEDC would like to extend our gratitude to Jerry Zaro (a Teaneck Native!), Chief of the Governor's Office of Economic Growth for his outstanding turn as keynote speaker for the Bergen County Economic Development Corporation's Pro-Growth Business Luncheon.



GOING



BCEDC Executive Director Joanne Cimiluca welcomes business leaders to the well-attended NJ DEP/NJEDA briefing.

The BCEDC recently hosted Irene Kropp, Assistant Commissioner, NJ DEP, who spoke before an audience of Bergen County businesses in order to outline how the new Site Remediation and Reform Act impacts real estate acquisition and financing in the State of New Jersey. She was joined by Margaret Piliere, NJEDA Regional Director, who discussed new financing products, including interest-free loans and grants to implement green projects through NJEDA Clean Energy Solutions Grants and Loans.



Bergen County Businesses Grab Up Grants

The BCEDC connects Bergen businesses to programs that help them grow and flourish. In order to fulfill our mission as a conduit between business and government, the EDC holds information sessions that shine a light on regional, state and local assistance programs available.

The BCEDC is especially pleased to report that Bergen businesses capitalized on the Invest NJ Program, a \$120 million program launched by the governor late last year, offering businesses a \$3,000 grant for each new person they hire and 7 percent reimbursement on new capital investments. (Due to tremendous demand, the program is no longer available.)

Bergen County had the single largest number of applicants in the entire state!



Margaret Piliere, Regional Director, New Jersey Economic Development Authority, outlined the program to business owners at the BCEDC's information session.

You Should Know About:

Main Street Business Assistance Program

A \$50 million state fund, the Main Street Business Assistance Program provides loans and guarantees to small and midsize businesses and not-for-profit corporations to encourage community investment. The EDA will also provide guarantees on business lines of credit for the first time, for up to \$250,000.

IF YOU ARE: A small or mid-sized business or nonprofit organization in operation in New Jersey for at least two years and needing financing.

AVAILABLE ASSISTANCE:

- Loan participations up to 25% of the total transaction (not to exceed \$1 million for fixed assets and \$750,000 for working capital).
- Loan guarantees up to 50% of the total transaction (not to exceed \$2 million for fixed assets and \$1.5 million for working capital).
- Line of credit guarantees up to 50% of the total transaction (not to exceed \$250,000).

For more information on the Main Street Business Assistance Program, call 800-537-7397 or email MainSt@njeda.com.

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