Emerge Program

Full Program Application (Detailed Sample)

This sample application is meant to give prospective applicants a <u>highly detailed</u>, step-by-step walkthrough of this application to best prepare for the full application process.

The length of this walkthrough is not equivalent to the length of the actual application, as several individual steps are broken down across multiple slides.





Welcome – Application Instructions

Welcome

You have reached the full application page for the NJ Emerge program, a jobs-based tax credit program created under the Economic Recovery Act (ERA) of 2020.

The Emerge program makes tax credits available to projects that invest private capital into New Jersey and create good-paying jobs, with a focus on the State's priority sectors.

To ensure a strong return on investment for New Jersey taxpayers, projects that receive tax credits under the Emerge program must yield a minimum net positive economic benefit to the state of 200 to 400 percent depending on project location and the nature of the project. As an Applicant, you must also demonstrate that you are considering a viable out-of-state location for your project. The NJEDA will conduct due diligence, including reviewing a detailed cost comparison of the project's New Jersey and alternative sites, to verify the award of tax credits is a "material factor" in the business's decision to create or retain jobs in New Jersey.

Prior to starting this step, you should have completed a pre-application and conducted a pre-application meeting with an NJEDA Emerge team member.

The full application requires detailed information and supporting documentation about your company, affiliates, and the proposed project for which you are applying for tax credits. Please be advised that the application fee is **non-refundable**.

It is highly recommended that you review the sample application on the Emerge program website (www.njeda.com/emege/) prior to starting the application in an effort to be prepared to provide the requested information.

The application is broken down into 15+ sections. You will not be able to proceed further into the application without completing all required fields and uploads within the current section. Progress on the application can be saved as you complete each section. At all times, you will be able to go back to sections that you have already completed.

The NJEDA Emerge team will not begin our completeness review of your application until all required information has been provided, and the application fee has been received. After NJEDA staff deem your application complete, we will send an email certification to your CEO to confirm that all information provided in the application is accurate. This certification must be signed under the penalty of perjury to move forward with a full application review.

Please read the application instructions carefully before applying.

You should not complete a full application until you have first completed a pre-application, and spoken to an NJEDA representative.



1. Contact Information

Please be sure the email address you enter is a valid email address, as this will be the primary address by which NJEDA contacts you on the status of this

application.

Throughout the life of an incentive project – from application, to approval, to certification and servicing – NJEDA will need to engage with various members of your team. This section collects contact information for individuals we may need to speak with as part of this project.

Primary Point of Contact (Applicant Company)

Please provide contact information for the primary point of contact within the applicant company that NJEDA will keep updated on the status of this application.

_	
Smith	
Company *	
ABC Company	
ersey	0 8625
Email (Confirm) *	
test@njeda.com	
	Company * ABC Company Jersey Email (Confirm) *

Here we will collect basic contact information for the individual that should be the NJEDA's primary point of contact on this application.

Please be careful to input phone and email address correctly so the contact will receive all NJEDA communications.



Are you a representative of the applic this application on behalf of the appli	ant company that is legally authorized to submit cant company? *
○Yes	
○ No	
Authorized Representativ	re
-	ons and certification and must be submitted by an individual who
Name *	
Jane	Smith
Title *	Company *
Officer	ABC Company
Phone *	
(123) 456-7890	
Email *	Email (Confirm) *
test@njeda.com	test@njeda.com
Would you like the Authorized Repres NJEDA about the status of your applic	entative to receive email communications from ration? *
• Yes	
○ No	

Given that this application requires the company to certify that representations are factual, we would then like to know if that primary contact is also legally authorized to sign documents on behalf of the company.

If not, we will collect contact information for someone who is authorized. This contact can also be copied on any updates the primary point of contact will receive on the status of this application.



Are you the Owner, Chief Executive Officer/equivalent officer for North America operations, or equivalent highest-ranking executive for the applicant company?*



CEO or Equivalent

As part of the application and approval process, the owner, CEO, or equivalent highest ranking officer of the applicant company will need to certify that the information included in this application is accurate and that the award of tax credits is a "material factor" in the applicant's decision making. If the Primary Point of Contact does not hold this role, please provide the contact information for the owner, CEO, or equivalent highest-ranking executive for the applicant company.

Name * John CEO Title * Company * CEO ABC Company Phone * (123) 456-7890 Email * Email (Confirm) * test@njeda.com

Would you like the CEO or equivalent to receive email communications from NJEDA about the status of your application? *



○ No

Given that this application requires the company's CEO to certify that representations are factual, we would then like to know if that primary contact is also the CEO, equivalent officer, or owner of the applicant company.

If not, we will collect contact information for the CEO, equivalent officer, or owner of the applicant company. This contact can also be copied on any updates the primary point of contact will receive on the status of this application.



While not required, we understand that some applicants may choose to utilize consultants for support on tax credit applications. While the NJEDA will direct all communications to the Primary Point of Contact, please also provide us with information about any consultants supporting you on this application.

Are you, the applicant company, usin	ng a con	sultant to assist with this ap	plication? *
O Yes			
○No			
Consultant			
Consultant Contact Name *			
Joe		Consultant	
Title *		Company *	
Consultant		XYZ Company	
Address *			
123 Main Street			
Address Line 2			
Newark	New Je	ersey 🗸	12345
Phone *			
(123) 456-7890			
Consultant Contact Email *		Email (Confirm) *	
test@njeda.com		test@njeda.com	
Is the consultant a registered lobbyi	st? *	Registered lobbyist numb	er*
• Yes		123456	
○ No			

Would you like the listed Consultant Contact to receive email communications from

NJEDA about the status of your application? *

Yes

○ No

As some applicants may be working with a consultant, we would like to know if the applicant company is working with a consultant.

If so, we will collect information about the consultant. The consultant can also be copied on any updates the primary point of contact will receive on the status of this application.



Legal Counsel

If approved for tax credits, NJEDA will utilize form contractual documents, such as an approval letter and a commitment agreement. Applicants will have limited opportunity to request non-standard modifications of the agreements. However, NJEDA will often work with an applicant's legal counsel to answer questions on these agreements. If you would like, please provide the contact information for the applicant company's Legal Counsel that will support on this project. This contact may be either internal or external counsel.

Would you like to designate a Legal Co	ounsel Contact? *
Yes	
○ No	
Legal Counsel Contact Name *	
Gina	Attorney
Title *	Legal Counsel Company *
Attorney	ABC Company
Phone *	
(123) 456-7890	
Legal Counsel Contact Email *	Email (Confirm) *
test@njeda.com	test@njeda.com

Would you like the listed Legal Counsel Contact to receive email communications from

NJEDA about the status of your application? *

Yes

O No

If the applicant company is represented by legal counsel (either internal or external), we would like that contact information as we may need to communicate with counsel regarding contractual documents between the NJEDA and the applicant.

Legal counsel can also be copied on any updates the primary point of contact will receive on the status of this application.



Accountant

NJEDA often works with an applicant company's internal or external accounts to confirm information included in the application and support on project certification and ongoing compliance requirements. If you would like, please provide the contact information for the applicant company's Accountant that will support on this project.

Would you like to designate an Accountant Contact?*	
Yes	
○No	
Accountant Contact Name *	
Mike	Accountant
Title *	Accountant Company*
Accountant	ABC Company
Phone *	
(123) 456-7890	
Accountant Contact Email *	Email (Confirm) *
test@njeda.com	test@njeda.com

Would you like the listed Accountant Contact to receive email communications from

NJEDA about the status of your application? *

Yes

O No

The NIFDA often needs to communicate with an applicant company's Accountant, and will collect that contact information.

The Accountant can also be copied on any updates the primary point of contact will receive on the status of this application.



Media Contact

NJEDA often works with an applicant company's public relations or media relations representatives on press releases and press inquiries regarding approved projects. If you would like, please provide the contact information for the applicant company's Media Contact that will support on this project.

would you like to designate a Media Contact	t?*
Yes	
○ No	
Media Contact Name *	
Jennifer	Media
Title *	Media Contact Company *
Director of Communications	ABC Company
Phone *	
(123) 456-7890	
Media Contact Email *	Email (Confirm) *
test@njeda.com	test@njeda.com

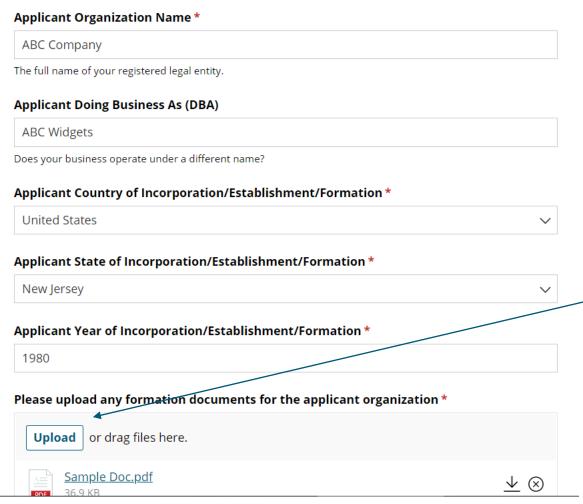
The NJEDA sometimes needs to someone with the applicant company who is authorized to speak with the media. This may be to collaborate on public relations, or to connect a member of the media with someone from the company who can speak about the project.



2. Applicant Organization

We now need to collect information about the company that is applying for the Emerge Program. For this section, we are focused on the primary applicant only. We will collect information on affiliates, parent companies, holding companies, or other related entities in the following sections of the application.

Legal Organizational Information

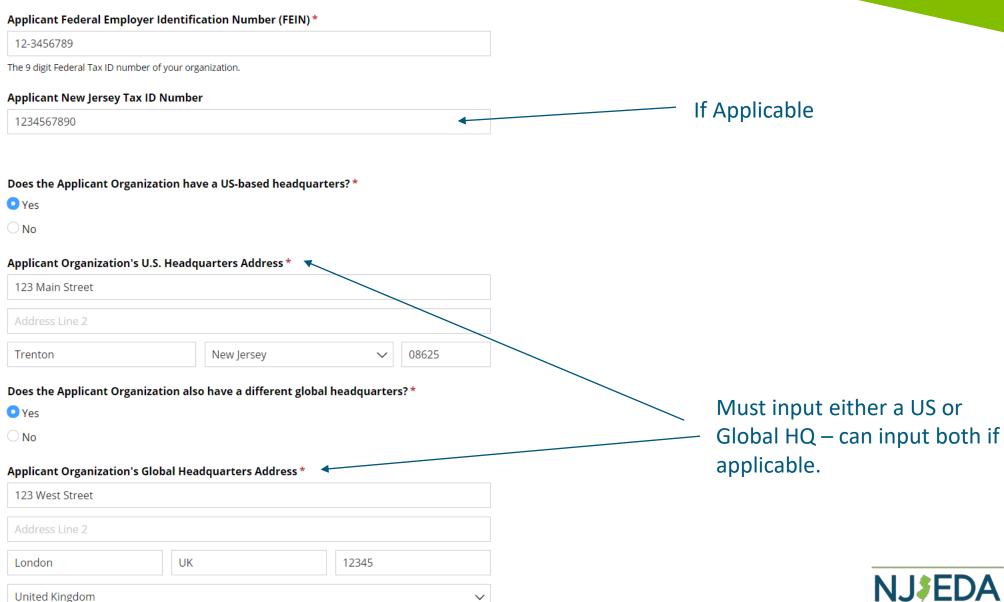


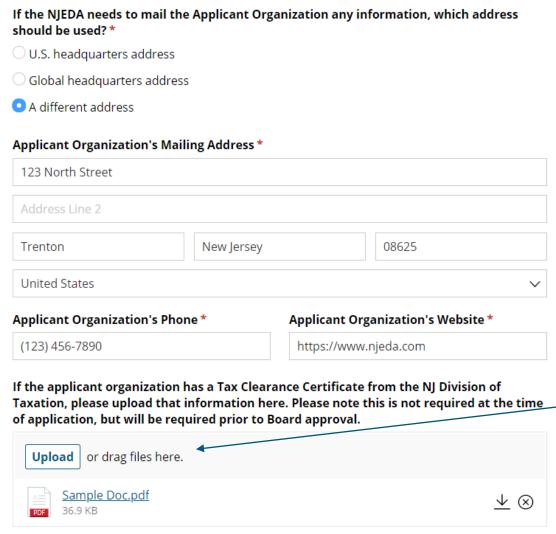
We now need to collect information about the company that is applying for the Emerge Program. For this section, we are focused on the primary applicant only. We will collect information on affiliates, parent companies, holding companies, or other related entities in the following sections of the application.

REQUIRED DOCUMENTATION:

Here we will need you to upload formation documents for the applicant organization. These documents must be uploaded before you can advance past this section.

ECONOMIC DEVELOPMENT AUTHORITY





Certificates may be requested through the <u>State of New Jersey's online Premier Business Services (PBS) portal</u>. Under the Tax & Revenue Center, select Tax Services, then select Business Incentive Tax Clearance. If the applicant's account is in compliance with its tax obligations and no liabilities exist, the Business Incentive Tax Clearance can be printed directly through PBS.

If we need to mail your company, should we use the HQ address? If not, provide a valid mailing address.

REQUIRED DOCUMENTATION:

For the NJEDA Board to approve the application for a tax credit award, we must first see a valid tax clearance certificate from the NJ Division of Taxation prior to Board approval. This is not required at time of application, but recommended to provide this now if you are able to.

Certificates may be requested through the State of New Jersey's Premier Business
Services Portal

ECONOMIC DEVELOPMENT AUTHORITY

Locations and Employees

Worldwide

Number of Locations/Offices (Applicant Company Only) *

50

How many locations or offices does your company have worldwide, including New Jersey?

Estimated Number of Employees (Applicant Company Only) *

5,000

How many employees (regardless of type of employee) do you estimate your company has across all locations, including New Jersey?

In the United States

Number of Locations/Offices (Applicant Company Only) *

10

How many locations or offices does your company have in the United States, including New Jersey?

Estimated Number of Employees (Applicant Company Only) *

500

How many employees (regardless of type of employee) do you estimate your company has across all United States locations, including New Jersey?

Next we would like to know information about the number of locations / offices and employees (of any type) the applicant company has globally, and in the United States. These can be estimates for the Global and US locations and employees.



In New Jersey Number of Locations/Offices (Applicant Company Only) * 2 How many locations or offices does your company have in New Jersey? Actual Number of Employees (Applicant Company Only) * 45 How many employees (regardless of type of employee) are currently working in a New Jersey office or location

(please include employees who are associated with New Jersey offices or locations, but are now working remotely

due to the COVID-19 pandemic)? Please provide the actual number for this field, not an estimate.

Next we would like to know information about the number of locations / offices and employees (of any type) the applicant company has in New Jersey. For this part, we would like actual totals instead of estimates.

We would also like to know the date by which you are basing your NJ employee count on, given that employee totals vary over time.

Date of New Jersey Employee Count *

1/1/2020



We recognize that employee numbers naturally vary over time. Please provide the date of the above employee count.

Small Business Designation

The Emerge Program offers certain flexible terms for small businesses. For this program, "small business" is defined as a company engaged in a targeted industry, with less than 100 FTE employees at the time of application or within 6 months prior to application. FTE calculations should include any parent organizations that has 80% control of the applicant company.

Please note that NJEDA will confirm your status as a small business under the Emerge Program through employment data you will upload later in this application.

Are you applying for the Emerge Program as a "Small Business"? *

Yes

O No

The Emerge Program offers certain flexible terms for small businesses. For this program, "small business" is defined as a company engaged in a targeted industry, with less than 100 full time equivalent employees at the time of application, or within 6 months prior to application.

We would first like to know if you are applying for Emerge as a "Small Business".



Please download and complete the <u>Small Business Employee Information Worksheet</u>. On this worksheet, you will need to list all company employees. This includes employees of the applicant company, as well as any parent company (if applicable). This should also include employees working across all locations – both in and outside of New Jersey. When complete, please upload the completed worksheet to attach this to your application.

Small Business Employee Information Worksheet *

Upload or drag files here.	
Sample Doc.xlsx 8 KB	$\overline{} \otimes$

Small Business Employee Information Worksheet

New Jersey Economic Development Authority		
Emerge Program		
Application Requirements		
Small Business Employee Information Worksheet		
APPL# Applicant Name:		

Please report all employees of the applicant company, as well as any parent company (if applicable). This should also include employees working across all locations – both in and outside of New Jersey. When complete, please upload the completed worksheet to attach this to your application

REQUIRED DOCUMENTATION:

If you are applying for Emerge as a Small Business, we need to collect information on all of your employees in order to calculate the number of full-time equivalent employees.

You will need to download the <u>Small</u>
<u>Business Employee Information</u>
<u>Worksheet</u> from the application link, and report all employees of the applicant company, as well as any parent company (if applicable). This should also include employees working across all locations – both in and outside of New Jersey

Once complete, that worksheet should be uploaded to the application

Under Emerge, a Small Business may start to receive disbursement of tax credits without having met its full job creation requirement in full, if the business can show its meeting a growth plan (defined as annual full-time job growth of 25% of its workforce at the QBF).

Please describe how the small business intends to meet the growth plan of 25% annual full-time job growth of its workforce at the QBF. *

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Growth Plan*



You may upload the aforementioned small business growth plan here, if you wish

If you are applying for Emerge as a Small Business, you can start to receive tax credits if you can meet a growth plan of 25% full time job growth of your current workforce. Here, we would like information about how you intend to meet that growth plan. You may also upload information showing your actual growth plan.



Operational Information

Applicant Entity Type *	
O Sole Proprietorship	
○ Partnership	
O C Corporation	
○ S Corporation	
Limited Liability Corporation	
O Nonprofit Organization	
What is the ownership structure of the applicant?	
Is the applicant a publicly traded company? *	Exchange Ticker Symbol *
• Yes	ABCD
○No	

Please provide a high-level, 2-3 short paragraph description of the applicant company. This may include the type of business you are involved in, your company's mission statement, the markets or customer base the company serves, and any other information about your business that the NJEDA should understand to review your application.*

Lorem ipsum dolor sit amet, consectetur adipiscing elit, sed do eiusmod tempor incididunt ut labore et dolore magna aliqua. Quam vulputate dignissim suspendisse in est ante in nibh mauris. Nam aliquam sem et tortor consequat id porta nibh. Convallis posuere morbi leo urna molestie at elementum eu. Ultrices neque ornare aenean euismod elementum nisi quis eleifend quam. Ipsum a arcu cursus vitae congue mauris rhoncus aenean vel. Est sit amet facilisis magna etiam tempor orci eu. Turpis egestas sed tempus urna et pharetra pharetra massa. Ullamcorper sit amet risus nullam eget felis eget nunc. Augue eget arcu dictum varius duis at consectetur. Mattis rhoncus urna neque viverra justo. Ut tristique et

If you are not sure what to provide, please refer to any information that you provide to customers to describe the services or products your company provides (i.e. About Us section of website, press release language, etc.).

Next, we would like information about your operations. First, which of the following entity types reflects the structure of your organization.

Are you publicly traded? If so what is your listing symbol.

Next, we would like a high-level description about your company. This is equivalent to the "About Us" section of a website or the standard language about your company that appears on press releases.



North American Industry Classification System (NAICS) Code *

12345

Please be sure to use the same code that is listed on your most recent business tax filings. For help, please see the North American Industry Classification System (NAICS) U.S. Census Bureau website.

Has the applicant organization received NJEDA assistance in the past? *



○ No

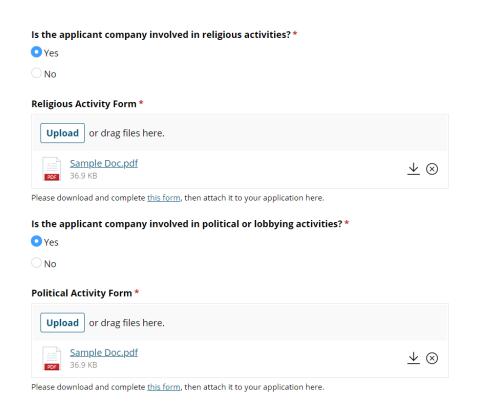
Please describe the NJEDA assistance the applicant company previously received. Please be as specific as possible in detailing the programs through which you received NJEDA assistance, the facilities or projects associated with that assistance, the timeframes in which the assistance was provided, and the status of any awards or agreements. *

Lorem ipsum dolor sit amet, consectetur adipiscing elit, sed do eiusmod tempor incididunt ut labore et dolore magna aliqua. Quam vulputate dignissim suspendisse in est ante in nibh mauris. Nam aliquam sem et tortor consequat id porta nibh. Convallis posuere morbi leo urna molestie at elementum eu. Ultrices neque ornare aenean euismod elementum nisi quis eleifend quam. Ipsum a arcu cursus vitae congue mauris rhoncus aenean vel. Est sit amet facilisis magna etiam tempor orci eu. Turpis egestas sed tempus urna et pharetra pharetra massa. Ullamcorper sit amet risus nullam eget felis eget nunc. Augue eget arcu dictum varius duis at consectetur. Mattis rhoncus urna neque viverra justo. Ut tristique et

Next, we would like your NAICS code identifying the industry that you are in, based on your most recent business tax filing. If not sure, you can look your code up here.

Next we would like to know whether your company has received NJEDA assistance in the past? If so, we will ask for more information about the assistance you received.





Religious Questionnaire



SECTARIAN/RELIGIOUSLY AFFILIATED NOT-FOR-PROFIT QUESTIONNAIRE

Background	
Date:	
Applicant:	
Project Address:	
Contact:	
Title:	
Phone #:	
Email:	

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- Please indicate the religious organization, faith, or religion with which the applicant is affiliated:
- 2. Please indicate the focus of your organization:

Political Activity Form



POLITICAL ACTIVITY/LOBBYING QUESTIONNAIRE

Background					
Date:					
Applicant:					
Project Address:					
Contact:					
Title:					
Phone #:					
Email:					

Questions

- Does your organization act to influence or plan to act to influence the outcomes of any Federal.
 State, or local election, referendum, or initiative? Yes \(\sigma\); No \(\sigma\)
 - If yes to #1, please explain in what capacity, i.e. money contribution, endorsement, publicity, or other method.
 - b. Will the Grant Funds pay for any such activities? Yes □; No □

Next we will want to know if your company is associated with any religious or political / lobbying activity.

REQUIRED DOCUMENTATION:

If yes, we will ask that you download and complete the associated questionnaire which NJEDA will need to review. After completing the questionnaire, please upload the completed questionnaire to the application.



3. Affiliates

In this section, we need more information about any entities related to the applicant company, including affiliates, real estate holding companies, and parent companies.

Contributing Affiliates

Other than the applicant company, are any of the following related entities contributing jobs (new or at-risk of leaving New Jersey) or capital investment to the project as part of this application? These entities will be considered "Contributing Affiliates" of the applicant.

- Holding Company
- Subsidiary
- Parent Company with Control
- Parent Company without Control
- Other Affiliates

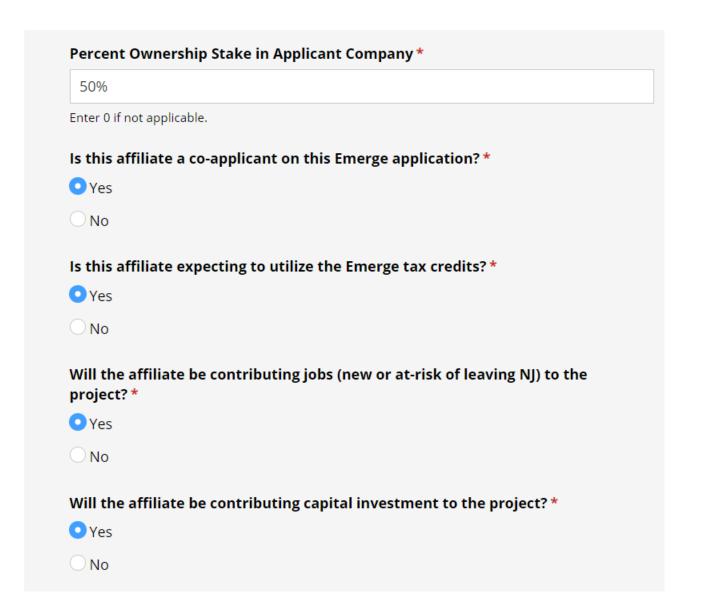
Yes

○ No

Next we will want to know about any entities that are associated with the applicant company.

First, whether there are any related entities contributing jobs (new or at-risk) or capital investment to the project.

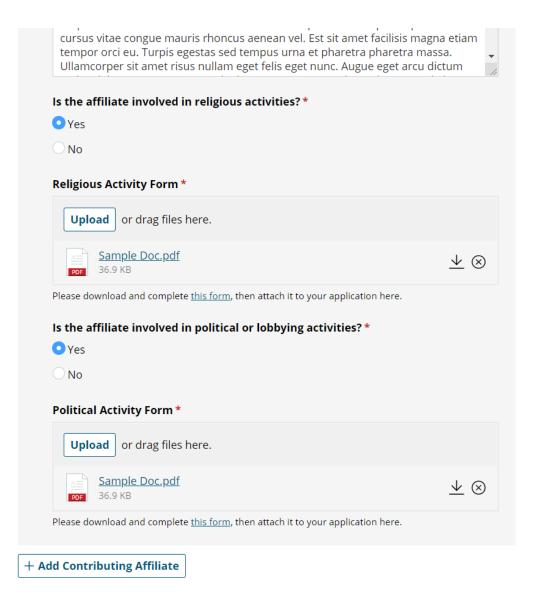




If yes, we consider that to be a Contributing Affiliate. We will then collect much of the same information about this contributing affiliate that we just collected in Section 2 about the Applicant Company (i.e. legal name, DBA, locations, jobs, etc.)

The slight difference is that we will want to know some additional information about the affiliate – how much of the company do they own, are they a co-applicant on this application, are they expecting to utilize the tax credits, are they contributing jobs, and are they contributing capital investment?





Once you have provided all of that information about the contributing affiliate, you will have the opportunity to add additional contributing affiliates (if applicable), using the + Add Contributing Affiliate button

If you have no additional contributing affiliates to report, you may move on to the next question about Non-Contributing Affiliates



Non-Contributing Affiliates

Does the applicant company have other <u>non-retail</u> affiliates to report as part of this application that have similar business operations in New Jersey or significant business operations in New Jersey that may impact NJEDA's decision on this application? These entities will be considered "Non-Contributing Affiliates" of the applicant.

Yes

O No

Next we will want to know if the applicant has any non-contributing affiliates to report.

Please read the question carefully as we are only interested in **non-retail** affiliates that have similar or significant business operations in New Jersey.

Non-Contributing Affiliate 1	
Affiliate Type *	
O Holding Company	
Subsidiary	
Parent Company with Control	
Parent Company without Control	
Other Affiliate	
Affiliate Organization Name *	
ABC Subsidiary	
The full name of the registered legal entity.	
Affiliate Doing Business As (DBA)	
ABC Widgets Subsidiary	
Does the affiliate operate under a different name	e?
Percent Ownership Stake in Applicant	Company *
0%	
0% Enter 0 if not applicable.	
	on Number (FEIN) *
Enter 0 if not applicable.	on Number (FEIN) *
Enter 0 if not applicable. Affiliate Federal Employer Identification	
Enter 0 if not applicable. Affiliate Federal Employer Identification 12-3456789	

If yes, we will ask for some information about that non-contributing affiliate, though not as substantive as what we asked for on contributing affiliates.



Please provide a 1-2 sentence description about the affiliate company, including its business operations and relationship to the applicant company, size, and US/ Global footprint.*

suspendisse in est ante in nibh mauris. Nam aliquam sem et tortor consequat id porta nibh. Convallis posuere morbi leo urna molestie at elementum eu. Ultrices neque ornare aenean euismod elementum nisi quis eleifend quam. Ipsum a arcu cursus vitae congue mauris rhoncus aenean vel. Est sit amet facilisis magna etiam tempor orci eu. Turpis egestas sed tempus urna et pharetra pharetra massa. Ullamcorper sit amet risus nullam eget felis eget nunc. Augue eget arcu dictum varius duis at consectetur. Mattis rhoncus urna neque viverra justo. Ut tristique et egestas quis ipsum. Nam libero justo laoreet sit amet cursus sit amet. Ligula ullamcorper malesuada proin libero nunc. Rhoncus mattis rhoncus urna neque

Does this affiliate have a New Jersey Location? *



○ No

Please provide a narrative description about the New Jersey location, including the address, the business operations performed there, and the number of employees at the NJ location. *

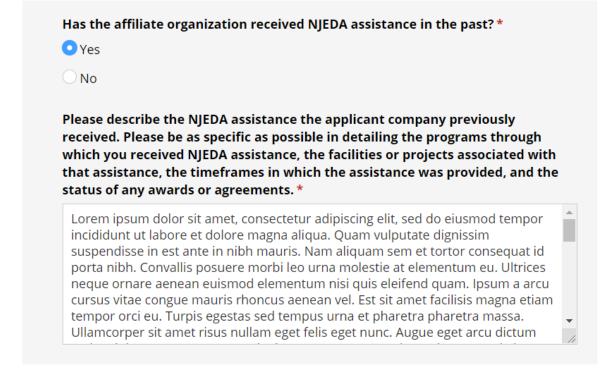
Lorem ipsum dolor sit amet, consectetur adipiscing elit, sed do eiusmod tempor incididunt ut labore et dolore magna aliqua. Quam vulputate dignissim suspendisse in est ante in nibh mauris. Nam aliquam sem et tortor consequat id porta nibh. Convallis posuere morbi leo urna molestie at elementum eu. Ultrices neque ornare aenean euismod elementum nisi quis eleifend quam. Ipsum a arcu cursus vitae congue mauris rhoncus aenean vel. Est sit amet facilisis magna etiam tempor orci eu. Turpis egestas sed tempus urna et pharetra pharetra massa. Ullamcorper sit amet risus nullam eget felis eget nunc. Augue eget arcu dictum

Affiliate New Jersey Tax ID Number *

123456789

Additional info requested on noncontributing affiliates





+ Add Non-Contributing Affiliate

Please upload an organizational chart or provide documentation that describes or demonstrates the relationship of all affiliates to the applicant company.*



Once complete, you may add additional non-contributing affiliates using the + Add Non-Contributing Affiliate button.

REQUIRED DOCUMENTATION:

After all affiliates (contributing and noncontributing) have been reported, please upload an organizational chart showing the relationship between the applicant and all affiliates.



Section 4 – Ownership

5. Ownership

Is the applicant, or any person who controls the applicant or owns or controls more than 1% of
the stock of the applicant, an officer or employee of any agency, authority or other
instrumentality of the State of New Jersey? *

Yes

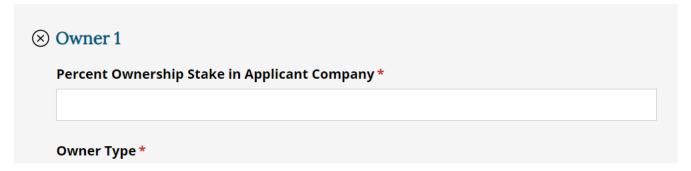
O No

In addition to any parents/holding companies/affiliates identified in the prior section, is there any individual or entity with a 10% or greater ownership of the company? *

Yes

O No

Other than the holding company and/or affiliates detailed above, please list of all owners with a 10% or more interest in the Applicant.

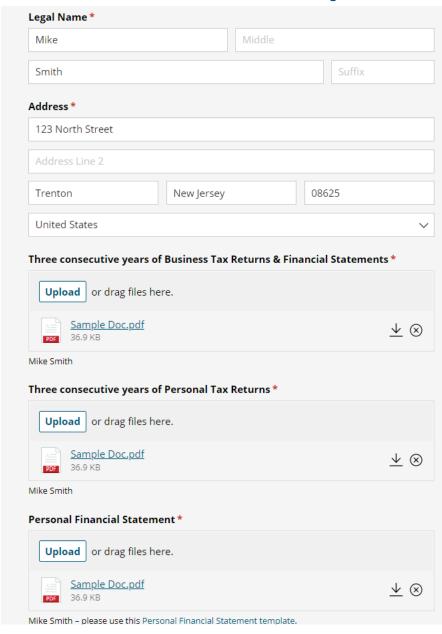


In this section, we will want to know information about any individual, firm, trust or other entity that has a minimum 10% ownership stake in the applicant company.

Do not report affiliates in this section that were already reported in the prior section – this would be *in addition to* those previously reported affiliates.



Section 4 – Ownership



If Yes, we will ask for information about that entity with ownership stake.

REQUIRED DOCUMENTATION:

For each individual or entity that is reported with an ownership stake, we will require the following, as applicable:

- Three consecutive years of business tax returns & financial statements.
- Three consecutive years of personal tax returns
- <u>Personal Financial Statement Download the</u> form here.
- Schedule of Debts Download the form here.



5. Project Details

In this section we will gather general information about the specific project you are proposing to locate in New Jersey.

General Project Information

Please provide a 1–2 paragraph description of the scale and scope of the proposed project for which you are seeking Emerge Tax Credits. *

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Please provide a 1–2 paragraph description of the types of activities and job functions included in the project for which you are seeking Emerge Tax Credits.*

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Please provide a 1–2 paragraph description of the anticipated facilities required for the project (referred to as the "qualified business facility") for which you are seeking Emerge Tax Credits. *

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In this section, we will ask for high-level details about the proposed project for which you are seeking tax credits.



Please provide a 1-2 paragraph description of the internal business case driving the applicant's strategic decision to execute the project, and how the project fits into the applicant's overall business plan and their business plan in New Jersey (or the region) *

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Will this project be split across multiple facilities or locations?*



○ No

Please provide a 1–2 paragraph description of how the project will be split across multiple facilities or locations. If some new jobs will not be physically located at the qualified business facility, please describe.*

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You may attach or provide additional documentation that includes more detail for the NJEDA to understand more about the project.



In this section, we will ask for high-level details about the proposed project for which you are seeking tax credits.

ELECTIVE DOCUMENTATION:

You may elect to upload information here to help NJEDA understand the project more.



Headquarters Does this project include the establishment of the applicant company's headquarters facility in New Jersey? * Yes O No Please describe which of the following best describes the type of headquarters this project involves. * Global National Regional Opportunity for Industry Leadership The Emerge Program allows for additional bonuses and the potential for a "Mega Project" designation if a project is determined to include an investment that could catalyze a new industry cluster in the state or an investment that would provide New Jersey an opportunity to take a national or global leadership position in a targeted industry or new technology. Does this project include an investment that would meet the "Mega Project" designation?* Yes ○ No Please provide a 2-3 paragraph narrative description for how the proposed project meets the "Mega Project" designation. * Lorem ipsum dolor sit amet, consectetur adipiscing elit, sed do eiusmod tempor incididunt ut labore et dolore magna aliqua. Quam vulputate dignissim suspendisse in est ante in nibh mauris. Nam aliquam sem et tortor consequat id porta nibh. Convallis posuere morbi leo urna molestie at elementum eu. Ultrices neque ornare aenean euismod elementum

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Please upload additional documentation that would help substantiate this claim.

Is this a headquarters project? If yes, tell us what type of headquarters.

The Emerge Program allows for additional bonuses and the potential for a "Mega Project" designation if a project is determined to include an investment that could catalyze a new industry cluster in the state or an investment that would provide New Jersey an opportunity to take a national or global leadership position in a targeted industry or new technology.

If you think your project meets this designation, please explain why and upload documentation supporting your claim



Headquarters Does this project include the establishment of the applicant company's headquarters facility in New Jersey? * Yes O No Please describe which of the following best describes the type of headquarters this project involves. * Global National Regional Opportunity for Industry Leadership The Emerge Program allows for additional bonuses and the potential for a "Mega Project" designation if a project is determined to include an investment that could catalyze a new industry cluster in the state or an investment that would provide New Jersey an opportunity to take a national or global leadership position in a targeted industry or new technology. Does this project include an investment that would meet the "Mega Project" designation?* Yes ○ No Please provide a 2-3 paragraph narrative description for how the proposed project meets the "Mega Project" designation. * Lorem ipsum dolor sit amet, consectetur adipiscing elit, sed do eiusmod tempor incididunt ut labore et dolore magna aliqua. Quam vulputate dignissim suspendisse in est ante in nibh mauris. Nam aliquam sem et tortor consequat id porta nibh. Convallis posuere morbi leo urna molestie at elementum eu. Ultrices neque ornare aenean euismod elementum nisi quis eleifend quam. Ipsum a arcu cursus vitae congue mauris rhoncus aenean vel. Est sit amet facilisis magna etiam tempor orci eu. Turpis egestas sed tempus urna et pharetra pharetra massa. Ullamcorper sit amet risus nullam eget felis eget nunc. Augue eget arcu dictum varius duis at consectetur. Mattis rhoncus urna neque viverra justo. Ut tristique et

Please upload additional documentation that would help substantiate this claim.

Upload or drag files here.

Is this a headquarters project? If yes, tell us what type of headquarters.

The Emerge Program allows for additional bonuses and the potential for a "Mega Project" designation if a project is determined to include an investment that could catalyze a new industry cluster in the state or an investment that would provide New Jersey an opportunity to take a national or global leadership position in a targeted industry or new technology.

If you think your project meets this designation, please explain why and upload documentation supporting your claim



Project Schedule

Please provide estimated timing for each of the milestones identified below to help NJEDA better understand your project.

Anticipated Construction Start Date *	
5/2/2021	Ħ
Anticipated Construction End Date *	
5/9/2021	\boxminus
Anticipated Start of Business Operations at QBF *	
5/16/2021	Ё
Anticipated Date when All Jobs and Capital Investment will be Certified *	
5/23/2021	\boxminus

Next please provide estimated dates for when the following project milestones will be complete.

Environmental Sustainability

Projects that receive financial assistance from NJEDA must meet minimum environmental standards. Please acknowledge the following requirements of $\underline{\text{NJEDA's Green Building Standards}}$.

- I acknowledge that my qualified business facility must comply with Green Building Standards.
- ✓ I acknowledge that I must provide plans for how the QBF will meet the Green Building Standards no later than 6 months after NJEDA Board approval.

Finally, the NJEDA would like to make applicants aware that projects receiving Emerge tax credits must comply with **Green Building standards**.



Section 6 – Targeted Industry

6. Targeted Industry

In this section we will collect information that will help determine if the applicant company, project, or applicant's parent company qualifies to be in an Emerge Program targeted industry.

The Emerge Program has twelve targeted industries. Each of these industries has a <u>specific</u> <u>definition</u>, including a description of the industry, examples of types of activities that NJEDA will consider to be part of that industry and activities that NJEDA excludes from that targeted industry.

Please review the definitions for any industry that you think might apply to either the applicant company, the primary work associated with the project, or the applicant's parent company (if applicable).

- · Advanced Transportation and Logistics
- Advanced Manufacturing
- Aviation
- Autonomous Vehicle and Zero-emission Vehicle Research or Development
- · Clean Energy
- Life Sciences
- Hemp Processing
- · Information and High Technology
- Finance and Insurance
- · Professional Services
- · Film and Digital Media
- · Non-retail Food and Beverage

Based on your review of the above definitions, please select all of the following that are true. *

- ☑ The applicant company's core business is in a targeted industry
- ▼ The activity undertaken by the project's full-time employees will primarily be in a targeted industry

☐ The applicant's parent company is in a targeted industry

The applicant, project, and applicant parent (if applicable) are not in a targeted industry

The Emerge Program has twelve targeted industries. Each of these industries has a <u>specific definition</u>, including a description of the industry, examples of types of activities that NJEDA will consider to be part of that industry and activities that NJEDA excludes from that targeted industry.

Here we would like to know if you believe you are in a targeted industry, and how you believe you meet that definition.



Section 6 – Targeted Industry

Applicant Industry

Please identify the targeted industry that you believe most closely matches the activities undertaken by the applicant. If you believe that the applicant meets the definitions of more than one, please select the best fit one and provide additional detail on the other industries in the below narrative description.

Industry *	
Advanced Transportation and Logistics	
Advanced Manufacturing	
Aviation	
Autonomous Vehicle and Zero-emission Vehicle Research or Development	
Clean Energy	
○ Life Sciences	
Hemp Processing	
O Information and High Technology	
○ Finance and Insurance	
O Professional Services	
Film and Digital Media	
Non-retail Food and Beverage	
See definitions of targeted industries for more information	

Please provide a 1–2 paragraph narrative description explaining how the applicant meets the definition of the Advanced Manufacturing industry. *

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If you believe that the applicant meets the definitions of more than one targeted industry, please explain.

Please upload any additional documentation to substantiate your claim that the applicant meets the definition of the Advanced Manufacturing industry.

Upload or drag files here. ◀

If you believe you are in a targeted industry, we would like to know which targeted industry you believe best fits your company.

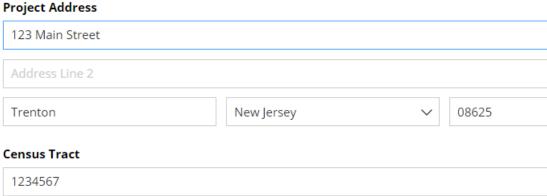
Here we would like a narrative description supporting why you think you meet the definition of that specific targeted industry.

Upload any documentation to support your claim



7. New Jersey Project Location

In this section, we will collect information about the New Jersey location that you are considering for your project.



In 1-3 paragraphs, please describe why this location was chosen as the best New Jersey location for this project. *

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In your narrative description, please detail the factors that went in to choosing this site and what other sites in New Jersey were considered for this project.

Next we would like to know information about the location in New Jersey that you are proposing to locate the project.

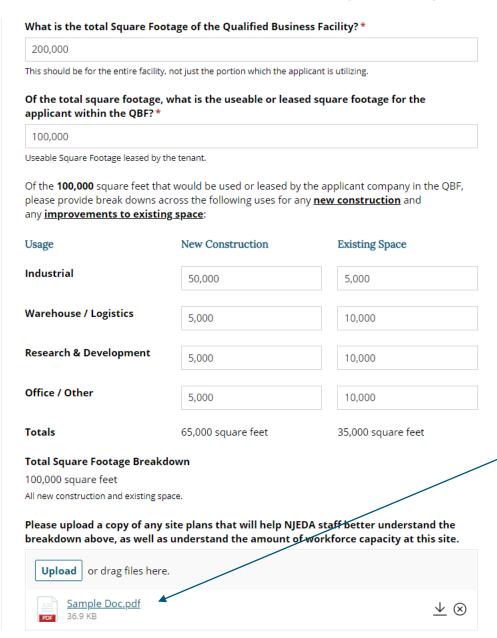
Please look up your census tract data – the application will advise as to what eligible incentive location that tract falls within.



Qualified Business Facility and Usage

Throughout the remainder of the application we will refer to the facility at your proposed New Jersey location as the "Qualified Business Facility" or "QBF."
Will the Qualified Business Facility at the project location be leased or owned by the applicant company/affiliate? *
● Leased
Owned
What is the class rating of the space you are considering for the New Jersey project location? *
• Class A
○ Class B
○ Class C
Other
Which of the following options best describes the current status of the real estate transaction at this location?*
• Site Visit complete
In early negotiations
Received non-binding Letter of Intent
Received binding Letter of Intent
Working on Draft Lease
Signed Letter of Intent / Negotiating Lease
Currently Leased / Owned
Other

Here we would like information about the business facility at the project location (known as the qualified business facility)



Here we would like information about the total square footage of the facility, and the amount of that square footage that will be used or leased by the applicant company.

Of that useable or leased square footage, how does that break down across the following usage types (industrial, warehouse, R&D, Office), as well as how does that break down across new construction and existing space?

REQUIRED DOCUMENTATION:

Please upload a copy of site plans or any documentation to help the NJEDA understand the space breakdown above, and demonstrating that the QBF has the capacity to host the desired workforce at the site.



Please provide a 2-3 paragraph narrative description of the capital investment that the applicant anticipates making in the QBF as part of this project.*

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Local Taxes and Other Public Assistance

Is there a local payroll tax or other local taxes (other than property taxes) that would impact this project? *

Yes

O No

Please provide a description of the additional local taxes. *

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NJEDA does not typically include local property taxes in its net economic benefit calculations. However, for projects with new construction, we do provide an opportunity for applicants to make the case to NJEDA that new local property taxes will result in a positive net benefit to the State.

Do you intend to request NJEDA to include incremental property taxes in the net benefit calculation for your project? *

Yes

O No

In this section we would like information about local taxes at this site, as well as other public assistance the applicant company has received or intends to receive for this project location.



NJEDA does not typically include local property taxes in its net economic benefit calculations. However, for projects with new construction, we do provide an opportunity for applicants to make the case to NJEDA that new local property taxes will result in a positive net benefit to the State.

Do you intend to request NJEDA to include incremental property taxes in the net benefit calculation for your project? *



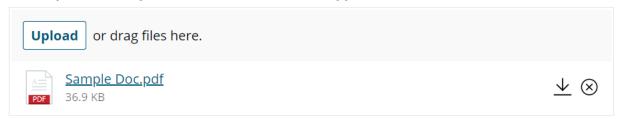


What is the estimated incremental property taxes to the municipality per annum after making the project's capital investment?

\$500,000.00

If you are applying as a small business in the Emerge Program, you can skip this question.

Please provide an upload of documentation to support this estimate.



This may include any applicable PILOT agreements, information on local tax rates and applicable abatements, real estate appraisal, preliminary assessment from a tax assessor or any other relevant third-party document.

Does the project intend to utilize Urban Enterprise Zone sales tax benefits? *





In this section we would like information about local taxes at this site, as well as other public assistance the applicant company has received or intends to receive for this project location.

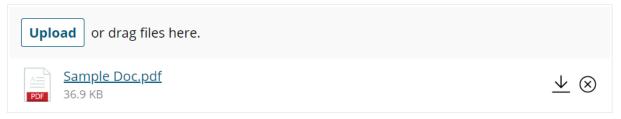


Please provide a 2-3 paragraph narrative description, if applicable, of other government (federal, state, or local) financial assistance the project has received or is anticipated to receive, and intends to utilize on this project.

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In this narrative description, please specify program name, granting body, dollar amounts or value, terms and status of application.

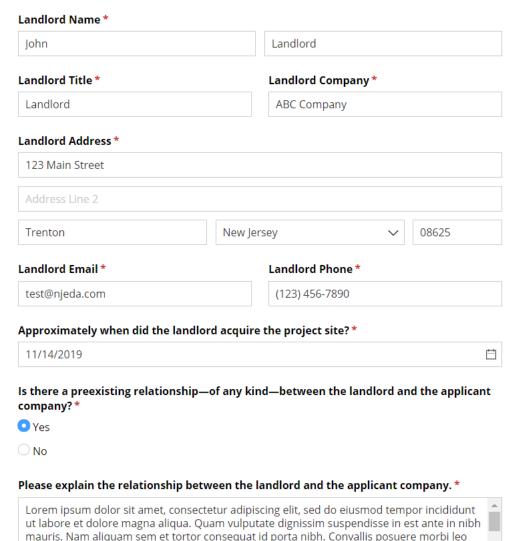
Please upload any documentation that would aid the NJEDA staff in understanding the other received or anticipated government (federal, state, or local) support for this program described above.



In this section we would like information about local taxes at this site, as well as other public assistance the applicant company has received or intends to receive for this project location.



Landlord Information



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If you have identified that the QBF will be leased by the applicant company, we would like information about the landlord.



Section 8 – Jobs at the NJ Project Location

8. New Full-Time Jobs at the New Jersey Project Location

Please provide information below on all new full-time jobs that will be created at the project location. New full time jobs should be reported below in aggregate across job positions, titles, or salary levels/level of position (i.e. entry-level vs executive level). For example, if the project intends to create 10 new Entry-level Accountant positions, please report a single entry for Position: Entry-level Accountant, Number of Full-Time Jobs: 10. Because we are asking for average salary data, please be mindful of salary levels/levels of positions when creating your entries – for example, an Entry-Level Accountant should not be part of the same line entry as the Chief Financial Officer, even though they both may have financial positions. If in doubt, please err on the side of creating additional rows of data to reflect differences in positions.

Please Note – In this section you should report new full-time jobs only. We will collect information regarding existing jobs that are at-risk of leaving New Jersey later in the application.

In this section we would like information about the new fulltime jobs you expect to create at the project location in New Jersey.

Rather than entering in each new full-time job individually, NJEDA is allowing for entry of new full-time jobs in aggregate across job positions, titles, or salary levels/level of position. For example, if the project intends to create 10 new Entry-level Accountant positions, a single entry for Position: Entry-level Accountant, Number of Full-Time Jobs: 10 would be reported.

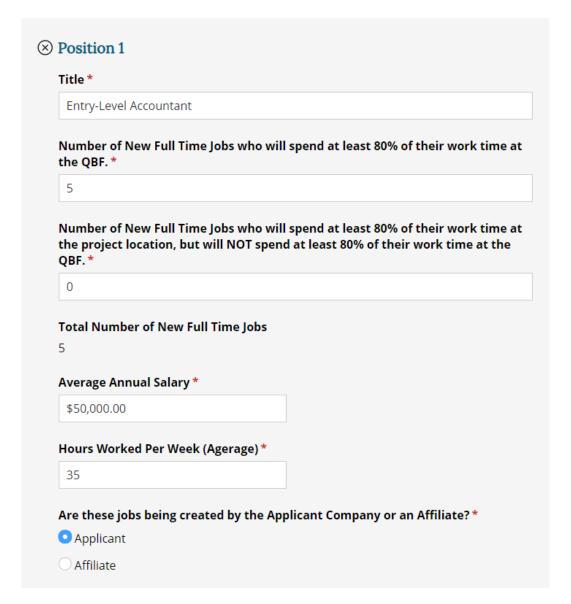
Because we are asking for average salary data, please be mindful of salary levels/levels of positions when creating your entries — for example, an Entry-Level Accountant should not be part of the same line entry as the Chief Financial Officer, even though both positions may deal with financial information. When in doubt, err on the side of creating separate entries.

Please only report <u>NEW</u> full-time jobs in this section. Existing jobs at-risk of leaving NJ will be collected later.



Section 8 – Jobs at the NJ Project Location

Please Note – In this section you should report new full-time jobs only. We will collect information regarding existing jobs that are at-risk of leaving New Jersey later in the application.

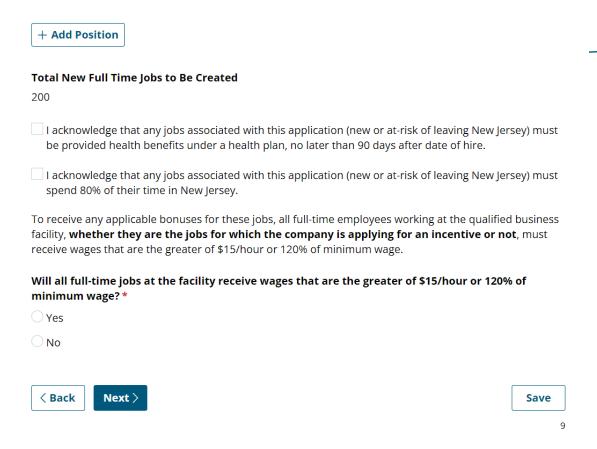


For each full-time job to be created, we require the following:

- Job Title
- Number of FT Jobs that will be at the QBF 80% of their time
- Number of FT Jobs that will not be at QBF 80% of time, but will be in NJ 80% of time
- A total number of FT jobs for the position title will be auto-generated based on the prior two numbers.
- Average Annual Salary
- Average Hours Worked Per Week
- Are these jobs created by the Applicant or Affiliate?



Section 8 – Jobs at the NJ Project Location



After all positions are added, a **Total New Full Time Jobs to Be**— **Created** will auto-sum based on the totals across all entries.

NJEDA will consider this the total number of jobs the project expects to create in New Jersey. This is an important number in helping to determine the estimated award amount, program eligibility, and the non-refundable application fee the applicant is responsible for,

Emerge requires that any jobs associated with the project meet minimum standards. Here the applicant must acknowledge that these jobs will meet the standards



9. Other New Jersey Locations

In this section, we will collect additional information about any New Jersey locations currently occupied by the applicant company or its official affiliates or parent company. This includes information about any jobs that are at risk of leaving if the proposed project does not happen in New Jersey, These locations may or may not be the same as the proposed New Jersey project location.

Is the applicant company or an official affiliate currently located in or operating in New Jersey?*

Yes

○ No

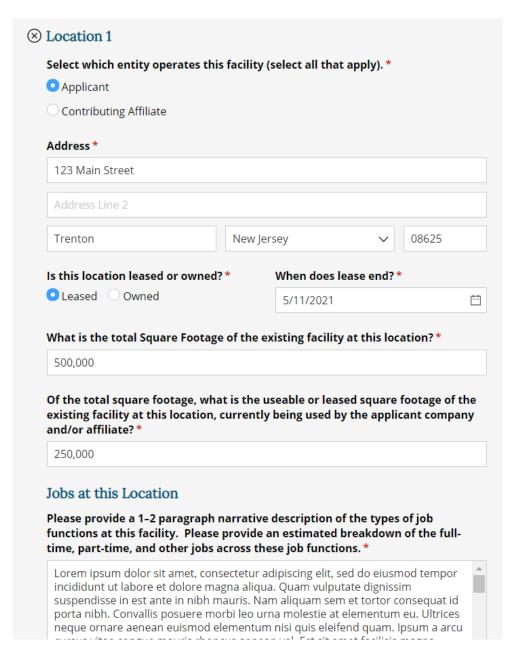
NJEDA must establish a baseline of total non-retail employment for the applicant company and any official affiliate at the end of the last tax period prior to application.

Please report each **NON-RETAIL** location for the applicant, official affiliates, and affiliate parent. Non-retail locations may include: offices, R&D facilities, industrial or production facilities, or warehousing.

In this section, the applicant will be asked whether they or an affiliate are currently located in New Jersey or not.

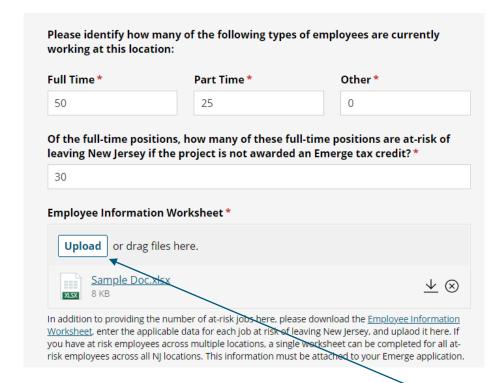
If yes, the applicant must report each non-retail location, which may include offices, R&D facilities, industrial or production facilities, or warehouses.





For each location, we will collect information about the address, whether the location is leased/owned, the total and useable/leased square footage, and a narrative description of the jobs and operations performed at the facility.





At-Risk Employee Information Worksheet

APPL#	_		Emp	En Applica Doloyee Information Applicant Name:	nerge Program Ition Requirement Worksheet - At R	tisk Employees				
Please report all full-time p		risk of leaving N	Current	the project is not a Current Annual Salary	Employing Entity	Employment Status (W-2,1099,PEO,etc)	Hours Worked Per Week	Hours Spent at the Qualified Business Facility Per Week	Health Benefits Offered (Y/N)	Represented by Collective Bargaining Agreement (Y/N)
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We will then want to know the specific employee headcount at this existing location. Of the full-time employees, we will want to know the total number of those positions that are at-risk of leaving NJ if the project is not awarded tax exedits.

NJEDA will consider this number to be the Total Number of At-Risk Full Time Jobs. This is an important number that may impact the estimated award amount, program eligibility, and the non-refundable application fee the applicant is responsible for.

REQUIRED DOCUMENTATION

If there are at-risk jobs, once this number is provided, the applicant will need to download and fill out the **Employee Information Worksheet**, logging each full-time employee/position that is at-risk of leaving New Jersey. That completed worksheet should be uploaded to the application here.



Will the Emerge tax credit reduce employment at any other site controlled by the applicant or its corporate parent, inside New Jersey, resulting from automation, merger, acquisition, corporate restructuring or other business activity? *



○ No

Please explain how employemnt would be reduced. *

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If not awarded an Emerge incentive, what is the estimated date by which the atrisk jobs would leave the existing facility/New Jersey?

7/28/2022

Please provide a 1-2 paragraph narrative description of the reasons that the company is considering moving jobs from this facility Please be thorough and detailed in your response. *

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For each location, additional information about the timing of the at-risk jobs leaving, and the applicant company's rationale for leaving.

Additional existing locations in New Jersey should be added using the + ADD LOCATION button

At-Risk Employees will be totaled across all locations that are entered.



Will the Emerge tax credit reduce employment at any other site controlled by the applicant or its corporate parent, inside New Jersey, resulting from automation, merger, acquisition, corporate restructuring or other business activity? *



○ No

Please explain how employemnt would be reduced. *

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If not awarded an Emerge incentive, what is the estimated date by which the atrisk jobs would leave the existing facility/New Jersey?

7/28/2022

Please provide a 1-2 paragraph narrative description of the reasons that the company is considering moving jobs from this facility Please be thorough and detailed in your response. *

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For each location, additional information about the timing of the at-risk jobs leaving, and the applicant company's rationale for leaving.

Additional existing locations in New Jersey should be added using the + ADD LOCATION button

At-Risk Employees will be totaled across all locations that are entered.



To help NJEDA establish a baseline of current New Jersey employment, please upload the WR-30 filing(s) for the applicant company and any official affiliates for the last tax period prior to application. *



REQUIRED DOCUMENTATION:

The applicant must provide a WR-30 filing for the applicant company and any official affiliates for the last tax period prior to application.



To help NJEDA establish a baseline of current New Jersey employment, please upload the WR-30 filing(s) for the applicant company and any official affiliates for the last tax period prior to application. *



REQUIRED DOCUMENTATION:

The applicant must provide a WR-30 filing for the applicant company and any official affiliates for the last tax period prior to application.



10. Alternate Project Location

In this section, we will collect information about your project's alternative location outside of New Jersey, including location and project cost details. While there may be more than one location you are considering, we would like you to focus on the single alternative location, that is being the most seriously considered for this project.

Project Address

123 Main Street		
Address Line 2		
Los Angeles	California	∨ 12345
Census Tract		
1234567		

In 2–3 paragraphs, please describe why this location was chosen as the best alternative (outside of New Jersey) location for this project. In your narrative description, please layout the factors that went in to choosing this site and what other alternative sites you considered.*

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In your narrative description, please detail the factors that went in to choosing this site and what other sites in New Jersey were considered for this project.

Will the facility at the alternate project location be leased or owned?*



In this section, we are collecting information on the alternate location where the project would be located, if not located in New Jersey. While there may be multiple other alternative locations, please choose the location that is being most seriously considered.

Throughout this section, we will collect almost identical information to what was collected in Section 7 – NJ Project Location.



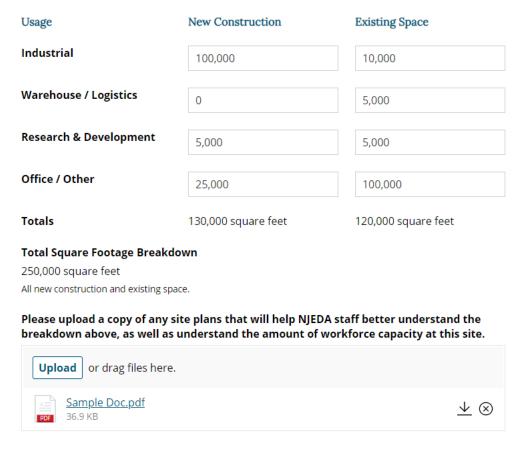
What is the class rat	ting of the space you are considering for your alternate location?
Class A	
Class B	
Class C	
Other	
Which of the followi transaction at this l	ng options best describes the current status of the real estate ocation?*
Site Visit complete	
In early negotiation	ns
Received non-bind	ing Letter of Intent
Received binding L	etter of Intent
○ Working on Draft l	_ease
Signed Letter of In	tent / Negotiating Lease
Currently Leased /	Owned
Other	
What is the total Sq	uare Footage of the alternate location's facility?*
500,000	
This should be for the en	tire facility, not just the portion which the applicant is utilizing.
	footage, what is the useable or leased square footage for the alternate location's facility?*
250,000	
Useable Square Footage	leased by the tenant.

In this section, we are collecting information on the alternate location where the project would be located, if not located in New Jersey. While there may be multiple other alternative locations, please choose the location that is being most seriously considered.

Throughout this section, we will collect almost identical information to what was collected in Section 7 – NJ Project Location.



Of the **250,000** square feet that would be used or leased by the applicant company in the alternate location's facility, please provide break downs across the following uses for any <u>new construction</u> and any <u>improvements to existing space</u>:



Please provide a 2-3 paragraph narrative description of the capital investment that the applicant anticipates making in the alternate location as part of this project. *

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In this section, we are collecting information on the alternate location where the project would be located, if not located in New Jersey. While there may be multiple other alternative locations, please choose the location that is being most seriously considered.

Throughout this section, we will collect almost identical information to what was collected in Section 7 – NJ Project Location.



Please upload a copy of any documentation that exists with respect to this alternate location. This may include lease agreements, ownership documents, or substantially similar documentation for the applicant's potential out of state location alternatives, to the extent they exist. *



Local Taxes and Other Public Assistance
Has the applicant received a state or local incentive offer from the alternate location?*
● Yes
○No
Is this incentive offer subject to the discretion of the state or local entity?*
● Yes
○No
Is there a local payroll tax or other local taxes (other than property taxes) that would impact this project?*
● Yes
○ No

Please provide a description of the additional local taxes. *

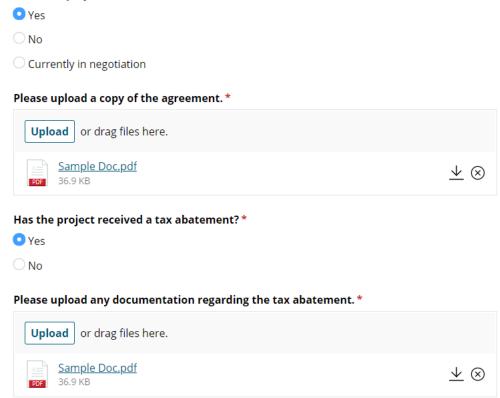
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In this section, we are collecting information on the alternate location where the project would be located, if not located in New Jersey. While there may be multiple other alternative locations, please choose the location that is being most seriously considered.

Throughout this section, we will collect almost identical information to what was collected in Section 7 – NJ Project Location.



Has a PILOT agreement been negotiated between the applicant company and the alternate project location? *



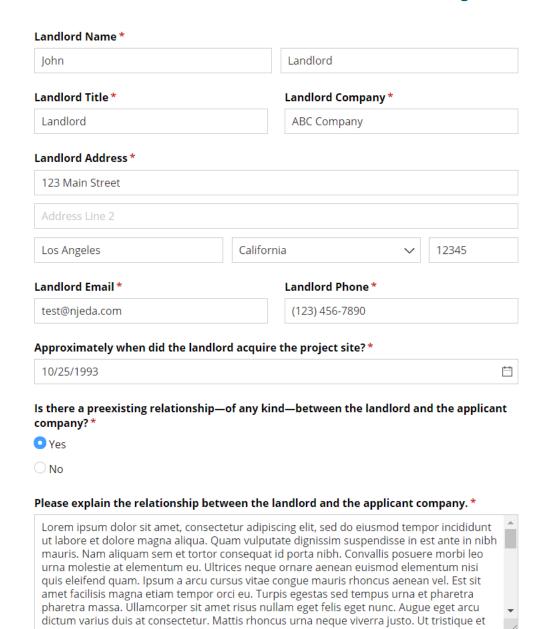
Please provide a 2-3 paragraph narrative description, if applicable, of other government (federal, state, or local) financial assistance the project has received or is anticipated to receive, and intends to utilize at this alternate location.

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In this section, we are collecting information on the alternate location where the project would be located, if not located in New Jersey. While there may be multiple other alternative locations, please choose the location that is being most seriously considered.

Throughout this section, we will collect almost identical information related to the alternate location compared to what was collected in Section 7 for the NJ project location. This will assist us in doing an "apples to apples" comparison across both the NJ and alternate location.





In this section, we are collecting information on the alternate location where the project would be located, if not located in New Jersey. While there may be multiple other alternative locations, please choose the location that is being most seriously considered.

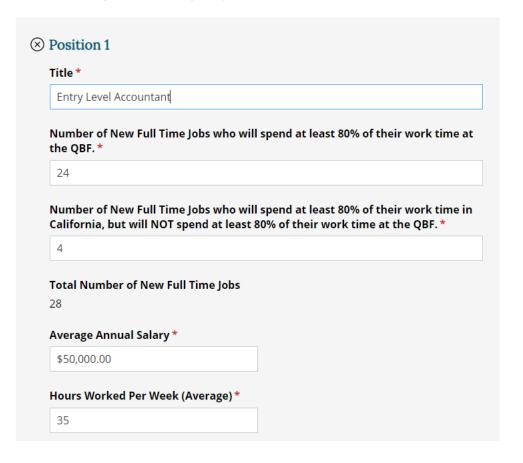
Throughout this section, we will collect almost identical information related to the alternate location compared to what was collected in Section 7 for the NJ project location. This will assist us in doing an "apples to apples" comparison across both the NJ and alternate location.



Section 11 - New Full Time Jobs - Alt. Location

11. New Full-Time Jobs at the Alternate Project Location

Please provide information below on all **new full-time jobs** that will be created at the alternate project location. The jobs should be reported below in aggregate across job positions or titles. For example, if the project intends to create 10 new Entry-level Accountant positions, please report a single entry for Position: Entry-level Accountant, Number of Full-Time Jobs: 10. If in doubt, you may create an additional row of data.



In this section we would like information about the new full-time jobs you expect to create at the alternate project location. We are collecting this almost identically to how this information was collected in Section 8 for the NJ project location. This will assist us in doing an "apples to apples" comparison across both the NJ and alternate location.

Rather than entering in each new full-time job individually, NJEDA is allowing for entry of new full-time jobs in aggregate across job positions, titles, or salary levels/level of position. For example, if the project intends to create 10 new Entry-level Accountant positions, a single entry for Position: Entry-level Accountant, Number of Full-Time Jobs: 10 would be reported.

Because we are asking for average salary data, please be mindful of salary levels/levels of positions when creating your entries – for example, an Entry-Level Accountant should not be part of the same line entry as the Chief Financial Officer, even though both positions may deal with financial information. When in doubt, err on the side of creating separate entries.



12. Award Timelines and Project Costs

In this section, we will collect information about the duration of your requested award and the project costs at your New Jersey and alternative locations.

Eligibility and Commitment Periods

To estimate your tax credit award NJEDA needs to determine your project's *Eligibility Period* and *Commitment Period*.

Your projects *Eligibility Period* will be the number of years that you wish to get tax credits. The Emerge Program allows eligible applicants to select an *Eligibility Period* of up to seven (7) years. The longer your eligibility period, the greater your total award size will be. However, longer Eligibility Periods will also necessitate a longer *Commitment Period* (see below). NJEDA expects that most applicants will request seven (7) year *Eligibility Periods*.

If approved for a tax credit, how many years would you like your Eligibility Period to be (i.e., for how many years would you like to receive tax credits)?*

In this section, we will collect information about the duration of your requested award and the project costs at your New Jersey and alternative locations.

First, we will want to know how long you would like your eligibility period – or the number of years you wish to get tax credits (up to 7 years). Longer eligibility periods will result in greater award sizes.



12. Award Timelines and Project Costs

In this section, we will collect information about the duration of your requested award and the project costs at your New Jersey and alternative locations.

Eligibility and Commitment Periods

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If approved for a tax credit, how many years would you like your Eligibility Period to be (i.e., for how many years would you like to receive tax credits)? *

In this section, we will collect information about the duration of your requested award and the project costs at your New Jersey and alternative locations.

First, we will want to know how long you would like your eligibility period – or the number of years you wish to get tax credits (up to 7 years). Longer eligibility periods will result in greater award sizes.



To estimate your project's *Total Project Comparison Costs* for the New Jersey and the Alternative location NJEDA needs to determine your *Commitment Period*, or how many years you intend to commit to keep your project in New Jersey. Your *Commitment Period* will also be a key input into your projects Net Benefit Analysis.

At a minimum, your project's *Commitment Period* must be one and a half times as long as your project's *Eligibility Period*, rounded up to the nearest full year. For example, if you selected seven years for your *Eligibility Period*, your Commitment period will be seven multiplied by one and a half, which equals 10.5 years, rounded up to 11 years. Applicants can elect to extend their *Commitment Period* beyond the minimum to increase their calculated Net Benefit to the State (for example, to meet minimum program requirements or to potentially increase award size). *Commitment Periods* can be extended up to a maximum of 20 years (if an applicant provides evidence, such as a 20-years lease, to the NJEDA that it intends to keep the project in the State for longer). NJEDA expects most applicants will request *Commitment Periods* between 11 and 20 years.

If approved for a tax credit, how many years would you like your Commitment Period to be (i.e. how many years would you commit to keep your project in New Jersey for the purpose of calculating the project's benefit to the State)?

Next, we will want to know how long you would like your commitment period to be — or the number of years you intend to keep the project in New Jersey. At a minimum, this must be 1.5 times the length of the eligibility period, rounded up to the nearest year (i.e. 7 year eligibility x 1.5 = 10.5 years — rounded up to 11 years for commitment period).

Commitment periods can be extended beyond the minimum requirement, and the benefit to doing so is increasing the calculated net benefit to the state, which may increase award sizes or meet program eligibility.



Project Costs

In this section, we will collect information about the project costs the applicant company expects to incur for the proposed project both at the New Jersey QBF or at the alternative location. NJEDA will use the below information for several different calculations, so please read these instructions carefully and be as thorough as possible in your answers to this section.

As part of our evaluation process, NJEDA will first review all cost estimates, both for the New Jersey location as well as the alternate project location for reasonableness. This evaluation will include looking at the applicant's justification and supporting documents. Please include relevant information on assumptions or how estimates were derived in the justification field for each category cost estimate. Please provide any supporting documentation that will help NJEDA staff validate these assumptions.

NJEDA staff may follow-up with applicants to get further information about any cost category that is not clearly justified or supported through documentation. Note: re-engaging with applicants to clarify cost estimates is one of the largest causes of application review delays. Providing clear, and where possible third-party document supported, cost justifications in your original application is one of the best ways to ensure timely processing of your application.

Upon validation of all costs, NJEDA will sum all of the one-timeone-time costs for the project in New Jersey. This total will be the projects *Total One-time Project Cost* estimate.

NJEDA will then compute a Net Present Value for all of the annual ongoing costs for the project in New Jersey for each of the years that that the applicant company is requesting to utilize as their project's *Commitment Period*. The result of this calculation will be the New Jersey project's *Total Ongoing Project Cost* estimate.

NJEDA will then calculate the *Total New Jersey Project Comparison Cost* by summing the *Total One-time Project Cost* and the *Total Ongoing Project Cost*.

NJEDA will repeat this procedure for the Alternative Project Location to calculate the *Total One-time Alternative Project Cost*, the *Total Ongoing Alternative Project Cost*, and the *Total Alternative Project Comparison Cost* respectively.

See below for a full list of both one-time and ongoing costs and descriptions of each cost category.

Applicants should complete an entry for each cost category. If there are no associated projects costs in the category, please enter "0" in the value field and "N/A" in the justification field.

In cases where there are significant differences in the alternative site as compared to the New Jersey location that would significantly alter the cost basis for the two projects (e.g., if the applicant company was considering a 100,000 square foot Class A office facility in New Jersey and a 150,000 square foot Class B office facility in the alternative locations), please correct costs to create an "apples to apples" comparison. All adjustments should be made in the alternative location column and should be clearly explained in the justification field or in a supporting document.

Next, we will want to know information about project costs (in NJ and at the alt location). Please take the time to read the intro language carefully — this is highly important data that applicants must provide thoroughly in order for the NJEDA to perform the necessary cost comparison analysis.



NJEDA will also utilize the validated cost categories to determine the New Jersey project's estimated *Eligible Capital Investment*. *Eligible Capital Investment* will be calculated using the following categories:

- Hard construction costs for new construction
- · Hard construction cost for renovations, repairs, or improvements
- Remediation
- · Demolition and site preparation
- · Site-related utility and infrastructure improvements
- · Permanent heavy machinery and equipment acquisition and installation
- Furniture, Fixtures and Office Equipment
- One-time technology infrastructure costs
- · Landlord contributions
- Eligible project soft costs (may be up to 20% of the total of all above categories)

Finally, NJEDA will utilize the validated cost category information to determine the New Jersey project's estimated *Hard Construction Cost*, which will be used as an input into the Net Benefit Analysis. *Hard Construction Cost* will be calculated using the following categories:

- Hard construction costs for new construction
- · Hard construction cost for renovations, repairs, or improvements
- Remediation
- Demolition and site preparation
- · Site-related utility and infrastructure improvements
- Landlord contributions

<u>Please take the time to read the intro language carefully</u> – this is highly important data that applicants must provide thoroughly in order for the NJEDA to perform the necessary cost comparison analysis.



UPFRONT COST CATEGORIES AND DEFINITIONS

- . Building acquisition (only for arms-length transactions)
- Land acquisition (if separate from building acquisition and only for arms length transactions)
- · Hard construction costs for new construction (of buildings, structures, or facilities)
- Hard construction cost for renovations, repairs, or improvements (of a building, structure, or facility)
- Remediation (both site and building remediation can be included; please exclude any federal, state or local financial assistance)
- Demolition and site preparation
- Site-related utility and infrastructure improvements (including but not limited to: water, electric, sewer, and stormwater, and transportation infrastructure improvements; landscaping and tree planting; solar panel and energy storage components installations, installation costs of renewable energy systems, etc.)
- Permanent heavy machinery and equipment acquisition and installation (please
 include any major machinery or equipment that is permanently built into the facility and
 could not be moved to another location; examples of this type of equipment include a
 heavy-lift crane that is built into the facility or production equipment that the facility is built
 into the facility and installed before construction is completed; do not double count any
 costs already included in hard construction costs)
- Eligible project soft costs (eligible costs include, but are not limited to: architecture, design, permitting and permit fees, engineering, financing and legal, loan origination and closing costs, construction management, and freight and shipping delivery; note: for the sake of calculating the eligible capital investment for a project, soft costs totaling up to 20% of the six pervious cost categories will be eligible; any excess costs in eligible categories will not be included in the capital investment calculation)
- Ineligible project soft costs (ineligible project soft costs will be included in the overall
 project cost comparison across sites, but will not be included as eligible capital investment
 to meet the Emerge Program's eligibility requirements; please include costs such as air fare,
 mileage, tolls, gas, meals, related to project development, site launch marketing costs,
 temporary signage costs, incentive consultant fees, Authority tax credit application fees,
 loan interest payments, escrows, or other similar costs).
- Non-permanent machinery and equipment acquisition and installation (including, but
 not limited to: movable production equipment, vehicles, and other heavy machinery that
 could be removed to another site or sold if the site were to be re-purposed for an
 alternative use; capital leases of non-permanent machinery and equipment can be included
 in this section as outlined in the program regulations)
- Furniture, fixtures and office equipment (such as copiers, desks, lighting fixtures, and other similar items; capital leases of furniture, fixtures, and office equipment can be included in this section as outlined in the program regulations)
- One-time technology infrastructure costs (including items such as local area network, servers, routers, and similar IT investments; excluding software, wireless service plans, or any other ongoing costs)

- One-time human resources-related costs (including severance, employee relocation costs, recruitment bonuses,
- Lease termination costs (please include any early lease termination costs associate both with any NJ locations or alternative locations)
- Moving Costs (including packing material)
- Other one-time costs (please specify what these costs are in the justification field; NJEDA staff will review justification and supporting documentation and determine eligibility of these items at the Authority's discretion)
- Landlord contributions (please specify the total amount of the above costs that are
 expected to be paid for by the site's landlord on behalf of the applicant (tenant); please
 provide additional documentation regarding these costs or allowances in the justification
 field)

<u>Please take the time to read the intro language carefully</u> – this is highly important data that applicants must provide thoroughly in order for the NJEDA to perform the necessary cost comparison analysis.

These cost categories and definitions explain how we would like the applicant to report upfront (one-time) costs



ONGOING ANNUAL COST CATEGORIES AND DEFINITIONS

Rental costs (Annual – please utilize this cost category if you are a tenant in a landlord owned facility)

Ownership costs (Annual – if you have purchased your facility/site, please include estimate the annual cost of ownership of the asset. For example, calculate the terminal value the facility/site at the end of the projects commitment period; calculate the difference between the current fair market value (such as a sales price) and the terminal value; divide that difference by the total number of years in your commitment period, add in any relevant ongoing annual financing costs, and include that figure into this cost category; please provide a description of the methodology you are using in the justification field and support it with an attached document)

Real estate taxes (Annual)

Property insurance (Annual)

Building maintenance (Annual)

Electricity (Annual)

Other utilities (Annual)

Estimated payroll (Annual; applicants can include estimates that reflect the different labor market conditions across the New Jersey and the alternative site; adjustments derived solely from changes in average tenure of employees due to current employees not relocating and being replaced by new employees should be excluded unless those savings can be realized in both the New Jersey and the alternative locations)

Disability & unemployment insurance (Annual)

Health care coverage costs (Annual)

Facility security costs (Annual)

Facility transportation costs (Annual - including company paid shuttle services, parking facility costs, and other related items)

Inbound/outbound distribution and logistics costs (Annual – include only costs that are directly linked to the specifics of distribution and logistics related to the project site; you may exclude this category if distribution and logistics costs will be similar across both the New Jersey and the alternative location)

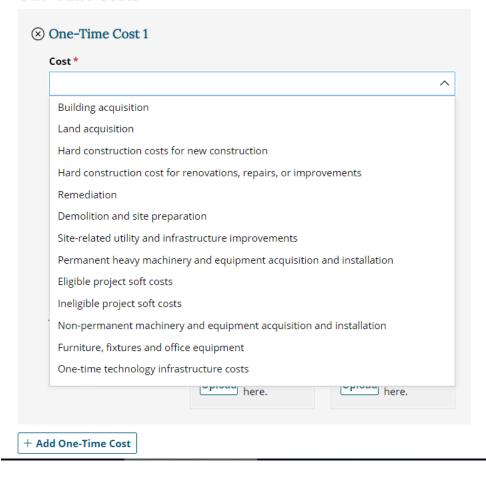
Other annual costs (please specify what these costs are in the justification field; NJEDA staff will review justification and supporting documentation and determine eligibility of these items at the Authority's discretion)

<u>Please take the time to read the intro language carefully</u> – this is highly important data that applicants must provide thoroughly in order for the NJEDA to perform the necessary cost comparison analysis.

These cost categories and definitions explain how we would like the applicant to report ongoing costs



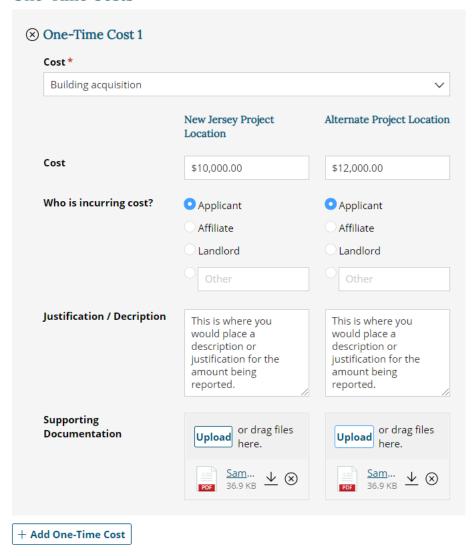
One-Time Costs



After reading the intro language, you will begin reporting each one-time project cost as an individual entry.

An entry should be made for each one-time cost on the list – even if the amount is \$0 for costs that are not applicable.

One-Time Costs



After a cost is selected, we will require the following information for that one-time cost across NJ project location and alternate project location.

Within the justification/description field, please provide any context or information the NJEDA would need to understand the one-time cost. Taking the time to do this thoroughly will result in more clarity for NJEDA staff as we review the application.

REQUIRED DOCUMENTATION: Supporting documentation is required to support the one-time cost. Providing detailed documentation will result in more clarity for NJEDA staff as we review the application.

ECONOMIC DEVELOPMENT AUTHORITY

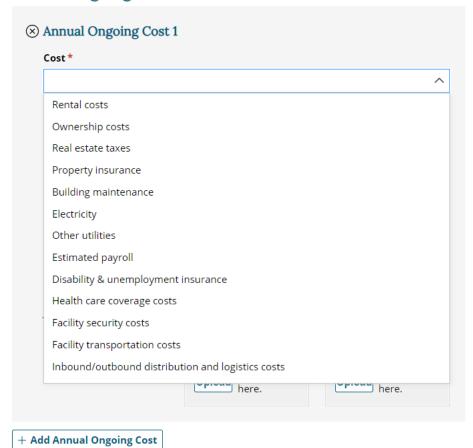
Summary of One-Time Costs

	New Jersey Project Location	Alternate Project Location
Total One-Time Project Costs	\$10,000.00	\$12,000.00
Total Eligible Capital Investment	\$0.00	\$0.00
Total Hard Construction Costs	\$0.00	\$0.00

A summary of one-time costs will be auto-generated based on the one-time cost entries the applicant enters.



Annual Ongoing Costs



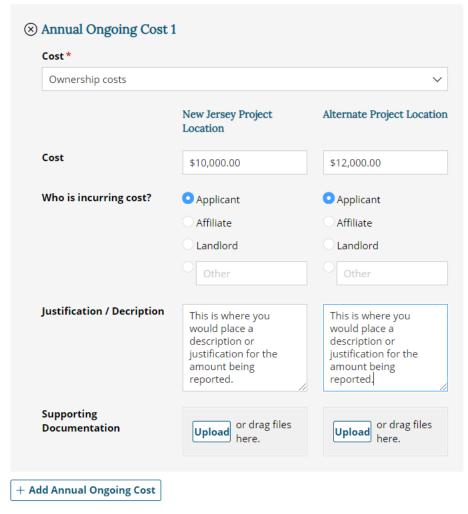
After reporting all one-time costs, you will begin reporting each ongoing project cost as an individual entry.

An entry should be made for each ongoing cost on the list – even if the amount is \$0 for costs that are not applicable.



Section 12 - Award Timelines & Project Costs

Annual Ongoing Costs



After an ongoing cost is selected, we will require the following information for that ongoing cost across NJ project location and alternate project location.

Within the justification/description field, please provide any context or information the NJEDA would need to understand the ongoing cost. Taking the time to do this thoroughly will result in more clarity for NJEDA staff as we review the application.

REQUIRED DOCUMENTATION: Supporting documentation is required to support the ongoing cost. Providing detailed documentation will result in more clarity for NJEDA staff as we review the application.

ECONOMIC DEVELOPMENT AUTHORITY

Section 12 - Award Timelines & Project Costs

Total Annual Ongoing Project Costs

New Jersey Location

\$10,000.00

Alternate Project Location

\$12,000.00

A summary of ongoing costs will be auto-generated based on the ongoing cost entries the applicant enters.



13. Project Bonus Criteria

In this section, we will collect information to help us determine the tax credit bonuses for your project is eligible.

The Emerge Program has several bonuses that can increase a projects annual per-job awards based upon factors such as the number of new jobs created, median salary of the new jobs, level of capital investment, etc. Eligibility for those bonus categories will be assessed by NJEDA based upon the information provided elsewhere in this application.

In addition, there are a number of policy-based bonuses that a project could receive. The following question will help NJEDA assess the eligibility of the proposed project for those policy-based bonusses. These bonus categories also enable NJEDA to provide higher award amounts through it's "Inducement Methodology" (i.e., when a project's New Jersey to alternative site cost gap is less than its calculated award).

Note, NJEDA staff will confirm that the applicant company has fulfilled the requirements of each bonus criteria awarded by the NJEDA Board during the project certification process (i.e., before any tax credits are awarded). Please indicate participation in bonuses that you reasonably believe that the applicant company will actually complete. Significantly over-estimating bonuses at approval may cause NJEDA to re-run certain analyses, such as the net-benefit test, at certification.

The Emerge Program has several bonuses that can increase a projects annual per-job awards based upon factors such as the number of new jobs created, median salary of the new jobs, level of capital investment, etc.



Do you anticipate that the project will enter into a Labor Harmony Agreement for new or retained full-time employees involved in retail, distribution, or warehousing? Please distinguish between new/retained full-time employees at the QBF and new full-time employees outside of the QBF, and specifically how many in each group do you expect will enter into a Labor Harmony Agreement. *

Yes

○ No

Please provide a 1–2 paragraph narrative description explaining this part of your project. In the description, please estimate the number of full-time new jobs and the number of full-time retained jobs that will be subject to the labor harmony agreement. *

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Will the project provide employees at or associated with the QBF access to child care either through an on-site quality child care facility free of charge to its employees, or by offering employees a minimum of \$1,500 per employee per year in reimbursements, subsidies or vouchers, paid by the applicant company for the cost of child care?*

Yes

○ No

Please provide a 1-2 paragraph narrative description explaining this part of your project. In the description, please provide details as to whether the child care will be on-site or a reimbursement/voucher-based model. While the bonus will be available to all eligible new and retained jobs regardless of use, please estimate how many employees are expected to utilize the program annually. *

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The Emerge Program has several bonuses that can increase a projects annual per-job awards based upon factors such as the number of new jobs created, median salary of the new jobs, level of capital investment, etc.



Does the applicant company intend to enter into an agreement with a prisoner re-entry program for the purpose of identifying and promoting employment opportunities at the applicant company for former inmates and current inmates leaving the corrections system, and does the applicant company intend to hire at least one active participant from the re-entry program? *

Yes

○ No

Please provide a 1–2 paragraph narrative description explaining this part of your project. In the description, please provide details on whether you have already engaged with potential prisoner re-entry programs or intend to do so in the future. While the bonus will be available to all eligible new and retained jobs regardless of whether or not they are criminal justice involved individual, please estimate how many jobs you expect to fill with re-entering prisoners for this project.*

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Will the project generate at least 50% of the Qualified Business Facility's energy through on-site solar energy generation? *

Yes

○ No

Please provide a 1–2 paragraph narrative description explaining this part of your project. In the description, please provide details on the size of anticipated solar installations, how this will fit into your capital investment, and any relevant corporate sustainability goals already announced by the applicant company or applicant's parent company.*

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The Emerge Program has several bonuses that can increase a projects annual per-job awards based upon factors such as the number of new jobs created, median salary of the new jobs, level of capital investment, etc.



Does the applicant company intend to fund a training program specific to the applicant company's industry, which has the capacity to enroll 10 percent or more of the applicant company's full-time workforce, or pay a State educational institution to provide to the public a training program specific to the applicant company's industry?*

Yes

○ No

Please provide a 1–2 paragraph narrative description explaining this part of your project. In the description, please provide details on whether you have already engaged with potential educational institution training partner or if you intend to run the training program internally. Please explain if you anticipate this training will be for existing workforce or if will be made available to other members of the public.*

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Is the applicant company engaged in a targeted industry, and does the applicant company intend to use the Qualified Business Facility to conduct a full-time collaborative research relationship with a college or university? The full-time collaborative research relationship must commence after approval of the application and must require at least 35 hours per week of collaborative activity.*

Yes

○ No

Please provide a 1-2 paragraph narrative description explaining this part of your project. In the description, please provide details on whether you have already engaged with New Jersey-based colleges or universities. Please explain what the topic of the collaborative research relationship would be and how the program would operate.*

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The Emerge Program has several bonuses that can increase a projects annual per-job awards based upon factors such as the number of new jobs created, median salary of the new jobs, level of capital investment, etc.



Will the qualified business facility be located in a qualified incubator facility, defined as a commercial building located within an incentive area: that contains 5,000 or more square feet of office, laboratory, or industrial space; that is located near and collaborating with a research institution, teaching hospital, college, or university; with at least 50 percent of the gross leasable area restricted for use by one or more technology startup companies?*

Yes

○ No

Please provide a 1-2 paragraph narrative description explaining this part of your project. In the description, please provide details on which qualified incubator facility you project would utilize and your current relationship with that incubator. Please explain how your company would engage with other members of New Jersey's innovation economy located at the incubator. *

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Will the project be a marine terminal project in a municipality located outside a government-restricted municipality, but within the geographical boundaries of the South Jersey Port District?*

Yes

○ No

Please provide a 1–2 paragraph narrative description explaining this part of your project. In the description, please include details on the proposed projects location, any prior experience running marine terminal projects in New Jersey or elsewhere, and any interactions the applicant company has had with the South Jersey Port Corporation to date. Please provide information on the South Jersey Port Corporation's level of interest in participating in this project.*

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The Emerge Program has several bonuses that can increase a projects annual per-job awards based upon factors such as the number of new jobs created, median salary of the new jobs, level of capital investment, etc.



Will the Qualified Business Facility be Leadership in Energy and Environmental Design (LEED) Certified, with a Gold or Platinum rating?*

Yes

○No

Please provide a 1-2 paragraph narrative description explaining this part of your project. In the description, please provide details on the where in the LEED rating process you are currently and if the applicant company has any prior experience with LEED certified facilities. Please confirm that any incremental costs associated with the LEED certification process have been included in the proposed Total Project Costs for both the New Jersey project location and the alternative location.*

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A bonus available under Emerge if one-third or more of the members of the applicant company's governing board or other governing body self-identify as members of an underrepresented community, which shall be Black, African American, Hispanic, Latino, Asian, Pacific Islander, Native American, Native Hawaiian, Alaska Native or lesbian, gay, bisexual, or transgender. If the applicant wishes to pursue this bonus, NJEDA reserves the right to speak with governing body members and/or collect information from the business or governing body members for compliance purposes.

Please select the option that is most accurate: *

- One-third or more of the applicant company's governing body members currently self-identify as members of an underrepresented community.
- One-third or more of the governing body members do not self-identify as members of an underrepresented community at this time, however the applicant company would like to pursue this bonus.
- The applicant company does not wish to pursue this bonus.

Please share any information that you can about how the governing body meets this requirement. *

The Emerge Program has several bonuses that can increase a projects annual per-job awards based upon factors such as the number of new jobs created, median salary of the new jobs, level of capital investment, etc.



14. Other Factors Driving Your Decision Making

In this section we will collect information on the other factors that may be driving your decision making on where to locate the proposed project. We will also request updates on information provided during the pre-application process.

Updates to Information Provided on Pre-Application

During the pre-application process, you indicated that the applicant company or any

related entity have not yet obtained site control of the proposed qualified business facility in New Jersey. Is this still accurate? *
• Yes
○ No
During the pre-application process, you indicated that the applicant company or any related entity do not have a purchase contract for the purchase of the property. Is thistill accurate?*
Yes
○ No
Has the applicant company or any related entity signed a lease for the QBF? *
○ Yes
○No
Does this lease include penalty-free contingency that the lease is conditional on the approval of the tax credit?*
Yes
○ No
During the pre-application process, you indicated that the applicant company or any related entity have not started construction on the QBF. Is this still accurate? *
Yes
○ No

During the pre-application process, you will have provided a number of answers about the current status of the proposed project location. In this section we will ask for an update on those answers, as well as information regarding what other factors may be driving your decision making.

During the pre-application process, you indicated that no formal decision (such as an applicant Board decision, an applicant parent company Board decision, or a formal management decision) had been made to locate the project in New Jersey. Is this still accurate?*

Yes

○ No

During the pre-application process, you indicated that neither the applicant company nor any related entity had made any public announcement or formal decision to locate to New Jersey. Is this still accurate?*

Yes

○ No

Has the applicant company or any related entity incurred any expenses related to the qualified business facility, including but not limited to: moving, furniture, fixtures and equipment purchases? *

Yes

○ No

Please provide a 1–2 paragraph narrative description of any additional expenses that have been made, when and why they were undertaken, and whether similar expenses have been made for alternative locations.*

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During the pre-application process, you will have provided a number of answers about the current status of the proposed project location. In this section we will ask for an update on those answers, as well as information regarding what other factors may be driving your decision making.



Additional Factors Driving Your Decision Making

Please provide a <u>3-4 paragraph</u> narrative description of the business's rationale for the following:

- Please provide a description of the overall business rationale for locating this project in New Jersey. In your narrative, please specifically address the following:
 - Do you believe New Jersey's geographic location or infrastructure provide a unique benefit to this project compared to the alternate project location? Why or why not?
 - Do you believe this project would benefit from New Jersey's large retail / corporate customer base compared to the alternate project location? Why or why not?
- In addition, please also include information on what the business rationale would be for locating the project in the alternate location instead of New Jersey.

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Alternatively, you may also choose to upload this as a document to be attached to the application.

Upload

or drag files here.

In this section, we would like to understand, in as much detail as possible, the rationale for why you would choose to locate this project in New Jersey and, alternatively, why you would choose to locate this project outside of New Jersey.

Please be as detailed and thorough in your explanation as possible. You are also welcome to upload attachments for lengthy narratives or materials.



Key Factors

In alignment with the above narrative, please select (up to five) the most important factors that are driving the applicant's decision as to where to locate the project. Please weight these factors utilizing a total of 100 points. The higher the point total assigned to a factor, the more important it is to the applicant's decision making.

	Factor *	Weight *
\otimes	Costs	20
\otimes	Talent Pool	20
\otimes	Presence of an Industry Cluster	20
\otimes	Proximity to Colleges/Universities	20
\otimes	Proximity to Client Base or Supporting Vendors	20

Total: 100

+ Add Key Factor

In this section, we would like to get a sense of what the applicant's biggest priorities are when making a decision. Please add no more than five of the predetermined key factors, and assign a priority weight to that factor. The higher the point total, the more important the factor is to the decision on where to locate the project. No more than 100 points can be assigned across all factors.

Section 15 - Diversity, Equity & Inclusion

15. Diversity, Equity, & Inclusion

In this section, we would like more information about the diversity of your company any actions your company has taken or is taking with respect to Diversity, Equity & Inclusion. This information is optional and for tracking purposes only.

Is the applicant organization a New Jersey certified small, minority, woman, veteran or disabled-veteran owned business? *

u	Yes

Please select which of the following certifications the applicant organization currently holds: *

~	Small	Business	Enterprise	(SBE
		D 0101111000	co. pc	

- Minority/Woman-Owned Business Enterprise (MWBE)
- Veteran Owned Enterprise (VOB)
- Disabled Veteran-Owned Business Enterprise (DVOB)

As part of the NJEDA's commitment to diversity, equity and inclusion, we are collecting data across program applications to determine the demographic information associated with applicants to NJEDA programs.

This information is all optional, and will be used for tracking purposes only. This will not impact the status of the Emerge application.



Section 15 - Diversity, Equity & Inclusion

With which of the following does the majority owner of the applicant organization self-identify (if applicable)?
✓ Minority
✓ Woman
✓ Veteran
✓ LGBTQ
Disabled
With which of the following does the majority owner of the applicant organization self-identify? *
Black / African American
Alaska Native
Native American
Asian, Pacific Islander, or Native Hawaiian
Hispanic / Latinx
Other
Please describe whether your company's leadership team is made up of a diverse group of individuals. Please provide as much detail as possible about the composition of your leadership team as it relates to groups that have been historically underrepresented (minority, woman, veteran, LGBTQ, disabled).

As part of the NJEDA's commitment to diversity, equity and inclusion, we are collecting data across program applications to determine the demographic information associated with applicants to NJEDA programs.

This information is all optional, and will be used for tracking purposes only. This will not impact the status of the Emerge application.



Section 15 - Diversity, Equity & Inclusion

Please describe whether your company's leadership team is made up of a diver individuals. Please provide as much detail as possible about the composition of leadership team as it relates to groups that have been historically underrepres (minority, woman, veteran, LGBTQ, disabled).	your		
Please describe whether your company's Board of Directors is made up of a diverse group of individuals. Please provide as much detail as possible about the composition of your leadership team as it relates to groups that have been historically underrepresented (minority, woman, veteran, LGBTQ, disabled).			
Please describe any diversity initiatives, programs or plans the applicant compe established.	any has		
Please upload any documentation detailing diversity initiatives, if available. Upload or drag files here.	//		
< Back Next >	Save		

As part of the NJEDA's commitment to diversity, equity and inclusion, we are collecting data across program applications to determine the demographic information associated with applicants to NJEDA programs.

This information is all optional, and will be used for tracking purposes only. This will not impact the status of the Emerge application.



Section 16 - Prevailing Wage and Other Requirements

16. Prevailing Wage and Other Program Requirements

Construction and buildings services activities under Emerge are subject to New Jersey affirmative action and prevailing wage requirements. We want to make sure you are aware of this requirement.

Projects that have a total upfront project cost of at least \$10 million must enter into a community benefits agreement with NJEDA and the municipality in which the project is located. In some circumstances, the municipality may request that the relevant county enter into the agreement on the municipality's behalf. Certain other exceptions are possible when a project over \$10M in total upfront project cost is located at a site with an existing redevelopment agreement and the municipality or county certifies the NJEDA's Tax Credit Approval Letter.

For any questions about this requirement, please contact your NJEDA representative.

☑ I have read the above statement and understand the Emerge Program's Community Benefit Agreement requirement.

In this section, we want the applicant to be aware of Prevailing Wage and other requirements associated with projects receiving tax credits through Emerge.

This requirement involves projects with a \$10 million or more total project cost being required to enter into a Community Benefits Agreement.



Section 16 - Prevailing Wage and Other Requirements

Be advised that projects utilizing financial assistance for construction related costs are subject to state prevailing wage requirements. In addition, the Emerge Program also has prevailing wage requirements for building service workers.

If your application is approved all construction contracts related to this project must pay at least the relevant prevailing wage rate. This requirement will continue for two years after your first receipt of tax credits for those construction contracts subject to the New Jersey Prevailing Wage Act.

In addition, if your application is approved, all building service worker contracts (such as janitors, security guards, maintenance staff, etc.) must pay at least the relevant prevailing wage rate. This requirement will continue for the full commitment period of the project.

Effective April 1, 2020, any and all construction contracts awarded in New Jersey that require payment of prevailing wage must provide proof of valid Construction Contractor Registration Certification (CRC). The Act will not require contracts that were awarded prior to April 1, 2020 to provide proof of CRC. Bidders cannot list any subcontractors in any bid proposal unless the subcontractor is registered. Information regarding this Act can be found on the New Jersey Department of Labor's Website.

If you have any questions about these requirements, please contact your NJEDA representative before submitting this application.

- ☑ I acknowledge that any construction on this project is subject to Prevailing Wage.
- ☑ I acknowledge that any building services on this project is subject to Prevailing Wage.
- ✓ I acknowledge that any contractor working on this project must be registered with the New Jersey Department of Labor (DOL) prior to the start of construction.

NoticeForm *

Upload or drag files here.

Please download, complete, and attach the <u>Notice Regarding Affirmative Action / Prevailing Wage & Green Buildings Form.</u>

Notice of Affirmative Action/Prevailing Wage & Green Building Standards Form

No late linearity forms			
NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY INTERNAL PROCESS MANAGEMENT DEPARTMENT OFFICE OF AFFIRMATIVE ACTION NIEDA WEB NYEDA EMAIL affirmativaction@nieda.com NYEDA PHONE (97) \$55-3447	NOTICE REGARDING AFFIRMATIVE ACTION/PREVAILING WAGE AND GREEN BUILDING REQUIREMENTS FOR INTERNAL USE ONLY: PROJECT NAME: PROJECT NUMBER:		
THIS PROJECT MAY BE SUBJECT TO NJEDA AFFIRMATIVE ACTION/PREVAILING WAGE AND GREEN BUILDING REQUIREMENTS. THE TERM CONSTRUCTION INCLUDES ANY CONSTRUCTION, RECONSTRUCTION, DEMOLITION, ALTERATION, REPAIR WORK, RENOVATION, OR CONSTRUCTION/RENOVATION WORK RELATED TO THE INSTALLATION OF EQUIPMENT. IN ADDITION, IF THIS PROJECT IS AN INCENTIVE PROJECT IT MAY BE SUBJECT TO GREEN BUILDING REQUIREMENTS. WE ENCOURAGE YOU TO VISIT WINN HIGH COMPASSIVEMENT AND WANN, HEART MORE ABOUT THESE REQUIREMENTS. WE ENCOURAGE YOU TO VISIT WORK HIGH COMPASSIVEMENT AND WANN, HEART MORE ABOUT THESE REQUIREMENTS. HEART CONTACT YOUR BUSINESS DEVELOPMENT OFFICER SHOULD YOU HAVE ANY QUESTIONS OR CONCERNS.			
TYPE OF ASSISTANCE APPLIED FOR:	MOUNT:		
APPLICANT CONTACT INFORMATION, INCLUDING EMAIL AND MAILING ADDRESS:			
APPLICANT PHONE NUMBER:			
COMPLETE AND RETURN THE CONTACT PERSON FOR AAPW:	IS FORM WITH THE APPLICATION		
NAME:			
ADDRESS:			
PHONE NUMBER:			
EMAIL ADDRESS: CHECK WHICH STATEMENTS APPLY AND COMPLETE DATES:			
DATE CONSTRUCTION IS EXPECTED TO BEGIN:	DATE CONSTRUCTION STARTED		
SIGNED CONSTRUCTION CONTRACT WHICH INCLUDES NIEDA AAPW REQUIRED LANGUAGE	THIS PROJECT DOES NOT INCLUDE CONSTRUCTION.		

Emerge has prevailing wage requirements for all construction and building services work associated with the project. Additionally, any contractor working on the project must be registered with NJ DOL prior to start of construction.

REQUIRED DOCUMENTATION – Download and complete the **Notice of Affirmative Action/Prevailing Wage & Green Buildings Form**, and upload to this section



Section 17 – Legal Questionnaire

17. Legal Questionnaire

Applicant Name: **ABC Company**

Persons (entities or individuals) applying for NJEDA programs are subject to the Authority's Disqualification/Debarment Regulations (the "Regulations"), which are set forth in N.J.A.C. 19:30-2.1, et seq. Applicants are required to answer the following background questions ("Legal Questionnaire") pertaining to causes that may lead to debarment, disqualification, or suspension from eligibility under the Regulations and Executive Orders 34 (Byrne 1976) and 189 (Kean 1988) after consideration of all relevant mitigating factors. Governmental entities are not required to submit this Legal Questionnaire and may leave it empty.

DEFINITIONS

Notwithstanding any terms defined elsewhere or otherwise herein, the following definitions shall govern in responding to this Legal Questionnaire:

"Affiliates" means any entities or personshaving an overt or covert relationship such that any one of them directly or indirectly controls or has the power to control another. For the purposes of application for, or ongoing compliance with, Authority-administered programs, this includes:

- any entities or persons having an ownership interest in Applicant of 10% or greater;
- any entities in which Applicant holds an ownership interest of 10% or greater; and
- any entities that are named in the application and/or agreement, or that will receive a direct benefit from the financing, incentive, or other agreement with the Authority.

Note that any entities or persons fitting these definitions will need to be listed in Part C below.

"Legal Proceedings" means any civil, criminal, or administrative proceedings in a State or Federal court or administrative tribunal in the United States or any territories thereof.

RELEVANT TIMEFRAMES

Responses should be given based on the following "look-back" periods:

- For civil matters, those that were either pending or concluded within 5 years of the reporting date;
- For criminal matters, those that were either pending or concluded within 10 years of the
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 For all other regulatory matters, those that were either pending or concluded within 5 years of the reporting date.

Note that in cases where Applicant has previously submitted and certified a legal questionnaire to the Authority, the Applicant may refer to its prior legal questionnaire and report only those matters that are new or have changed in status since the date of last reporting.

Part A. Past Proceedings

Has Applicant, or any officers or directors of Applicant, or any Affiliates of Applicant, been found or conceded or admitted to being guilty, liable or responsible in any Legal Proceeding, or conceded or admitted to facts in any Legal Proceedings that demonstrate responsibility for any of the following violations or conduct? (Any civil or criminal decisions or verdicts that have been vacated or expunged need not be reported.)

Commission of a criminal offense as an incident to obtaining or attempting to obtain a
public or private contract, or subcontract there under, or in the performance of such
contract or subcontract.

____ Yes ____ No

2. Violation of the Federal Organized Crime Control Act of 1970, or commission of embezzlement, theft, fraud, forgery, bribery, falsification or destruction of records, perjury, false swearing, receiving stolen property, obstruction of justice, or any other offense indicating a lack of business integrity or honesty.

____ Yes ____ No

 Violation of the Federal or State antitrust statutes, or of the Federal Anti-Kickback Act (18 U.S.C. 874).



Section 17 – Legal Questionnaire

4. Violation of any law governing the conduct of elections of the Federal Government, State of New Jersey or of its political subdivision.	 Violation of the Conflict of Interest Law, N.J.S.A. 52:13D-12 et seq., including any of the following prohibitions on vendor activities representing a conflict of interest, or failure to report a solicitation as set forth below:
Yes No	
5. Violation of the "Law Against Discrimination" (P.L. 1945, c169, N.J.S.A. 10:5-1 et seq., as supplemented by P.L. 1975, c127), or of the act banning discrimination in public works employment (N.J.S.A. 10:2-1 et seq.) or of the act prohibiting discrimination by industries engaged in defense work in the employment of persons therein (P.L. 1942, c114, N.J.S.A. 10:1-10, et seq.). Yes No	(i) No person shall pay, offer or agree to pay, either directly or indirectly, any fee, commission, compensation, gift, gratuity, or other thing of value of any kind to any Authority officer or employee or special Authority officer or employee, as defined by N.J.S.A. 52:13D-13(b) and (e), with which such person transacts or offers or proposes to transact business, or to any member of the immediate family as defined by N.J.S.A. 52:13D-13(i), of any such officer or employee, or partnership, firm, or corporation with which they are employed or associated, or in which such officer or employee has an interest within the meaning of N.J.S.A. 52:13D-13(g).
 To the best of your knowledge, after reasonable inquiry, violation of any laws governing hours of labor, minimum wage standards, prevailing wage standards, discrimination in wages, or child labor. Yes No	(ii) The solicitation of any fee, commission, compensation, gift, gratuity or other thing of value by any Authority officer or employee or special Authority officer or employee from any person shall be reported in writing by the person to the Attorney General and the NJEDA Ethics Liaison Officer.
7. To the best of your knowledge, after reasonable inquiry, violation of any law governing the conduct of occupations or professions of regulated industries. Yes No	(iii) No person may, directly or indirectly, undertake any private business, commercial or entrepreneurial relationship with, whether or not pursuant to employment, contract or other agreement, express or implied, or sell any interest in such person to, any Authority officer or employee or special Authority officer or employee having any duties or responsibilities in connection with the purchase, acquisition or sale of any property or services by or to the Authority, or with any person, firm or entity with which he or she is employed or associated or in which he or she has an interest within the meaning of N.J.S.A. 52:13D-13(g). Any relationships subject to this subsection shall be reported in writing to the NJEDA Ethics Liaison Officer and the
8. Debarment by any department, agency, or instrumentality of the State or Federal government.	State Ethics Commission, which may grant a waiver of this restriction upon application of the Authority officer or employee or special Authority officer or employee upon a finding that the present or proposed relationship does not present the potential, actually or appearance of a conflict of interest.

____ Yes ____ No

Section 17 - Legal Questionnaire

- (iv) No person shall influence, or attempt to influence or cause to be influenced, any Authority officer or employee or special Authority officer or employee in his or her capacity in any manner which might tend to impair the objectivity or independence of judgment of the officer or employee.
- (v) No person shall cause or influence, or attempt to cause or influence, any Authority officer or employee or special Authority officer or employee to use, or attempt to use, his or her official position to secure unwarranted privileges or advantages for the person or any other person.

____ Yes ____ No

(If Yes for any of the above, specify subsection)

- 1. Violation of any State or Federal law that may bear upon a lack of responsibility or moral integrity, or that may provide other compelling reasons for disqualification. Your responses to the foregoing question should include, but not be limited to, the violation of the following laws, without regard to whether there was any monetary award, damages, verdict, assessment or penalty, except that any violation of any environmental law in category (v) below need not be reported where the monetary award, damages, etc. amounted to less than \$1 million.
- (i) Laws banning or prohibiting discrimination or harassment in the workplace.
- (ii) Laws prohibiting or banning any form of forced, slave, or compulsory labor.

- (iii) The New Jersey Conscientious Employee Protection Act, N. J. Stat. Ann. § 34:19-1 *et seq.*, or other "Whistleblower Laws" that protect employees from retaliation for disclosing, or threatening to disclose, to a supervisor or to a public body an activity, policy or practice of the employer, that the employee reasonably believes is in violation of a law, or a rule or regulation issued under the law.
- (iv) Securities or tax laws resulting in a finding of fraud or fraudulent conduct.
- (v) Environmental laws, where the monetary award, penalties, damages, etc. amounted to more than \$1 million.
 - (vii) Laws banning anti-competitive dumping of goods.
- (viii) Anti-terrorist laws.
- (ix) Criminal laws involving commission of any felony or indictable offense under State or Federal law.
 - (x) Laws banning human rights abuses.
- (xi) Laws banning the trade of goods or services to enemies of the United States.

____ Yes ____ No

Section 17 - Legal Questionnaire

Part B. Pending Proceedings

1. To the best of your knowledge, after reasonable inquiry, are Applicant, or any officers or directors of Applicant, or any Affiliates, a party to pending Legal Proceedings wherein any of the offenses or violations described in questions 1-10 above are alleged or asserted against such entity or person? With respect to laws banning or prohibiting discrimination or harassment in the workplace, please provide only information pertaining to any class action lawsuits.

____ Yes ____ No

If the answer to any of the foregoing questions is affirmative, you must provide the following information as an attachment to the application: (i) the case name and court/administrative agency (including jurisdiction and venue) in which such matters were tried or are pending; (ii) the charges or claims adjudicated or alleged; and (iii) a brief explanation of the circumstances giving rise to such matters. Also, for affirmative answers to question 1-10, please attach copies of document(s) reflecting the final resolution (e.g., final judgments, verdicts, plea bargains, consent orders, administrative findings, or settlement agreements).

Note that an Applicant may refer to or attach specific provisions of a 10-K/Q or other filings with the U.S. Securities and Exchange Commission (SEC); however, the Applicant should be aware that different laws apply to disclosures to the Authority. This means that the Authority does not have the same types of materiality thresholds as the SEC. The Applicant is expected to supplement its SEC filings to ensure that all relevant matters are disclosed to the Authority, including any matters that were below the SEC's materiality threshold and any matters that may have occurred after its most recent filing.

Please Note: Eligibility is determined based on the information presented in the completed Application. If, at any time while engaged with the Authority the Applicant should become aware of any facts that materially alter or change its answers, or that render any of them incomplete or inaccurate, the Applicant has a duty to promptly report such facts to the Authority in writing. The Authority reserves the right to require additional clarifying or explanatory information from the

Part C. Applicable Affiliates

Please provide a list of all entities or persons considered to be "Affiliates" of Applicant based upon the above definitions.

Name of Affiliate (Entity or Person) *

Federal Employer Identification Number (EIN) (if applicable)

+ Add Affiliate

Please specify at least 2 Affiliates.

Certification of Legal Questionnaire and Authorization to Release Information

This certification shall be signed as follows:

- for a corporation, by a principal executive officer at least the level of vice president;
- for a partnership, by a general partner;
- for a sole proprietorship, by the proprietor;
- for a governmental entity, by the contact person (business administrator, manager, mayor, etc.);
- for other than above, by the person with legal responsibility for the application.

I hereby represent and certify that I have reviewed the information contained in this Legal Questionnaire, and that the foregoing information is true and complete under penalty of perjury. I am aware that if any of the foregoing statements made by me are willfully false, I am subject to punishment. I further agree to inform the New Jersey Economic Development Authority of any changes in the foregoing information which may occur prior to execution of any agreement with the Authority, and so long as any such agreement is in effect. Failure to disclose relevant matters may render the Applicant ineligible for the financial benefits sought and may subject the Applicant to disqualification, debarment, suspension, or referral to the office of the state's Attorney General.

Section 18 - Certification

18. Certification of Application

PLEASE NOTE:

Eligibility of financial assistance by the New Jersey Economic Development Authority is determined by the information presented in this application and the required attachments and schedules. Any changes in the status of the proposed project from the facts presented herein could disqualify the project, including but not limited to, the commencement of construction or the acquisition of assets such as land or equipment. Please contact the staff of the EDA before taking any action which would change the status of the project as reported herein. The EDA's regulations and policies regarding the payment of prevailing wages and affirmative action in the hiring of construction workers require the submission of certain reports and certificates and the inclusion of certain provisions in construction contracts. Please consult with the EDA staff for details concerning these matters. (Forms can be found on our website www.njeda.com/forms)

Only Board Members of the governing board of the particular program for which you are applying, by resolution, may take action to determine project eligibility and to authorize the issuance of funds.

I, THE UNDERSIGNED, BEING DULY SWORN UPON MY OATH SAY:

- 1. I have received a copy of the "Regulation on Payment of Prevailing Wages" and the "Affirmative Action Regulation" and am prepared to comply with the requirements contained therein.
- 2. I affirm, represent, and warrant that the applicant has no outstanding obligations to any bank, loan company, corporation, or individual not mentioned in the above application and attachments; that the information contained in this application and in all attachments submitted herewith is to the best of my knowledge true and complete and that the bond/loan applied for herein is not for personal, family, or household purposes.
- 3. I understand that if such information is willfully false, I am subject to criminal prosecution under N.J.S.A. 2C:28-2 and civil action by the EDA which may at its option terminate its financial assistance.
- 4. I authorize the New Jersey Department of Law and Public Safety to verify any answer(s) contained herein through a search of its records, or records to which it has access, and to release the results of said research to the EDA.
- 5. I authorize the EDA to obtain such information including, but not limited to, a credit bureau

I, THE UNDERSIGNED, BEING DULY SWORN UPON MY OATH SAY:

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- 4. I authorize the New Jersey Department of Law and Public Safety to verify any answer(s) contained herein through a search of its records, or records to which it has access, and to release the results of said research to the EDA.
- 5. I authorize the EDA to obtain such information including, but not limited to, a credit bureau check as it may require, covering the applicant and/or its principals, stockholders and/or investors.
- 6. I authorize the EDA to provide information submitted to it by or on behalf of the applicant to any bank or State agency which might participate in the requested financing with the EDA.
- 7. I certify that the applicant company is not in default with any program administered by the State of New Jersey.

I am Authorized Signer and I accept the terms and conditions.	*
○Yes	
○No	

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Section 19 – Fee Payment

19. Fee Payment

There is a **\$5,000** non-refundable application fee. The NJEDA will not begin review of your application until the application fee has been received.

In addition, the NJEDA charges fees during the application, approval and closing process. These fees vary depending upon the product chosen to fit your needs and the complexity/size of the project.

Please select a payment method: *

Payment by Check

Wire Payment

Submit

Save

10

Next we will advise you of the non-refundable application fee payment for this program. The application fee will range from \$5,000 - \$15,000 depending on the total number of new and atrisk full time jobs associated with the project.

Applicants can choose to make payment to NJEDA via wire or check. Upon choosing an option, payment instructions will display.

NJEDA will not begin reviewing an application until fee payment has been received.

