

CUMBERLAND COUNTY NEW JERSEY

AN ECONOMIC RESOURCE GUIDE

Good morning,

The attached Initial Decision received 1/18/2022. Last Chance Agenda 2/18/2022.

Thanks.



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CONTENTS

- 4 Facts at a Glance**
- 6 Overview**
Facts, Features, Solutions
- 8 Strategically Positioned for Business**
Transportation
Manufacturing and Food Innovation
Major Employers
Food and Farming
SUCCESS: Dannon N.A.
- 14 Great Quality of Life**
Health Care
Education
Things to Do
- 21 Workforce Training and Incentives**
SUCCESS: F&S Produce
- 24 Financing and Incentives**
SUCCESS: Espoma
Energy Savings
- 28 CCIA Projects**
SUCCESS: Garden State
Highway Products



Cumberland County, New Jersey
An Economic Resource Guide
Sponsored by:
The Cumberland County
Improvement Authority

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Welcome

Cumberland County has an impressive track record of development success. In both the private and public sectors, the county has provided the land, infrastructure, utilities and financial resources to develop job-producing facilities across every sector. As a progressive and business-friendly region, Cumberland County welcomes new businesses and supports those already established. The county is enriched by national and international firms that have found the county a viable location for production, distribution and expansion.

With the Cumberland County Improvement Authority designated by the Board of Chosen Freeholders to lead economic development, the expertise is in place to support your business needs. As a multifaceted agency, the improvement authority provides the financing, technical assistance, predevelopment, and construction and management expertise to help successfully guide your business decisions. Just as importantly, the improvement authority can make the connections necessary to secure funding for job training, equipment, and technology.

When the Cumberland County Improvement Authority says **"YES"** to development, it utilizes strategic partnerships to implement these initiatives. Recent projects we've said **"YES"** to include the construction of a technical education high school and college innovation center, a public safety headquarters, and a smart food technology center.

This informative resource guide will help you find the support **YOU** need. It outlines the reasons why a Cumberland County business location provides great market access, a quality labor force, excellent financing, and a range of incentives to guarantee the success your business deserves.

Make **"YES"** a word that we share in making Cumberland County a great place to live, work and play. Cumberland is **YOUR ECONOMIC SOLUTION.**



Joseph Derella
Director
Cumberland County
Board of Chosen
Freeholders



Gerard Velazquez, III
Executive Director
Cumberland County
Improvement Authority

CUMBERLAND YES
Your Economic Solution

Facts At A Glance

Founded: 1748

Land Area: 484 square miles

Government: Seven-member
Board of Chosen Freeholders

Population:
150,972 (2018 estimate)

Comprises 3 cities, 10 townships,
1 borough

ADVANTAGES

Mid-Atlantic Location

- Within two hours of New York City and Baltimore
- Within 45 minutes of Philadelphia and Atlantic City
- More than 42 miles of Delaware Bay coastline



Photo Courtesy:
City of Vineland Photo Courtesy: glasstownartsdistrict.com

Business Friendly

- Home to the world's only Soft Landings Food Incubation Program
- No. 1 in New Jersey in agricultural sales — more than \$212 million annually
- Five Opportunity Zones
- Three New Jersey Urban Enterprise Zones
- Foreign Trade Zone
- Food Technology Hub
- Executive airport
- Rail service
- Exceptional access to financing, incentives, workforce solutions and more
- Thousands of acres of developable and affordable land



Photo Courtesy:
Rutgers Food Innovation Center

Quality of Life

- Newly established regional Rowan College of South Jersey
- Premier technical education center
- One of the most affordable places to live in the northeastern United States

- Homeownership rate: 63.7%
- Median value, owner-occupied homes: \$160,500

- Great schools, health care, culture and attractions
- Within easy reach of all that the Jersey Shore, Philadelphia, Atlantic City, New York City, Baltimore and Washington, D.C. have to offer



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CUMBERLAND COUNTY NEW JERSEY

Overview

Cumberland County is located on the eastern seaboard, with more than 64 million people living within an 8-hour drive. With access to the state and federal highway system, Cumberland is a prime distribution point for the east coast market.



Photo Courtesy: City of Vineland

FACTS, FEATURES

In addition to providing a prime location, Cumberland County has an abundance of affordable land, utilities and infrastructure; a competitive cost of living; superior business incentives and assistance; comprehensive workforce services; and an economic development approach that encourages and energizes businesses to say **"YES"** to locating here.

The county has five opportunity zones as well as a foreign trade zone, three NJ urban enterprise zones, and an executive airport that includes a 6,000-foot runway and navigational lighting. The county is becoming a food industry hub, with a food incubator and accelerator.

Why is Cumberland County well positioned for business?

In Cumberland County, businesses have access to transportation infrastructure that includes highways, airways, waterways, and rail. The major east coast metropolitan markets such as New York, Washington, D.C., Atlantic City, Baltimore and Philadelphia are an easy drive for product distribution.

The county is one of the few remaining places with large parcels primed for development. At the same time, environmentally sensitive land has been preserved to enhance the quality of life. Water and sewer utilities have capacity to accommodate large-scale industry. A business-friendly attitude, predevelopment assistance, and quick development approval processes are available to and welcomed by businesses.

In addition to industrial development, Cumberland County has a diverse agricultural sector. The county leads the state in the agriculture industry, producing more than 19 percent of the state's food-based economy. The Rutgers Food Innovation Center (RFIC) is the only food-based "Soft Landings" program in the world, providing incubation space for fledgling food businesses. A new food specialization center will help accelerate food businesses growth.



Photo Courtesy: City of Vineland

South Jersey Port Corporation



With the first community college/university merger of its kind, the county is now home to Rowan College of South Jersey, opening up an education/health care/commerce corridor coinciding with the RT 55 transportation network. Previously untapped business opportunities are becoming available through this partnership.

Cumberland County has a great quality of life.

This serene, safe, rustic community provides its residents with all of the charm and allure of small town living. At the same time, the county's excellent proximity to multiple major cities, the mountains, and the beautiful Jersey Shore, makes those nearby locations part of the local lifestyle.

Cumberland County itself is home to 42 miles of beautiful Delaware Bay coastline, picturesque hillsides and rivers, historic communities, one of the best community colleges in the country, comprehensive health care,

multiple arts and downtown shopping districts, and so much more.

With roots in glassmaking, food processing, textiles, and maritime trades, the Cumberland County of today is a stronghold in agriculture and increasingly in targeted sectors such as advanced manufacturing.

Cumberland County is known for its quality workforce solutions.

Cumberland County has a focus on ensuring its labor pool matches the needs of local employers.

Businesses have access to a variety of programs such as on-the-job-training grants, federal employment tax credits, customized training grants, and employee recruitment and screening services.

Advanced education and customized training programs are offered through the state's first merger of two community colleges with a state research university, which occurred

in mid-2019. The new entity is known as Rowan College of South Jersey. The county's workforce center is located on the college campus, which is also adjacent to the new Technical Education High School and Inspira Health's campus.

Business financing and incentives are exceptional in Cumberland County.

Financing and incentive programs have never been better in Cumberland County, and the array of programs cannot be matched by any other county in the region.

Many local, state and federal financing and incentive programs are available. The county has five federally designated Opportunity Zones, three NJ Urban Enterprise Zones, a Foreign Trade Zone and a federal Employment Zone. Incentives in these programs can be bundled with state financing and tax credit programs as well as redevelopment designations that provide long-term tax abatement.

Growing across all sectors



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Cumberland County, NJ
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Millville Downtown Project



CCTEC Health & Sciences Building



Food Specialization Center



Vineland Police Department Headquarters Building



Bridgeton Downtown Project

Strategically Positioned for Business

Cumberland County is strategically placed for business, and in more ways than one.

Location. Within 300 miles of nearly 20 percent of the U.S. population, Cumberland County is within an easy drive of Philadelphia, New York City, Washington D.C. and Baltimore.

Logistics. Whether by rail, road, air or water, Cumberland businesses have access to a complete transportation network.

Leadership. Economic development in the county is under the leadership of the Cumberland County Improvement Authority and a strategy is in place to prove that Cumberland County is **Your Economic Solution** — from strong public-private partnerships, to financing and project management, to resources that make good business sense, and much more. These components are in place to ensure business growth and success across diversified industries, including those that naturally flourish in the county, such as manufacturing and food processing.



TRANSPORTATION

Cumberland County's mid-Atlantic location means prime access to regional, national and global marketplaces.

By road: State Route 55 serves as the county's gateway, providing four-lane connections to the greater Philadelphia region and points north and south. Connections via Route 55 to the New Jersey Turnpike and interstates 95 and 295 offer ease of access to other points up and down the East Coast. State routes 49, 47 and 77 provide access to the Delaware Memorial Bridge, while U.S. routes 40 and 322, and other arteries link to the Atlantic City, Wilmington and Philadelphia markets. Congestion? You won't find it here. Most of Cumberland County's roads and bridges still have sufficient capacity to support growth.

By water: Cumberland County, situated on the Delaware Bay, is in close proximity to deep-water ports in Philadelphia, Camden, Newark, Wilmington, Baltimore and New York.

By rail: The county has 48 miles of shortline railroad, that was formerly Winchester & Western and is now part of the OmniTRAX inventory (www.omnitrax.com). OmniTRAX is one of the North America's largest private railroad and transportation management companies. This short line provides customers shipping various commodities access to the 140,000 mile North American rail network via connections to the Norfolk Southern and CSX railroads.



Photo Courtesy: City of Vineland



By air: Seven international airports — including Philadelphia International, Newark Liberty International, John F. Kennedy International and LaGuardia — are within two hours of Cumberland County.

At the heart of the county is **Millville Executive Airport**, with 6,000-square-foot runways that can accommodate the full range of business aircraft plus smaller

commercial and freight aircraft. The airport, operated by the Delaware River and Bay Authority, is within a state Urban Enterprise Zone, a U.S. Foreign Trade Zone and a federal Empowerment Zone, offering significant costs savings through tax exemptions and tariff reductions.

Finally, **NJ Transit** provides bus service in Cumberland County, as does the on-demand **Cumberland Area Transit System**.



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MANUFACTURING AND FOOD INNOVATION

Cumberland County is the chosen home of many manufacturers, and with good reason.

The county and its many partners work together to ensure that local businesses and manufacturers are equipped with what they need, including access to a good location, incentives, facilities, and a skilled, qualified workforce that matches employer needs.

For example, professionals at Rowan College of South Jersey, the county's Center for Workforce and Economic Development (CWED), and the Cumberland County Technical High School (CCTEC) continuously consult with industry leaders to develop targeted training and/or education programs.

Those relationships are becoming even stronger with new headquarters for each — facilities that were spearheaded by the CCIA and that are strategically located on the CCC campus — helping the CWED and CCTEC take these programs to a new level.

Many of the programs are tailored to leading industries in the county, such as glass manufacturing, the backbone of Cumberland County manufacturing for more than 200 years. In fact, Cumberland County, which is abundant with silica sand, was once considered the glass manufacturing capital of the country, and today still attracts manufacturers from around the world. Several glass manufacturers continue to call Cumberland home and are among the county's top employers.

The county has a strong agricultural heritage, with abundant farmland. Agribusiness is one of the county's largest economic sectors, enabling the county to lead the state in the production and market value of many crops. Its farms and food processors account for 19% of the state's agricultural economy and 28 percent of nursery and horticultural revenue.

Cumberland County alone has more than \$200 million in combined annual agricultural sales — well above any other county in the state.

With a long-standing and successful agricultural sector, Cumberland has been able to attract many national and international food manufacturing companies. Cold-storage companies and logistics firms are linked directly to this sector.

Even so, it is not just raw materials that are attracting business. Innovative facilities and programs have been strategically developed to help businesses not only get off the ground here, but to sustain success.

Rutgers Food Innovation Center

Perhaps the most unique facility in the food sector is the Rutgers Food Innovation Center (RFIC) in Bridgeton. The RFIC is a food business incubation and economic development accelerator program of the New Jersey Agricultural Experiment Station at Rutgers University. The RFIC is also the only "Soft Landings" program for food processing in the world and is regarded as a national model.

As the world's only food-based Soft Landings program, the RFIC has agreements with multiple nations around the globe. The program is designed in partnership with the CCIA



Rutgers Food Innovation Center

to attract international business to New Jersey and specifically Cumberland County. These businesses can take advantage of all of the RFIC's resources as well as assistance with understanding the United States market, developing products for the U.S. market, and help with getting started with local manufacturing.

In addition, the CCIA is developing a Food Specialization Center adjacent to the RFIC. This facility will offer shared space for food-based businesses ready to go into limited production. A smart food technology center, with an aseptic bottling line, will be part of this facility. Companies graduating from the RFIC or businesses ready to launch a new product line will be excellent candidates for using this new facility expected to be ready by the end of 2020.

It's no coincidence that these components FOR SUCCESS have come together in Cumberland County. Local leadership — from government, schools, workforce development, and its one-of-a-kind incubator — have strategically positioned Cumberland County to be the place to do business.

This 23,000-square-foot facility in Bridgeton provides:

- Food industry-focused training pertaining to business creation, workforce development, marketing and educational programs related to food safety and best practices.
- Customized consulting for product development, market research, product analysis, packaging and commercialization.
- An FDA- and USDA-inspected shared-use processing facility where companies can produce a product for sale to the public.



Argo Merchants Group Photo Courtesy: City of Vineland

Employer	No. of Employees
Inspira Health Network Vineland/Bridgeton	3,715
Durand Glass Manufacturing Co. ARC International, Millville	1,100
ShopRite Various	858
Walmart Various	794
F & S Produce Rosenhayn	731
Argo Merchants Group Vineland	700
Sheppard Bus Service Fairfield Township	650
Elwyn New Jersey Vineland	615
Omni Baking Vineland	532
Seabrook Brothers and Sons Inc. Upper Deerfield	525
Wawa Various	525
Bayada Nurses Millville/Vineland	427
Ardagh Group Bridgeton	355
AJM Packaging Vineland	354
Safeway Fresh Foods Vineland	327
South State, Inc. Bridgeton	290
Gateway Community Action Partnership, Bridgeton	285
Nipro PharmaPackaging Americas Corp. Millville	275
Gerresheimer Glass Vineland	260
Complete Care Health Network Various	253

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CUMBERLAND COUNTY NEW JERSEY

Pretty much any commodity grown from the soil or farm raised in the water flourishes in Cumberland County — New Jersey's agricultural center.

Food and Farming

Cumberland County:

Ranks first in the state in the market value of agricultural products sold — more than \$212 million.

No. 1



Ranks first in the production of flowering trees and shrubs, herbaceous perennials, beets, broccoli, cabbage, cauliflower, Chinese cabbage, collards, escarole, endive, kale, lettuce, okra, green onions, parsley, radishes, sorghum for grain, and nectarines.

Provides 19%

 of New Jersey's agricultural economy

and nearly **28%** of its entire nursery and horticultural industry.



The county has outpaced its closest New Jersey rival in agricultural growth by \$92 million over the past five years.

92 MILLION

The county is home to 580 farms totaling more than 64,500 acres, nearly 30% of which will remain under cultivation through the Farmland Preservation Program.

As a result, many ancillary industries make Cumberland County their New Jersey headquarters, providing symbiotic opportunities not found elsewhere in the region. Examples include farm equipment suppliers, seed and fertilizer manufacturers, repair services, agricultural plastics and potting suppliers, financial institutions, and other businesses.

The critical agricultural land base in Cumberland County is also permanently protected. Nearly 20,000 acres — one-third of all the farmed acres in the county — are permanently preserved through development easements. This protection stabilizes land markets, provides equity to farming operations, and secures the production supply of raw products for the food processing industry.

CUMBERLAND COUNTY SUCCESS STORY

Danone North America



Danone North America produces healthful dairy- and plant-based foods, as well as coffee creamers and beverages. Its portfolio of brands include: Activia®, DanActive®, Danimals®, Dannon®, Horizon Organic® premium dairy products, International Delight® coffee creamers and iced coffee, Light & Fit®, Oikos® Greek yogurt, Silk® plant-based foods and beverages, So Delicious® Dairy Free, STÖK®, Two Good™, Vega®, Wallaby® Organic and YoCrunch®.

The Danone North America plant in Bridgeton became the first of its manufacturing locations in the U.S. to achieve "Zero Waste to Landfill" status. The Zero Waste journey involves a constant evaluation to optimize the choice and usage of materials and a strong commitment to eliminating waste, not just treating it.

"When Danone North America achieved B Corp Certification in 2018, we made a public commitment that our business decisions would also be good for the planet and the people who live on it," said Mariano Lozano, CEO of Danone North America. "We live that commitment in the actions we take every day, and our team of more than 100 colleagues in Bridgeton, New Jersey, is setting a great example by bringing our goal of Zero Waste to Landfill a reality."



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Contact Roy Spoltore, Administrator
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For information on locating your business in these Cumberland County municipalities contact:
Tony Stanzione, Executive Director ♦ 856-451-4200 ♦ tony@cdcny.com ♦ www.cdcny.com




CUMBERLAND COUNTY NEW JERSEY

Great Quality of Life

“The best of both worlds”

is a genuine description of Cumberland County. The county has both family-friendly, rural countryside as well as three urban centers — all within an hour’s drive of the excitement offered by Philadelphia, Wilmington, Atlantic City and the famed Jersey Shore. The deciding factor for many businesses is our quality of place, with diverse cultures and geography. Cumberland County is a great location in which to work, live and raise a family, and that will help your business attract the talent and investment needed to thrive.



HEALTH CARE

With multiple locations in and surrounding Cumberland County, **Inspira Health** is the primary local health care provider. The network has over 150 access points throughout the region, from urgent care centers to medical specialty offices, an innovation center, and the main regional medical center located centrally in Vineland. Recent expansions to the Vineland medical center added two new floors, which enlarged the hospital by 56,000 square feet, adding more space for patient services. Inspira is now a teaching hospital with medical students across all disciplines in residence!

Inspira Medical Center Vineland also has specialized geriatric and pediatric emergency medicine departments. The Scarpa Cancer Treatment Center in Vineland provides specialized cancer treatment services daily.



Inspira Health

The network’s Bridgeton Health Center is now home to a 9,000-square-foot medical detox and crisis center, expanding Inspira’s behavioral health services. The Emergency Department at Bridgeton has also been expanded and renovated. This facility offers 24/7 emergency care, outpatient rehabilitation, and lab, mental and occupational health services.

With the merger of Cumberland County College and Rowan College at Gloucester County into Rowan College of South Jersey, new linkages to resources outside of the county are available for students, businesses and the health care system. Inspira is completing the construction of a new 350,000-square-foot regional medical and cancer treatment center in Mullica Hill. This high-tech medical center opened in November of 2019. This facility ties Inspira into the Rowan University Medical School and the state research institution’s technology and innovation sectors.

Another major health care provider is **CompleteCare Health Network**, which has provided accessible and affordable health services to county residents since 1973. The health system operates 14 medical and dental health centers throughout the county and is preparing to build new, expanded service centers in Bridgeton and Millville.



Photo Courtesy: glasstownartsdistrict.com



Photo Courtesy: Inspira Health



In response to the community's growing need for emergency and inpatient care,

Inspira Medical Center Vineland

has recently added:

- **\$34 million, two-floor expansion** that includes 36 private rooms on the second floor. The shell of a third floor is ready for future growth.
- **11-bay Senior Emergency Department**, providing a welcoming safe and quiet atmosphere and staffed by a team of physicians, nurses and healthcare professionals specially trained in senior care.
- **50 patient/visitor parking spaces** have been added to the front lot.

For more information, call
1-800-INSPIRA

inspira HEALTH

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EDUCATION

It's an exciting time for education in Cumberland County!

From the operation and expansion of the new **Cumberland County Technical Education Center (CCTEC)** to the merger of Cumberland County College, Rowan College at Gloucester County and Rowan University into Rowan College of South Jersey, education is a key component for future prosperity in the region. Linking educational opportunities with in-demand jobs and family-sustaining wages creates a pathway to long-term success.



High school students entering CCTEC will soon have a new 49,000-square-foot health, science and medicine wing with dedicated lab and classroom space. This expansion will link students with higher education and research opportunities and provide concentrated study in the growing health sector. Situated adjacent to the new Rowan College of South Jersey, secondary and adult education specialties will expand at a time when jobs in the health sector are growing. CCTEC, Rowan College of SJ, and Inspira Health Network comprise a 1-square-mile area of economic opportunity at exit 29 of state Route 55.

The first community college in New Jersey with its own campus, **Cumberland County College** has been a vital part of the region since its founding in 1966. As of July 1, 2019, the college is now known as



Rowan University

© Halkin Mason Photography

Rowan College of South Jersey, a one-of-a-kind merger of higher education institutions placing the community college squarely in the state university system of higher education.

Newly approved by the Middle States Commission on Higher Education, **Rowan College of South Jersey** will have campuses in Gloucester and Cumberland counties and provide students with opportunities for residential living on the Rowan University campus as well direct entry into baccalaureate degree programs. The affordability of a bachelor's degree, at a cost of under \$30,000, will match student qualifications with future careers and increased income.

Students will continue to have the option of pursuing a four-year degree at the Shirlee and Bernard Brown University Center on the Cumberland Campus. The University Center offers bachelor's and master's degrees through partnerships with other regional universities.

Just outside of Cumberland County, residents have the option of pursuing higher education classes and degrees at nearly a dozen premier institutions in the tri-state area. The Philadelphia area alone has numerous universities with significant ties to the county. Many have articulation agreements with Rowan College of South Jersey, leading to degrees without having to travel to distant campuses.

Cumberland County is home to an estimated 27,500 kindergarten through grade 12 students who are



**ONE-OF-A KIND
HIGHER EDUCATION
PARTNERSHIP
= AFFORDABILITY
AND ACCESS**

Cumberland County is a partner in the state's first regional community college merger in which both community colleges, Cumberland County and Rowan College at Gloucester County, merged and became part of the Rowan University higher education system. This merger, creating **Rowan College of South Jersey**, enables students to have a direct pathway to a four-year degree at a cost under \$30,000.

Access to four-year degrees is a critical workforce component in order to provide competent workers for in-demand jobs of the future. In some programs, students will be able to study at the community college for three years instead of two, lowering tuition costs even further. These new means of college access and affordability have earned accreditation from the Middle States Commission on Higher Education. With more jobs in the global economy requiring baccalaureate degrees, students in Cumberland will have direct pathways to stackable credentials and four-year degrees.

Both community colleges and Rowan University are linked geographically by state Highway 55, which in turn opens up a new commercial and medical corridor between the campuses. Rowan, with a medical school, engineering school and innovation center is exploring ways to work together with Inspira Health Network to expand new opportunities for high-tech growth in the region.



Two South Jersey campuses have joined to become one regional college. Rowan College of South Jersey is redefining the structure of higher education.

served by 15 public school districts, charter schools, and numerous private and parochial schools. Across the county, there are opportunities for students to attain college credits while still in high school, preparing them for many postsecondary options. Each of the districts has specialized learning academies and innovative programming to prepare students for the technology-based economy.



**Cumberland & Gloucester
RCSJ.EDU**

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THINGS TO DO

Pastoral in nature, abundant with coastline and rich with history, Cumberland County offers its residents and visitors many delightful ways to relax and have fun.

Between the Delaware Bay, the Maurice, Cohanse and Manumuskin rivers, and its many lakes and streams, the county is brimming with sailing, fishing, canoeing, boating, swimming, birdwatching, and other waterfront activities.



East Point Lighthouse



Bay



Wheaton Arts and Cultural Center

Photo by Don Friel

THE BAYSHORE REGION

There are many festivals, food and unique attractions in the historic communities along the Bayshore.

The beaches and marshlands are home to countless species of shore-birds, sea life, and wildflowers while the rural roadways host many Jersey Fresh farm stands. Fresh seafood is caught daily by commercial fishing boats that enter the bay from historic oyster and shipbuilding villages.

Here, you can cycle the coastline, hike the uplands, kayak on water trails, try your hand at crabbing, charter a fishing boat, and so much more.

The region, steeped in maritime history, is homeport for the **A.J. Meerwald**, a restored 1928 schooner and New Jersey's official tall ship.



Another must-see is **East Point Lighthouse**, built in 1849. It is the last remaining lighthouse on the New Jersey shore of the Delaware Bay. The lighthouse is fully restored, furnished and is open year-round for tours and special events.

<http://eastpointlight.com/>

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HISTORIC DISTRICTS

Enter another era through Cumberland County's many historic districts.

Explore more than 300 years of American history and the Victorian atmosphere of **Bridgeton**, New Jersey's largest designated historic district. Stroll **Vineland's** wide Landis Avenue and its many specialty shops, along with its **Landis Theater**. Colonial and Victorian homes, churches, schools and other buildings grace "Ye Greate Street," the main street of historic **Greenwich**. You can also take a step back in time in the remarkably preserved maritime hamlet of **Mauricetown**, where seafaring was the occupation of choice and which has changed little since the late 1800s.

Among the many attractions in historic **Millville** is the country's first defense airfield at the **Millville Army Air Field Museum**, home to hundreds of artifacts, docent tours and special events, including air shows. The **Glasstown Arts District** in downtown Millville features a large public art center, private galleries, a ceramic school and gallery, dining, shops, special events, and the vibrant **Levoy Theatre** hosts celebrities, tribute bands, comedians, and an in-house theater company.

A cultural treasure can be found in Millville in the **Wheaton Arts and Cultural Center**, known locally as WheatonArts. Visitors here can watch as world-class art is created in the glass studio and participate in interactive demonstrations in the craft studio. **The Museum of American Glass** holds one of the largest collections of American glass in the nation, while the internationally recognized fellowship program attracts artists of all media to experiment in glass.



RRCA Sculpture Exhibit

Photo Courtesy: glasstownartsdistrict.com



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Levoy Theatre

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TOURISM

Cumberland County provides a full spectrum of outdoor recreation through its more than 50,000 acres of public parks and green spaces, which showcase the rustic natural beauty of southern New Jersey.

With nearly two-thirds of the county's land mass protected in some fashion, the flora and fauna of the region is unsurpassable. Whether you venture out in February for the annual Eagle Festival or cruise down the Maurice River in August for the Purple Martin Spectacular, you will find year-round opportunities for outdoor learning. Along the Bayshore you can sail on an authentically restored **1928 Delaware Bay Oyster Schooner** or enjoy a panoramic view from the East Point Lighthouse. Water enthusiasts can sail on Millville's **Union Lake**, which is the second largest man-made lake in the state.

Visitors can also experience the thrills of a major racing event at Millville's **New Jersey Motorsports Park**. There are two full-size tracks as well as a karting facility, paintball and axe throwing. The county is also home to "hidden treasures" such as the free **Cohanzick Zoo** tucked away on 15 acres within downtown Bridgeton's 1,100-acre city park — one of the last free public zoos in the country.



New Jersey Motorsports

History buffs also have plenty of reason to visit Cumberland County. **Springtown**, Greenwich Township is the site of one of New Jersey's oldest African American settlements. WWII memorabilia is on display at the **Millville Army Air Field Museum** at Millville Airport, America's first defense airport.



A. J. Meerwald

Millville Army Air Field Museum



Tidal Marsh Maurice River



Quality Workforce Initiatives

Cumberland County is taking workforce initiatives to the next level. Not only does the county offer a complete portfolio of workforce services, programs and training, but those services are more convenient, advanced and diversified than ever before.

An Economic Development Network

Cumberland County has an innovative job-training network stretching across three counties. The Cumberland-Salem-Cape May Workforce Development Board has long been a statewide model for delivering workforce training, job placement, and business assistance. This model is facilitated by co-locating the Workforce Division on the Rowan College of South Jersey campus, where the Center for Workforce and Economic Development encourages collaboration with the college and the Cumberland County Technical Education Center.

A multitude of services are provided for employers and job seekers in this central facility where available jobs can be posted and potential workers screened as a service to business and industry. Partnerships with the business community drive the development of programming and training and serve as a catalyst for economic development and business expansion.



Cumberland County Technical Education Center



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www.SouthJerseyPort.com

Workforce Training and Incentives

The Center for Workforce and Economic Development

Cumberland County Department of Workforce Development

3322 College Dr.
Vineland, NJ 08360
856-696-5660
www.ccoel.org

The Department of Workforce Development administers and operates programs that provide opportunities for Cumberland County residents to become more productive members of the workforce, including employment assistance and educational assistance. The department also supports and provides assistance to local businesses in addressing their workforce needs. All services are provided through a partnership among local and state workforce agencies and delivered through the office's One-Stop Career Center System.

Cumberland Salem Cape May Workforce Development Board

3322 College Dr.
Vineland, NJ 08360
856-696-5660
www.ccoel.org

The Workforce Development Board provides oversight and support to various workforce and business-development-related grants and programs operated through the One Stop Career Center System.

The board also connects businesses to opportunities to build, grow and expand a stronger workforce that meets their demands and needs through local, state and federal grant incentive programs. These programs include on-the-job training, tax credit incentive programs, customized training, and the "Workforce Investment Now" (WIN) program.

Cumberland County Department of Veterans Affairs

3322 College Dr.
Vineland, NJ 08360
856-238-6800

The Office of Veterans Affairs offers veterans benefits including compensation, pension and survivor benefits; an annual military service medal ceremony; preregistration and management of the Cumberland County Veterans' Cemetery; as well as community outreach and education to the veteran population and those with unique needs.

Services Provided at the Center for Workforce and Economic Development

• **Job Seeker and Veteran Services**

The Center for Workforce and Economic Development is designed to provide a full range of assistance to job seekers under one roof. The center serves as a vital link, connecting job seekers and employers to bring about economic opportunity. The center is helping put New Jersey citizens back on the payroll, one person and one job at a time. The center offers training referrals, career counseling, job listings and similar employment-related services.

• **Business Services**

Services provided to businesses include job postings and placement services, training for existing employees, prescreening, retention services, and access to the Small Business Development Center and a wide array of business incentive programs, including the Empowerment Zone Program and those accessed through the CCIA Department of Economic Development.

Business Resource Centers (BRCs), located throughout the state, offer services at no cost. BRCs can help new, existing and expanding businesses recruit qualified workers and offer customized recruitment programs to screen and refer qualified applicants. BRCs also offer training and customized training grants, access to industry and market information, local economic and workforce data, financing information, help with regulations, and more.

Customized training is a component of the Workforce Development Partnership Program, with the objective to enhance the creation and retention of high-wage, high-skill jobs in New Jersey through comprehensive workforce training and to assist in building a highly skilled, productive and competitive workforce.

Training programs are generally designed by the applicant. Programs can take the form of on-the-job training and/or classroom training. In Cumberland County, Skills 4 Jersey can be developed in coordination with Rowan College of South Jersey.

• **Transportation Services**

856-696-5660 x3001
www.ccoel.org

Transportation assistance is available through the Department of Workforce Development. This bus service is for individuals going to/from work, training or other related services.

From in-house transit service to NJ Transit, this service provides assistance in fulfilling transportation needs. All riders of the To-Work Transportation Service must register for a no-cost bus pass, and shuttle services have a requested fare of \$1 per trip to help.

F & S Produce

What began as a 50-person operation in a 20,000-square-foot facility in Rosenhayn in 1988 has grown to 950 employees in three production facilities totaling 721,000 square feet of manufacturing and storage space at F&S Produce. Sam Pipitone, Jr. grew up on his family's farm and sometimes made deliveries to customers like the nearby Progresso Soup plant in Vineland. He got his entrepreneurial start with Green Giant by growing and packing peppers under that brand. It wasn't long before Domino's Pizza was looking for peppers and onions. As his company proved their capabilities, the customers and opportunities kept coming.

"The skilled, capable and reliable employees that embody F&S Produce are the primary drivers of our success. From line workers to quality technicians, sanitarians, mechanics, engineers, analysts, customer service agents, truck drivers, and many more talented individuals, we have the right people performing critical functions that drive our company forward by delivering a premium product. Our location in Cumberland County has afforded us those resources and opportunities. We're proud of our growth and what the future has in store for us."

That growth includes the company's new Vineland production plant. In 2017 Pipitone purchased the shuttered General Mills Progresso soup plant – where he used to personally

deliver his family's tomatoes years earlier. That facility is comprised of 585,000 square feet of building space – 200,000 square feet of which has been retrofitted and renovated to produce the extensive line of fresh cut fruits, vegetables, salads, wraps, snacks, and other fresh foods that the company offers.



"We're a fresh food company that is constantly innovating and evaluating new opportunities to offer convenient, fresh and affordable options. Our fresh products are enjoyed by families along the East Coast and our frozen items reach a nationwide audience. We're proud to tell them that it all starts in Cumberland County."



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Exceptional Financing and Incentives

There is no better time than now to expand or locate a business in Cumberland County.



The **Cumberland County Improvement Authority (CCIA)** — which serves as the county's lead economic development agency — is the county's liaison with developers, manufacturers and realtors. The authority is the frontline for information and investment connections. The CCIA works on the behalf of the county with businesses, educational institutions, state and federal agencies, and commercial lenders, and links together the county's four chambers of commerce.

The CCIA helps businesses to navigate the numerous and outstanding local, state and federal financing and incentive programs available in the county, two Urban Enterprise Zones, a Foreign Trade Zone and an array of workforce programs designed to help employers succeed.

The CCIA is the point of contact for the newly enacted federal Opportunity Zone program. The county has five zones in its urban centers, representing numerous potential projects worthy of the capital gains investment supported by this initiative.

The following profiles of select programs and agencies offer even more incentive to say "YES" to Cumberland County.

Cumberland County Improvement Authority (CCIA)

745 Lebanon Rd.
Millville, NJ 08332
856-825-3700
ccia-net.com/economic-development/

The Cumberland County Improvement Authority (CCIA) serves as Cumberland County's multipurpose financing, development and project management agency. The CCIA's primary purpose is to plan, finance and construct public improvements such as schools, municipal buildings, transportation facilities, housing developments, infrastructure redevelopment, roadway construction and beautification, and convention facilities.

The CCIA is responsible for the financing and project management of major public development projects vital to the economic future of the county and New Jersey. In addition to the CCIA's economic development function, the agency has an environmental arm that operates the county's Solid Waste Complex and recycling program.

Over the past several years, the projects constructed and managed by the CCIA have had an economic impact of nearly \$900 million, while the shared services provided by the CCIA to our municipal partners

have saved taxpayers over \$3 million annually. These investments of capital and resources support the people and places of Cumberland County, leading to sustainable businesses, historically strong industries, healthy neighborhoods and family-sustaining jobs.

Cumberland County Empowerment Zone Corp.

745 Lebanon Rd.
Millville, NJ 08332
856-825-3700

The Cumberland Empowerment Zone Corp. (CEZC), a federal program managed on the county level, aims to facilitate neighborhood revitalization, the creation of new employment and training opportunities, resident empowerment, and business support and growth. CEZC funding supports programs in areas such as economic development, job creation, business development and expansion, training, transportation, education programming, and community development activities.

Most CEZC services are offered to clients throughout Cumberland County. Loan funding is available to businesses located within the four Empowerment Zone municipalities: Bridgeton, Vineland, Millville and Commercial Township.

The CEZC is also a community business lender, providing smaller business assistance loans for working capital, equipment or real estate, with the creation of new jobs.

New Jersey Economic Development Authority (NJEDA)

36 W. State St.
Trenton, NJ 08608
609-858-6700
866-534-7789
www.njeda.com

New Jersey Economic Development Authority provides low-interest loans plus value-added tax-exempt bond and gap financing. From small independent businesses to large manufacturers, the NJEDA can provide a level

of financing as part of your development strategy. Special initiatives are being developed for manufacturing, emerging technology, entrepreneurship and wineries. NJEDA works closely with many Cumberland County banks to provide appropriate levels of financial assistance.

In addition, brownfields clean-up funding can assist developers investing in a repurposed or redevelopment site. Site remediation funding up to 75% of costs may be available depending upon circumstances.

New Jersey Business Action Center 866-534-7789

The New Jersey Business Action Center at the state level is available to help businesses navigate the best pathway for relocation or expansion. Cumberland County works closely with the center to customize the best possible financial assistance package for each individual business. The agency also provides regulatory and tax assistance.

New Jersey Board of Public Utilities: Clean Energy Program

The Clean Energy Program is a statewide offering of financial incentives, programs and service for New Jersey residents and business owners for energy savings and environmental preservation. Financial rebates are available for appliances, heating/cooling equipment and solar energy installations. Details are available at the BPU website:
<http://www.njcleanenergy.com/>

New Jersey Department of Labor and Workforce Development (One Stop Career Center)

3322 College Dr.
Vineland, NJ 08360
856-696-6600

The New Jersey Department of Labor and Workforce Development is the agency responsible for workforce

development functions in the state. NJLWD offers training referrals, career counseling, job listings and similar employment-related services. The Business Services division focuses on the needs of the employer.



Urban Enterprise Zones (UEZs)

Vineland and Millville Urban Enterprise Zones

Vineland City Hall, 640 E. Wood St., Vineland, NJ 08362, 856-563-0440

Bridgeton Urban Enterprise Zone

181 E. Commerce St., Bridgeton, NJ 08302, 856-451-3407

The Urban Enterprise Zone (UEZ) program fosters economic revitalization in designated urban communities by offering incentives that encourage businesses to create private-sector jobs through public and private investment.

Foreign Trade Zone (FTZ)

Delaware River and Bay Authority, P.O. Box 71, New Castle, DE 19720
856-825-1244, 302-571-6474

A portion of the city of Millville's airport is designated by the U.S. Department of Commerce as a Foreign Trade Zone in conjunction with the Port of Salem. Users of the FTZ can avoid or delay the payment of duties and fees on goods produced, processed and/or stored in the trade zone. Millville Airport is also within an Urban Enterprise Zone.

Existing companies can also have subzones designated at their plant sites in order to utilize the incentives of the FTZ.



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The Espoma Company



"In 1929, we located in Cumberland County because our primary raw materials were easily sourced and delivered here: local poultry manure, horse shoe crabs from the Delaware Bay, animal proteins from Philadelphia, rendering plants and cocoa shells from Hershey, Pennsylvania. Today, we source raw materials from near and far but we have stayed here because it is central to our core sales markets: over 50% of the entire lawn and garden market is within a 300-mile radius and the entire East Coast I-95 corridor never runs out of market – that is, from New England to Florida, our market is contiguous, unlike going west where there are large gaps."

—Serge Brunner

The Espoma Company began production in 1929 with a fertilizer called Espoma Organic. The product was a proprietary blend of natural materials available near the company's location in Millville.

In the late 1940s, the company's founder, Mr. Herbert G. Sanders, created Espoma's number-one selling product – Holly Tone. It was a new type of fertilizer specifically designed for hollies and other acid-loving plants including azaleas, camellias, rhododendrons and evergreens. It quickly became and still remains the leading choice by professional and amateur gardeners.

In 1953, Herbert's son Dean joined the company and expanded the product line by creating what's been termed the "Tone Family" of organic fertilizers.

In 1977, Serge Brunner, Dean's nephew, joined the company. He continued to expand the company's product line by offering specialty plant foods and supplements.

In 1997, his son Jeremy joined the company as general manager. Jeremy was responsible for redesigning the packaging of Espoma's products, and expanding the product lines into potting soils, liquid plant foods, and control products. Espoma's products are now available nationwide.

Today, Espoma is the leading provider of organic fertilizers for the retail lawn and garden industry, manufacturing more than 50 million pounds of organic fertilizer per year. The company looks forward to continued growth in the 21st century with its roots firmly planted in Cumberland County.



POWERING UP BUSINESS ENERGY SAVINGS AND MUNICIPAL SHARED SERVICES

The CCIA has developed several different ways of producing and distributing renewable energy, all from the county's landfill site. CCIA operations are developed with the goal of energy efficiency, long term sustainability, and reduced costs through the use of renewable energy sources.

All landfill operations, the administrative building and private businesses within an existing redevelopment zone currently utilize electric generated from CCIA's own microgrid energy hub. The landfill is also approved as the

state's only direct discharge treatment plant. Through a partnership with Energy Power Partners, multiple locations are powered by the methane gas produced as a byproduct at the landfill. Three landfill-gas-fueled engines are combined with standby generators to provide primary and critical power needs. A total of 4.8MW can be produced by this microgrid.

In addition to the microgrid, the landfill is the site of a compressed natural gas station that can be utilized by municipal fleets. This

reduces fleet operating costs, ultimately reducing taxes and saving residents and businesses money, while taking advantage of a resource that would ultimately be lost.

As an example, Atlantic County Utilities Authority trash trucks, currently under contract to collect Vineland's municipal waste, park their natural-gas-powered trucks at the landfill and utilize the fueling station's gas to fuel their vehicles. This efficient use of resources is a "win, win" for everyone.

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CCIA PROJECTS

The mission of the **Cumberland County Improvement Authority (CCIA)** is to provide strong economic development, educational and recreational opportunities to the county and the region.

As such, the CCIA is in the midst of the county's most ambitious development program to date — several projects totaling more than \$100 million — that will dramatically expand opportunity for businesses and residents of the county.

These facilities will not only serve their purpose, but also provide ancillary benefits to the county such as savings through shared services and contributions back to the county tax rates.

Among the CCIA's business capabilities are predevelopment, funding, redevelopment and property assemblage. The agency also serves as the county's economic development entity, serving not only as the lead on major public improvements, but also providing numerous services to the business community.

FUTURE DEVELOPMENT PROJECTS:

(coordinated by the CCIA)

Premier Project:

Food Specialization Center in Bridgeton



Food-based industry is one of the foundations of the county's economic base. A food technology hub is developing in the city of Bridgeton, home to the Rutgers Food Innovation

Center, a food-business incubator. More than 200 businesses have received assistance in launching products from the Rutgers Center.

The next stop for businesses ready to move into production of new products or experiment with the development of new product lines is the Food Specialization Center, a \$10.5 million facility being constructed by the CCIA. The Food Specialization Center is meant to be the next step after a company "graduates" from the RFIC. This 31,000-square-foot facility will have dedicated space for food processors, shared cold storage, docks, and office space, as well as a smart food technology center where industries can train for automation on a full-sized aseptic bottling line. Entrepreneurs and existing businesses alike will be catalysts for future food-based development projects.



New County Jail

In October of 2019, the CCIA broke ground for the construction of a new 300-bed jail adjacent to South Woods Prison in Bridgeton. This \$60 million project will provide a state-of-the-art facility to replace the aging and inefficient existing jail in the downtown. The existing site will be demolished providing a redevelopment opportunity in the central business district.



Bridgeton Downtown Redevelopment

A groundbreaking in November, 2019, marked the beginning of work on a redevelopment project in downtown Bridgeton that includes construction of a new 30,000-square-foot office building. This represents a \$10 million investment in the downtown that has the potential to spur additional private redevelopment.

New CCIA headquarters

The administrative staff of the CCIA is now under one roof with the completion of a new 15,000-square-foot administrative building in Deerfield Township. This building is tech savvy with modern meeting space and offices. The building contributes to a positive message that Cumberland County is open for business with all the tools and expertise necessary to move forward once a business says "YES!"



Millville Downtown Redevelopment

The 500 block of High Street, in the Glasstown Arts Center will become a redevelopment area for the construction of a new health services facility. This \$6 million facility will bring additional foot traffic to the downtown and provide health services for neighboring residents.



Vineland Police Headquarters

The city of Vineland partnered with the CCIA to construct a new 60,000-square-foot public safety headquarters in the heart of the downtown. This \$20 million facility opened in 2019 providing ample space for records storage and processing.

Data Center

The former County Technical Education Center site in Bridgeton will soon become a 120,000-square-foot facility dedicated to data storage and virtual reality media services. This facility will be operated by XConnect and will provide digital infrastructure, virtual reality services, media distribution and cloud computing for the Eastern Seaboard. The plan includes a 60MW solar field that will provide clean energy for the project.

Cumberland County Landfill Improvements

Many shared services are located at the county's landfill such as a compressed natural gas station, a truck wash and a fleet maintenance center. There is also an energy microgrid at the landfill that provides all of the energy necessary for daily operations of the landfill as well as the CCIA administrative building; the methane gas from the landfill is captured and fuels three engines that convert the gas to electrical energy.

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stankergaletto.com

Garden State Highway Products

Opening their company in Cumberland County was a "given" for Sharon and Bob Green. Relocating from North Jersey in 1987 and moving back to the area where they were born and raised and where their extended families were living, made the decision "a natural one," said Bob Green, vice president of Garden State Highway Products, Inc.

Additionally, the incentive of an Urban Enterprise Zone loan to help finance their start-up made the decision to locate in Millville even more attractive.

As a fabricator of traffic, street, construction, overhead guide and specialty signs, as well as a distributor of a vast array of traffic signs, safety and work zone products, a central location to their target market was essential. "Location, location, location" is of vital importance and Cumberland County offered just that – a central location with easy access to the I-95 corridor, the NJ Turnpike and the Garden State Parkway.



"Since GSHP, Inc. transports most of its product via our own delivery trucks, access to major corridors is essential to our business," according to Bob Green. "Major markets for us are New Jersey, Pennsylvania, Delaware, Maryland, Virginia, and Washington, D.C., as well as New York and the New England states."

For GSHP, Inc., its greatest asset has been and continues to be its Cumberland County employees. Entering its 33rd year in business, the company prides itself on having 13 employees who have worked with them for more than 15 years (many over 20!), with an additional four employees who have been with the company for more than 10 years.



"Your vibe attracts your tribe!"
is President Sharon Green's favorite motto.

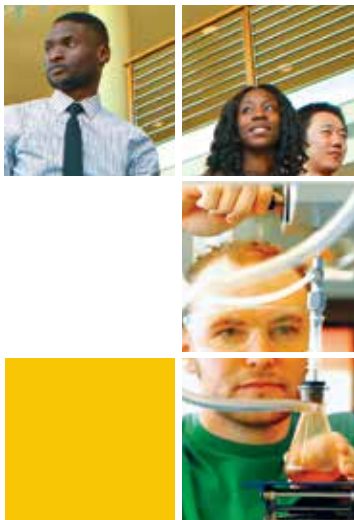
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- Customized Workforce Training Programs
- Excellent State and Local Financial Incentives

For more information, please contact Sandy Forosisky, Director of Economic Development, at (856) 794-4100, or by e-mail at sforosisky@vinelandcity.org.



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