

| <b>New Jersey Economic Development Authority</b><br><b>Performance Indicators - Q3 2012</b>           | <b>Frequency</b> | <b>Target (for<br/>(12/31/ 12)</b> | <b>Desired<br/>Trend</b> | <b>Previous Quarter<br/>(CYTD)</b> | <b>Current Quarter<br/>(CYTD)</b> |
|---|------------------|------------------------------------|--------------------------|------------------------------------|-----------------------------------|
| <b>Advancing Job Creation and Retention Incentives to Grow Businesses in NJ<sub>1</sub></b>           |                  |                                    |                          |                                    |                                   |
| Amount of Assistance Provided*  | q                | \$420 million                      | Increase                 | \$95.2 million                     | \$333.3 million                   |
| Public/Private Investment Leveraged*  | q                | \$1.25 billion                     | Increase                 | \$545.9 million                    | \$545.9 million                   |
| <b>Providing Financing to Businesses, Not-for-Profit Organizations and Municipalities<sub>2</sub></b> |                  |                                    |                          |                                    |                                   |
| Amount of Assistance Provided**   | q                | \$60 million                       | Increase                 | \$50.9 million                     | \$237.8 million                   |
| Public/Private Investment Leveraged**   | q                | \$450 million                      | Increase                 | \$117.6 million                    | \$366.6 million                   |
| <b>Supporting Redevelopment Projects that Revitalize Communities</b>                                  |                  |                                    |                          |                                    |                                   |
| New jobs on Fort Monmouth property by end of CY 2012  | q                | 150                                | Increase                 | NA                                 | 30                                |
| <b>Providing Entrepreneurial Development through Training and Mentoring</b>                           |                  |                                    |                          |                                    |                                   |
| Number of clients counseled through partners  | q                | 16,000                             | Increase                 | 2,334                              | 6,498                             |

<sub>1</sub>Includes activity exclusive to the Business Employment Incentive Program (BEIP), the Business Retention and Relocation Assistance Grant (BRRAG) Program, the Economic Redevelopment and Growth (ERG) program and the Urban Transit Hub Tax Credit 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.