

The company we keep,
keeps getting better.



Federal Laboratory Consortium Northeast Regional Meeting

New Jersey Economic Development Authority *State Support for Innovation*

September 15, 2009

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NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY

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EDA - Who We Are

State financing and economic development agency dedicated to offering:

- Financing Assistance
- Access to Small Business Services
- Real Estate Development Assistance
- International Trade Services

Mission: To strengthen New Jersey's economy by retaining and growing businesses through financial assistance, by renewing communities, and by promoting the State's strategic advantages to attract domestic and international businesses.

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EDA Resources

Traditional Lending

*Loan Participations/Guarantee
Bond Financing
Statewide Loan Pool
Preferred Lender Program
New Jersey Business Growth Fund
Fast Start for small business*

Technology & Life Sciences

Edison Innovation Fund:
*Edison Innovation R&D Fund Wraparound
Edison Innovation Commercialization Fund
Edison Innovation Growth Fund
Technology Business Tax Certificate Transfer Program
Venture Fund Investments*

Urban & Site Solutions

*Urban Plus
Sales Tax Exemption (UEZ)
Local Development Financing Fund (LDFF)
Urban Transit Hub Tax Credit Program
Fund for Community Economic Development
Brownfields Reimbursement*

Clean Energy Solutions

*Edison Innovation Clean Energy Manufacturing Fund
Clean Energy Solutions Capital Investment (CESCI) Loan/Grant
Clean Energy Solutions CHP (combined heat and power) Program
ARRA-Funded Competitive Grant/Investment Program*

Real Estate Assistance

*Site Location Services
Technical Assistance*

Expansion/Relocation

*BEIP
BRRAG*

International Trade Services

Small Business Services

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Edison Innovation Fund

Since inception of the Edison Innovation Fund in October 2006, EDA, CST and the State have invested over \$388 million in technology and life sciences companies seeking to grow in New Jersey.













<i>Financing Type</i>	<i>Investment</i>	<i>Total Project Cost</i>	<i># of Companies Assisted</i>
Edison Direct	\$24MM	\$113.3MM	36
BEIP	\$120.7MM	\$531.5MM	47
Tax Transfer Program	\$180MM	\$180MM	300
Venture Fund Activity	\$6MM	\$6MM	2 (funds)
EDA Traditional Lending	\$29.7MM	\$43.7MM	15
CST grants	\$28.4MM	\$59.6MM	149
Total:	\$388.6MM	\$934.1	549

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Edison Innovation Fund

Support for Companies During the Life Cycle of Growth

Development	Launch	Growth	Mature
    	  	 	 <small>NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY</small> 
<p>Under 3 years in business Undertaking R&D Not yet produced prototype</p>	<p>“Bench” prototype success Not yet progressed to beta trials</p>	<p>Proof-of-concept completed Produce revenue, but show no profit</p>	<p>2-year, profitable history Marked year-over-year revenue growth</p>

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Technology Business Tax Certificate Transfer Program (NOL)

- Qualified biotechnology or technology businesses in NJ can sell unused net operating losses and research and development tax credits to unrelated profitable NJ corporations.
- Proceeds can be used to finance growth and operations either as working capital or to fund research.
- Annual \$60 million allocation prorated among qualified candidates.

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NOL Program Revisions

- Increases maximum lifetime benefit per business from \$10 million to \$15 million.
- Increases amount of net operating loss carryover that may be surrendered to a corporation business taxpayer from 75% to 80%.
- Changes eligibility to be determined by net operating loss rather than net loss to eliminate ineligibility due solely to selling NOL or R&D credits in prior year.

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Edison Innovation Zones

“**Technology neighborhoods**” in Camden, the greater New Brunswick area and Newark designed to spur collaborative efforts and encourage the rapid transfer of discoveries from the laboratory to the marketplace.

Enhanced Benefits

- 50-percent lower matching requirements for investments under the Edison Innovation Fund.
- Lower interest rates on EDA lending through the Statewide Loan Pool for Business initiative.
- \$10 million of the \$60 million in the NOL program set aside for companies located in Edison Innovation Zones.
- Boost to grant formula scoring under the Business Employment Incentive Program, which increases grant size.

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EDA Facilities

Waterfront Technology Center at Camden



Technology Centre of New Jersey



Commercialization Center for Innovative Technologies



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chromocell

ACCELERATING SCIENCE®



- Graduate of the Commercialization Center for Innovative Technologies (CCIT)
- Grown from a three-person operation in a single 800 sq. ft. lab to an 80-person research and support staff located at the EDA's new Biotechnology Development Center
- Benefitted under the New Jersey Technology Fellowship Program in 2006 and 2007

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Biotechnology Development Center and Tech III



- Biotech Center includes 26,000 square feet of generic wet laboratory space with 15,000 square feet occupied by Chromocell.
- Tech III is an 80,000-square-foot building that is currently occupied by the CCIT and the Rutgers University Technology Center II.
- The construction on the Tech III generic wet labs will be complete by the end of 2009.

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- Princeton Power was formed in a Princeton dormitory room after the founding team won first place in Princeton University's 2001 Business Plan Contest.
- Now located on the Sarnoff Campus in West Windsor, this clean technology company has grown from a staff of three to 30 over the last eight years.
- Company received over \$2 million since 2004 from the EDA, BPU and CST through various state programs.

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