

<b>New Jersey Economic Development Authority Performance Indicators - March 2011</b>	<b>Frequency</b>	<b>Desired Trend</b>	<b>Previous Month (CYTD)</b>	<b>Current Month (CYTD)</b>	<b>% Change</b>	<b>Last 12 Month Average</b>
<b>Advancing Job Creation and Retention Incentives to Grow Businesses in NJ<sub>1</sub></b>						
Amount of Assistance Provided	m	Increase	\$10,042,565	\$18,263,665	81.9	
Public/Private Investment Leveraged	m	Increase	\$18,827,565	\$117,281,450	522.9	
<b>Providing Financing to Businesses, Not-for-Profit Organizations and Municipalities<sub>2</sub></b>						
Amount of Assistance Provided	m	Increase	\$10,190,234	\$15,336,999	50.5	
Public/Private Investment Leveraged	m	Increase	\$41,405,688	\$62,996,963	52.1	
<b>Supporting Redevelopment Projects that Revitalize Communities</b>						
Redevelopment Projects Receiving Financing Assistance for Environmental Cleanups <sub>3</sub>	m	Increase	3	7	133.3	
Brownfield & Contaminated Site Remediation Agreements Executed	m	Increase	1	1	0.0	
<b>Providing Entrepreneurial Development through Training and Mentoring</b>						
UCEDC - Clients Counseled through Workshops and Loan Inquiries	m	Increase	272	589	116.5	
UCEDC - Individual Counseling Hours	m	Increase	260	461	77	
UCEDC - Combined Business Training and Informational Workshops	m	Increase	10	22	120.0	
Small Business Development Centers (SBDC) - Clients Counseled	m	Increase	933	1,547	65.8	
Small Business Development Centers (SBDC) - Small Business Owners/Entrepreneurs Trained	m	Increase	2,855	3,143	10.1	

<sub>1</sub>Includes activity exclusive to the Business Employment Incentive Program (BEIP) and the Business Retention and Relocation Assistance Grant (BRRAG) Program. Additional measures reported previously are now reported by the Department of State on its performance report.

<sub>2</sub>Includes activity exclusive to financing programs. Additional measures reported previously are now reported by the Department of State on its performance report.

<sub>3</sub>Includes activity exclusive to the Hazardous Discharge Site Remediation Fund (residential and commercial).