

## LEX. LIB. RUTGE

## SEP 15 1995

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THE SECOND ANNUAL

OVERALL ECONOMIC DEVELOPMENT PROGRAM

PROGRESS REPORT

FOR

CAPE MAY COUNTY, NEW JERSEY

March 31, 1970

On June 1, 1968, Cape May County Industrial and Economic Development Commission submitted an Overall Economic Development Program for the County. The first OEDP Progress Report followed March 31, 1969; this is now our second Annual OEDP Progress Report.

This study summarizes the efforts of many Cape May Countians who have voluntarily contributed their time and thought to the economic development of the Jersey Cape.

Particular recognition is due the members of the Cape May County Industrial and Economic Development Commission and the OEDP Committee, who have devoted many hours to planning and discussion of a great variety of problems in the County.

The Commission and the OEDP Committee are very grateful for the assistance of Mr. Richard Cordasco, EDA State representative, whose valued comments and suggestions have been most helpful.

Joseph V. Walsh Chairman Anthony T. Catanoso Freeholder

Joseph P. Motley
Director of Economic and
Industrial Development

#### 1969 in Review

Many significant developments have taken place during the past twelve months. For as long as anyone can remember, most Cape May Countians have felt very strongly that the major limitations to the economic development of our area is the absence of year-round employment. It may no longer be possible to be so simplistic, for the year 1969 made history insofar as it brought two large scale employers and several other good industrial prospects to the County.

With the assistance of the Economic Development

Administration, United States Department of Commerce,

McGregor and Werner Graphics Inc. began in July to construct

a two million dollar printing and binding plant in Woodbine

to produce college textbooks. And on March 24, 1970

E. F. Timme and Sons Inc. signed a long-term contract with

the County Freeholders to lease a fifteen acre site for

construction of a five million dollar textile installation

at Cape May County Airport Industrial Park.

A number of other companies have begun to build or have announced intentions to do so. Cape May Canners Inc., a large supplier to the Howard Johnson restaurant chain,

has nearly completed a new plant in Burleigh, Middle Township, and Snow Foods Product Division of the Borden Company is constructing a new shucking house on the banks of Cold Spring Inlet. Wheaton Glass has acquired sizable acreage in Tuckahoe for the manufacture of candles and National Tape Company has taken over the defunct Bradstone Rubber Company plant in Woodbine to produce industrial tape.

During the next six to eighteen months, five hundred workers will be required to fill the new jobs created by these companies, without taking into consideration the need for normal replacements.

Moreover, there are other signs of expansion. Southern

Jersey Airways, the base maintenance operator at Cape May

County Airport, has announced the formation of a subsidiary,

Atlantic City Airways, which plans to operate under franchise

with Allegheny Airlines, a shuttle service between Philadelphia

International and Cape May County Airport. This is to be

known as the Allegheny Commuter Service. If present plans

materialize, Allegheny Commuter Service will begin this

summer and continue on a year-round basis with four round-trip

flights per day.

It is difficult to estimate the impact that this greatly improved service may have on Cape May County. Until

now, County residents have had to depend entirely upon deteriorating train and bus schedules and very limited air service between Cape May County and Pittsburgh during the summer season only. With four round-trips daily year-round, air travel can be expected to bring a tremendous increase in passengers, since the County will now have direct connections at Philadelphia with all major airlines in the United States.

The City of Wildwood is constructing a Convention Hall and its main objective is to attract groups of business people during the off season.

Wildwood has also just created a new Industrial
Commission of its own, while the Borough of Woodbine has
established an Airport Commission to develop its municipal
airport as an industrial park.

In January, 1970 Westinghouse Air Brake Company officially took over Universal Design Limited, a monorail manufacturer at Cape May County Airport, which had encountered financial difficulty. The acquisition by Westinghouse Air Brake adds another well-known national organization to our roster of employers.

Equally gratifying is the fact that Laws Printing Industries, a local firm which pioneered a small printing business less than ten years ago and grew with expert management into a combination printing and advertising complex, announced within the past month that it has succeeded in completing financial arrangements to launch a new enterprise called Airship Advertising. The Company will build a plant and hangar at Cape May County Airport and then construct four dirgibles which will feature outdoor advertising with illuminated signs. The Company plans to cover the East Coast with its first ship, based at Cape May County Airport, and then build three additional ships to be moored at Miami, Los Angeles, and San Francisco respectively. This enterprise will be financed entirely by private capital, without government assistance, and the prospects are very promising.

The motel industry continued to flourish during the year 1969 with numerous additions in almost all resort areas. The campground industry likewise blossomed into major proportions. There are now perhaps over fifty major campground sites in Cape May County, mostly in the inland areas.

However, Cape May County bore its share of setbacks.

Along the coastal shore line, erosion continued to gouge out various sections of important beach areas. In Ocean City,

the perennial problem of beach erosion caused the City to purchase a dredge in order to pump sand from the inland area to the beachfront. Similarly, storms ate away significant amounts of ground on the southerly side of Hereford Inlet at North Wildwood. And month by month Cape May Point continued to fight a losing battle against the sea, its age old enemy.

Other unfavorable developments included the announcement by the Department of Defense that the Air Force radar station at Palermo would be phased out in the next six months and with it would go a total of approximately one hundred or more military and civilian personnel. This station has been in operation since World War II.

In another economy move, the United States Coast Guard announced curtailment of its reserve program. The implications of this are not entirely clear, but if it happens, it is certain to cause a reduction in staff at the Cape May Coast Guard Base. The Coast Guard is a major employer in Cape May County and the loss of staff would be felt all along the line, particularly in Cape May City, where Mayor Gauvry estimates the loss to the economy at a half million dollars a year.

During the latter part of 1969, the Cape May-Lewes Ferry received a double blow. Shoaling around the mouth of the Cape May Canal requires extensive dredging and the Army Corps of Engineers has declined to undertake this work on the ground that the expense would not be justified by the benefit to be derived. However, the Delaware River and Bay Authority has contracted on its own to dredge the channel at a cost of \$494,000. During December, a Naval vessel broke its moorings in the Chesapeake Bay and struck the underpinning of a section of the Bridge-Tunnel. This was the second accident in the rather short history of this Chesapeake Bay facility and the unfavorable publicity was widespread. Since many travelers could not take the Ocean Highway route to the South, a considerable amount of business was diverted from the Garden State Parkway and Cape May-Lewes Ferry to other inland routes. The Bridge-Tunnel was out of action for many weeks and has just recently been repaired. but the economic loss to the Cape May-Lewes Ferry was considerable. The adverse publicity was perhaps equally damaging.

The current wave of nationwide concern over water and air pollution also touched Cape May County. For a number of years, the resort towns in particular have faced the prospect of rebuilding their sewage disposal facilities. In most

instances, the plants were constructed before World War II and are now operating at or above capacity. The summer influx of visitors means that the sewage problem is even more acute. A recent study by Van Note-Harvey Associates of Princeton, consulting engineers, indicates that Cape May County is faced with a major sewage construction program. The engineers' proposal contemplates a system of regionalization by which treatment plants will be built on the mainland to service not only their immediate surrounding area but the seashore towns as well. Cost estimates are approximately \$43,000,000.00 and the details of financing and working out acceptable arrangements among the municipalities concerned remain to be solved.

More recently, Cape May County has been threatened with a proposal which causes many a great deal of apprehension. Several major oil companies which have large refineries in the metropolitan Philadelphia area on the Delaware River, are now contemplating a proposed offshore terminal above the mouth of Delaware Bay. With many episodes of oil discharge as in the case of Santa Barbara on the West Coast, and an uncontrollable well off the coast of Louisiana in the Gulf of Mexico, all Cape May Countians are understandably worried. An accident resulting from a break in the transfer of oil from a large tanker in

the Delaware Bay could spell disaster to the beaches in Cape
May County and perhaps ruin marine and wildlife for years
to come.

Similar discouraging news items have recently appeared in connection with the disposal of garbage and trash offshore where, it is understood, Philadelphia has been dumping for years. Attention has also been focused on a twenty mile square area off the coast of Northern New Jersey where the City of New York has created a blight on the ocean bottom, in which neither fish nor marine life can survive. It is estimated that this area could not possibly recover within the next ten years, even if no further dumping were permitted.

But on balance, it must be stated that Cape May County was fortunate in 1969 despite the problems mentioned. It was a year in which there were undoubtedly more basic changes in the economic structure in America than any year in the post World War II era.

To appreciate the progress made locally, it is necessary only to cite a few of the national problems.

Among the many factors which touched every business and each individual citizen were the skyrocketing inflation

and its impact on the cost of living; the scarcity of housing and a large scale drop in the construction industry; the sizable slow-down in automobile production and sales; social unrest growing out of polarization of racial groups; an increase in crime and drug addiction, especially among the young; student unrest which seeped down from the college level to high schools throughout the country; an enormous increase in local, state, and federal budgets and the continuing war in Viet Nam. While the big cities coped as best they could with transportation strikes, interruptions in garbage pickup, and many other day-to-day necessities, almost everyone throughout the nation felt the impact of the strike among postal employees.

To hault runaway inflation and prevent the collapse of the economy, the Federal Reserve Board raised the rediscount rate to reduce consumer spending and corporate capital outlay. The Administration began to reduce spending in certain areas and eliminated or curtailed a number of programs. Defense spending was cut back and the government announced a plan to "Vietnamize" the war. Stock market prices declined and many large corporations reported losses at the year-end. Most companies experienced lower sales volume, higher costs, and smaller profits. Many of the mutual funds had a poor year and investors felt the results in the form of lower stock prices and reduced dividends.

Competition in banking circles became keener and commercial banks attempted new ways of attracting deposits through a variety of depository certificates at higher interest rates. Savings banks and savings and loan associations tried hard to preserve their competitive position.

Against this background, Cape May County's economy was healthier than might be expected. The summer tourist season in 1969 was generally excellent. The weather was favorable and the economic downturn at the end of the year had not yet taken hold and the County seemed to register an increasing number of visitors from more distant places than ever before, offsetting to a large extent any loss from those who felt the pinch.

However the post season unemployment rate jumped up again to 15.3 percent in February, 1970, according to preliminary estimates from the Labor and Industry Department, State of New Jersey. And with the uncertainty in the national picture, local business people appeared to be more concerned about the prospects for the upcoming season in 1970.

In any effort to appraise the overall picture, the situation brings to mind a comment some years ago by C. Canby Balderston, former member of the Federal Reserve

Board, when he cautioned his students at the University of Pennsylvania: "The one real problem in economics is not a shortage of facts and figures. It is how we fit them together. This is not so much a matter of science in relating the forces of supply and demand in the structure of prices, as it is the delicate art of trying to determine the thrust and extent of cross-currents in the ebb and flow of the economic tide."

What follows is a more detailed look at our economic development program in 1969 and the year ahead.

#### Structure of the OEDP

The structure of the OEDP Committee remains essentially the same as originally designed. The membership has changed somewhat, since certain individuals either moved out of Cape May County or found it impossible to devote the necessary time from their normal pursuits. However a revised membership is included and efforts have been made to involve as many persons of different walks of life and with varied occupational backgrounds. In addition contact has been made with the Cape Human Resources where several representatives of the minority groups have indicated interest.

It became apparent during the year that the all-civilian nature of the membership excluded public officials who had the best knowledge of the public works programs in their communities. In order to remedy this defect in the structure of the OEDP, it was therefore decided by the Commission to create a new Subcommittee known as the Municipal Public Works Subcommittee.

The complete roster of Subcommittees therefore now includes ten:

- (1) Labor
- (2) Legislation and Finance
- (3) Oceanography
- (4) Industrial Procurement and Retention

- (5) Publicity, Promotion, and Advertising
- (6) Airport Development
- (7) Agriculture, Natural Resources, and Conservation
- (8) Resort Economy
- (9) Education and Training
- (10) Municipal Public Works

Guidelines remain the same for each subcommittee's activities. It is not the intention of the Commission however to circumscribe a subcommittee by limiting its role. The subcommittee is free to experiment, elaborate, expand, or intensify its activities as it sees fit, subject to the approval of the Commission as a whole.

It is significant to note that the Cape May County
Industrial and Economic Development Commission has continued to play a vital part in the work of the OEDP Committee since it is the hub which all subcommittees serve in their advisory capacities. The work of the Commission and the OEDP Committee is so closely related that the terms are used interchangeably in this report.

#### ROSTER OF OEDP COMMITTEE

March 31, 1970

(Representatives from Minority Groups indicated by asterisk.)

NAME	ADDRESS	OCCUPATION	SUBCOMMITTEE
Joseph V. Walsh	240 East Pine Avenue Wildwood, New Jersey	Area Manager, Atlantic City Electric Company	All. Chairman Cape May County Econ. Dev. & Indus. Commission
Jos <del>e</del> ph P. Motley	1001 Atlantic Avenue North Wildwood, New Jersey	Director of Economic and Industrial Development	A11 and and an extensive
Carl O. Baker*	Middle Township High School Bennett Road & Garden State Parkway Cape May Court House, New Jersey	Teacher, Middle Township High School  Office of Cerel Reference Worthal Centul Commerce Engage  Engage  Teacher, Middle  Township  Teacher, Middle  Township  Teacher, Middle  Township  Teacher, Middle  Township  Teacher, Middle  Teacher, Middle	Education and Training
Walter Betts	Head-of-the-River Tuckahoe, New Jersey	Farmer	Agriculture, Natural Resources, and Conservation
Richard Burke	RD#1, Delsea Drive Cape May Court House New Jersey	Former Chairman Sun Shipbuilding Company	A11
John Cahill 7	312 East Garfield Avenue Wildwood, New Jersey	Chairman, Wildwood Industrial Commission	Industrial Procurement and Retention
T. H. Carter ?	Captain, United States Coast Guard Base Cape May, New Jersey	Captain	Oceanography
Anthony T. Catanoso	City Hall North Wildwood, New Jersey	Mayor, County Freeholder	A11

NAME	ADDRESS	OCCUPATION	SUBCOMMITTEE
Steven Cicala 🗸	527 West Pine Avenue North Wildwood, New Jersey	Boardwalk operator; airplane pilot	Airport Development -Chairman
Leon Cheesman	City Hall Woodbine, New Jersey	Construction worker & former Mayor of Woodbine	Labor
Dr. Russell Downs	381 Milford Point Drive Merrit Island, Florida	Oceanographer	Oceanography -Advisory Member
Howard Evans	New Jersey Bell Telephone Co. Wildwood, New Jersey	Manager Wild. O. of C. Diricta	Education and Training
E. T. Ferren, MD	9014 2nd Avenue Stone Harbor, New Jersey	Physician, Banking	A11
Frank H. Foster*	119 West Roberts Avenue Wildwood, New Jersey	Motel Operator	Publicity, Promotion & Advertising
Lester Germanio 🗸	Eldora Road Belleplain, New Jersey	Contractor and farmer	Agriculture, Natural Resources & Conservation
Jack Gordon	15 - 43rd Street Sea Isle City, New Jersey	Commercial fishing	Oceanography
William Gray 🗸	10 Glen Creek Road Town Bank, New Jersey	Representative to Carpenters District Council of New Jersey	Labor
William W. Griest ?	Union Trust Company Wildwood, New Jersey	President	Legislation & Finance-Chairman

NAME	ADDRESS	OCCUPATION	SUBCOMMITTEE
Richard Grover	Winding Way Road Cape May Court House New Jersey	Director Cape May County Planning Board	Resort Economy -Chairman
Hugh Hamilton	Essex Building Narberth, Pennsylvania	Oceanographer	Oceanography
David C. Hammers	117 Pinnacle Road Ocean City, New Jersey	Manager, Mid-Atlantic Park	Industrial Procurement and Retention -Chairman
Captain David H. Hart	101 Lafayette Street Cape May, New Jersey	Commercial Fishing	Oceanography -Advisory Member
Frank Harmon*	City Hall Wildwood, New Jersey	Superintendent Public Works	Public Works
W. Robert Hentges	3008 Park Boulevard Wildwood, New Jersey	Mayor of West Wildwood	Municipal Public Works
Donald Jacobs	18 North Main Street Cape May Court House	Regional Representa- tive, Lions Club & Cape May County JC's	Publicity, Promotion & Advertising
Robert G. Kindle	Golf Club Road, Burleigh RFD Cape May Court House New Jersey	Automobile dealer	Airport Development
William J. Kleb	6001 Seaview Avenue Wildwood, New Jersey (19)	Former Manager, Snow Canning Div. of Borden Company	Oceanography -Advisory Member

NAME	ADDRESS	OCCUPATION	SUBCOMMITTEE
William C. Koeneke	Marine National Bank Wildwood, New Jersey	President	Legislation and Finance
Peter Lamonica ?	Cape May Canners, Inc. 1069 Michigan Avenue Cape May, New Jersey	President	Oceanography
William Lang	Municipal Hall Stone Harbor, New Jersey	Mayor of Stone Harbor Chairman (M.Co.)	Municipal Public Works
Ulric J. Laquer, MD	212 North Main Street Cape May Court House New Jersey	Charrien (M. Co Physician Bridge Com	Publicity, Promotion and Advertising -Chairman
Robert Laws	Laws Color Lithographers Old Shore Road & Bennett Crossing, Erma, RFD Cape May, New Jersey	President	Airport Development
William C. Lunsford, Jr.	5010 York Road Baltimore, Maryland	Haynie Products	Oceanography -Advisory Member
Daniel Lynch	New Jersey Natural Gas Co. Wildwood, New Jersey	Regional Vice Presider	ntIndustrial Procure- ment & Retention
Malcolm B. MacEwan	1 Sindia Road Ocean City, New Jersey	Superintendent Cape May County School System	Education & Training - Chairman
William McCourt	2602 Pacific Avenue Wildwood, New Jersey	Employment Security Office	Labor

NAME	ADDRESS	OCCUPATION	SUBCOMMITTEE
John McLaren	201 - 19th Avenue Avalon, New Jersey	Retired Engineer and former Mayor of Avalon	A11
Allen McNear *	Isaac and Clay Avenue Woodbine, New Jersey	Insurance Supervisor	Labor
Harry J. Mogck	1245 Washington Avenue Cape May, New Jersey	Marina owner	Oceanography -Advisory Member
Elmer T. Moyer	34th and West Avenue Ocean City, New Jersey	Owner Ford motor agency	A11
Guy F. Muziani	301 Leaming Avenue, East Wildwood, New Jersey	President-Wildwood Chamber of Commerce Restaurateur	Industrial Procure- ment & Retention
Larry Newbold	Cape May County Extension Service Cape May Court House New Jersey	County Agricultural Agent	Agricultural, Natural Resources & Conserva- tion -Chairman
Lester Norbury	Golf Club Road, Burleigh, RFD Cape May Court House, New Jersey	Building Contractor	Legislation & Finance
James A. O'Neill	234 East Pine Avenue Wildwood, New Jersey	Attorney and Cape May County Prosecutor	Legislation & Finance
Christopher Ors	117 East 23rd Street North Wildwood, New Jersey	Real Estate & Insurance	Industrial Procure- ment & Retention
Robert Patterson	Cape May County Chamber of Commerce Cape May Court House, New Jersey	Executive Secretary	A11

NAME	ADDRESS	OCCUPATION	SUBCOMMITTEE
John Pfaeffli	9th and Ocean Avenue Ocean City, New Jersey	Restaurateur	Labor -Chairman
Rev. Thomas Ploude	St. Ann's Rectory Wildwood, New Jersey	Clergyman and high school teacher	Oceanograp hy
Victor Polise	Municipal Hall Woodbine, New Jersey	Mayor of Woodbine	Municipal Public Work
Dr. Allison Howe Price	Price Institute Reading Avenue Tuckahoe, New Jersey	Physician Research Director	Oceanography
Joseph Roop	Municipal Hall Cape May, New Jersey	Mayor of Lower Town- ship	Municipal Public Works
Vernon Rice	New Jersey Menhadden Products Richardson Channel & Wildwood Boulevard, Wildwood, New Jersey	General Manager	Oceanography -Advisory Member
David Rutherford	Cape May County Planning Board Cape May Court House, New Jersey	Asst. Director	Agriculture, Natural Resources, and Conservation
Robert Sharp	Municipal Hall Ocean City, New Jersey	Mayor of Ocean City	Municipal Public Works
Jacob Siegel	518 Washington Street Woodbine, New Jersey	Grocer & Purveyor	A11
William Sproul*	City Hall Ocean City, New Jersey	Policeman	Education and Training

NAME /	ADDRESS	OCCUPATION	SUBCOMMITTEE
William Steinert	Ocean City Research Corporation Tennessee Avenue and Bay Ocean City, New Jersey	General Manager	Oceanography
William A. Taylor	135 West Aster Road Wildwood Crest, New Jersey	Principal Owner plastics manufacturer Cape Maylo Consortion	Oceanography -Chairman
Robert Toft	11 Cold Spring Road Cold Spring, New Jersey	Director, Cape May County Vocational and Technical School	Education and Training
John Vallese	100 East 7th Avenue North Wildwood, New Jersey	Owner, Electrical Supply Company Bol of Education	Resort Economy

Upon recommendation of Cape Human Resources, the following members of minority groups were invited to become members of the OEDP:

Mr. Odie Adams
Mrs. Barbara Callaway
Mrs. Charlotte Harmon
Mr. Carl Baker
Rev. Samuel Chestnut
Mr. George Blanks
Mr. Richard Grimes
Jose' Rodriquez
Mrs. Carmen Aponti
Reinaldo Isquierdo

Several indicated that their hours of work or involvements in other programs or activities precluded participation. However, we found excellent additions in Carl O. Baker and Frank Harmon who responded enthusiastically.

#### OEDP SUBCOMMITTEES

This section of the report deals with the work of the ten Subcommittees of the OEDP Committee.

It includes a resume of each Subcommittee's work and selected correspondence from the files to indicate the scope of work. The diversity of the material points up that the Commission and the OEDP Committee have been involved throughout the past year with many varied projects.

The minutes of the Commission's meetings are included in the Appendix. They provide a chronological record of the projects as they developed.

#### LABOR

During the past year the Commission has discussed at length an in-depth survey of the labor market in Cape May County. Numerous meetings have been held with the Personnel Resources Committee of the County Chamber of Commerce. The Commission feels that this project is so necessary, as a sequel to the very substantial aid provided by the Economic Development Administration, that it is the number one project in priority.

The logic of the labor market survey is clear. EDA has contributed millions of dollars to McGregor and Werner Graphics, the Woodbine Water Utility Authority, and Cape May Canners. At the present time, Timme Corporation has applied for a two million dollar loan through EDA. Funds have been provided so that Cape May County may be in a position to offer year-round employment. The rate of unemployment measured month after month by the New Jersey Department of Labor and Industry's Division of Employment Security continues to be the highest in the State.

If these companies are to be successful, they must find the right numbers and kinds of people to fill the jobs they hope to create from the unemployed and underemployed ranks which cause Cape May County to be designated by EDA.

Within the next twelve to eighteen months, it is realistic to assume that the above companies plus National Tape Company, Woodbine, will need 500 people. This does not include any other firms, nor the anticipated expansion by Snow Food Products' new plant at Cold Spring Inlet, or the resumption of operation at Westinghouse Airbrake's Universal Design Division at Cape May County Airport.

An accurate breakdown of the numbers and kinds of skills of employables in Cape May County is not available. The best the Employment Security people can provide is an estimate based on the unemployment rolls and projects from the 1960 census, now ten years old. Neither of these is very reliable. The unemployment figures represent a small segment of the total labor market and consist largely of seasonal workers in the hotel, motel, and food-service industries. Some of these are not actively seeking employment in any line, being satisfied to work in the summer only and collect benefits thereafter.

All employers seriously interested in locating here have to know what kind and quantity of both skilled and unskilled help is available in Cape May County. It becomes almost the starting point of any interest. Neither this Commission nor anyone else can confidently answer this question on the basis of solid statistical data.

We have been in touch with three consultants, Edward B. Shils, Chairman of the Industry Department at the Wharton School, University of Pennsylvania; Day and Zimmerman; and Kendree and Shepherd. All estimates of such a study's cost are in the area of \$25,000. It would seem good business to expend this amount to help identify how many and what kinds of people compose the labor market. We want to make the study to help these companies get off to a good start. If we don't, they may have serious trouble getting the necessary help to operate.

The nature of the study we have in mind is basic. We would have a professional firm obtain job specifications on all the jobs to be filled from all interested employers and categorize the skills. For many jobs, little or no extensive training or previous experience would be required. The survey of personnel in this type of job would be done by scientific sampling and perhaps not entail an exact head-count. On the other hand, where the job specifications demand specialized training and experience, we would want a complete inventory which would codify previous employment, education, professional background, etc. A file of such people, employed and unemployed, would be built and kept up-to-date with name, address, and significant data, coded and in sufficient

detail to provide a reservoir of data to identify a candidate by his training and experience. Our proposal from Kendree and Shepherd outlines the techniques of the survey in a manner which satisfies the Commission that it is both workable and effective in accomplishing our objective.

We have the support of several of our industrial clients with whom we have discussed the project. William J. Buff of Timme Corporation is very enthusiastic and feels that the survey is very necessary, as does Dale Kipers of McGregor and Werner. Mark Ewing, Industrial Development Director of Atlantic City Electric feels strongly in support of the project.

We are pressing for action <u>now</u> because we want to assist the unemployed and underemployed in the County and we have a conviction that there are many people who own property in Cape May County, who are not permanent residents, but would like to be, if they could find year-round employment. The cities are filled with people who are unemployed and underemployed who would love to live here under such circumstances. To survey these people, it is necessary to conduct the study during the summer months while they and the tourists are here. A survey during the off-season would miss this group completely.

The residents, non-residents and tourists could be reached by a variety of means including radio and television, application blanks in motels, hotels, and other public places including town halls and Chamber of Commerce information offices.

We have had excellent cooperation from Mr. Richard

Cordasco, New Jersey Representative of EDA, who has forwarded

our application for technical assistance to the Wilkes Barre,

Pennsylvania regional office. The project now awaits approval

at the regional level and in Washington and it is hoped this

will be forthcoming soon so that the survey can be under
taken this summer. The urgency of approval is therefore very

apparent.

The need for the survey is universally recognized by this Commission, the Freeholders, and everyone who has given the problem serious consideration. We enclose a copy of a proposal from Kendree and Shepherd Planning Consultants, 1700 Walnut Street, Philadelphia, who know Cape May County very well and have served as planning consultants to the City of North Wildwood for the past seven years. Their familiarity and proximity to the County are important assets. The Commission strongly recommends this firm as well qualified to undertake this study.

# ATLANTIC CITY ELECTRIC COMPANY 1600 PACIFIC AVENUE ATLANTIC CITY, N.J.

MARK D. EWING, P. E.
MANAGER OF AREA DEVELOPMENT

June 11, 1969

Mr. Joseph P. Motley, Executive Director Cape May County Industrial & Economic Development Commission City Hall 10th & Atlantic Avenues North Wildwood, N. J. 08260

Dear Joe:

I have reviewed the preliminary outlines that were prepared by The Wharton School of Business for a labor survey of Cape May County. You will recall you sent me a copy some time ago.

We strongly believe that a study of this type is badly needed. On one hand Cape May County is classified as depressed or having a high unemployment rate and, yet, we all know that every one of our industries is desperate for help in any category.

It is hoped that the study will not only bring to the attention of every able bodied person in the county the real need to help the economy, but also to have factual data on the type and quantity of potential employees. This information is vital to industries seeking locations in Cape May County and other parts of the state.

I have enclosed a copy of a survey by FACTORY magazine which points up labor as the dominating factor in the selection of an industrial site. You and I know from first hand experience that labor does not necessarily follow industry, but that industry tends to locate near labor, especially when there is a dearth of suitable employees.

I hope you will be able to get the go-ahead on your labor availability study and if we can assist in any way, please do not hesitate to call.

Kindest personal regards.

Very sincerely,

Much

MDE:mw Enc. June 12, 1969

Mr. James P. Boyle, Manager State of New Jersey Department of Labor and Industry Division of Employment Security 2602 Pacific Avenue Wildwood, New Jersey 08260

Dear Jim:

Thank you very much for your lotter of June 6, 1969 in reference to the formation of a CMPS Committee for Cape May County. I shall be passed to serve as a member of the Committee.

Unfortunately, have already scheduled a meeting for the morning of June 12, 1960 with representatives of the Economic Development development and will, therefore, not be able to attend the meeting in the Library at the Cape May County Vocational School. I would, however, like to keep abreast of developments and will be interested to have an opportunity to hear what transpires at this meeting and others which will follow.

Sincerely,

Joseph P. Motley Executive Director

JPM: dme

#### December 17, 1969

Mr. Richard Cordasco
Economic Development Administration
Broad Street, Bank Building, Room 637
143 East State Street
Trenton, New Jersey 08608

#### Dear Dick:

As you are well aware, we antickness that there will be 300 to 400 new jobs created in Coro May County within the next 18 to 24 months. These jobs will result from the needs of McGregor and Werner Graphica, National Tape Company, both of Woodbine, and Timme Corporation which is planning to locate a new plant at Cape May County Amport Industrial Park.

For the past year and a half we have urged favorable consideration of the Economic Development Administration for a labor market survey. The purpose of this survey is to determine precisely the number and kinds of personnel available in Cape May County for the new market in this area. In our decisions prior to six months ago, the need for a labor market survey was based largely on hopeful anticipation, however, we are now faced with a reality. Jobs will have to be filled and we wint to be able to assist these companies by providing data on the labor pool.

We have requested each of the above companies to supply us with a schedule of their job requirements. We will want to know how many jobs are to be filled in the various categories. Undoubtedly some of these people can be recruited from within the County. Some may presently be receiving unemployment insurance. Others may be semi-retired or working only seasonally in the summer time. Perhaps a certain percentage of Cape May Countians are now working in areas outside the County, as far away as Philadelphia, and they may welcome a chance to work at home. There is also the possibility that a number of persons who own property in Cape May County and who are normally only summer residents would like to move here in the event they can obtain permanent employment.

Over a year ago, we discussed this problem with Dr. Edward B. Shils, Chairman of the Industry Department, Wharton School of Finance and Commerce, University of Pennsylvania. About a week ago, we spoke with Mr. Charles Humphreys of Day and Zimmerman, Consulting Engineers of Philadelphia. We are awaiting a proposal from the latter.

So that we may proceed with our plans, I hope that we can get together with you and discuss a formal application for EDA Technical Assistance.

I hope that we can have the benefit of your domments and suggestions at our meeting with the Many County Industrial and Economic Development Commission, Wednesday, December 17, 1969.

sincorpely yours,

Joseph . Motley Executive Director

JPM:dme

cc All Complession

## State of New Jersey

## DEPARTMENT OF LABOR AND INDUSTRY DIVISION OF EMPLOYMENT SECURITY



OFFICE OF THE MANAGER
NEW JERSEY STATE EMPLOYMENT SERVICE
Affiliated with United States Employment Service

LOCAL EMPLOYMENT SERVICE OFFICE:

2602 Pacific Avenue Wildwood, N. J.

January 6, 1970

Mr. Joseph Motley, Executive Director Cape May County Airport P. O. Box 355 Wildwood, N. J. 08260

Dear Mr. Motley:

I have been advised to reconvene the Camps Committee for the purpose of preparing a quarterly program progress report of the Fiscal 1970 Plan and to begin preparation of the Fiscal 1971 Plan.

It is important that you or your representative attend this meeting.

The meeting will be held at the Cape May County Vocational Technical Center in Cape May Court House on January 14, 1970 at 10:30 A. M.

Your continued interest and cooperation will be greatly appreciated.

Thank you very much.

Sincerely.

James P. Boy





## Day & Zimmermann Consulting Services

A DIVISION OF DAY & ZIMMERMANN, INC.

DAY & ZIMMERMANN BUILDING 1700 SANSOM STREET PHILADELPHIA 19103

FILE Nº CVC-6809

January 9, 1970

Mr. Joseph P. Motley, Executive Director Cape May County Industrial and Economic Development Commission Cape May County Airport P.O. Box 355 Wildwood, New Jersey 08260

Dear Mr. Motley:

As a result of the several meetings held with you and other members of the Commission, we are pleased to submit our proposal for a Labor Market Survey of Cape May County, New Jersey. In preparing this proposal, we have taken the liberty to design a project approach which we are confident will provide you with sufficient, accurate data concerning the present labor situation in Cape May County and for the purposes you have expressed. Day and Zimmermann is prepared to conduct this study for the fixed sum of \$14,000.

It was our original intention to supply you with two separate, but related approaches to this problem - 1) a statistical approach as herein described, utilizing a sample of the total population, and 2) a personal file approach wherein nearly everyone belonging to the Cape May County labor pool would be queried as to their employment and occupational status and reported on separately. Preliminary investigations of the latter (#2) approach would seem to indicate that while such a file of information would be highly desirable, the costs to obtain it (estimated at approximately \$100,000) might exceed its worth. Please advise if you would like us to submit a proposal utilizing this approach.

If you have any questions concerning the enclosed proposal, please contact me direct. We are pleased to have had this opportunity to submit our proposal and again look forward to serving Cape May County.

Sincerely yours,

Elmer E. Lacy

Project Director

EEL: mmh

#### **PROPOSAL**

#### TO CONDUCT A

LABOR MARKET SURVEY

OF CAPE MAY COUNTY, NEW JERSEY

#### Prepared For:

CAPE MAY COUNTY INDUSTRIAL AND

ECONOMIC DEVELOPMENT COMMISSION

WILDWOOD, NEW JERSEY

#### Submitted By:

DAY AND ZIMMERMANN CONSULTING SERVICES
1700 Sansom Street, Philadelphia, Pa.

January 9, 1970

FILE NO.

cvc-6809

DATE January 9, 1970

PAGE NO.

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Mr. J. P. Motley

#### **PROPOSAL**

# TO CONDUCT A LABOR MARKET SURVEY OF CAPE MAY COUNTY, NEW JERSEY

#### I. PURPOSE

unbalance. While we (Cape May County) are fortunate in having a buoyant resort industry, .... there is insufficient back-up during the nine months following each summer season to provide sufficient employment. But, it has become clear.... that we know far too little about the real basics of the labor problem. The truth is that we are in no position to answer the reasonable questions of industry regarding the number and kinds of skills in the labor market in Cape May County. An intensive survey is needed to determine the qualifications of the people now living in Cape May County so that we will be in a position to answer questions for prospective industries when they are considering Cape May County as a place to locate." (1) It is the purpose of the survey proposed herein to provide this information.

<sup>(1) &</sup>quot;The First Annual Overall Economic Development Program Progress Report For Cape May County, New Jersey - March 31, 1969.

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Mr. J. P. Motley

#### II. METHODOLOGY

#### A. Summary

Within Cape May County there are approximately 18,000 dwelling units. We propose sampling a minimum of 1,000 households in order to arrive at the base data, which will be statistically accurate for projection purposes.

#### B. Sample Design

The base for selection of the approximately 1,000 households will be the records of active residential accounts of the Atlantic City Electric Company. (2) Actual sample points will be chosen on the basis of density of population (per political area), but in a statistically approved manner to insure reliable projection data. The actual sample size might be revised upward or downward, at our direction, to be certain that the various occupational descriptions are adequately represented. At this point in time, the exact number of observations (interviews) to fulfill this requirement cannot be accurately estimated, but preliminary data search indicates that 1,000 will be more than adequate.

#### C. Questionnaire Design

The questionnaire to be utilized in this survey will be brief, in order to assure the highest possible quantity and quality of returns with minimum public inconvenience.

<sup>(2)</sup> All costs, if any, of obtaining these records are to be absorbed by the client. If they are not obtainable, the fixed fee quoted in the cover letter, as well as the method of obtaining a representative sample, will be revised accordingly.

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DATE January 9, 1970

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Mr. J. P. Motley

The information to be obtained in the questionnaire will be as follows:

- Name and address
- Aqe
- Present occupation (or last occupation if not presently employed)
- Special skills
- Education
- Where employed
- Length (seasonality) of employment
- Mode of travel to work
- Wage or salary range

This information will be obtained from each member of a household determined to be a member of the available labor force (through screening questions).

#### D. Reporting

Historical data will be combined with the survey results to improve its precision. Attention to sample design (heterogeneity of population) and execution of field work will produce a reliable source of useable data. Questionnaires will be coded to provide for stratification and reporting by occupation by major political areas. It is proposed that, if necessary, upwards of 100 occupational descriptions will be utilized.

The final report will be prepared describing in detail all procedures, revisions and exceptions to the survey and reporting plans. It will contain projected occupational data, as detailed in Section I. <u>PURPOSE</u>, representing the entire labor force of Cape May County, New Jersey. We are prepared to complete this survey within six (6) months from date of notice to proceed.

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TO

Mr. J. P. Motley

#### COMPANY BACKGROUND

Day & Zimmermann was founded in 1901 to provide engineering consulting service. During the intervening years, the company expanded its field of activities to include engineering design and construction.

As of today, the organization has over 500 employees and maintains a professional staff with a wide variety of technical disciplines.

Day & Zimmermann Consulting Services is a division of the Company responsible for all engagements of a consulting nature. Services offered are basically analytical and advisory in nature and cover a diversity of problem areas normally encountered in the conduct of business. The consulting staff is composed of individuals with formal training and experience in various fields such as economics, business management, engineering, accounting, marketing, distribution, finance, data processing and transportation. The clients served by the Consulting Division have included a variety of industries and a number of different government agencies.

#### Related Experience:

Day and Zimmermann has conducted many studies for both Governmental agencies and private enterprise in related fields. Brief descriptions of a selected few follow:

#### Southeastern Pennsylvania Transportation Authority -

Recently a study was conducted involving a HUD demonstration project for the measuring of the impact upon public behavior of changes in operation of a commuter railroad. This program involved over 35,000 interviews of sample

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Mr. J. P. Motley

households in the service area. Operational changes involved changes in scheduling, fare levels, and other promotional areas, all of which were measured for their effect on riding and projected for forecasted results of future changes.

#### Department of Health, Education and Welfare

Day and Zimmermann has completed three contracts for the Food and Drug Administration since 1966. Although each was performed separately, all involved nationwide surveys of consumer opinions and concepts regarding selected food products. Questionnaires were developed and personal interviews were made with 1500 - 2000 respondents. The samples were selected using stratified area probability techniques and represented reliability in the  $95\% \pm 3\%$  confidence level.

#### Southern California Rapid Transit District

This study involved a 100% check on the origins and destinations of all bus passengers riding the District's lines on a typical weekday. The system comprises 112 bus routes carrying almost 500,000 revenue passengers some 400,000 miles per day. There were 15 different types of fares collected. We divided the area served by the District into 440 traffic zones and ascertained through on-board interviews the zone of origin, final destination and type of fare paid for both revenue and transfer passengers for the entire system. No such survey of this magnitude has ever been attempted before on a mass transit system.

FILE NO. CVC-6809

DATE January 9, 1970

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Mr. J. P. Motley

#### New York City Transit Authority

We undertook for the Authority and the Department of Housing and Urban Development a random sample of all transit riders within the New York City area to determine the method of transportation used before the transit strike, the method of transportation used during the strike, and the method of transportation used after the strike to measure the effects of an approximate two-week transit strike upon the riding pattern and the number of persons who use public transit in the New York City area. Approximately 5 million people per day use the New York City transit lines, and our sampling was scientifically designed to cover all segments of the transit riding public. As part of this survey, we also determined the trip purpose and time of day.

#### United States Senate Public Works Committee

The objective of this study was to determine the feasibility for establishing a rail commuting system in the metropolitan Washington area utilizing existing rights of way and within a 100 mile radius of Washington, D.C. and to measure its effect on new towns on its line. The work required the development and analysis of a large body of demographic statistics related to institutional facilities, housing, utilities and industry.

#### U. S. Department of Transportation

The object of this study was to measure, evaluate and analyze the Philadelphia SMSA intercity and intra-city interfaces. Working with four other consulting organizations, Day & Zimmermann was responsible for collecting the pertinent data.

#### PROPOSAL

### CAPE MAY COUNTY LABOR MARKET INVENTORY

to

E. D. A.
U.S. Department of Commerce
Washington, D.C. 20230

CAPE MAY COUNTY INDUSTRIAL DEVELOPMENT COMMISSION

			Form A	pproved; Budget	Bureau No. 41-R2303
1	MENT OF COMMERCE OPMENT ADMINISTRATIO	N.I		FDA USE ONL' State or R	
ECONOMIC DEVEL	OFMENT ADMINISTRATIO		Project No.	State of R	'egion
APPLICATION FOR	TECHNICAL ASSIST	ANCE	Date received		<u> </u>
(Under Section 301 of Public Law 89-13		36)			
			<u> </u>		
1. PROJECT TITLE					
CAPE MAY COUN	TY LABOR MARKET	INVENTORY			
2. APPLICANT			<del></del>		
a. Name and address of indivi	dustrial and Eco	nomic Develo	opment Commission		
b. Names, addresses, and pos	rport, P. U. Box	rs of applicant or	ganization.	3200	
Joseph P. Motley,				, N.J.	
Joseph V. Walsh, C	hairman, P. O. B	ox 355 Wildv	wood, N. J.		
Anthony G. Catanos	o, Freeholder				
c. Type of organization (Note	if ladal antitus public or	. Raiwaka daawat		ld Data assai	zation established
local, county, or district de		private group,			zation established
Non-profit Corpora	tion			1960	
3. DESCRIPTION OF AREA TO	BE SERVED. (List the	principal politica	al subdivision(s) to whic	h the project ap	oplies. If for
a single community, list only than one county, list the coun		re than one comm	unity in a county, itsi in	e county only,	n ioi more
Cape May County, New	w Jersey				
4. OTHER FEDERAL ASSISTAN				7	· \
been made or is being made el (If "Yes," enter on a separate				Yes you have	s X Ne
applied or are applying.)					
5. PROJECT COST a. Total (Estimated) d.	Identify source(s) of loc	al or state funds	(Under 5c)		
1 1	Cape May County		(Omity Bry		
b. EDA funds requested					
\$22,500					
c. Local or State funds 7,500  e. Other contributions (Note on a separate attachment amount value of services or facilities to be contributed and by whom)  None			facilities to be		
6. OBJECTIVES (Briefly summar Preparation of a F	ize what the requested p	roject is intended r in Cane Ma	d to accomplish) av County describ	ving the ex	cistina
and potential labo	r supply by skil	ls and inclu	ding a methodolo	ogy for cor	ntinual
updating through co			· · · · · · · · · · · · · · · · · · ·	37	
7. Attach detailed project propos Application." Also attach an and any other pertinent materi	y prior related studies av	th the official leavailable, any add	flet, "Making an Effecti itional descriptive mater	ve EDA Techni ials supporting	ical Assistance the application,
8. INTERESTED AGENCIES AN			S:		Date
(Name, official, and title)	D OTT TELES		Signatures		
a. Applicant	anamia and			1	
Cape May County Eco					
b. Local, District, Regional D					
Agency where applicable	everopment				
c. State EDA-Coordinating Age	ncy				
d. Other (Specify)		· .			

PROPOSAL To develop a detailed inventory of labor force characteristics in Cape
May County, New Jersey; to establish a data bank of available labor with specialized skills, and to design an updating procedure for the data bank which is both economical and easily managed by local officials.

SUBMITTED TO Officer of Technical Assistance

Economic Development Administration

Department of Commerce

Washington, D.C. 20230

SUBMITTED BY Kendree and Shepherd Planning Consultants
1700 Walnut Street
Philadelphia, Pa. 19103

DATE SUBMITTED March, 1970

#### CONTENTS

Section	I.	STATEMENT	OF	WORK
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- A. Description of the Problem
- B. Labor Force Inventory
- C. Referral Data Bank
- D. Updating Procedures

#### Section II. PERSONNEL INFORMATION

Section III. COST BREAKDOWN AND COMPENSATION ARRANGEMENTS

#### SECTION I STATEMENT OF WORK

#### Description of the Problem

Cape May County suffers from chronic unemployment and violent seasonal fluctuations in the employed labor force. The average annual unemployment rate is approximately 10.4%, over 2 1/2 times the national average; and because of the County's heavy reliance on summer tourism, employment ranges from 26,600 persons in August to 15,600 persons in January, a variation of 11,000 jobs and a hardship on local residents.

The County has suffered from these two problems for many years and now, due to the efforts of local leaders and the Economic Development Administration, action is being taken to bring in stable, year-round employment to broaden the County's economic base. Up to the present, manufacturing has been a small part of the local economy, accounting for less than 10% of the average annual employment of 19,000 jobs. The new development efforts, however, hope to add 500 new stable year-round manufacturing jobs to the economy.

Though the County is well along in its effort to broaden its industrial base, one particular problem has arisen with which the County has not been able to deal. At

present there is no detailed documentation of the labor skills which would be available to industries that located in the County. Many firms that are interested in Cape May County as a potential location have asked for this information and the County has been unable to provide it. Plant locators consider this type of information critical in evaluating a potential site and local leaders in the County feel a strong need for a Cape May County Labor Fact Book. It is felt that without this information, the entire economic development process in the County will be slowed.

This proposal outlines a procedure for developing a detailed inventory of labor force characteristics in Cape
May County and for establishing and updating a data bank
of available labor with specialized skills.

#### Labor Force Inventory

In order to develop an inventory of the characteristics of the labor force in Cape May County, the Consultants will design and execute a sample survey.

The survey will include, but not be limited to, the following items of information: (1) occupational skill category;

(2) sex; (3) age; (4) employment status; (5) previous work ex-

perience; (6) education level; (7) present hourly income, if any; (8) desired hourly income; (9) present occupation category, if any; (10) desired occupation category; (11) present residence; (12) length of time at present residence; (13) desire to change jobs, if one is now held; (14) number of months worked during year; (15) desired number of months of work during year; and (16) desire to work in Cape May County.

The groups surveyed will include: (1) the unemployed; (2) the employed, both in manufacturing and nonmanufacturing; (3) local vocational school students; and (4) summer tourists.

The employed will be surveyed in order that any possible "hidden unemployment", such as a skilled manufacturing employee working in a low wage service industry, can be identified. Local vocational students will be studied to determine their skills, their willingness to remain in Cape May County and the rate at which they are entering the labor force. Summer tourists will be questioned with respect to their desire to move to Cape May County if full time work were available.

In designing and executing the sample survey, the Consultants

will work closely with the New Jersey Division of Employment Security, the Cape May County Planning Commission, the Cape May County Industrial and Economic Development Commission and other public, semi-public and private agencies that collect information on labor in Cape May County. Interviews will be conducted with major community, government and business leaders. The cooperation of local land developers will be sought in order to determine the skills, and willingness to work, of persons buying property and homes in the County. Local employers will also be interviewed in order to determine the types of labor skills most available, and most in need, in the County.

The sample survey will consist of at least 5,000, but not more than 10,000, questionnaires distributed by mail in accordance with the Consultants' sample design. The control factor in determining the exact number of questionnaires will be that no more than 10,000 80 column computer data cards will be processed. The Consultants will also advertise in local newspapers to insure that any local workers that want to participate in the survey and are not selected by the sampling procedure can request a

questionnaire and participate. These questionnaires will be handled by the Consultants so as not to interfere with the statistical reliability of the survey. In most instances the persons requesting questionnaires will be only added to the referral data bank, if they so wish, and not included with those persons chosen by the sampling procedures for the purpose of making statistically accurate statements.

If it is necessary to expand or to verify the results of the mail survey, the Consultants will use follow-up interviews in accordance with their sample design. In no case will there be more than 100 follow-up interviews.

The result of the labor force inventory will be a brief

Cape May County Labor Force Fact Book. This Fact Book

will include, but not be limited to: (1) statistical

estimates of the total available skills in the County by

age, by sex, by education, and by present employment

status; (2) statistical estimates of the number of summer

tourist or prospective property owners interested in full

time, year round employment in the County by age, by sex,

by education and by present employment status. Desired

wage levels will be included wherever possible. Special

attention will be given to documenting the skills of the seasonally employed and to determining the willingness of these workers to accept full time, year round employment if it were available. No information will be available on individual respondents to the questionnaires; all information will be in the form of statistical statements.

The <u>Fact Book</u> will contain a maximum of 100 two-way tables. No other data processing of the survey data is within the scope of this proposal. The County will receive 1 magnetic tape and 1 set of computer cards containing the survey data.

#### Referral Data Bank

In order to assist potential and existing employers find workers with the skills they need, the Consultants will establish a manually operated Referral Data Bank.

All questionnaires that are distributed will contain a question asking the respondent if he would like his information included in the Referral Data Bank. Only those persons that both respond positively to this question and

have specialized skills will be included in the manual Data Bank. The Consultants will establish an initial Data Bank of no more than 300 persons. County personnel will be trained in the use of the Bank and in the method of expanding it. Any Consultants' services in an expansion beyond 300, however, is beyond the scope of this proposal.

Information collected on persons who indicate that they do not want to be included in the Referral Data Bank will not include name or address.

#### Updating Procedures

A procedure for updating both the <u>Fact Book</u> and the Referral Data Bank will be outlined by the Consultants. No actual updates, however, are included in the scope of this proposal.

The updating procedures will be designed, to the extent possible, so that they are economically reasonable and within the technical expertise of available County personnel.

#### SECTION II. PERSONNEL INFORMATION

#### A. PARTICIPATION

- 1. JACK M. KENDREE, Partner
  - a. Experience Kendree and Shepherd Planning Consultants 12 years

Related Experience - 7 years

- Education Bachelor of Science Civil Engineering
   Master of Science Planning and Housing
- c. Assignment- Programming and Coordination
- d. Percent Available 10%
- e. Birth Place- Trenton, Missouri
- f. Birth Date March 28, 1926

#### 2. CHARLES C. SHEPHERD, Partner

a. Experience - Kendree and Shepherd Planning Consultants 9 years

Related Experience - 4 years

- Education Bachelor of Landscape Architecture
   Master of Science in Community Planning
- c. Assignment Management and Technical Controls
- d. Percent Available 10%
- e. Birth Place- Norwalk, Connecticut
- f. Birth Date May 25, 1929

#### 3. JAMES C. LODGE, Supervising Planner

a. Experience - Kendree and Shepherd Planning Consultants 6 years

Planning and Landscape Architecture - 2 years

- Education Bachelor of Arts Geography
   Bachelor of Landscape Architecture
   Master of City Planning
- c. Specific Assignment Planner-in-Charge
- d. Percent Available 25%
- e. Birth Place New York City, New York
- f. Birth Date September 27, 1932

#### 4. JEFFREY PLATT, Principal Planner

- a. Experience Ruth and Krushkhov, City and Regional Planners
  Brookline Redevelopment Authority
  Roy F. Weston, Environmental Engineers
  Regional Science Research Institute
- Education Bachelor of Arts Economics
   Master of Arts Regional Science
   Ph.D. Regional Science, in progress
- c. Assignment Computer Programming and Coordination
- d. Percent Available 50%
- e. Birth Place New York, New York
- f. Birth Date October 26, 1943

#### 5. LOUIS GLASS, Economist

a. Experience - Kendree and Shepherd Planning Consultants l year

Martin Decker Enterprises, Project Manager - 2 years

Cabot, Cabot and Forbes Company, Home Office Financial Consultant - 2 years

- b. Education Bachelor of Science (Economics and Finance)
- c. Assignment Economic Analysis and Research
- d. Percent Available 30%
- e. Birth Place Paterson, New Jersey
- f. Birth Date May 5, 1938

#### 6. MARK D. MENCHIK, Statistician

- a. Experience Regional Science Research Institute Institute for Environmental Studies Arthur D. Little, Inc.
- b. Education Bachelor of Arts Anthropology
  Master of City Planning
  Master of Arts Regional Science
  Ph.D., Regional Science, in progress
- Assignment Sample Survey Design
- d. Percent Available 10%
- e. Birth Place- Brooklyn, New York
- f. Birth Date July 1, 1944

#### III. PRICE - COST BREAKDOWN

#### A. PROPOSED COMPENSATION ARRANGEMENTS

The following procedure is suggested; however, an alternate method suitable to the Economic Development Administration could be negotiated.

- Invoices would be submitted by Consultants on a monthly basis.
- Invoices would provide detailed information on percentage of completion of work items, and salary and other costs incurred during the period.
- 3. Monthly invoices would represent the percentage of the total work program completed during that month.

#### B ESTIMATED MAXIMUM PRICE

The Consultants estimate that all work can be completed under the work program for a total fee of Thirty Thousand (\$30,000) Dollars.

#### C. COST ESTIMATE BREAKDOWN

#### 1. Direct Labor Rates

		Man-days	Per diem	Total
	Partners	30	80	2,400
	Principal Planners	100	60	6,000
	Statistician	50	60	3,000
	Interviewers	25	40	1,000
•	Drafting and Cleric	al 20	20	400
	•		Total	\$12,800
2.	Overhead Rate 50% of Direct Labor			\$ 6,400
3.	Equipment Costs (Ke	ysort Syste	m)	\$ 800
4.	Subcontracting (Prin	nting, Mail	ing)	3,000
5.	Consulting Fees			- 0 -
6.	Travel			
	15 man trips between and Cape May County			
	Intra-area travel .	• • • • • • • • • •	<u>\$ 100</u>	
	÷	TOTAL	\$ 400	
7.	Per Diem (field)			
	25 man days @ \$15 pe	er day		375
8.	Computer Time	• • • • • • • • •		1,500
9.	Keypunching, Data Prand Cleaning			2,000
10.	Material Costs (misc	cellaneous)	•••••	- 0 -

11.	Material Handling Rate 0 -
12.	Space Rental 0 -
13.	General and Administrative 0 -
	SUBTOTAL\$27,275
14.	Profit Factor\$ 2,727
	10% of above
15	TOTAL FEE rounded \$30,000

# Board of Chosen Freeholders COUNTY OF CAPE MAY, NEW JERSEY

Anthony T. Catanoso
Director
Public Affairs
Advertising
County Airport

March 11, 1970

This letter was addressed to all Freeholders individually

For some time we have been working out the details of the lease with Timme Corporation. Negotiations have necessarily been time-consuming because of the numerous angles that have come up involving other agencies, the Lower Township Sewer Authority, the State Water Policy Commission, the Delaware Valley Basin Commission, not to mention the mechanics of preparing drafts and rewriting clauses to meet the requirements of the County Solicitor, and the Timme Corporation's attorneys, engineers, architects and consultants.

We are coming very close now to the final stages where the lease can be presented for your consideration. So that you may be aware of the programming of the construction schedule, I am enclosing a memo which we have drawn up showing the projected dates of various stages of the plan for the next 12 months.

I think it would be well for you to review the minutes of the last meeting of the Cape May County Industrial and Economic Development Commission which concerns the need for a comprehensive labor market survey in Cape May County. This matter has been under discussion for several months by the Commission and we have consulted several outside consultants including Kendree and Shepherd, Day and Zimmerman, and others to see how this might best be undertaken. We have several proposals and are seeking approval of the Economic Development Administration for financial aid, but have nothing definite yet. However, we hope to have some success in persuading EDA that the financial commitment already made to McGregor and Werner Graphics, Cape May Canners, and the Woodbine Water Utility, totalling several million dollars, could hardly be justified without the survey of the labor market which we have in mind.

Board of Chosen Treeholders

COUNTY OF CAPE MAY, NEW JERSEY

Anthony T. Catanoso
Director
Public Affairs
Advertising
County Airport

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If all goes as planned, I hope that we can take final action on the Timme lease at our meeting on Tuesday, March 24, 1970.

Sincerely,

Anthony T Catanoso, Freeholder

A. U. DUA 350, PRADMICHES PROM

CC: M. Staller

March 30, 1970

Joseph O'Neill Acting Area Director, Mid-Atlantic Area EDA, Wilkes-Barre, Pa. Robert MacGregor Technical Assistance Officer

Richard A. Cordasco Economic Development Representative Trenton, N.J.

ATTN:

Cape May County Labor Market Inventory

I endorse this proposal from the Cape May Industrial and Economic Development Commission for a Cape May County Labor Market Survey.

It is to be noted that the CEDF Committee and the above Commission feels this is their number one priority in the county. They feel that if they are to develop the county's esencey and attempt to induce industry to locate in the county, they must be able to answer industry's queries regarding the available labor force in Cape May and its make-up.

This proposal takes on special significance now, in that we have several industries locating in Cape May and are presently in the process of staffing their forces, two and possibly three of these will be EDA financial loans. I would say that within the next one to three years, there will be need for 400 to 600 jobs, actually enough to remove Cape May as a designated area. This study could pinpoint precisely the number and kinds of personnel available in Cape May for employment and training.

It is also to be noted that this county, on their own, has just completed a new vocational and technical school center which will be made available for both in-school and out-of-school persons in the county. This will be a day and evening type school available for those wanting to learn new skills and those wanting to upgrade present skills.

Another aspect of this proposal that I feel is very significant is that a method has been devised to keep this survey current and constantly useful for industry and government in the county.

cc: Joseph Motley

Richard Cordasco,
NJ Representative
Economic Development Administration

# ATLANTIC CITY ELECTRIC COMPANY 1600 PACIFIC AVENUE ATLANTIC CITY, N.J.

MARK D. EWING, P. E.
MANAGER OF AREA DEVELOPMENT

March 31, 1970

Mr. Joseph P. Motley, Executive Director Cape May County Industrial & Economic Development Commission Cape May County Airport Box 355 Wildwood, N. J. 08260

Dear Joe:

Learning of the increased activity in new industrial manufacturing facilities (Timme, MacGregor Warner, National Tape) has brought to my mind the need for a sufficient labor pool to satisfy their needs.

As mentioned in our previous discussions, labor availability is the <u>number one</u> requirement for an industry seeking a new location and to expand beyond their original plans. This is borne out in the attached abbreviated reprint from FACTORY magazine.

From my very intimate and personal knowledge, I sincerely believe that there are many persons willing and able to work in Cape May County if the jobs are available. Knowing that there are opportunities for employment could bring many out of the "wood" and attract those from the metropolitan areas seeking a better place to live and to work.

Awareness to employment opportunities can be stimulated by a door to door interview. This would provoke questions as well as reveal the skills or talents that are presently dormant or unused. The benefits would even extend beyond this information as it would provide basic facts that could be used to attract those types of industries most oriented to the existing labor market.

I definitely feel a labor survey in depth would be of tremendous benefit to Cape May County or any county.

Very sincerely,

Mark

MDE/mw Att.

#### PRIMARY FACTORS OF SITE SELECTION

#### IN ORDER OF IMPORTANCE

1.	Labor availability	21.	Labor legislation	
2.	Availability of plant site	22.	Electric power considerations	
3.	Market proximity	23.	Availability & type of rail service	
4.	Labor potential (quality)	24.	Future state and local taxes	
5.	Size of plant site	25.	Natural gas supply	
6.	Roads and highways	26.	Type of local industry	
7.	Adequacy & type land transportation	27.	Availability of commercial services	
8.	Community acceptance	28.	Influence of local industry	
9.	Water supply	•	Proximity to raw materials	
10.	Expansion possibilities			
11.	Existing wage rates		Absence of unionization	
12.	State and local business climate	31.	Protection services	
13.	Cost of plant site	32.	Existing working conditions	
	Construction costs	33.	Water pollution legislation or regulation	
15.	Financing arrangements	34.	Air pollution legislation or	
16.	State and local tax situation	2.5	regulation	
17.	Sewage disposal .	35.	•	
18.	Proximity & type air transportation	36.	Facilities for employee transportation	
19.	Zoning regulations	37.	Climate of area (weather)	
20.	State and local tax legislation	38.	Fuel oil factors	

Source: Survey conducted by FACTORY, a McGraw-Hill publication in 1968, of 62 Managers and/or Directors of Area Development Departments in cooperation with the Edison Electric Institute.



## McGREGOR & WERNER GRAPHICS, INC.

WOODBINE, NEW JERSEY 08270 # TELEPHONE 609-861-2826

April 13, 1970

Mr. Joseph O'Neill, Acting Director EDA Regional Office 19 North Main Street Wilkes Barre, Pa.

Dear Mr. O'Neill:

We would like to convey to you our feeling of the necessity for a labor market survey in Cape May County.

As you know, McGregor & Werner Graphics, Inc. is not alone with its program to recruit personnel. There are a number of other organizations in this area who face the same problems. We feel that right now is the time to get a labor market survey underway, to take advantage of the tremendous influx of tourists and summer residents. Many of these people, we are sure, are unaware of the opportunities South Jersey has to offer and would be more than happy to make this their permanent residence if they could be assured of year-round employment.

At the present time there is no information available to companies already in the area, or to those who might be interested in locating here, concerning numbers and skills of employables in Cape May County.

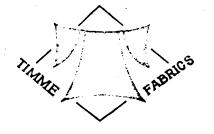
We are aware that the Cape May County Industrial & Economic Development Commission strongly urges a survey of the local labor market and that they have done considerable research on this project.

We would certainly appreciate any assistance you might give in expediting this very necessary program.

Very truly yours,

Dale F. Kipers, Vice President McGREGOR & WERNER GRAPHICS, INC.

DFK:erm



#### E. F. TIMME & SON · INC ·

200 MADISON AVENUE, NEW YORK, N. Y. 10016
MURRAY HILL 3-2580

April 14, 1970

Mr. Joseph O'Neil
Acting Director
EDA Regional Headquarters
19 North Main Street
Wilkes Barre, Pa. 18/01

Dear Mr. O'Neil:

Several months ago Joe Motley, from the Cape May County Industrial & Economic Development Commission, brought to my attention that EDA was considering a labor market survey for the Cape May area.

As of this date we have consummated a lease at the Cape May County Airport and within nine months to a year we will be hiring 200 employees and the assistance of this labor market survey would certainly be of great importance to us. I feel the best time to do this survey would be during the summer months as a great many of the employees which we will be interested in will come from this influx of people. A sampling after September would certainly not have the true picture and, therefore, if this survey is not done as soon as possible it would be of no aid to us in getting our new plant started.

I will be in contact with Joe Motley giving him our personnel requirements for this new plant.

In conclusion may I say this survey would be of the utmost importance to us if it were done within the next three or four months and certainly if there is any additional information that I could give you please feel free to call on me.

Very truly yours

E. F. TIMME & SON, INC.

William J. Buff

WJB/im

c.c. Mr. Joseph P. Motley

## State of New Iersey

# DEPARTMENT OF LABOR AND INDUSTRY DIVISION OF EMPLOYMENT SECURITY



OFFICE OF THE MANAGER
NEW JERSEY STATE EMPLOYMENT SERVICE
Affiliated with United States Employment Service

LOCAL EMPLOYMENT SERVICE OFFICE:

2602 Pacific Avenue Wildwood, N. J.

April 17, 1970

Mr. Joseph P. Motley, Director Industrial & Economic Development Commission P. O. Box 355 Wildwood, N. J.

Dear Mr. Motley:

Attached are the figures on the applicants in our active file who number 10 or more in a given occupation. This count was made at the end of February, which is our most recent count since the April count is not due until the thirtieth. We are submitting these figures by occupational code and occupational title, giving totals and the number of females in each title.

We hope this supplies your required statistics. If not, please do not hesitate to call us for any additional information you may need.

Yours very truly,

William A. McCourt,

Manager

Encl. - 1

WMc/MT/w



Occupational Code	Total	<u>Female</u>	<u>Title</u>
185.168	12	7 .	Manager, Store, Retail
187 <b>x</b> 168	28	10	Manager(entry), (hotel, rest., bar)
219.388	12	12	Clerk, general office
290.478	25	23	Sales Clerk
299.468	12	11	Cashier,Checker,Grocery Store
311.878	70	65	Waiter/waitress/bus boy
312.878	31	2	Bartender/Barmaid
318.887	20	1	Dishwasher
320.137	13	10	Manager, Lodging Facilities
323.887	38	<b>3</b> 8	Chambermaid
840.781	16	0	Painter
860.381	13	0	Carpenter
861.381	10	0	Bricklayer
869.887	23	0	Construction worker
905•883	22	0	Truck Driver, Heavy
	345	179	

•

April 24, 1970

Joseph O'Neill, Acting Director E. D. A. Regional Headquarters 19 N. Main Street Wilkes Barre, Pa. 18701

Dear Mr. O'Neill:

The Cape May County Chamber of Commerce, through its Personnel Resources and Industrial Committee:, strongly support the application and request made by the Cape May County Industrial and Economic Development Commission to E. D. A. to finance an in depth study of our Labor Market.

This survey has become a number one priority for CapeMay County in order to facilitate recruiting, training and staffing of everal firms that have located or are locating in Cape May County with E. D. A. assistance.

The most recent Labor Market statistics available for our use in Cape May County are from a 1960 U.S. Census. These statistics are long out of date.

Your immediate attention and approval of our application is respectfully requested.

Very truly yours,

Robert C. Patterson, r., Executive Secretary

RCP:jem

cc: Joseph Motely, Director Industrial Comm.

#### LEGISLATION AND FINANCE

Cape May County Industrial and Economic Development
Commission still faces the reality that the State of
New Jersey has made no change in laws to induce industry
to locate within its borders. While many southern states
offer tax-free credits, moratoriums on tax payments,
even free ground and buildings under certain circumstances,
such concessions are not open to industrial development
groups in New Jersey.

The picture grew dimmer in 1969 with the Congress taking a more searching look at the tax-exempt status of industrial development and municipal bonds. These bonds have been traditionally tax free of federal income tax but the mounting numbers of issues came in for criticism from many municipalities throughout the State and the Nation as a whole with the difficulty of finding a market for municipal bonds. Local government bodies found it increasingly difficult to sell their bonds and were finding it necessary to pay as much as 7½ percent interest on their flotations. Some municipal officials attributed this to the competition from industrial development bonds.

According to an article in "Business Review", a monthly publication of the Federal Reserve Bank of Philadelphia, the federal government started to crack down on industrial development bonds early in 1968. The Securities and Exchange Commission proposed a ruling which would require industrial development issues to be registered. This process would complicate each offering and make it more expensive. In the spring of 1968 the Treasury prepared to end tax exemption of industrial development bonds by administrative ruling. But Congress, particularly the Senate, saw this as a usurpation of legislative prerogative and hastily attached a rider to a bill ending tax exemption of these issues by congressional action. The ammendment was eventually signed into law in June as part of the Revenue and Expenditure Control Act of 1968 the Surcharge Spending Act. A further change was made in October restoring tax exemption for issues meeting certain tests.

As of now industrial development bonds over \$300,000 are subject to registration with the SEC. However, smaller cities and countries may still find it beneficial to issue industrial bonds under limitations currently applied.

Loopholes in the law still allow industrial development bonds for industrial parks and transportation facilities.

And the article points out that this type of security

"will return to its original role of luring smaller firms into small, possibly depressed, but aspiring communities."\*

During the past year many municipalities in Cape

May County felt the pinch of the rising cost of funding

capital improvements. During the year, the Board of Free
holders awaited the right opportunity to issue bonds for

the construction of a general office and free county

library building. The Board authorized issuance of bonds

in the amount of \$1,250,217 and was extremely fortunate

in being able to find a market at 5.9 percent. However,

as of December 31, 1969, the County government wound up

with a balance of \$665,335.18 funded and \$1,333,750.40 unfunded.

There was very little the Subcommittee on Legislation and Finance could do except to await with caution the development of the Treasury Department's proposals regarding the continuation of tax exemption on municipal bonds. An excellent resumeof the situation was prepared by the executive director of the Municipal Finance Offices Association, as of September 11, 1969 and a copy of this is enclosed.

<sup>\*</sup> March 1969 "Business Review" page 8

#### MUNICIPAL FINANCE OFFICERS ASSOCIATION

INFORMATION BULLETIN -- Re. H.R. 13270

#### TREASURY PROPOSES DISAPPOINTING PLAN FOR TAXING MUNICIPALS

The Senate Finance Committee on September 4 heard the Treasury's program for taxing municipals. The Treasury plan failed to eliminate two of the most serious objections which states and local governments have to the House version in H. R. 13270, the bill to enact the so-called "Tax Reform Act of 1969."

The Treasury plan (1) renews the proposal to include state and municipal bond interest in the plan to "allocate deductions" (disallowance of part of items of personal deduction if municipal bond interest is earned), and (2) by making this proposal apply even to outstanding bonds, it retains the offensive and unjust idea of retroactive application. In fact, the Treasury would even scrap the House proposal to "phase in" this tax plan over a ten year period.

On the plus side the Treasury did ask the Senate to reject the inclusion of state and local government bond interest in the "minimum tax" plan ("limit on tax preferences"). The Treasury also opposed the House "tax-subsidy" plan under which states and local governments choosing to issue fully taxable bonds would receive a federal "subsidy" of a percentage of the interest paid (to be set by the Secretary of the Treasury between 25% and 40% limits after five years and between 30% and 40% limits for the first five years).

It is disheartening that the Treasury backed away after having come this close to giving true implementation to the President's announced philosophy of strengthening state and local government and reversing centralization in Washington. This is particularly so because the Secretary of the Treasury testified that only \$45 million a year would be derived from this new tax on state and municipal bond interest even if it applied not only to future bonds

but to all those outstanding as well. Some of the Senators hearing the Secretary expressed surprise that the Secretary was ready, for so little, to tamper with an exemption that is so basic to our federal system and which means so much to state and local government.

The Treasury apparently does not yet appreciate at all the significance of the loss of confidence which has shattered the municipal bond market in recent months. Tax exemption, to retain its value to the issuers, must be intact -- free from "gimmick" plans which leave investors fearful that more damaging plans will follow once any Congress has broken through and shown its willingness to tamper with the historic immunity.

Because of this loss of confidence the increased interest costs which the Treasury plan forces will be far more than the meager \$45 million in federal taxes it might produce. To restore that confidence Congress must reject all these snipings at the value of tax exemption.

All state and local government officers must intensify their efforts to persuade their senators to reject all these efforts to undermine our exemption. We deplore the "allocation of deduction" plan which both the House and the Treasury support. State and local government officials should oppose the "minimum tax" plan which is still part of the House bill. Neither is required by the tax equity arguments made for other parts of the bill.

These proposals to tax state and local government bond interest are not tax "reform" measures. They will backfire and boomerang; the cycle is clear: The proposals mean higher interest rates, and higher interest rates mean higher local taxes, including property and sales taxes, which bear most heavily on those with the least ability to pay.

To protect the average local taxpayer of modest means we must continue to retain our exemption without any impairment at all.

The state and local government side will be heard by the Senate Finance Committee on September 23. State and local government officials must present a powerful refutation of the Treasury position and of the House of Representatives proposals.

Joseph F. Clark Executive Director

John M. Carew Dr. E. T. Ferren John McLaren Jacob Siegel

Joseph P. Motley
Executive Director

Industrial & Economic Development
OMNISSION

CAPE MAY COUNTY AIRPORT P. O. BOX 355 WILDWOOD, N. J. 08260

April 7, 1969

Mr William W Griest, President Union Trust Company Wildwood, NJ 08260

Dear Bill:

At last someone has taken the time and effort to prepare a comprehensive and authoritative article on Industrial Development Bonds. I thought you might like to have a copy. If you would like more for the members of the Banking and Legislation Sub-Committee of the Economic Development Commission, I shall be glad to provide them.

The title of this article from the Philadelphia Federal Reserve's "Business Review" is slightly misleading. You will note on the bottom of page 7 which I have underlined that one of the uses of these bonds—the development of sites for industrial parks—is still tax—exempt. This of course is singularly important in connection with the development of Cape May County Airport Industrial Park. Some observations on the final page 8 also indicate usefulness in luring smaller firms into our size community.

I know certain other officials will be interested in this article, which I am sending to those listed below.

Copies:

Freeholder Catanoso Dr Schuck Nathan C Staller, Esq. Richard Cordasco, EDA Sincerely,

Joseph P. Motley, Executive Director

#### September 24, 1969

Memo - File with County's Debt Structure and Bond Limits

I spoke on the telephone today with Mr. John C. Merritt, Vice-President of Drexel, Harriman, and Ripley, Investment Eankers of Philadelphia. Telephone: KIS-4100.

The purpose of my call was to inquire about the market conditions for issuing bonds is a present time.

Mr. Merritt stated that our County has well regarded and has a Eaa rating. This is a rowing cimiler to most municipalities in this area. He inquired that type of capital improvement we had in mind, and I stated that the County was considering improvement of the county are facilities at Cape May County Airport.

Mr. Merritt static that the matter of sewer and water has become almost fine in importance around the country, even more so the chools. There has been so much emphasis on elimination of pollution that this appears now to be the primary consideration and bonds issued for this purpose are generally very well regarded.

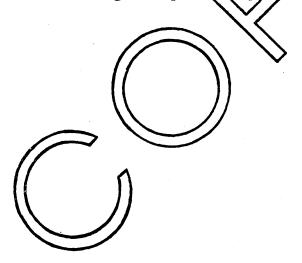
He said that the market for issuing bonds at the present time is improving and that the rate at the moment is in the area of 62 to 7 percent.

He suggested however that rather than issue bonds, that the County negotiate short-term financing with the local banks in the County and that we remain flexible so that we can take advantage of anticipated improvement in the bond market in the not too distant future. He said that current testimony before the Senate Committee considering the imposition of taxes on municipal bonds was taking a favorable turn and it now looked as if municipal bonds would remain untaxed.

#### Page 2

Later today, at a meeting of the Cape May County Industrial and Economic Development Commission, Freeholder Catanoso indicated that the Board of Freeholders had received a verbal commitment from W. C. Koeneke, President of the Marine National Bank who offered to take all of the \$200,000, bond anticipation notes for improvement of the cewage disposal system at the Cape May County Airport.

All of the above would seem to proclude any possibility that the Freeholders would have any justification for refusal to approve the sewage disposal improvement project.



# Industrial Development Bonds: They're Not What They Used to Be

by Susan R. Robinson

During the past two years or so, there has been a running battle over industrial development bonds. Use of these bonds by municipalities and other political subdivisions, especially in the South, to persuade corporations to locate in a certain town or county has stirred much controversy. And industrial development bonds have become a political and sectional as well as an economic issue. During 1968, the U.S. Treasury, Congress, and the Securities and Exchange Commission took action to limit the role IDB's will play, beginning this year. Now that the dust has settled somewhat, it is possible to take an unimpassioned look at the IDB financing device and to assess the implications of its curtailment for municipalities, corporations, the capital market, and investors.

#### NATURE OF THE ANIMAL

Industrial development bonds (also called industrial revenue bonds, industrial aid bonds, and, mostly by opponents, tax-exempt corporate bonds) are issued by a municipality for the purpose of financing a factory or other industrial facility for lease to a business firm. Although they can be either general obligation or revenue bonds, the bulk are of the revenue type. The corporation which uses the factory usually pays "rent" to the town, county or development authority sufficient to pay the interest and principal on the bonds. Rental payments are a taxdeductible expense for the firm. Interest on IDB's issued before January 1 of this year, like the interest on other municipal securities, is considered tax-exempt so that investors owning the bonds pay no federal income tax (and often no state tax) on the interest received. Consequently, rates on IDB's are lower than rates on comparable corporate bonds, and the financing cost to the corporation is usually about 1 per cent less. For example, it has been estimated that the savings through industrial development

financing on a 30-year serial bond issue of \$140 million could be as much as \$25 million. On the other hand, IDB rates are higher than those on conventional municipal issues and repayment is guaranteed by the corporation, so they are attractive investments. For example, a tax-exempt bond yielding 6 per cent is the equivalent of a 10.91 per cent taxable return to a person in the 42 per cent tax bracket or 12.5 per cent to a corporation paying 48 per cent in taxes.

#### **HUMBLE BEGINNINGS**

The first IDB's were issued back in 1936 in Mississippi to attract industry into depressed areas where employment and income were low. In 1950, only Mississippi and Kentucky allowed IDB financing; and although 23 states had authorized the practice by 1960, use of these bonds remained confined to relatively small towns in the South. Early IDB's were not highly regarded by the nation's financial community, largely because they were issued by small, often obscure towns for use by unknown companies. Nevertheless, they were popular with the municipalities and companies involved. For the town, there was an immediate increase in employment when the plant was being built and beginning operation. In addition there was the multiplier effect; that is, new jobs stemming from the plant, in turn, caused creation of still more jobs because business activities of local merchants, raw material producers and supporting firms expanded. For the company, it meant cheap financing, a large labor pool (which probably commanded lower wages) and possibly cheaper power and raw materials.

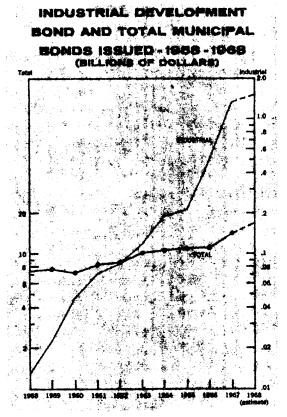
In 1954, the U.S. Treasury ruled that interest on IDB's was tax exempt. This ruling spurred the spread of enabling legislation, as more and more states realized that IDB's were a powerful device for attracting industry and furthering regional development.

#### **STAMPEDE**

Not only did the advantages of industrial development bonds attract more states and consequently more towns and counties into the field, but there was a snowballing effect. As use of IDB's spread, towns in states which did not allow them found themselves at a competitive disadvantage to areas where they were allowed. By the end of 1967, a spirit of competition, as well as self-defense, led a total of 44 states to authorize the use of IDB's by their political subdivisions. Even large industrial states like Ohio. New York and Pennsylvania joined the rush. During the 1960's, IDB financing was no longer confined to the South, although the majority of issues still came from that section of the country.

As use of IDB's spread geographically and as the economy expanded during the 1960's, the number of IDB's issued each year mushroomed. From \$8.8 million in 1952, the total amount of industrial issues jumped to \$84.3 million in 1962 and in 1968 about \$1.5 billion of new IDB's came to market. This rate of increase was considerably greater than that chalked up by all municipals, as shown in the chart. In every year before 1962, IDB's counted for less than 1 per cent of dollar volume of new municipals, but by 1968 it is estimated that they represented about 9 per cent of the total.

Not only did the volume of IDB's increase but characteristics of the typical issue changed, too. In 1957, average size of an industrial development issue was \$366,000; in 1967 it was \$7.8 million. This growth is spectacular compared to regular municipal bond issues: a typical tax-exempt offering grew from \$1.0 million in 1957 to \$2.5 million ten years later. The growth in average size of issue indicates that larger plants were being built with IDB financing and that larger corporations were benefiting from use of IDB's.



At the same time, average population of towns floating industrial bond issues increased steadily, from 14,000 in 1965 to 33,500 in 1968. In the case of counties, growth was not quite as marked, moving from an average of 109,000 in 1966 to 156,000 in '67 and back to 140,000 in '68. Municipalities with nationally recognized credit ratings have also become more important as sellers of IDB's. Although the majority of towns are not rated by Moody's because of their small-size (even in this sample of larger towns), from 1966 through 1968

almost 20 per cent of the IDB issues listed are from towns which are rated. No town issuing IDB's before 1966 was rated. The highest rating of an IDB-issuing municipality in our sample is "A" and the lowest "BA". Most are "BAA", which is considered of investment grade.

Yields on IDB's are higher than on other municipals, and this gap has been widening. A comparison between large issues of IDB's and the Investment Bankers Association Index for BAA-rated, 20- to 30-year bonds shows an average differential of 81 basis points in 1966, 109 in 1967, and 151 in 1968. For 5- to 10-year bonds, differences were 49, 56, and 107 basis points, respectively. Rising yields on IDB's relative to other municipals reflects the huge increase in supply of these bonds since 1965, and also a fear that the tax-exempt status of these bonds might be threatened. However, the increasing size of towns and companies involved in IDB financing would reduce the risk on these bonds, offsetting some of the above factors.

#### TO THE ATTACK

The surge in IDB issues attracted the attention of investors and dealers, the U.S. Treasury, organized labor and, eventually, the Congress. Much criticism of IDB's was heard and abuses of the device were reported. This induced vigorous rebuttals and a full-scale controversy developed.

Arguments against the continued use of taxexempt industrial bonds are varied and wideranging. One which proponents have difficulty rebutting is that since almost every state allows IDB's there is no longer much competitive advantage to be gained for any particular town by using them. The situation is analogous to one in which the first gas station on the street to offer gifts, stamps or games boosts its sales considerably. Yet as competing stations find their own gimmicks, the advantage of the first

<sup>&</sup>lt;sup>1</sup> In order to analyze other changes in characteristics of IDB's we have used a list prepared by McDonald and Company of Cleveland, dealer and underwriter of industrial development bonds. This list includes all large issues of general interest to investors, as well as most Ohio issues. Some information for 1968 is from Fliot Sharp's Tax Exempt Newsletter and the Investment Dealers' Digest. Observations prior to 1965 are somewhat limited (mainly because of the small number of large IDB issues offered during that period). This should be borne in mind during the following discussion of an "average" issue.

#### **MARCH 1969**

one is eaten away until all are back where they started.

Another practical consideration is the effect of the flood of IDB's on the municipal bond market. This sector of the capital market has been under severe pressure for a number of years for several different reasons. Demands for funds have grown as state and local governments face greater demands for services relative to their resources while the supply of funds, mostly from commercial banks and individuals in high tax brackets, has not kept pace. Thus, the growing volume of IDB's has aggravated a serious supply-demand imbalance rather than caused it. However, the addition of more than \$1 billion in IDB's during each of the past two years helped keep interest rates high and prices of state and local bonds low. The effects were most marked in long-term, lower-rated issues.

Because interest income from IDB's is not taxable, the large and growing amount of these bonds held by individuals and institutions represents a sizeable loss of income to the Treasury. One federal authority projected a loss of \$200 million a year by 1970, and \$1.5 billion a year by 1975 if IDB's retained full tax exemption. Furthermore, some opponents, and at least one strong supporter of IDB's, feared that the amount of this revenue loss to the Federal Government together with alleged abuses of IDB financing would jeopardize the tax-exempt status of all securities. IDB's are also attacked as a tax loophole which helps the rich without providing offsetting public benefits. In reply, proponents argue that increased taxable corporate and personal income brought by a new plant help make up for loss to the Treasury caused by the tax-exempt feature of IDB's. Some even conjecture that federal money is saved through use of IDB's because economic development of a region makes federal assistance programs unnecessary there.

Organized labor is opposed to IDB's because of sudden mass unemployment caused in an area when a plant leaves (usually from the highly organized East) to relocate at an IDBfinanced site in the less-unionized South. IDB's also have been called a perversion of and a threat to private enterprise. For example, it is said that this kind of financing prompts uneconomic plant location; that it obligates the firm unnecessarily to the community; that competition among firms in an area is threatened if one company has the advantage of industrial bond aid and others do not; that use of IDB's smacks of Socialism; that IDB's provoke plant piracy a sort of "beggar-thy-neighbor" policy among the states. Those who favor IDB's reply that firms cannot be lured to a particular site by a financing gimmick alone; economic considerations must still play a major role in the sitelocation decisions.

Finally, some observers contend there are abuses of IDB financing. Some feel use of IDB's in Northern industrial states is inappropriate. Others point to a growing list of large and successful firms which have benefited from IDB's. For example, a recent decision by the Pennsylvania Supreme Court permitted IDB financing for plants to be used by Ralston Purina and Armco Steel. There have also been instances where large firms and large plant facilities placed a heavy tax burden on towns where they located because of new water and sewer facilities they required. Detractors also claim that companies buy many of their own IDB's, thus turning taxdeductible interest payments into tax-free income as well. A survey of Fortune's 500 largest firms in 1967 revealed only two examples of a firm holding IDB's originally issued to finance its own facilities, but the nation's top 500 include only a small fraction of all firms leasing plants financed by IDB's.

Perhaps the most important point made by

those favoring development bond financing is the economic boost it can give to a community. A new plant results in higher employment, higher incomes and more business for merchants and service industries. Some enthusiastic supporters of IDB's say the financing device encourages people to remain in rural areas and small towns instead of joining the exodus to urban centers and ghettos of the North.

#### YANK ON THE REINS

Early in 1968 the Federal Government started to crack down on IDB's. The Securities and Exchange Commission proposed a ruling which would require industrial development issues to be registered. This process would complicate each offering and make it more expensive. In the spring of 1968, the Treasury prepared to end tax exemption of IDB's by administrative ruling. But Congress, particularly the Senate, saw this as a usurpation of legislative prerogative and hastily attached a rider to a bill, ending tax exemption of these issues by Congressional action. The amendment was eventually signed into law in June as part of the Revenue and Expenditure Control Act of 1968, the surchargespending act. A further change was made in October restoring tax-exemption for issues meeting certain tests.

As of now, interest income from industrial development bonds issued since December 31, 1968 will be taxed, unless the IDB issue is less than \$1 million, or unless the total of the IDB issue plus any capital expenditure by the benefiting firm in the municipality for three years before and after the issue is less than \$5 million. IDB's floated for certain purposes are also exempt: housing, sports facilities, convention facilities, transportation facilities, air or water pollution control, development of sites for industrial parks.

IDB's of over \$300,000 are now subject to registration with the SEC, according to an August, 1968 ruling by the Commission. Also, the Internal Revenue Service recently decided that corporations will no longer be able to deduct all rental payments on IDB-financed facilities as a business expense. Now firms can deduct only an amount equal to interest payments they would have made had they borrowed in the corporate market to build the facility.

Faced with these grim conditions, many firms and municipalities rushed to market with IDB issues before the December 31st deadline. Now, however, the end of tax exemption has marked the end of large issues of IDB's. What alternatives will cities find to lure industry? How will corporations react? Will this affect the capital markets and institutional and individual investors?

#### WHERE DO WE GO FROM HERE?

Some issues of industrial development bonds will still be marketed. Underwriters report that even as the new rules went into effect a few towns were preparing small offerings of IDB's. However, in 1967, issues of \$5 million or less accounted for only 13 per cent, or about \$160 million, of total volume of IDB's. The new SEC registration requirements and capital spending limitations will also discourage prospective issues because towns and companies may find the benefits of marketing small issues of IDB's are not worth the costs. The number of issues which will appear under the various exceptions is not known. Many feel that future IDB's will be within the original purpose of boosting the economy of small towns, and that the danger of abuse will be diminished.

With the stampede of new IDB issues slowed to a crawl, the market for municipal bonds will feel much less pressure from this source. The absence of year-end bunching of offerings which

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has occurred for several years now will be a particular relief. Also, the psychological impact that growing volume of IDB's had on an already demoralized market will be removed. Nevertheless, even a large cutback in industrial issues will not be able to arouse the market from its depression because increasing needs of communities will continue to make heavy demands on the municipal market. Legislation and rulings prohibiting large IDB's were more important in terms of what they prevented—that is, a further avalanche of these bonds—rather than effects which will actually be observed.

There will be increased demand for funds in the corporate bond market as firms banned from use of IDB's seek alternative means to finance new plants. The severity of these extra pressures depends on the extent to which companies using IDB's have been borrowing in the corporate market already, but there is no evidence available on this point. In 1967, total issues of IDB's equaled 6.25 per cent of corporate market volume (up from .02 per cent ten years before). The impact of increased corporate demands, because of curtailment of financing with industrial development bonds, is difficult to measure. The impact should not be staggering because the corporate market is a more robust one. But if capital spending by business is as high as now predicted, additional corporate issues could be an annoving problem for an overburdened market.

In the past the same types of investors who bought regular municipals have bought industrial development bonds: commercial banks, well-to-do individuals and insurance companies. Banks buy a somewhat smaller proportion of industrial development bonds because they typically buy shorter-term bonds whereas only 20 to 30 per cent of most IDB issues is included in the shorter-term, serial portion of the bond. Most investors who formerly bought IDB's probably will continue to buy municipals in order to

receive tax-free income. Relative attractiveness of outstanding industrial development bonds to investors depends on expectations: will investors decide the new legislation and rulings are only the first phase of an attack on tax exemption of all IDB's or will they assume these actions assure continued tax exemption of interest on outstanding industrial revenue issues?

Smaller cities and counties may still find it beneficial to issue industrial bonds under limitations currently applied. Larger ones must find alternative ways to promote economic development of their regions. To a certain extent, along with all municipalities, they should profit from lower municipal rates for all general obligation and revenue bonds than would have existed had the glut of IDB's been allowed to continue. For those actively seeking to attract industry, loopholes in the law still allow IDB-paid-for industrial parks and transportation facilities. A recent issue of the New England Business Review<sup>2</sup>, Federal Reserve Bank of Boston, suggests that state loan and loan guarantee programs, which already exist in a number of states, can be effective supplements to private lending for regional development.

The future of industrial development bonds has not been irrevocably determined; Congress may reconsider them. Partly because there never were committee hearings on the amendment which removed their tax exemption, some commentators feel more changes, or at least reevaluations of past actions, are in store. Although the possibility is still remote, industrial development bonds may rise again. In the meantime, this device will return to its original role of luring smaller firms into small, possibly depressed, but aspiring communities.

<sup>&</sup>lt;sup>2</sup> Edwin C. Gooding, "The New Status of Industrial Aid Bonds—Implications for State and Local Financing Efforts," New England Business Review (Federal Reserve Bank of Boston), November, 1968.

1969 INDUSTRIAL DEVELOPMENT BOND MARKET	Number of Industrial Revenue Bond Issues: JanSept. 1969	Value of Industrial Bonds Issued From JanSept. 1969	Value of Industrial Bonds Issued in 1968	Value of Industrial Bonds Issued in 1967		Number of Industrial Revenue Bond Issues: JanSept. 1969	Value of Industrial Bonds Issued From JanSept. 1969	Value of Industrial Bonds Issued in 1968	Value of Industrial Bonds Issued in 1967
		(\$ Millions)	(\$ Millions)	(\$ Millions)			(\$ Millions)	(\$ Millions)	(\$ Millions)
Alabama	7	6	56	N/A	Montana	None <sup>16</sup>	None	None	None
Alask <b>a</b>	None <sup>1</sup>	None <sup>1</sup>	None <sup>1</sup>		Nebrask <b>a</b>	617	2.975	23.045	28.460
Arizona	None	None	None	None	Nevada	N/A	N/A	N/A	N/A
Arkansas	N/A	12.905	55.220 <sup>2</sup>	116.201 <sup>3</sup>	New Hampshire	None	N/A	N/A	N/A
California	4				New Jersey	4	_		
Colorad <b>o</b>	None	None	None	None	New Mexico	N/A	N/A	N/A	N/A
Connecticut	None	None	None	None	New York	18	18	18	N/A
Delawar <b>e</b>	2	N/A	5		North Carolina	2	2.5	N/A	N/A
Florid <b>a</b>	1	1 '	None	None	North Dakota	N/A	2.827	3.10119	.275
Georgi <b>a</b>	8	15.785	21.425°	123.270 <sup>7</sup>	Ohio	9	14.825	206.390 <sup>∞</sup>	N/A
Ha <b>waii</b>	None	None	None		Oklahoma	N/A	N/A	147.375	200.0
Idaho	4			****	Oregon	None	None	None	N/A
Illinois	None	None	None	N/A	Pennsylvania	None	None	34.0	N/A
india <b>na</b>	None	None	None	N/A	Rhode Island	None	None	None	4.8 <sup>21</sup>
łow <b>a</b>	4	9.325	9.225°	53.300	South Carolina	4	11.5	30 <sup>12</sup>	_
Kansa <b>s</b>	N/A	N/A	17.174°	24.8 <sup>12</sup>	South Dakota	2	2.3	None	N/A
Kentucky	3	2.45	224.247 <sup>10</sup>	160.792	Tennessee	N/A	N/A	71.022	89.725
Louisiana	7	8.2 <b>32</b>	192.845	123.309	Texas	None	None	N/A	N/A
Maine	None	None	11		Utah	None <sup>1</sup>	None <sup>1</sup>	None <sup>1</sup>	None <sup>1</sup>
Maryland	1	.870	5 <sup>12</sup>	-	Vermont	None <sup>22</sup>	None <sup>23</sup>	None <sup>22</sup>	None <sup>22</sup>
Massachusetts	1	.600	24.5 <sup>18</sup>	None	Virginia	1	3.5	61.610 <sup>28</sup>	46.350 <sup>24</sup>
Michiga <b>n</b>	N/A	N/A	N/A	N/A	Washington	N/A	N/A	25	N/A
Minnesota	None	None	None	N/A	West Virginia	1	.380	N/A	N/A
Mississippi	23	17.945	54.181 <sup>14</sup>	35.930 <sup>18</sup>	Wisconsin	None	None	None	None
Missouri	15	N/A	40 <sup>12</sup>	-	Wyoming	N/A	N/A	35	N/A

 $\ensuremath{\text{N/A}}$  indicates information not available.

<sup>1—</sup>Enabling legislation was passed in 1967, but bonding provisions have not been

<sup>1—</sup>Enabling legislation was passed in 1967, but bonding provisions have not been used.
2—Total for 19 issues.
3—Total for 15 issues.
4—State does not permit industrial bond financing.
5—Total for all years up to 1968 was \$86 million in bonds for 11 plants.
6—Total for 8 issues.
7—Total for 15 issues.
8—Total for 27 issues.
9—Total for 27 issues.
10—Most of bond transactions in 1968 were initiated in 1967.
11—Total tor all years through 1968 was 5 issues worth \$6.85 million. Several projects this year have been approved but remain to be implemented.

<sup>13—</sup>Total for 4 issues.
14—Total for 43 issues.
15—Total for 34 issues.
15—Total for 34 issues.
16—Test case for bonding legislation is pending.
17—Data current as of 11/1/69.
18—From Oct. 1968 to Oct. 1969, \$6.5 million in loans were approved for 44 projects.
In the years before Oct. 1968, \$42.227 million in loans were made to industry.
Funds for the loans were derived from the sale of state guaranteed notes and bonds.

tunds for the loans were derived from the sale of state guarante bonds.

19—Total for 8 issues.

20—Total for 1 issue.

22—Enabling legislation has been passed, but law has not been used.

23—Total for 10 plants.

24—Total for 7 issues.

25—As of 1968, \$6.5 million in industrial bonds had been issued.

\*Indicates legislation was enacted in 1969 session.

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1-Permitted only in specified municipalities.

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Virginia

Washington

Wisconsin

Wyoming

West Virginia

**STATE TOTALS** 

State allows city or county to offer financial aid for existing plant expansions. In Louisiana, state financing is directly involved only in the case of those port authorities whose obligations are backed by the full faith and credit of the state.

by the full faith and credit or the state.

3—Activity limited to Anchorage Port Authority in Alaska, to Ports Authority in Georgia, to port districts in Oregon and to port districts and municipal corporations operating under special state enabling legislation in Washington.

4—Non-profit Regional Job Develupment Corporations may be established in economically disadvantaged areas to provide small loans to business.

5—Availability of a state guarantee of loans from privately-sponsored non-profit Regional Job Development Corporations serving economically disadvan-

Corporations serving economically disadvan-

- 10
- 6—Authorized but none are active.
  7—Loans limited to plants for processing, marketing, distributing and storing agricultural products; for fin shing and/or manufacturing containers, materials and supplies used in the marketing of agricultural products.

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- rials and supplies used in the marketing or agri-cultural products.

  In EDA-designated areas, state may match local government participation.

  Limited to EDA-critical areas.

  New York Job Development Authority has power to issue nonguaranteed bonds but has not done so to date; New York State Urban Development Cor-poration and local industrial development agencies have power to issue such bonds, but none has yet done so. Only-one local agency has been formed under the 1969 law, and is not yet operative. -New York State Urban Development Corporation
- The Urban Development Guarantee Fund of New York is empowered to guarantee up to 80 percent

of a loan by a lending institution to a qualified business. The Fund is not yet operative. -Loans apply to residential construction only.

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13—Loans apply to residential construction only.
14—Under the Urban Job Incentive program, a corporate franchise or unincorporated business caracteristic allowed to firms locating, expanding or improving facilities in urban core areas. To be eligible, a business must be located in a low-income area of a city having a population of at least 125,000. The firm must create or retain at least five jobs and provide an approved training program. In addition, the largest share of the facility's volume of business must be from outside the area in which it is located, as in manufacturing or wholesaling. The credit is given for up to 10 years. The 1% tax credit described in footnote 68 may be taken instead of the Urban Job Incentive program, real-property tax exemption is a local option. tive program, local option.

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	Corporate Income Tax Exemption	Personal Income Tax Exemption	Excise Tax Exemption	Tax Exemption or Moratorium on Land, Capital Improvement	Tax Exemption or Moratorium on Equipment, Machinery	Inventory Tax Exemption on Goods in Transit (Freeport)	Tax Exemption on Manufacturers' Inventories	Sales/Use Tax Exemption on New Equipment	Tax Exemption on Raw Materials Used in Manufacturing	Tax Credits for Use of Specified State Products	Tax Stabilization Agreements for Specified Industries	Tax Exemption to Encourage Research and Development	Accelerated Depreciation of Industrial Equipment	State Right-to-Work Law	State Minimum Wage Law	State Fair Employment Practice Code	Statewide Uniform Property Tax Evaluation Law	Statewide Air Pollution Control Law	Statewide Water Pollution Control Law	Incentive for Compliance with Pollution Control Laws	Statewide Industrial Noise Abatement Law
Alabama	•*		<b>0</b> *	•	0		0	•	•					9			0	<b>0</b> *	0	0*	
Alaska	•	0	0	0	0		0_	0	0						0	9		•	•	70-	
Arizona		0				0	0		•				<b>9</b>	0		9	•	0	0	28	
Arkansas						0		0	0		<u> </u>			0	0		0	0			
California							017	010	<b>9</b> 17						0		0	<u> </u>	0	O 52	
Colorado						019	<b>∂</b> <sup>20</sup>		<b>O</b> 20						0	0	0	0	0		
Connecticut	<b>●</b> <sup>21</sup>			ļ		0	0	<b>O</b> <sup>22</sup>							0	0		•		O <sup>53</sup>	
Delaware					•	0	0	0	0						9	•		0	0		
Florida	<b>●</b> 24	<b>O</b> <sup>24</sup>				0	<b>Q</b> 25		<b>9</b> 25					•			9	0	0		
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Nevada	O <sup>24</sup>	O 24				0	0							0	0	0	0	9	0		
New Hampshire	O <sup>24</sup>	O 24						●39							0	0	0	0	0	Q 56	
New Jersey		O 10				<b>O</b> <sup>41</sup>	9		9			0	<b>Q</b> 38		0	0	0	•	0	O <sup>57</sup>	O 58
New Mexico	·		9			0	0		0						0		0	0	0		
New York	Q14,68,69	<b>3</b> 68		<b>G</b> 14	O 42	<b>Q</b> 42	O 42	<b>Q</b> <sup>42</sup>	<b>©</b> 42			O 69	0		0	0	0	0.	9	<b>₽</b> 69	
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Oklahoma	9	0				0	0	9	0						0	0		0	0	0	
Oregon	Q45	Q 45				0	0*								0	0	0	0	0	<b>©</b> 61	
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Rhode Island		<b>2</b> <sup>24</sup>		<b>●</b> 28	<b>⊙</b> 28		0		0		0				3	•		0	0	<b>Q</b> 55	
South Carolina				0	0	0	0	O 46	0			<u> </u>		0	0		0	0	0	O 56	
South Dakota	9	0	0			0			0					0	<b>Q</b> *			0	0		
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Texas	<b>O</b> <sup>24</sup>	<b>⊙</b> 24	ļ	•		•			ļ					0	0			0	0		
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West Virginia	I		0*					0	0						0	0	0	3	9	<b>Q</b> 65	
Wisconsin						8	<b>Q</b> 51	0	0				0		066	0	0	0	0	O54	
Wyoming	Q 24	Q 24	•			0	0	-	0				<del>-</del> -	0	3	0	0	0	0	Q67	
STATE TOTALS	18	22	9	16	21	40	30	29	·	2	3	6	15	19	37	36	39	48	50	30	4
JIATE TOTAL						-70	1 00		1 0,						٠. ا	- 50		-0	30		

Permitted under IRS 63-20.

Authorized for purchase of industrial sites.

Allows 15% reduction in assessed valuation on business inventories. Reduction will be increased to 30% for fiscal years 1970-71 and 1971-72. Business inventories include raw materials used in

ness inventories include raw materials used in manufacturing.

18—Exemption allowed on certain types of equipment, including rail freight cars and certain watercraft and vessels of more than 1,000 tons burden.

13—Law allows reduction of taxes but not exemption. Goods in transit are assessed at 5%.

20—Inventories and raw materials will be assessed at 20% in 1970, but assessment will be reduced to

20% in 1970, but assessment will be reduced to 5% by 1973.

-Corporate tax credit is allowed only for cost of

21—Corporate tax credit is allowed only for cost of air and water pollution control equipment.
22—Industry has option to exempt either tools and movable machinery or inventories.
23—Sales tax exemption applies to raw materials consumed in the process of manufacture or which become a part of the finished product.
24—Florida, Nevada, New Hampshire, Ohio, Texas and Wyoming do not tax corporate or personal income. Rhode Island does not tax personal income.

- 25—Manufacturers' inventories and raw materials are assessed at 25%, while most other tangible personal property is assessed at 100%.
  26—Personal property originating outside the U. S. and imported into Georgia by water through any Georgia port acquires no situs for taxation if moving in foreign or interstate commerce, or if stored in a Georgia warehouse in transit to a final destination. The exemption does not apply except to situs for taxation by political subdivisions in which the original port of entry is located.
  27—Applicable to Industrial Revenue Bond property only. A 10-year exemption is allowed.
  28—Applicable at local level only.
  29—Applicable under tax equalization law only.
  30—Exemption applicable to capital improvements only.

-Exemption applicable to capital improvements only.

-Credit allowed for use of natural gas—1¢ per 1,000 cu. ft. Credit applicable against any tax owed to the state or to any political subdivision.

-Corporate and personal income taxes were adopted in the 1969 legislature.

-The Maine Port Authority is authorized to establish foreign trade zones, though none have been established yet.

- 34—Except for sales/use tax when purchased for use as an ingredient of tangible personal property for
- sale.
  35—Exemption may be applicable at county or local level

Taxed at 2% instead of usual 4% tax rate.

- 37—R & D equipment is classified as manufacturers' machinery and equipment, and as such, is eligible for tax exemptions.
- 38—Allowable depreciation is similar to that permitted under federal income tax laws.
- 39—State does not collect sales/use tax. 40—New Jersey citizens employed in New York not exempt.
- exempt.
  41—Applicable to goods stored in bonded warehouses.
  42—Personal tangible and intangible property not subject to advalorem taxes.
  43—New equipment is allowed a preferential rate of 1%, with a maximum tax of \$80 per article.
  44—Leaf tobacco is allowed an exemption of 60% of tax rate; bales of cotton, 50%; and peanuts, 20%.
  45—Income tax credits allowed for property taxes paid on inventories.
- on inventories.
- -All manufacturing equipment is exempt from sales

	State Financed Speculative Building	City and/or County Financed Speculative Beilding	State Provides Free Land for Industry	Cities and/er Counties Previde Free Land for Industry	State-Owned Industrial Park Sites	City and/or County-Owned Industrial Park Sites	State Funds for City and/or County Development-Related Public Works Projects	State Funds for City and/or County Master Plans	State Funds for City and/or County Recreational Projects	State Funds for Private Recreational Projects	State Program to Fremoto Research and Development	State Program te Increase Expert of Praducts	University R & D Facilities Available to Industry	State and/or Universities Conduct Feasibility Studies to Attract or Asslat New Industry	State Recruiting, Bersening of Industrial Employees	State Supported Tradeing of Industrial Employees	State No-Topicing of Inducated Employees	State Superced Training of "Hart-Corn" Unampleyed	State incentive to Industry to Train "Hard-Caro" Unempleye	State Holp in Bidding on Federal Preservment Contracts	
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70—A few cities and counties will lease land they own at nominal rates.
71—Limited to technical assistance.
72—Facilities available on a contractual basis.
73—Activity limited to participation in federal programs, such as MOTA and CAMPS.
74—Available to industry on a contract and/or consulting basis.
75—City-owned land only. Cities may not purchase land for purpose of providing free land to industry.
76—Highway Commission will build first two miles of road into new ski areas.
77—Activity limited to certain units.
78—State supplies 75% of cost of administering program; no re-mbursement to trainees.
79—Carried out at the University of New Mexico's Technology Application Center.

- 80—Builders and county industrial commissions have cooperated to build plants on county land, First speculative buildings were constructed in 1988.

  81—Free land has been provided only in rare in-
- stances.
  82-Tennessee supplies matching funds for sub-metro-

- politan areas.

  83—Carried out through local development corporations.

  84—Applicable to industrial access reeds.

  85—Services are rendered free or on a centract basis.

  86—Port districts only.

#### REPRINTS AVAILABLE

Reprints of this fourth annual report on the "50 Legislative Climates" are available to state legislators, industrial development executives and others interested in comparing the state industrial climates. Cost of reprints is available upon request to Industrial Development magazine, 2600 Apple Valley Rd., N. E., Atlanta, Ga. 30319.

Cape May County

JOSEPH V. WALSH, Chairman JOHN J. KAY, Vice-Chairman

Richard L. Burke John M. Carew Dr. E. T. Ferren John McLaren Jacob Siegel Industrial & Economic Development
OMMISSION

CAPE MAY COURT HOUSE, N. I.

March 30, 1970

Mr Andrew C Loughlin Moody's Investors Service Municipal Research Department 99 Church Street New York, NY 10007

Dear Mr Loughlin:

I am enclosing the material I promised you today in our telephone conversation.

The Overall Economic Development Program Progress Report is an in-depth study of the various elements of the industrial and economic climate of Cape May County. Within the next six weeks, there will be an up-dating to March 31, 1970 and we shall be happy to furnish you with the latest data if you so desire.

Many things have been happening in Cape May County during the past twelve months and all of these are indicative of the growing strength of the area. Formost among the new industries are Mcgregor and Werner Graphics, Inc., college textbook printers, about 85% completed with a new \$2,000,000.00 plant in Woodbine; Timme Corporation with a \$5,000,000.00 facility about to be constructed at Cape May County Industrial Air Park; and National Tape Company, Woodbine. In addition, the Borden Company's Snow Food Products Division is building a new quarter-million dollar shucking house on Cold Spring Inlet; Cape May Canners, Inc., major suppliers to the Howard Johnson chain, are nearly ready to open a new plant in Burleigh, Middle Township; and Westinghouse Airbrake Co. has just taken over the monorail operations of Universal Design Limited.

Aggregate new jobs total over 500 as a result of the above and the anticipated payroll additions will climb \$2,500,000.00 annually. This is what the local officials and population at large have been

Telephone 465-7578

Cape May County

Richard L. Burke John M. Carew Dr. E. T. Ferren John McLaren Jacob Siégel ounty Industrial

JOSEPH V. WALSH, Chairman
JOHN J. KAY, Vice-Chairman

ndustrial & Economic Development
OMMISSION

CAPE MAY COURT HOUSE, N. J.

-2-

waiting for many years to realize....a year-round economic base to spread out and broaden the structure of employment, instead of being almost totally reliant on the tourist industry which is tremendous in its intensity but short in duration, since it is limited largely to the summer months.

On the other hand, there is no diminution in the tourist industry which continues to draw increasingly large numbers from more distant points year after year. The volume of Canadian visitors now constitutes a very sizable segment of our summer business. The interconnecting superhighways now make it possible to come all the way from Boston to the heart of Cape May County without stopping for one traffic light!

Improved air service will commence this summer and continue year-round with the advent of a commuter service to Philadelphia International Airport with five round-trips daily. This will be furnished by Southern Jersey Airway's new subsidiary, Atlantic City Airways, under franchise arrangements with Allegheny Airlines, effective June 1, 1970.

Motels are building at a steady rate and the Wildwood area alone has in excess of three hundred modern structures which have the latest appointments any vacationer could desire with swimming pools, television, maid-service, sauna-baths, coffee-shops, etc. Rates for two average between \$25.00 and \$50,00 daily.

The campground industry is also flourishing with nearly 50 individual operations now scattered throughout all of the mainland communities.

So the blend of tourism and carefully selected industry, compatible with tourism, is our goal and our progress has been truly phenomenal. It argues well for the future of all Southern New Jersey, where in the very near future the Richard Stockton State College will soon be constructed to serve the higher education needs of Cape May Countians.

Should you need further information, I shall be delighted to have you contact me.

Joseph P Motley, Director

#### **OCEANOGRAPHY**

Real progress was made in this area during 1969.

As a result of intensive efforts on the part of
William Taylor, Chairman of the Oceanography Subcommittee,
Cape May County was successful in attracting the New
Jersey Marine Science Consortium to Cape May Point. The
Consortium is composed of a number of State Colleges in
New Jersey including Glassboro, Cumberland County, Patterson,
Montclair, and several other State Schools interested in
the study of the several oceanographic disciplines.

The Consortium obtained the use of the facilities of the former Coast Guard Lighthouse station at Cape May Point and set up two groups of summer students who did a variety of experimental field work under the direction of Dr. Donald Zalusky of Glassboro State.

A great deal of effort was expended by Mr. John C. Gelhard, President of John C. Gelhard Associates of Devon, Pennsylvania, former staff member of the University Science Center and General Electric Company, Philadelphia. Mr. Gelhard presented a comprehensive plan for establishing the Marine Science Consortium on a permanent long-range basis with adequate funding to meet its financial needs.

Participation of the County Board of Freeholders is still under consideration. There is no doubt that the establishment of a Marine Science Program in Cape May County would go far to improve the County's position academically and the potential of this field is so great that it could have a tremendous impact on the future economy of the County.

Oceanography continues to be one of the primary objectives for further study and development by the Commission.

#### Oceanography Meeting May 14, 1969

The Oceanography Subcommittee, Mr. William Taylor, Chairman, held its regular monthly meeting in the office of Captain West at the Cape May Coast Guard Base today. Those in attendance included Freeholder Catanoso, Freeholder Rixey Dr. Price of Price Institute, Dr. Laquer, Robert Patterson of the Cape May County Chamber of Commerce, Dr. Don Dalusky, President of the Glassboro Consortium, William Steiners of Ocean City Research, and the following representatives of the State Department of Conservation and Economic Devolution: George Carter, David Moore, and John Raffo. John Gelhard, consultant also attended.

The primary subject for this meeting was the matter of procedure to acquire the former Coast Guard Station at Hereford Inlet, North Wildwood, for use by the Glassboro Consortium this summer. We pointed out that we have approximately 30 days left in which to make the necessary arrangements with Mr. Roe, Commissioner of Conservation and Economic Development. Mr Roe's office controls this building by arrangements with the General Services Administration of the federal government.

We made a coint of the fact that Cape May County has just lost out in the contest to acquire a state college. The new college will be built somewhere in Atlantic County. We, therefore, emphasize that it is more important than ever that the Glassboro Consortium and any other institutions of higher education be encouraged to come to Cape May Councy since the existence of research facilities is one of the cornerstones of economic development and the attraction of industry.

We also pointed out that the Coast Guard Station at Hereford Inlet is ideally suited to the Consortium's purposes and since it is not being used to its maximum advantage by the present occupant, the one-man marine patrol, it is our opinion that the County stands to gain by having it used as a base by the

#### Page 2

Glassboro Consortium, and we suggested that the most significant contribution the state representatives at the meeting could make would be to carry the word back to Commssioner Roe that Cape May County needs this facility and hopes that a quick decision will be made so that the Consortium can begin to conduct classes on or about June 15. Any further delay will only result in the need to go elsewhere.

The state representatives at the meeting pointed out that there appears to be some sort of legal angle involved which requires clarification by Mr. Roe's office. This centers around the availability of the site depending upon whether it is to be used for recreation or educational purposes.

On this point, we suggested that any hold up on approval of the site based on this kind of legalistic conflict was of no real consequence and should not be a stumbling block to the availability of the building. Whatever difficulty may exist in this connection can readily be straightened out as time goes on. In the meantime, it is highly important that the Oceanographic Program of the Glassboro Consortium get underway and the State representatives were asked to relay this point of view to Mr. Roe.

After lunch at the Losster House a brief afternoon session with certain members of the group continued at Cape May County Airport. At this point Mr. Joseph Walsh, Chairman of the Industrial and Economic Development Cormission joined the meeting.

Others in Attendance included Mr. Carter, Don Zalusky, John Gelhard, Mr. Taylor, Ar. Raffo, and Joseph P. Motley.

Most of the points made in the morning session were reemphasized and Mr. Carter was specifically requested to see if he could not make direct contact with Commissioner Roe to expedite matters.

ASSOCIATES, Inc.

Devon, Pa. 19333

(215) 644-6592

May 26, 1969

Mr. Joseph v. Walsh, Chairman . Cape May County Industrial & Economic Development Commission Cape May County Airport P.O. Box 355 Wildwood, New Jersey. 08260

Dear Joe.

We have talked around the subject of a Marine Science & Engineering Comprehensive Plan for Cape May County, now is the time to act. At this time I want to make a specific proposal for the derivation of this plan by John C. Gelhard & Associates, Inc.

We prefer a firm fixed price contract with progress reports and a partial payment schedule as shown in the proposal. These points are, of course, all negotiable. We recommend that the effort be started as soon as possible so that it might provide direction to, for example, the development plans of the Marine Science Consortium. If you must rely on multiple source funding, because of the need to begin now, we will consider starting without assurance of completing the project.

If clarification or additional information is required, please call.

Sincerely

John C. Gelhard, Fresident

c.c. Joseph P. Motley

Devon, Pa. 19333

(215) 644-6592

John C. Gelhard & Associates, Inc. is pleased to propose to Cape May County the derivation of a comprehensive plan for the development of Marine Science and Engineering in Cape May County as a new industry.

#### <u>Objective</u>

The objective of the plan will be to focus all related efforts on the development of marine science and engineering so that the number of jobs in Cape May County can be increased by a factor of two in Five years (OR, so that the net effective buying income can be increased by a factor of two in five years) as a direct consequence of marine science and engineering as an industry.

#### Definitions

At the risk of repeating what everyone knows, we wish to define certain key terms as used in this proposal

- 1. Planning The derivation of a consistent set of steps or goals that, if realized, will lead to the desired objective. In addition, the actions required to accomplish each goal must be derived.
- 2. Comprehensive Plan A plan that is formed by combining parts. In this case, a plan that is formed by combining elements of other plans that contribute in whole or in part to the objective for which the comprehensive plan is being formed. The comprehensive plan should show the interrelations of the contributing plans. A method for implementing the comprehensive plan is a necessary element of the plan. The fact that a method of implementation can be derived is a demonstration of feasibility. Because it is a demonstration of feasibility, the implementation must be flexible, as a matter of fact, it will be opportunistic.

3. Goals - Accomplishments to be realized on way to realization of the objective. Gozla should be flexible and reviewed and reevaluated at least once a year.

#### General

As stated, the objective of the comprehensive plan will be to create a means to cause a measureable impact on the economy by a particular time. This presupposes that the plan, when produced, will be used which is a factor over which the Associates will have no control. The value of such a tool is obvious (and, therefore, the probability that it will be used is much increased) if one considers the alternative. The prime alternative is to extrapolate from the conditions of today. The result of that will be that Cape May County will drop even further behind when compared with other counties in the State of New Jersey. It is a case of the rich get richer and the poor get poorer. Industry normally goes where there is manpower, other industry, power, money, supporting industry, etc.

If Cape May County is to improve its economic position within the State, it must innovate. The County must do those things that will attract capital and labor, it must exploit its natural resources which include the ingenuity of its residents. We believe that Marine Science & Engineering is an area that will provide an opportunity for innovation and for utilization of the natural resources of the County.

#### Specifically

Specifically the Associates will review objectives with

the appropriate County agencies in an attempt to derive a complementary set of objectives to which we can all work.

The Associates will then format and formulate a first cut comprehensive plan. We will be broadly suggesting a plan for those agencies that currently have none. Where a plan does exist, we will either be supporting that plan or suggesting expansions to accommodate the economic objectives of Marine Science & Engineering.

The first cut comprehensive plan will then be reviewed with the involved agencies and further developed, modified, and an implementation technique recommended per the result of the review. The result will be a more truly comprehensive plan which will again be reviewed by the contributors. Again the plan will be modified per the review and the state of the total marine science and engineering market as it is known at that time. This version of the plan will be submitted as our recommendation.

At this time we plan to integrate the following agencies and some portion of their efforts into the Marine Science & Engineering Comprehensive Plan:

Cape May County Industrial & Economic Development Commission & Committees:

Joseph P. Motley

Labor
Legislation & Finance
Oceanography
Industrial Procurement &
Retention
Publicity, Promotion, &
Advertising
Airport Development
Agriculture, Natural
Resources & Conseration
Resort Economy
Education & Training

Development Commission Joseph P. Motley John Pfaeffli Wm. Griest Wm. Taylor

David Hammers

Dr. Ulric Laquer Steven Cicala

Walter Betts Richard Grover Malcolm MacEwan

Chamber of Commerce N. J. Marine Science Consortium Industry - individual and Environmental Science Center Univ. of Pennsylvania Southern New Jersey Development Council Land Use Planning Mosquito Control Corps of Engineers Dept. of Conservation & Economic Development State Technical Services Community Action Agency National Science Foundation Economic Development Administration Marine Technology Society National Council on Marine Science & Engineering

Donald Zalusky Symposium Dr. Vivian Dr. M. Levin

Raymond Wood Richard Grover

#### Schedule

The total program is estimated to require six months. In general the program will be divided into three two month cycles, with wach cycle ending with a version of the plan. Because the first cycle will be during the summer months, and to allow flexibility, the first cycle could go to three months. It is not anticipated that the three cycles should require more than six months in any case.

#### Cost

The total cost of the program as proposed is nine thousand dollars (\$9,000) which will cover all costs leading to the delivery to Cape May County of one original of each of the three versions of the Comprehensive Plan. A partial payment schedule is suggested as follows:

\$2,500 at delivery of preliminary version

2,500 at delivery of intermediate version

If there are any questions regarding any portion of this proposal, please contact the undersigned.

John C. Gelhard, President

John C. Gelhard & Associates, Inc.

262 Devonshire Road, Devon, Pa.

19333

# NEW JERSEY MARINE SCIENCES CONSORTIUM



#### Member Colleges

Cumberland County College

Glassboro State College

Montclair State College

Newark State College

Paterson State College

Trenton State College
JERSEY CLT

#### Registration Representatives

Mr. Thomas Henry

Dr. Robert Renlund

Mr. Robert Ramsdell

Mr. Lee Meyerson

Dr. Murray Harris

Dr. Albert Eble

Cape May Point Field Station
New Jersey 08212

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## SCHEDULE

#### NON-CREDIT COURSE

June 22-26 SCUBA TRAINING. This program will precede the regular summer consortium sessions. Instructors for this course are certified by the National Association of Underwater Instructors. Evening seminars will include underwater photography, marine environments, and collection methods. Students planning diving work in later sessions must be certified divers. Preference for scuba training will be given to students enrolling for the later sessions of the NJMSC.

The fee for SCUBA TRAINING is \$80.00 (subject to change), and includes the cost of equipment and room and board for the week. Students taking only the Scuba Training course make a \$30.00 deposit (non-returnable) to the NJMSC, c/o Room 304K, Glassboro State College, Bosshart Hall, Glassboro State College, New Jersey 08028, postmarked no later than April 20, 1970. The remainder of the fee is payable to the Consortium upon arrival for the course.

Students wishing to take SCUBA TRAINING and Credit Courses should register in person at a member college on April 23, 1970. The \$30.00 non-returnable deposit for Scuba Training is paid at registration. Students taking only Credit Courses must also register April 23, 1970, at a member college, Course conflicts will be resolved April 24, 1970.

#### **CREDIT COURSES**

June29-July 24 First 4 Week Session	
Introduction to Oceanography	4 S.H.
· Marine Biology	4 S.H.
*Independent Study	1-4 S.H.
July 7-August 21 Second 4 Week Session	
Marine Botany	4 S.H.
Littoral Geologic Process	4 S.H.

4 S.H

1-4 S.H.

\*90 hours field, laboratory and consultation with mentor,

Marine Invertebrate Zoolbay

\*Independent Study \*



SCUBA APPLICATION					JUNE										
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# GENERAL INFORMATION

THE NEW JERSEY MARINE SCIENCES CONSORTIUM will offer a series of courses in the marine sciences during the summer sessions at the Marine Station on Cape May Point, New Jersey.

As much work as possible will be completed in the field. The student may expect to devote full time to class and field study. No more than 4 S.H. r. y be taken each session. Selection of Independent Study must be done with the advice and consent of the student's Department Chairman and advisor in conjunction with member college facility personnel.

Sleeping and eating facilities are available at the Marine Station. Room and board will be \$30.00 per week payable to the Consortium upon arrival. A General Fee of \$30.00 is to be paid at Registration.

All Credit Course fees are to be paid directly to the member college through which the student will receive credit and grades, as are all other required fees of the member college.

All Consortium participants are required to supply their own thems, swim suits that hights, insect repellents, and appropriately warm clothing for eventual work. Students desirate to dive should bring scuba equipment (if certified). Students in the biology classes should bring a disecting kit, hip boots, and a hand lens. Geology students should bring a hand lens and hip boots.

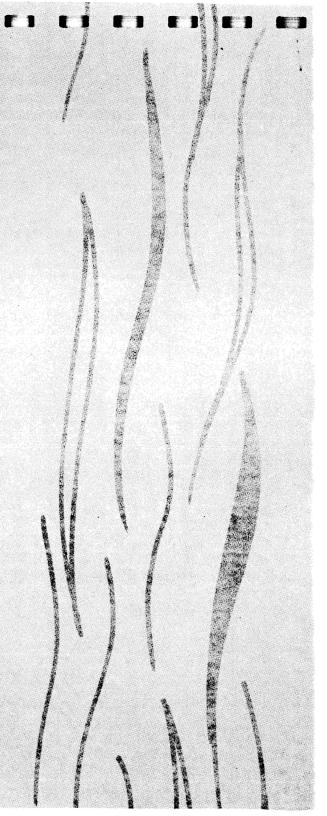
Check-in date for each session is the preceding Sunday between 5-7 p.m. The Scuba Training check-in is Sunday, June 21, 1970. Credit Course Session I check-in date is July 26, 1970, and Credit Course Session II check-in date is July 26, 1970. Meal service begins with class commencement on Monday.

For additional information contact the Registration Representative of any member college. Applicants not affiliated with a member college may contact NJMSC, Room 304K, Bosshart Hell, Glassboro State College, Glassboro, New Jersey, 08028, phone: 609-881-8400, Ext. 263.

# DESCRIPTION OF COURSES

## INTRODUCTION TO OCEANOGRAPHY

A survey of modern oceanography and its methods including characteristics of sea water, theories of ocean currents and in general, applications of biological, geological, physical, meteorological and engineering sciences to the study of the oceans.



#### MARINE BIOLOGY

A study of the interrelations of marine animals and plants with their environment including zonation due to salinity, temperature, light, oxygen, disserved substances, etc. Topics such as primary production, symbiosis, predation, energy flow and ecosystems will also be discussed. Field work will involve studies on the continental shelf as well as estuarine environments.

Prerequisite: General Biology

4 Credits

#### MARINE INVERTEBRATE ZOO

A detailed consideration of the functional morphology and evolution of marine animals from the protozoa through the protochordates. Adaptive radiation within major groups is discussed and interrelationships of various phyla are analyzed. The laboratory and field experience encourages individual investigations.

Prerequisite: General Chemistry and General Biology

4 Credits

#### MARINE BOTANY

A field study of the plant members of the marine esturaine and morshland ecosystems. Taxonomic and ecological considerations of marine algae will be stressed, with additional work on the gymnosperms and engiosperms of the marshes. The field experience is supplemented by laboratory work and individual projects.

Prereotisite: one year of biology or botany

4 Courties

#### LITTORAL GEOLOGIC PROCESSES

A field study of the giological processes of the beach, bay, lagoon, estuary and sait marsh. Wave, current, tide and wind dynamics; erosional and depositional features; sediment analysis. Field experience is supplemented by Japoratory work and individual projects.

Prerequisits: one year of geology

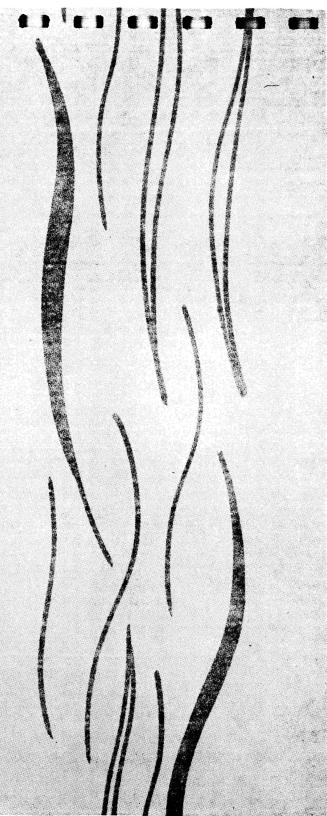
4.Chedits

#### INDEPENDENT STUDY MARINE SCIENCES

in the course offerings. Facilistedent in the Independent Study Program must identify and select his project under the supervision and guidance of a maintier college faculty member. The resources and facilities of the field station are available to the student.

Prerequisite: Courses in Marine Science and permission of Station Director

1.4 Credits—number of credits based on amount of credits selected



#### PRESS RELEASE

The Science Department of Glassboro State College announces the receipt of \$32,345.00 from the National Science Foundation to support the office of a full-time Executive Director for the New Jersey Marine Sciences Consortium.

The Consortium is now searching for its director. This grant will enable the New Jersey Marine Sciences Consortium to employ its first full-time professional person who would administer the tasks of organizing and implementing the science efforts of the State of New Jersey as represented in the gix state college memberships, one membership from Cumberland Community College, and of Fellows of the Consortium. The position is funded for the ensuing calendar year.

#### The Director will:

- 1. Act as chief executive in carrying out the policies and programs of the Board of Directors of the Consortium.
- 2. Supervise building and renovations of the Cape May Point field station.
- 3. Direct the field station operation and oversee the summer programs.
- 4. Prepare the annual budget.
- 5. Direct the Consortium expenditures in accordance with the authorized budget.
- 6. Advise the curriculum committee in the selection and development of courses to be offered by the Consortium.
- 7. Schedule the use of the facilities of the Consortium.
- 8. Work with State and Federal agencies in cooperative programs.
- 9. Supervise equipment maintenance and repair.
- 10. Coordinate the use of facilities for Research Fellows and other appropriate station visitors.

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11. Maintain a compilation of the records of Consortium work.

Press release Page -2-

The Consortium has grown from four member institutions to seven in its second year of operation. Judging from the responses and requests for information, the membership should increase substantially and dramatically in the immediate years ahead.

Through the Consortium, member institutions have been able to pool their marine interests and abilities to produce an effort in the study of the oceanic waters which no one member could do alone. The students of the member institutions benefit from a field station which puts them into the marine environment full time during their study, whether it be for course work or for a week-end field trip. They room and board at the station. They benefit from excellent instruction drawn from leading oceanologists of the country. They also return to their undergraduate schools enthused over a kind of experience that has been far too limited in our state. Students who do not come from member institutions can also enroll at the station of the Consortium through any one of the member institutions.

Registration for this summer will be held on April 23, 1970. For further information, please address requests to -

The New Jersey Marine Sciences Consortium Science Department Glassboro State College Glassboro, New Jersey 08028

Robert N. Renlund, Vice-President, New Jersey Marine Sciences Consortium.

# How a Community Organized For Oceanographic Development

**On-The-Spot-Report** 

Charles W. Covey

NOT MORE than 10 years ago, the economy of Palm Beach County, Florida was almost totally dependent on tourists and agriculture. The name Palm Beach, was identified with wealth, prestige, power and fun-in-thesun. Most people thought only of the beautiful, lush sandbar, eight miles long and three-blocks wide, where

rich and influential people lived in luxury and enjoyed the tropical climate

Today Palm Beach County is recognized for its many other valuable and unique assets—not the least of which are marine and oceanographic attractions, including natural resources, industrial operations, educational facilities and a strong community force that exudes oceanography.

In addition to its unique combination of water and marine resources, Palm Beach County can brag about its size—along with Texas and Alaska. The county is more than twice the size of Rhode Island— 2,230 square miles of land and fresh water.

To the east is a 45-mile coast line on the Atlantic Ocean with deep water port facilities (Riveria Beach) and the Gulf Stream just 5,000 ft. offshore. About 55 miles to the west is Lake Okeechobee, the largest fresh water lake within the continental limits of the U.S. Immediately adjacent to the Atlantic coast is Lake Worth, a river-like body of water running almost the entire length of the county. And of course miles of beautiful beaches.

A natural deep-water channel in the Blake Plateau provides a straight run from the Port-of-Palm Beach directly to the Bahamas, the Tongue-ofthe-Ocean and 18,000-ft. Atlantic Ocean depths.

To an outsider looking at the economic developments in Palm Beach County, it was interesting and significant to learn that oceanography spearheaded the total indus-

trial drive. Known as The Ocean Sciences and Engineering Council, with Billy B. Burns as chairman, this group was the catalytic agent and inspirational force which brought all elements in the county together in a united effort to promote and coordinate total industrial development, although their main interests were oceanography and marine activities.

One would assume that industrial development in the growing state of Florida would follow a natural sequence of events. Not necessarily so in Palm Beach County.

Before things could change it was necessary to overcome vested interests, general community lethargy opposition of long established families the disinterest of the industrial community to change and the competitive attitude among 37 local government bodies.

Initially wealthy industrialists, at tracted to the social life of Pair Beach, saw opportunities. Combining their vision, money and influence with the resources and talents of local residents, the county now has a number of diversified industrial plants and thousands of new people with a wide range of work capabilities.

The Ocean Science and Engineering Council was formed by representatives of local governments industrial firms, educational insurations, and commissions in 1965 to promote the resources of the total county in terms of oceanography. This was somewhat prompted by the Navy's evaluation of the Bahamas as an underwater test site. The Navy did select the Tongue-of-The-Ocean as the site for AUTEC (Atlantic Undersea Test and Evaluation Center), and used the Port-of-Palm Beach as their staging area. AUTEC was formally commissioned in February 1967



Billy B. Burnes, Commissioner for Port-of Palm Beach and first chairman of Palm Beach County's Ocean Science & Engineering Council

h headquarters of West Fig. 5.

The Could was formerly orgagized in 1966 with more then a 300 merebers of the community participating Beginning with a limited south hudket and a \$25 000 promote specific objectives, the group effectively presented the advantages of the county to government agencies and industry. Billy B. Burns of the Port Authority was chairman, Dawson L. Newton was executive director. Among the distinguished members, was John H. Perry of Perry Submarine, who would later serve on the President's Commission on Marine Science, Engineering & Resources, and build his company into one of the leading manufacturers of small submersibles.

Congressman Paul Rogers, a leading exponent of oceanography in the Halls of Congress, was an early supporter and performed many valuable services in attracting marine operations to Palm Beach County.

After AUTEC, came people like Ed Link with his Man-In-The-Sea Program, and Willard Bascom with a new office for Ocean Science & Engineering. Grumman Aircraft started discussion on the location of a site. This eventually lead to the establishment of the Port-of-Palm Beach as the operations site for the now famous Ben Franklin Gulf Stream Drift Mission under leadership of Dr. Jacques Piccard.

In addition to a deep water port and other marine resources, the Council was telling the oceanographic community about Peanut Island. This is a 70-acre island strategically located near the Port-of-Palm Beach in Lake Worth at the deep sea channel out of to the Atlantic. It is obviously an seal spot for location of oceanographic research and ship facilities.

1: 1968 Peanut Island was leased for 19 years by the Port-of-Palm Beant to a subsidiary of Oceanograph Development Corp. This is a holding company with eight wholly owned subsidiaries involving marine real estate, mariculture, education, instrumentation, printing and investment in oceanographic activities. Prominent in the company is the Leason family, well known in New York real estate circles, and the names Allen, Haas and Ringo of American Diversified Enterprises of New York.

Taking a page out of the Ocean Council's success story, the county fathers decided to put the total industrial development program into one package. In 1967 the Palm Beach County Development Board was organized with a full-time staff and a continuing program. The community works as members of the "101 Committee" and various subcommittees. The Ocean Sciences subcommittee, with 25 members, meets several times a year and works informally with the Board to attract ocean and marine oriented industry and government operations to Palm Beach County.

Paul Thomson is executive director of the Board. Capt. Hal. W. Gehman USN (Ret), formerly with the Office of the Oceanographer of the Navy is Director of Ocean Sciences on the Board's staff.

(Continued on page 45)



John H. Perry, Jr., president of Perry Oceanographics and a pioneering supporter of oceanographic development in Palm Beach County.



Capt. Hal W. Geh. van USN (Ret.), Director of Ocean Sciences, Palm Beach County Development Board

#### PALM BEACH COUNTY OCEANOGRAPHY INDUSTRIES

Aquatic Sciences, Inc.
Marine biology research.
Dr. Frederick A. Kalber, director

Big Three Industrial Gas and Equipment Co. Underwater breathing gas

mixtures. Charles Strickland, manager

David Legge and Associates
Underwater consultants.
David Legge, president

Eresion Contrel, Inc.

Beach erosion engineering.

J. D. Greenberg, president

Florida Ocean Sciences Institute, Inc. Underwater studies. Robert Rosof, executive v-p.

Franklin Ono Corporation

Analysis Instrumentation.

Henry C. Gibson, president

Grumman Aerespace Corp.
Operation base for Ben Franklin.
William M. Rend, manager

Little Fin, Inc.

Divers, underweter construction.
Robert R. Speerman, president

Ocean Learning Systems, lec.
Training, curricula development.
John C. Grant, president

Ocean Measurements, Inc.
Instruments and navigation systems.
William Jeffrice, president

Ocean Science and Engineering, Inc.
Diversified development and engineering.
Sidney Shew, manager

Ocean Systems, Inc.
Recovery, salvage, diving.
Dennison K. Breese, manager

Oceanography Development Corp.
Holding company, ocean firms.
Adolph Lewson, president

Oceanography Instrumentation, Inc. Instrument engineering. Dr. G. Ronald Herd, president

Oceanography Mariculture Industries, Inc.

Development of fish farming. RAdm. Harry B. Temple USN (Ret), exec v-p

Oceanography Properties, Inc.
Peanot Island Property, Inc.
Industrial real estate.
Philip W. Ringo, president

Perry Oceanographics, Inc.
Submersibles, habitats & chambers.
John H. Perry, Jr., president

Prett and Whitney Aircraft Corp.

Development of water jet propulsion.

William L. Gorton, general mgr.

RCA Service Ce.

Manage, operate, maintain AUTEC
Robert S. Maloney, Jr., manager

Rudelph F. Matzer & Associates
Design and construction of vessels.
Ronald L. Hutchinson, manager

Sub/Marine Equipment Ce.
Support, lease of submersibles.
Vincent R. Bailey, president

TRW Systems

Assist in AUTEC undersea weapons testing.
D. A. Neal, manager

UnderSea Engineering, Inc.
Engineering and testing undersea vessels.
Allen G. Anderson, president

he educational aspect of oceanography in Palm Beach County is indeed remarkable. Almost from the state of the industrial development p gram, oceanography and marine sciences have been prominent at all levels of education—elementary so ool through graduate studies. Studiets were interested, parents were interested and teachers were interested.

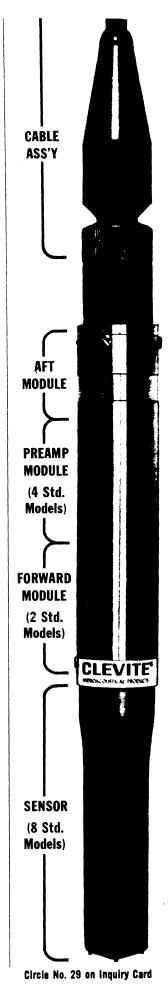
n 1962 the elementary schools introduced a brief program in the marine sciences to allow students to det mine what they liked and did not about the oceans. Today, there are introductory elementary classes, fixe senior high schools offer special curses in marine biology, and an chivironmental lab in the Everglades is being planned with both shore labs and three area vironmental labs are proposed. Twenty-five high school and junior high school teachers are now pari ipating in an inservice marine ology training program being conducted under contract by Ocean ' →arning Systems, Inc.

Florida Atlantic University, a state school at Boca Raton, was the first university in the U.S. to offer an idergraduate program in oceanogphy. A Bachelor of Science Degree is awarded by the Department of Ocean Engineering with a full comement of specific courses during the unior and Senior years. The department offers 30 courses in Ocean Enneering. Financed with a Sea Grant ollege award, the department established a Cooperative Work-Study Program in 1968—the student works x months in industry and attends thool six months. Charles R. Stephan is chairman of the department.

FAU turned out 30 students with BS degree in ocean engineering in 1969—the third year of operation. All were employed immediately upon raduation with an average salary of 9,700—not bad for a young man entering the field of oceanography.

Palm Beach Atlantic College, a new beral arts college, offers 12 courses in oceanography and awards a BS Degree with a major in oceanography.

The area also has a technical education center and an extension center of the College of Engineering rom the University of Florida.



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# GOULD CLEVITE

#### INDUSTRIAL PROCUREMENT AND RETENTION

Cape May County was extremely fortunate in its industrial development and retention during 1969.

The most notable achievement was the decision of the E. F. Timme Corporation to locate a new five million dollar installation at Cape May County Airport Industrial Park.

Negotioations began in mid-July with Mr. William J. Buff, III of Timme Corporation and were successfully concluded with the signing of a twenty-five year lease, March 24, 1970.

There were numerous other instances where the Commission was active in either the retention of industry or the pursuit of new clients.

In June, Bradstone Rubber Company announced its intention to close its plant in Woodbine. Despite the efforts of the Commission and various public-spirited citizens of Woodbine, all of whom made a trip to New York City to the headquarters of Great American Industries, the controlling corporation, Bradstone Rubber Company did close. Fortunately however, the plant facilities were taken over almost immediately by the National Tape Company, which moved in from Illinois and began at once a major renovation of the old structures. Details of this matter are also to be found in the attached correspondence.

Negotiations were conducted with several owners of beachfront property in Lower Township where a Holiday Inn is projected. It awaits the installation of sewage in that area. A final solution undoubtedly will depend upon the decision of the County to form a Regional Sewage Authority. At present this appears to be a complex problem and the outcome is uncertain. However, everyone agrees that some way must be found to upgrade and modernize the sewage facilities of all the municipalities in the County.

The Commission continued to service the needs of Cape
May Canners Inc., a company which had previously been granted
an EDA loan. The same was true of McGregor and Werner Graphics
Inc., a book printing and bindery firm building a new plant
in Woodbine. Numerous meetings were held with the municipal
officials of Woodbine in connection with the creation of a
new water utility which took over a privately owned water
company. The Woodbine water utility received a grant of \$437,500
from EDA to build a two mile section of water main from the
existing terminus of the line to the McGregor and Werner plant
site.

Efforts were made to attract several other companies including Aquapure Inc., a firm which operates a depuration

plant for the cleansing of oysters in Lewes, Delaware.

This company would like to locate somewhere in Cape May

County and the Commission assisted in showing a number of

possible sites.

Likewise, contact was made with Mauchley Educational Institute, Washington DC, and the International Institute of Edison, New Jersey.

The Commission also played a vital role in negotiations between the Timme Corporation and the Lower Township Sewage Authority. It was instrumental in setting up a contractual agreement between the Board of Freeholders and the Lower Township Sewage Authority covering the prohibitions and restrictions on the chemical content of the sewage effluent. The Commission also was successful in its efforts to have the Board of Freeholders pass a resolution to provide \$200,000 for the modernization of the sewage facilities at Cape May County Airport Industrial Park. The modernization program will be undertaken during the year 1970 in order to be finished by the time the Timme plant is completed.

At the present time, the Commission is deeply concerned with an announcement in the press that a federal budget cut

may bring to an end the twenty-eight year old Coast Guard
Reserve Program. This could result in a \$300,000 a year
cut in payroll for the Coast Guard Training Center in Cape
May City. If this program is ended, it will mean a reduction
of fifty Coast Guards from the permanent party personnel
plus another ten officers and seventy-five enlisted men aboard
the Unimak. This matter has not been resolved as yet.

On balance, the year 1969 was one in which Cape May
County took its greatest step in rectifying the extreme
seasonality of its tourist industry. The combination of the
Timme Corporation, McGregor and Werner Graphics, National
Tape, Cape May Canners, and the expansion of such firms as
Snow Food Products Division of Borden Company and Westinghouse
Airbrake's Universal Design Division, creates at least five
hundred new jobs on a year-round basis within the next
twelve to eighteen months. The Timme Corporation payroll
alone is expected to provide an additional \$1,000,000 in
wages. It is likely that Cape May County may experience as
much as \$3,000,000 in total annual new payroll within the
next two years.

Negotiations with the Timme Corporation were so voluminous, we have created a separate section in this report dealing with various correspondence on the subject. It follows immediately after the end of this section.

John M. Carew Dr. E. T. Ferren John McLaren Jacob Siegel

Cabe Way Coun

Economic Development
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CAPE MAY COUNTY AIRPORT P. O. BOX 355 WILDWOOD, N. J. 08260

June 19, 1969

Joseph P. Motley
Executive Director

Mr. Richard Cordasco
Economic Development Administration
Broad Street, Bank Building, Room 637
143 East State Street
Trenton, New Jersey 08625

Dear Dick:

This confirms my telephone conversation with you yesterday with reference to my meeting with representatives of the Bradstone Rubber Company of Woodbine.

Upon receiving your advice that Bradstone is planning to shutdown, I immediately arranged a conference with representatives of the company. The conference included Mr. William Walters, President of Rubatex Corporation, which owns all the stock of Bradstone; Mr. Robert Wilson, Comptroller of Great American Industries, which is a holding company owning all the stock of Rubatex Corporation, and Mr. Haynes, a long-term employee of Bradstone.

Also in attendance at the meeting were the following representatives of the Atlantic City Electric Company:
Mark Ewing, Industrial Development Director, Herb Adams,
District Manager, and Ray Gage, Manager of Industrial Sales.

In probing for the reasons why Bradstone plans to close down in Woodbine, it appears from Mr. Walters discussion that the following factors are significant determinants:

1. Bradstone Company was acquired by Rubatex approximately five years ago and for the past three and one-half years it has been running at an accelerated deficit.

John M. Carew Dr. E. T. Ferren John McLaren Jacob Siegel & Écônomic Development

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CAPE MAY COUNTY AIRPORT P. O. BOX 355 WILDWOOD, N. J. 08260

Joseph P. Motley
Executive Director

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- 2. The plant is about sixty or seventy years old and the operations are scattered in among three or four buildings, none of which has been modernized in any way and all are now completely obsolete. There is no practicality in remodeling or redesigning any of the structures to make the operation more profitable. The buildings could not be rehabilitated at present day costs.
- 3. All the equipment is in bad repair and needs replacement. The hydraulic system and boilers are ready to break down at any moment. There are many other machinery and equipment problems which accentuate the difficulties of operating an efficient production-line.
- 4. The cost of raw materials has been constantly increasing and Bradstone is no longer in a position to compete with such manufacturers as Goodrich, O'Sullivan, and other first-line shoe fabricators.
- 5. Market and product development has lagged, and the present situation with respect to crepe soles and rubber heels, the main products produced by Bradstone, has deteriorated because of style changes.
- 6. Bradstone has never been successful in doing business with such prominent shoe manufacturers as International, Genesco (Jarman), Endicott, Johnson, and other big-time shoe manufacturers. Bradstone products have been sold to fourth and fifth rate companies small in size, short on credit, and scattered widely throughout the country.

Cape Way County

John M. Carew Dr. E. T. Ferren John McLaren Jacob Siegel & Economic Development OMMISSION

CAPE MAY COUNTY AIRPORT P. O. BOX 355 WILDWOOD, N. J. 08260

Joseph P. Motley
Executive Director

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- 7. The local labor market in Woodbine has proven to be unstable with a high rate of attrition. The company feels that this is a direct result of the seasonal character of the economy in Cape May County. Labor laws make it easy for employees to layoff and obtain unemployment compensation.
- 8. Technical people appear to be scarce and difficult to attract to the area.

I made it eminently clear to Mr. Walters and Mr. Wilson that Cape May County is deeply concerned with the loss of Bradstone Rubber Company and extremely interested in doing everything it can to help to retain the industry. We are most anxious to do everything possible to assist the company to keep its doors open.

At one point in our discussion, I asked Mr. Wilson if there was any product line that the company could convert to and make a profit in Woodbine. Mr. Wilson replied that there are many products which are being produced at a profit today, but under no circumstances would Bradstone continue to operate in Woodbine with its present antiquated plant and equipment.

I then suggested that we might be able to obtain assistance of the Economic Development Administration financing a long-term, low interest rate loan for the construction of a modern up-to-date equipment. I asked if under such circumstances the company would reconsider its decision and remain in Woodbine. Mr. Walters, President of Rubatex stated that this would be a new and promising idea which they would like to explore before giving a definite answer. He agreed to my suggestion that Bradstone and the parent companies work up a plan within the

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OMMISSION

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Joseph P. Motley
Executive Director

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Arrangements have been made to pursue the matter further with Great American Industries through Mr. Leonard Meyers, Vice-President of Finance, at a meeting in his office at 437 Madison Avenue, New York City, Tuesday, June 24, 1969, at 11:00 AM. I hope it will be possible for you to join me at this conference to which I have also invited representatives of the Atlantic City Electric Company mentioned earlier as well as a representative of the Mayor of the Borough of Woodbine.

I trust that this outline of the Bradstone situation will help to provide you with efficient background for the meeting so that we may have something concrete to propose at that time. I will be in touch with you by phone on Monday, June 23, 1969, so that we can work out details to meet.

Very truly yours,

Uoseph P. Motley dime Executive Director

JPM: dme

ic Rabert Kay

WILDWOOD, N. J. 08260

Joseph P. Motley
Executive Director

June 27, 1969

Mr. Joseph V. Walsh Atlantic City Electric Company 3200 Pacific Avenue Wildwood, New Jersey 08260

Dear Joe:

This is a brief summary of the results of our conference in New York City with representatives of Great American Industries, Tuesday, June 24, 1969.

As you know, Bradstone Rubber Company of Woodbine, New Jersey, has decided to phase out its operation there. In an effort to persuade management to remain in Woodbine, we arranged a conference with Mr. Leonard Meyers, Financial Vice-President of Great American Industries, which controls Bradstone Rubber Company. The meeting took place in the general offices of Great American Industries at 437 Madison Avenue.

Those who attended the conference included Mr. Robert Wilson, Comptroller of Great American Industries, Mr. Victor Polise, Mayor of Woodbine, Mr. V. I. Vallese, Member of the Woodbine Water Authority, Mr. Mark Ewing, Director of Industrial Development, Atlantic City Electric Company, Mr. Herb Adams, District Manager of Atlantic City Electric Company, and Mr. Richard Cordasco, EDA Representative for the State of New Jersey.

Great American Industries owns Rubatex Corporation of Bedford, Virginia, which in turn wholly owns Bradstone.

In our discussion, Mr. Meyers indicated that the purchase of Bradstone about five years ago was engineered by a former Chairman of the Board and President, Mr. Walter Mack, who is

Cape May County

JOSEPH V. WALSH, Chairman JOHN J. KAY, Vice-Chairman

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Joseph P. Motley
Executive Director

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now retired. He has recently been succeeded by Mr. John Thomas, his son-in-law, who is presently in Europe. The purchase was made without the advice and consent of Mr. William Walters, President of Rubatex, who learned of the deal after it was consummated. Mr. Walters felt that the purchase was extremely ill-advised because of the marketing problems of Bradstone, the age and condition of its buildings and equipment, and other limitations.

Bradstone has been losing money for the past three years at an accelerating rate. Losses now exceed \$600,000, and Great American feels that these losses must be immediately terminated. Its main products are rubber soles and heels, which constitute 65 percent of its production, and these are its biggest losers. Prime competitors, O'Sullivan and Cats Paws, which were formerly nationally known, are now out of business or in other lines. The only profitable line is in adhesives, which are low-volume items at Bradstone.

Mr. Meyers indicated that he received two phone calls prior to our meeting from other companies interested in Bradstone. We stressed the point that we hope there could be some way found to keep Bradstone in Woodbine and suggested that production of other lines might turn the operation into a profitable situation. With the assistance of Mr. Cordasco, who outlined the possibilities of an EDA loan, we pointed out that Great American could salvage its investment in Bradstone by constructing a new plant with modern equipment. The fact that the company has a number of employees with long service indicates that the labor situation, which was criticized by Mr. Jack Wiess, former Manager of the plant, is not fully justified.

Mr. Meyers seemed interested in the possibilities we presented. In answer to some of our questions, he stated that \$100,000 in new equipment could double the profit in the adhesive business. New presses and molds would be required as well as new plates, but the new Bamberry, recently moved

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Executive Director

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from the closed down plant at Lanier, Pennsylvania, could be retained.

Mr. Cordasco stated that EDA could provide a 5 1/4 percent loan for fifteen to twenty-five years with EDA taking a second lien. The company itself would have to put up 10 percent and a bank would have to take a minimum of 20 percent. The State of New Jersey through the ARA would take 5 percent at the same rate as EDA.

With a new plant and equipment Bradstone could increase its staff from 125 to 200 people, of which 12 percent would have to be technical labor. The balance would be semiskilled.

Mr. Meyers promised to get in touch with me upon the return of Mr. Thomas from Europe on July 7, 1969. A final decision will be reached not later than the following week.

It is apparent to both Great American management and to us that the failure of Bradstone is due to many factors, all of which indicate loose management. While it is impossible to predict the ultimate outcome in Woodbine, we have at least been successful in averting a definite termination of Bradstone at this time. Management insists that the present operation will not be continued, but its going to give serious consideration to the possibilities of converting to other lines of rubber production with a new plant and new equipment provided that EDA assists with financing the project. Mr. Cordasco was extremely helpful in pointing out how EDA could help in this regard.

You will further be advised of the outcome as soon as we hear again from Mr. Meyers.

Sincerely,

Joseph P. Motley
Executive Director

# August 6, 1969

#### Memorandum

I spoke today with Mr. Eugene Davolos, owner of the Admiral Motel, Wildwood Crest. He has a Holiday Int franchise to erect a new motel on the beach front in Lower Township. At some point during the past winter, Mr. Davolos was in touch with another land owner at Diamond Beach, Mr. Sidney L. Brody. Mr. Erody has been interested in couring an Edwin or grant to construct a sewer facility for Diamond Beach. Mr. Cordasco New Jersey representative for EDA, wrote the enclosed letter dated March 20, 1969 to Mr. Grody or this regard.

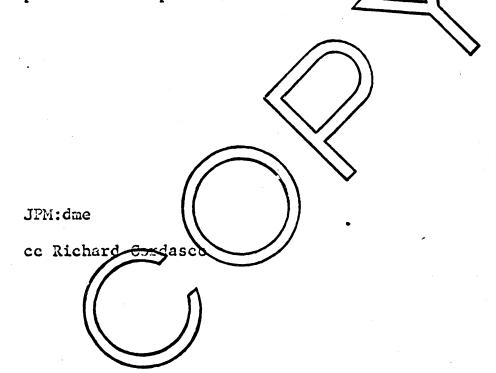
Mr. Davolos is under the impress on that an EDA loan or grant might be arranged to come not the sewer facility for Diamond Beach. I indicated that I falt this was a "long shot" since I did not conceive of a hotel operating year around in this area. Because of the absence of a sizable employment future, I felt that EDA would not by interested in the project.

I further told Mr. Davolos of Cape May County planning to construct several regional sewage plants and of the immediate plan to build a disposal plant in Lower Township. I said, therefore, that Mr. Davolos should contact Mayor Roop and the Lower Township sewer Arthority to see what plans they have for bringing in Diamond Each with their facility. Mr. Davolos said that Mayor Roop was "all in favor of such a plan." Because of the distance from the beach to the plant, it would appear that the cost would be problet that A more practical suggestion would be to tie in Diamond Beach with the disposal plant of Wildwood Crest, however, the Wildwood Crest officials oppose such a connection since their plant is already overloaded and arrangements to take sewage from another municipality would only exaggerate the problem.

There has been a number of proposals for handling the future sewage problem. One idea is to have a regional plant for the Greater Wildwoods. This idea or any other plan which contemplates new construction is undoubtedly several years off. Mr. Davolos and his group want a much more immediate solution.

Page 2

It is known that the State of New Jersey, Department of Health threatened to close down Diamond Beach because of the absence of sewage and has insisted on Gaily removal of solids by truck. This is the only way the motel was permitted to operate.



# August 13, 1969

#### Memorandum

I met Saturday morning, August 16, 1969, with Sidney Brody and William D'Ippolito at Diamond Beach Lodge, Lower Township, to discuss the possibility of obtaining an EDA loan or grant for the construction of sewer facilities for the Diamond Beach area. Mr. Brody and Mr. D'Ippolito own a large parcel of Lower Township beach front. Mr. Robert Gerhard, owner of Diamond Beach Lodge was also present. Mr. Corhart needs sewer facilities in order to operate his motor, Diamond Beach Lodge, and build a shopping center complex. At the present time, Mr. Gerhart is permitted to operate Diamond Robert only because he carts away several truckloads of newage and day. This is a State Health Department order.

Other owners of ground in the area are Frank Curcio and Eugene Davolos. The former is a builder in Wildwood Crest and the latter owns the Adviral Motel. Mr. Davolos has a Holiday Ira franchise to exect a new motel on the beach front in Lower Zownship. All have attempted during the last five years of more to work out an arrangement with the Borough of Wildwood Crest for sewage disposal. However, the Borough Commissioners are not willing to accept sewage from Lower Township beach front because the Borough's sewer disposal plant is not overloaded. Long range plans call for a regional sewage disposal plant but final plans in this respect are not on the horizon at the moment.

The alternatives seem to be for the Lower Township Beach property owners to build their own sewage disposal plant with or without the help of Lower Township, or tie in with the Cape May City sewage system. The latter has been discussed with Mayor Gauvry of Cape May, and it appears that tentative agreement has been reached on this proposal. However, there may be serious engineering problems in pumping under Cold Spring Harbor and no doubt clearance will have to be obtained from the Army Engineer Corps and other federal agencies.

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Mr. Brody and Mr. Davolos requested us to move this project to a number one priority with EDA, shead of the Airport development and the probable application of Timme Corporation and Universal Design International for EDA assistance. I stated, however, that commitments but already been made by the County to these companies and could not be reversed. Moreover I see no reason why they cannot run concurrently. Each of these projects seems to have remarks value to the County, and judgment as to the relative importance of one over the other would be most difficult, if not impossible to make.

dme

cc Richard Cordardo Anthony Catanogo

September 24, 1969

Mayor Joseph Roop Chairman, Lower Township Sewer Authority Lower Township Municipal Hall RFD#1, Cape May, New Jersey 08204

### Dear Joe:

I have been approached by the owners of beach front ground in Lower Township below the fildwood crest border about the possibility of obtaining ED: assistance for the construction of sewage facilities for this area.

According to Robert Cerhart, Eugene Davolos, and Frank Curcio, all of whom own ground in this area. They have been in touch with you and with Mr. William Harvey at some time in the recent past and discussed the problem.

I am aware from their tails with me that there does not seem to be any possibility of utilizing the sewage disposal facilities of the borough of Wildwood Crest, they have told me that there is a possibility of tying in this area with the sewage disposal plant of the City of Cape May. I do not know if this has been discussed officially with the City of Cape May or with any other agencies which might have an interest, such as the State Department of Health or the Army Corps of Engineers. I would assume that these agencies would, of course, be interested one way or the other.

Before approaching EDA in this matter, I would like to have the opportunity to discuss it with you. One of the significant points I have stressed with these men is the fact that the EDA will only take an interest in a project if it has a definite relationship to the improvement of overall employment on a year-around basis. I have been told, for example, that seasonal

# Page 2

motels are not in themselves eligible for EDA assistance unless it can be clearly shown that they contribute in some way to the overall employment picture on a year-around basis.

Mr. Davolos and Mr. Curcio told me yesterday that another group of landowners in this area plan to construct a shopping center on the west side of Pacific Avenue. If this is true, it could have a greater weight on the year around aspects of employment since no doubt the shopping center would be in operation 12 months and just not seasonably. This is something I would like to check with you. I do not expect a written reply but would greatly appreciate it if you read give me a call at your convenience either at North Williamod, City Hall, 522-6464 or at my Airport No. 280-175.

Thanks very much for your comperation.

Sincerely,

Joseph P. Motley Executive Director

JPM: dme

October 24, 1969

Mr. Richard Cordasco
Economic Development Administration
Broad Street, Bank Building, Room 637
143 East State Street
Trenton, New Jersey 08608

Dear Dick:

Pete Lamonica is awaiting disoursement of ARA funds so he can pay the contractor.

He tells me Joe Mayers told him three weeks ago this would be coming through. Apparently Pete has filed all the necessary papers through his attorney George James.

Is there mything you can do to hustle this along? Best wishes!

Sincerely,

Joseph F. Motley Executive Director

JPM:dme

## October 31, 1969

Mr. Robert Amos Mauchley Educational Institute Suite 900 1100 17th Street, N. W. Washington, D. C. 20036

Dear Mr. Amos:

We enclose a copy of our First Annual Overall Economic Development Program Progress Report for Cape May County, New Jersey, which I think may coptain some useful background material about our County. We also enclose a may of the area published by the Cape May County Bridge Commission.

It will be a pleasure to have an opportunity to meet with you and show you about. I plan to be available anytime after Monday. November 17, 1989 and will look forward to your call.

Meant we if there is anything further you wish to have, please get in touch with me.

Sincerely,

Joseph P. Motley Executive Director

JPM:dme

Enc.

The institution is looking for a possible site locate a combination executive training center with recreation facilities and is considering Southern NJ. He obtained our name from the County brochure mailed by the Atlanticcity Electric Company. Mauchley Educational Institute is a Division of Scientific Corp.

Lelephone: 833-8710 cext 37

December 16, 1969

Dr. H. E. Worne 1100 Cornell Avenue Cherry Hill, New Jersey 08034

Dear Dr. Worne:

والبها فالأوز أما للمراخ

Freeholder Anthony T. Catanoso spoke with you on the phone Friday, December 12, and has advised me that you are interested in the construction of a plant for manufacturing purposes.

The difficulties of obtaining finincing reday make a site in Cape May County particularly attractive since this County has been designated by the Economic Development Administration, U. S. Department of Commerce, as one of three eligible areas in the State of New Jersey for low interest rate, long-term loans. The only other areas in New Jersey where the Economic Revelopment Administration will grant such loans are the City of Camden and the City of Newark.

The Economic Development Administration, known as EDA, will finance approved projects for 25 years and more at a current rate of 62% interest. In preer to qualify it is necessary that the new industry alleviate chronic unemployment. This is a fundamental consideration.

Freeholder Catanoso suggested that you might be interested in discussing the matter further. We have sites available at a large Industrial Park within the confines of Cape May County Airport as well as at Woodbine Airport. In both instances, long-term leases of ground are available for suitable development and this eliminates the need for investing large sums of money to purchase land. The ground rental is quite reasonable.

It would be a pleasure to have an opportunity to discuss the details with you. You may call us at our office at Cape May County Airport, area code 609 - 886-1755 or 522-6464. We look forward to hearing from you.

Sincerely,

Joseph P. Motley
(128) Executive Diréctor 665-0660 Telephone

January 8, 1970

Hon. Charles Masciarella City of Wildwood City Hall Wildwood, New Jersey 08260

Dear Mayor:

We note with interest the item in the newspaper that you have plans to form an Industrial Committee to bring employment and light industry to the City of Wildwood.

This is to let you know that the Cape May County Industrial and Economic Development Commission is glad to see that the City of Wildwood has plans for improving its own situation and we offer you our wholehearted support and cooperation.

We are in a position to provide a considerable amount of advice and assistance since the Commission has been actively engaged in trying to improve the economic climate of the entire County for quite a number of years. Please be assured we welcome any opportunity to help in any way we can

Sincerely,

Joseph P. Motley Executive Director

JPM:dme

# January 14, 1970

Mr. R. L. Delmas Executive Vice-President International Institute 1697 Oak Tree Road Edison, New Jersey 08817

Dear Mr. Delmas:

Through the courtesy of Mr. Cay Muziani, former President of the Greater Wildwood Chember of Commerce, I have learned of your interest in locating a branch of International Institute in southern New Jersey.

Mr. Muziani tells he that he net with you here a day or two ago and that you require sixteen classrooms which will be used for daytime and evening courses. It is also my understanding that you have a preference for an existing facility

A number of possibilities come to mind but we perhaps should have more detailed information about your requirements before exploring these with other parties. As an example, we have a college in the County which is located in Cape May City. The college owns several buildings and is now constructing additional facilities in an expansion program. It is our thought that a mutually satisfactory arrangement might be made with the college to house your institute either on a somewhat temporary or perhaps even a long-term basis.

In Woodbine, a new company has purchased several industrial buildings and we believe that there is some excess space available which could be converted to use.

January 14, 1970

Cape May County owns an airport facility which has a large Industrial Park and this would provide an excellent location for a campus. There are several national concerns located here and at the present time we could provide five to ten acres on which you could construct a building or buildings. This alternative has the advantage of permitting you to build the exact structure to meet your requirements.

The ground rent would be minimal and it would eliminate a large capital investment in land which you could divert to other purposes. Coupled with this adventage is the fact that Cape May County is one of three areas in the State of New Jersey which is eligible for federal funds under the Economic Development Administration Act. We have been successful in obtaining most long-term loans and outright grants from this agency and we feel sure that this opportunity could be extended to you.

The Cape May County Industrial and Economic Development Commission is very interested in developing not only a broader base by attracting new industry, but also in bringing additional educational facilities to southern New Jersey. The possibility of your coming to this area which has so much to offer in an ideal environment for education is indeed a fascinating prospect.

Indicative of our interest in this connection is the enclosed report which covers the activities of the Cape May County Industrial and Economic Development Commission during the past year.

We shall be very happy to have an opportunity to meet with you and discuss the matter in detail. Please feel free to contact us at your earliest convenience.

Sincerely,

Joseph P. Motley Executive Director

JPM: dme

Enclosure

cc Mr. Guy Muziani

February 6, 1970

Mr. Mario Perri National Tape Corporation 501 Adams Avenue Woodbine, New Jersey 08270

Dear Mr. Perri:

Thank you very much for your letter of January 30, 1970. We shall endeavor to answer your questions, to the best of our ability, although it would appear that we may have to refer you to other parties for more specific data.

1. In connection with information on housing for workers, we would suggest that you contact Mayor Victor Polise of Woodbine. He is employed with Cape May County and his telephone number is 465-7111. He is, of course, a local resident of Woodbine and knows the situation there firsthand. I believe he would be in the best position to recommend one or more real estate agents who operate in the community and from the realtors I think you may obtain the information you need on what properties are available for sale and rental, as well as price.

Another suggestion I would make would be for you to get in touch with the President of the Citizens National Bank of Woodbine, Mr. Robert Angle. As a banker, I would feel that he would know the local mortgage situation intimately at the present time and could best advise on mortgage facilities in Woodbine.

2. There are a number of mobile home parks in Cape
May County. I believe that you could determine the
local regulations regarding permits to erect mobile
homes from the Borough Clerk at Woodbine Borough

Hall. No doubt the Clerk would be able to give you full details on the zoning regulations. Aside from Woodbine, however, there are mobile home sites in Edgewood on Route 9 above Rio Grande (Route 47). There is another mobile home site at Exit 6 on the Garden State Parkway in Eurleigh and a third at the extreme end of the Garden State Parkway in Lower Township at the junction at Route 9.

- may help you to have a list of the realtors operating in Cape May County. Most of the acreage, of course, is on the mainland. In general the resort communities along the Atlantic Ocean no longer have any acreage avoidable and the cost of land is extremely high. The telephone company publishes two directories, can of which has the yellow pages for the Ocean the courtern portion of the County. I suggest that you call your local telephone of fee and request copies of both directories and you can then contact the realtors in those communities in which you are most interested. There is a business office in Wildred to 20th and accommendate they will supply you with the directories without charge.
- 4. As you probably have gathered, there is not a great diversity of industry in Cape May County. Most companies do not employ more than 25 persons on the average. In Woodbine, the major employers are Woodbine Sportswear, the Woodbine State Colony, and McGregor and Werner Graphics, a new concern which is building a new plant on the outskirts of town.

At Cape May Point, the Northwest Magnesite Company is a large employer with an average of 100 persons or more, and Haynie Products in Rio Grande is a fish meal processing plant which has approximately 75 employees most of the time.

Other large employers are the Atlantic City Electric Company, the New Jersey Natural Gas Company, and the New Jersey Bell Telephone Company. These are the major utilities.

The building trades are divided among relatively small employers who maintain up to about 10 employees each.

Cape May County Airport has several large industries including the Snow Canning Division of Borden, Inc. This company cans chais and no doubt has approximately 300 employees. Universal Design, Ltd., which has recently been acquired by Westinghouse Air Brake Company, normally employs about 15 individuals, but the company is not presently operating at full scale.

Associated Products of America, an aviation repair facility employs approximately 15 persons most of whom are trained in eviation mechanics. Southern Jersey Airways, which operates air taxi service and does a certain amount of overhaul work, is also aviation/driented. Ocean City Research Corporation in Ocean City is engaged in the fold of marine sciences, primarily from the tegnical point of view.

The County has a full list of service companies and again I suggest that a review of the yellow pages of the telephone directory may be most helpful to you as an indication of the breakdown of industry in our area.

5. We are pleased to enclose a copy of the County and municipal officials in Cape May County.

I wrote to you some time ago in reference to a labor market survey we plan to conduct in the near future. At that time, I suggested that you might want to give us a breakdown of your jobs with job specifications. Our intention is that we may be able to assit you and other new industries coming into the

County to find the kind of help you need. If you have any questions in this respect, I would appreciate it very much if you would get in touch with me either at 522-6464 or 886-1755.

The labor market survey is designed primarily to catalog the numbers and kinds of skills on hand in Cape May County, employed or otherwise. I believe you should also be aware of the fact that the County also has a County Vocational Technical Institute located on the Garden State Parkway in the Crest Mayen area. The Director of this school is Mr. Robert Toft. No doubt he would be very happy to converte with you in setting up a training program. It is entirely possible that some of the training could be accomplished at the Cape May County Vocational Technical Institute and it very well may be that he would be willing to have one of his instructors come to your plant and conduct a training program on site.

Some of the answers to your qualificans may not be entirely what you had in mind, on the other hand if we have not pinpointed the answers, please to not hesitate to call me and we will try to be note specific.

pry truly yours,

Joseph P. Motley
Executive Director

JPM:dme

Enc.

# February 17, 1970

International Financial Company Houston, Texas

#### Gentlemen:

It is our understanding that Atlantic Holiday Enterprises, a corporation domiciled at 7506 Pacific Avenue, Wildwood Crest, NJ has entered into negotiations with you in connection with the development of a large resort motel complex on the beachfront in Lower Township, a community in this area. It is our further understanding that the principals in this venture are Messrs Eugene Davolos, Frank Curcio and Guy Muziani, all of whome are prominent, successful businessmen with a wealth of experience in a variety of fields.

Mr. Davolos is the owner of the Admiral Motel in Wildwood Crest, an exclusive motel with approximately 100 units, coffee shop, swimming pool, miniature golf course, and many other features which enhance its prestige position on the beachfront in this community which boasts of nearly 200 of the most modern motel facilities. Wildwood Crest has become a mecca for summer tourists from all over the Eastern seaboard of the United States and a particularly attractive resort for Canadians, whose numbers are increasing year after year. Mr. Davolos is a graduate of the Wharton School of the University of Pennsylvania, is an excellent manager, and has other land holdings in the area of outstanding value.

Mr. Frank Curcio is a building contractor who undoubtedly has built more residential properties in this area than any other individual. His excellent designs and workmanship are well known and he enjoys a fine reputation in his field. He has also built a number of motels and has other business interests related to the resort industry in Cape May County. He has been extremely active in the construction field here for the past fifteen years.

Mr. Guy Muziani is an accountant by profession and for many years has been associated with other members of his family in

the operation of the Wildwood Diner, one of the finest and largest eating establishments in Cape May County. This business operates from mid-April to October each year, and during most of the tourist season is open 24 hours a day. Wildwood Diner is an exceptionally efficient operation and its effectiveness is in large measure a reflection of the astute business ability of Mr. Muziani. He is a graduate of Pierce Business College of Philladelphia, spent many years in the field of accounting and taxation, is well known for his diversified civic interests, has been active as a leader in such groups as the Greater Wildwood Chamber of Commerce, the Burdette Tomlin Hospital, of which he is currently chairman of the board of directors, and in local and county governmental affairs.

The sum total of experience and business talents represented by these three men certainly bespeaks the success of their joint venture, without question.

The section of beachfront in which they are interested, is virgin land which has an almost limitless potential. The ground is flat and the Atlantic Ocean at this point is reputedly the safest and most attractive bathing beach in the State of New Jersey. Ten years ago, the motel concept was nearly unheard of in this area. The Borough of Wildwood Crest, which lies immediately adjacent to the north, has approximately 200 motels of modern construction, with a minimum of 25 units to upwards of 100 individual rental units. Each year witnesses more construction of newer, more lavish motels, offering better and better accommodations.

Lower Township must be considered as part of the Greater Wildwood area, which it adjoins, The beaches of North Wildwood, Wildwood, and Wildwood Crest constitute a continuous stretch of nearly seven miles of fine grain strand which attracts an ever-increasing number of visitors. The main factor accounting for such striking growth is the strategic location within a 200 mile radius of the greatest market in the country. This includes such population centers as New York, Philadelphia, Baltimore, Washington, Harrisburg, Pittsburgh and dozens of major cities. The vast network of new highways makes it possible

to be in Cape May County in a fraction of former travel time. The Garden State Parkway permits driving from New York City in less than three hours. The Atlantic City Expressway makes it possible to drive here from Philadelphia in 80 minutes. In fact it is even possible to drive to Washington or Boston without encountering a single traffic light. The Cape May-Lewes Ferry has opened up a whole new market to the south by way of the Ocean Drive which connects Cape May County with Florida resorts along a coastal highway network. Cape May County Airport, the third largest airport in the State of New Jersey, is within four miles of the projects.

Bank deposits increase year after year and the development of a year-round economy is best indicated by the growing number of firms which are finding the employment climzte favorable. Within the next twelve months, this Commission, anticipates that we shall have to fill 500 new jobs for local industry. Such firms as Borden, Westinghouse Airbrake, McGregor and Werner Graphics, Industrial Tape, Timme Textiles, and others are located here and anticipate expansion.

It is our conviction that favorable action on the application of Atlantic Holiday Enterprises will be the spark to energize a vast development in the beachfront area of Lower Township, which once begun will result in millions of dollars of capital improvement. Because of the immense impact on the economy of the area, we heartily endorse this project.

Very truly yours,

Joseph P. Motley Executive Director

John M. Carew Dr. E. T. Ferren John McLaren Jacob Siegel

Joseph P. Motley
Executive Director

•

dustrial & Economic Development
- OMMISSION

CAPE MAY COUNTY AIRPORT P. O. BOX 355 WILDWOOD, N. J. 08260

March 3, 1970

McGregor & Werner Graphics, Inc. Woodbine, NJ 08270

#### Gentlemen:

The Cape May County Industrial and Economic Development Commission pledges the amount of \$21,867.00 which represents 5% of the total additional project cost of \$437,334.00.

The above amount will be loaned to the Cape May County Industrial and Economic Development Commission by the State of New Jersey and in turn then loaned to McGregor & Werner Graphics, Inc.

The term of such loan will be for a period of 15 years from the date of our previous loan to McGregor & Werner Graphics, Inc. and will be concurrent with the previous loan as to principal repayment.

The interest rate applicable to this additional loan will be 6 and 1/4 %) six and one-quarter percent.

Very truly yours,

Joseph P Motley, Executive Director

#### Copy:

- Richard Cordasco, EDA
- Freeholder A T Catanoso
- 'Chairman J V Walsh
- · All Members of the Commission
- Mrs Mildred Hoffman

## E. F. TIMME

The following pages contain a selected amount of material relating to the Timme Corporation. Our negotiations extended over a period of about nine months. The details involved many conferences with interested parties on both sides.

Many individuals contributed to the success of the Commission's efforts to bring this company to Cape May County. In large measure it was accomplished through the persistence of the members of the Commission, and the cooperation of the Board of Freeholders. In addition, Nathan C. Staller, Esq., Cape May County Solicitor, was called upon frequently for legal advice and guidance and Murray Hayman, his associate, filled in capably during Mr. Staller's illness.

All along the way, the Commission received excellent cooperation from Mr. Charles B. Middleton, Consulting Engineer and his associate Mr. Alvin Herman, who assisted on all the engineering problems involved.

While many others deserve mention, the essential point to be noted is that the effort was successful because of the combined teamwork of officials, the Commission, and the OEDP Committee. And it therefore represents a true community achievement.

Timme Corporation

July 17, 1969

At a luncheon meeting today the following attended to discuss the prospective lease of airport load in the Industrial Park area to Timme Corporation: Mr. Richard bulks, Mr. John McLaren, Mr. C. B. Middleton, Mr. Nathan Staller, Maurice Haymen, Esq., Mr. Al Herman, Mr. Soleph Walsh, Mr. A. T. Catenoso, and Mr. Joseph P. Litley.

Timme Corporation is a 95 year old manufacturer with headquarters in New York City, Torrigton, Connecticut, and North Carolina. The company manufactures a product called "tricot" used in the manufacture of coat linings and ladies slips, as well as related products used in the manufacture of soft fluffy toys for children.

They are looking for a new location either in the South or in the Mind Lantic communion.

Management is yours and aggressive. The three principals average 33 years of age. Volume has doubled in the last five years and they expect to double it in the next five years. The client was introduced through the Atlantic City Electric Company, and several sites along Route 9 and on the Goshen Road in Cape May Court House were inspected.

After a conversation with LeRoy H. May, Mayor of Middle Township, it was concluded that adequate water and sewage facilities could not be provided in any of these sites. We then showed the industrial park area at Cape May County Airport.

The company will require approximately 15 acres and will need about 2 million gallons of water per week. The affluent will contain dyes with a slightly redish-brown tinge.

#### Page 2

The company is aware of the possibilities of EDA assistance in Cape May County and hopes to be able to erect a 2 million dollar plant with an additional 2 million dollars worth of machinery and equipment. It anticipates employing 150 persons of whom 50 will be of a supervisory level. The remaining 100 can be at least 50% remain and the balance male. Payroll will run 1 million dollars per year.

A counselor firm has provided the company with specifications on size and layout of its projected construction as well as costs of operation, which will run about 2 million dollars per year.

Recognizing the next for thick information on sewage and water, we consulted Mr. Al Nerman, of C. B. Middleton's office. He has said he felt both were available without great difficulty. A new well would probably be required, but the existing legage system might be adequate on a temporary best unit or regements could be made to tie in the greent sewage system with the new sewage plant in Lower Township.

Mr. Graver said that the consummation of water was not out of line since Wilwood Pumping Station produced 9½ million gallons daily out of the Conhanse Strata and 2 million extra per week would not present unusual problems.

At the meeting today all of the above was discussed in detail and the group concluded that every effort should be made to attract this firm to Cape May County Airport. A prospectus is due not later than Monday, July 21, 1969.

In a conversation with Mr. David Hommers, Manager of the Mid-Atlantic Industrial Park, it was suggested that an accepted formula for establishing rent is 9½% of market value.

#### Page 3

Current market values of \$17,500 are expected to increase to \$20,000 per acre in this area. Mr. Harmers considers this low for the area, where other ground is valued at \$30,000 and above per acre.

Mr. Staller has been negotiating with land owners in the vicinity of Cape May County Airport for \$1,000 per acre for raw land. It is calculated that land at the Airport with utilities included should carry a value of \$5,000 per acre. 15 acres would therefore have a nominal value of \$7,500 and consideration should be given to a rental value of \$712.50. This figure would not include the cost of water and sewage because of the large volume considered in this case. It is understood that the company is prepared to consider \$20,000 per year as a fair cost for water rent and \$10,000 idr sewage disposal.

It was also agreed that all members attending the luncheon would be available to meet with the Freeholders, Court House, Cape May Court House, Tuesday, July 22, 1969, 11:00 AM for a presentation of the prospectus by the group.

Mr. Cathoso is to make arrangements for this preview.

#### August 4, 1969

Timme Corporation

A meeting was held in the office of the Industrial and Economic Development Commission today with Nathan Staller, Freeholder Catanoso, Richard Gauck of Van-Note Harvey Associates, and Mayor Joseph Roop of Lower Townseig.

The purpose of this meeting was to discuss the problems involved in tieing in Airport sever challities with the new Lower Township sewer project contingent upon the fecision of Timme Corporation to develop a 15 acre site at Capa May County Airport.

Primary discussion centered fround the need to make an early decision regarding the rate to be charged to Timme Corporation for disposal of its sewage. Juring the course of the meeting, we made a phone call to Mr. Villiam Buff of Timme Corporation in New York disy and information to him of the decision to contact the Van-Nove Harvey representatives in Princeton for detailed information regarding the effluent from the proposed plant. It appears that Mr. James Pierce and Mr. Harvey of Van-Note Harvey lave been in contact with Mr. William Buff and with a chemist Acced Boyd K. Wheeler, the industrial waste supervisor of the City of Ceensboro, North Carolina. A facility in Greensboro called Oak Ridge Textiles, operated a plant and produces an effluent which has the same chemical characteristics that Timme Corporation plans to dispose of in their operation at Cape May County Airport.

We spoke with Mr. Harvey and through Mr. Gauck it was determined that the Princeton men would be available to make a meeting in our office at 10:00 AM, Thursday, August 7, 1969, at which time we hope to be able to bring to a final determination the exact characteristics of the chemical effluent.

#### Timme Corporation

We also informed Mr. Buff of our meeting today and the meeting on Thursday. We told him that we planned to have Van-Note Harvey write a letter of specifications which would be forwarded to Timme Corporation for approval. The specifications would outline the chemical contingency of the effluent and following an agreement in this regard the Lorentz Township Sever Authority would then presumably be in a position to offer a rate.

It is significant to note that in our meeting today, Mr. Roop suggested that perhaps the air our should be willing to serve as a primary collector of seware for all tenants here and in so doing could deal directly with the sewer authority for a master rate. It also appears that the sewage problem of Timme Corporation can be resolved here effectively if a retention tank is built and the sewage held to aerate for a 24-hour period before being discharged into the Lower Township Sewage Treatment Plant Architector a conversation between Nathan Staller and Mr. Harvey, this would reduce the sewage charge approximately 50 parcent and would amount in the case of the Timme Corporation to an annual sewage charge of approximately \$30,000

This figure steps somewhat in excess of the amount which the Timme Corporation had planned to spend for sewage disposal. On the basis of conversations we have had with Mr. Al Herman of the Middleton office, it was suggested that we could charge for water service at an annual rate of \$10,000 and still be safely over the cost of operation and in so doing stay within the limits which Timme Corporation has set for water service. This relatively economical rate for water would allow Timme Corporation to spend perhaps more for sewage and hopefully bring the cost of sewage more in line.

Mr. Herman agreed to present a short policy statement in writing for the benefit of the Freeholders so that they can capture a better understanding of the proposal to create a collector system within the airport for all sewage disposal. The proposed tank would have to contain approximately 300,000 gallon capacity, which is approximately 12 times the capacity of the present water storage reservoir (145)

#### August 11, 1969

#### Timme Corporation

Mr. William Buff visited Cape May County today with Mr. Nick Grossman, President of the Timme division in Torrington, Connecticut, for the purpose of an inspection of the proposed plant site at Cape May County Airport Industrial Park and a tour of the area. So that Mr. Grosman could get a better understanding of the housing situation, we covered North Cape May, Bayshore West, and all seashore resorts from Cape May Point north to Avalon.

Mr. Herman joined us in a discussion of the water and sewer problems. According to the Bufk one million 500 thousand gallons of water of the projected to million gallons weekly consumed will be involved in the manufacturing process. The remaining 500 thousand gallons will be for air conditioning and non-manufacturing use.

Of the one million 500 thousand gallons used weekly approximately only 15 thousand gallons will be used in the dyeing process, and it is expected that only 5 thousand gallons, one-third of this, will become a concentrated effluent.

On the basis of this ratio, it is anticipated there will be no major sewage treatment problems either for color or for chemical treatment. The addition of the "pure" water will render the effluent suitable for transmission to the Lower Township Sewage Treatment plant as regular domestic sewage.

Mr. Herman states that the sewage may be processed through the existing Imhoff tanks or even possibly through the old Navy gasoline storage tanks either of which will provide 24 hour retention before being pumped to the Lower Township Disposal Plant. If this arrangement proves workable, a considerable savings in the cost of construction of facilities will be realized.

#### Page 2

Mr. Buff indicated that he now plans to use a dual fuel system since New Jersey Natural Gas Company cannot provide interruptible gas service.

The party met for luncheon at the Rock-n-Chair Tavern in Avalon with Freeholders Schuck, Townsend, Catanoso, and County Treasurer Bradway. A general presentation to the Freeholders was made to information of the background of Timme Corporation and to give all an opportunity to get to know each other.

We now await further work from Mr. Buff on his decision to locate a plant site at Cape Kay County Airport Industrial Park. In the mean inte, Mr. Herain is investigating to determine if a quota has everybeen sail by the State Water Policy Commission on the extraction of water. An informal discussion on the latter problem has been taken up with Nathan Staller, County Solicitor, to see if an application is necessary and to expedite the matter with Mayor Roop of Lower Township.

#### August 13, 1969

Telephone Conversation with Mr. William Buff (area code 212-Murryhill 3-2580)

Mr. Buff said on the telephone today that on the basis of information provided in my memorandum to him on Monday, the planning consultants for Timme Corporation have given a tentative "go" to come into Cape May County. This does not mean that the Timme Corporation has approved the idea since the Board of Directors have not yet been presented all the facts to date, but Mr. Buff hopes to be able to do this within the next two to three weeks. In order to proceed he needs a firm commitment on the following:

- (1) The amount of real estate twis, including personal taxes on the basis of a low plant value at \$1,700,000 and equipment at \$1,800,000.
- (2) A firm rental for the land and a firm option figure. In this connection Mr. Leff stated that the company would much prefer to buy ground but since the Airport ground is not for sale the company's calculations are based on a hypothetical loan of the land for which Timme Corporation is willing to pay \$15,000. Their calculations will take into consideration how much money they are losing by not buying the land.
- (3) Mr. Buff wants a confirmation from EDA of the current 62 interest rate on the EDA mortgage.

Mr. Buff has had further conversations with Mr. Gauck of Van-Note Harvey and is still awaiting word from his chemist regarding the concentration of the effluent.

He stated he would be back in touch with me by Friday of this week. I stated that it would be well for him to meet with Mayor Roop of Lower Township before we attempted to finalize on the real estate taxes. We have asked Mr. Staller to set up a meeting with Mayor Roop early next week on the question of real estate taxes and final determination of the sewage problem.



### E. F. TIMME & SON · INC ·

200 MADISON AVENUE, NEW YORK, N. Y. 10016

MURRAY HILL 3-2580

September 5, 1969

#### SPECIAL DELIVERY

Mr. Joe Motley
Board of Freeholders, and those concerned
1001 Atlantic Avenue
North Wildwood, N. J. 08260

#### Gentlemen:

As per the meeting of September 4th, I feel quite certain that all of our problems have been brought to a satisfactory conclusion and the incidentals can certainly be worked out by the Consultants involved.

The following is my understanding:

- 1) That the necessary sewer line to the County Airport Industrial Park will be available to our proposed property.
- That the 15 acres indicated on the area map at the meeting will be available to us for 25 years with an option of 25 additional years. The rate on the first 25 years is \$1,500 per year, tenant to pay the taxes. An option will be available on the adjoining property on "first refusal."
- That water will be made available to us at the rate of 12¢ per M gallons and the water line with meter will be available at our property line. For the purposes of waste water there will be a storm drain line available at or on the property. It is also my understanding that you are applying for water diversion rights for the Airport Industrial Park. If you have any information, verbally or otherwise, please so indicate in your letter of confirmation.

I would like to have a confirmation from the Board of Freeholders on the above to include a map showing the exact size and location of our property. If it is at all possible I would like to have some indication as to the lease rate for the additional 25 year option. As I stated at the meeting, we are interested in getting started on the project as soon as possible but as I will be away at the end of this month I would appreciate having confirmation from you by the 15th of September.

I would like to take this opportunity to thank you for devoting your time to the meeting as I feel we all benefited in bringing this project along, and I wait for your prompt reply.

Very truly yours

E. F. TIMME & SON, INC.

William J. Buff

WJB/im

September \$9, 1969

Nathan C Staller, Esq. 2601 New Jersey Avenue Wildwood, NJ 08260

#### Dear Nate:

During the past week, during which we haven't had the chance to keep each other current on Timme matters, I understand that Al Hermann is writing to get together with you on the application to the State Water Policy Commission for diversion of enough water to take care of all needs, present and future of the tenants in the Airport Industrial Park

Meanwhile he has been making a topographic survey of the 15 acre plot. It epocars that there will be a narrow plot between the Snow complex and the proposed Timme tract which we ought to consider further. This could be offered to Timme under and option, since Bill Euff has indicated they might want more than the 15 acres oxiginally planned, in the event that the plant must be expanded and the parking problem thereby becomes accentuated.

Dick Cordasco of EDA tells me that federal funds for the expansion of the Airport sewage collection system must come from the Federal Water Policy Administration and the way to start the ball rolling on this is thru the State Health Department via the County Health Department. Personally I don't feel very confident of a grant at this time in view of the Nixon Administration's retrenchment on public funds. But I think we should pursue a federal grant even if the prospects are not encouraging, and the County Freeholders should be aware that their recent commitment may have to be executed without federal aid.

There will be a meeting of the Cape May County Economic Development and Industrial Commission Wednesday, September 24, in my office, at which time I hope to bring them up to date on all of this and gain their approval for the propsed rental of \$1500.00 per year. As we have discussed, there are several peasons to justify this amount, which some may consider naminal. Just to keep them in focus, here they are:

1-The South works propelly defor a deal rent free.

2-The County will receive sizable reimbursement from the water and sewer rent to be collected, amounts which are an present almost negligible.

3-There will he a flow of income to the County from

3-There will he a flow of income to the County from the lact ase in the paid on the real estate to Typiship via the equalized value of assessments.

4-The County will be accumulating equity in a building it will eventually own. This value will probably over be loss than its initial value as the years

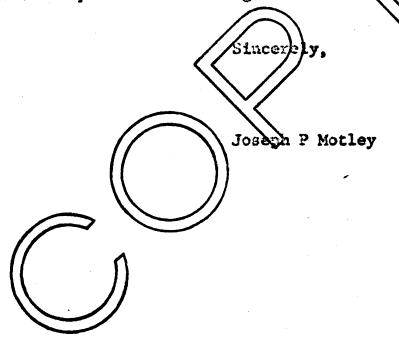
5-The escalation provision, based on a five year reappraisal of the land, will keep the rent "fair".

6-The payroll should manifest itself as multi-faceted stimulant to the County economy and be relected in purchasing power, steadier employment, higher bank deposits, greater credit strength, and a broader and more stable base generally. The County government is bound to be one of the beneficiaries of this situation.

If we get the Commission's endorsement, I think we should have the members present when the matter of rent is taken up with the Freeholders. Possibly we should have a tentative draft of the lease ready at that time, so we can get approval of the package.

3 / 1

If you agree that this is the right course of action, I'd appreciate a call so we can put things in motion or make whatever modifications you feel should be made to keep the ball rolling.



October 6, 1969

Board of Chosen Freeholders
Cape May County
Court House Building
Cape May Court House, New Jersey 08210

#### Gentlemen:

At the direction of the Cape May County Industrial and Economic Development Commission, this letter carries our sincere appreciation for your cooperation in our efforts to bring the Timme Corporation to Cape May County Airport Industrial Park. Never before have we had the opportunity to negotiate with a company with such excellent background and potentiality.

The Commission is aware, as you are also, that competition for industry is extremely keen. Many states, especially those in the South, offer tax-free land and buildings, plus other inducements to locate in their area. The laws of the State of New Jersey of course preclude any tax abatement or special concessions of this nature.

But because of the reality of the competition, it is the considered judgment of the Commission that the ground rent must be attractive to the company, otherwise all our efforts will have been in vain. The company has made extensive studies of comparable ground elsewhere and has other options available.

We have been negotiating on the basis of a formula which is widely used in comparable situations. The formula sets up a return of 10 percent on the value of the ground. In a privately-owned industrial park in the Gloucester area, the owners have employed this formula and are quite satisfied that it is a fair return on their investment.

Based on an appraisal by the H. L. Yoh Company during the past year, Lower Township has set a value of \$1000.00 per acre on the ground in the Cape May County Airport Industrial Park. Since there are fifteen acres involved in the Timme lease, the total assessment represents \$15,000.00. Using the 10 percent formula, the ground rent of \$1500.00 per year is derived and this figure is mutually acceptable to Timme Corporation and this Commission.

The County will collect water and sewer charges from Timme Corporation. Based on a consumption of 104 million gallons of water at .12 per thousand gallons, as suggested by C. B. Middleton our consulting engineers, and a sewer rate of .06 per thousand gallons, the projected water and sewer income are as follows

SEWER

Gross Income

Less Operating and Maintenance Expense

\$6,000.00

Gross Operation Profit

\$1,900.00

WATER

Gross Income

\$12,480.00

Less Operating and Maintenance Expense

5,246.00

Gross Operating Profit

7,234.00

TOTAL GROSS OPERATING PROFIT

\$9,134.00

Board of Chosen Freeholders

Page 3

At whatever date the lease expires, the building will revert back to the County. The County will then become the sole owner of the building and in the meantime it will be acquiring equity. The possibilities are that 25 years hence the value of the building will be considerably more than the \$1,700,000.00 original cost of construction.

The lease will contain an escalation provision so that the rental will be adjusted every five years and tied to the then-appraised value of the land.

All taxes on the real estate will be payable by Timme Corporation to Lower Township. While this is not direct income to the County, it nevertheless will broaden the equalized valuation of assertments in Lower Township and ultimately increase the County's revenue from the Township.

The annual payroll of of million initially will bolster the economy of the entire County. It is a known fact that employment dollars can be multiplied six to eight times in figuring the economic impact on an area. The increase in bank deposits, consumer purchases, and potential revenues in all directions is a factor which is very significant.

With all of the above in mind, the Cape May County Industrial and Economic Development Commission strongly recommends your approval of the ground rent of \$1500.00 as an initial annual rental. We trust that your approval may be granted as quickly as possible so that the County Solicitor can be authorized to prepare the lease.

Again we thank you very much indeed for your wholehearted cooperation.

Very truly yours,

Cape May County Airport P. O. Box 355 Wildwood, N. J. 08260

Joseph P. Motley
Executive Director

December 21, 1969

Mr H Walford Gardiner, RMA Henry Roeser & Co 107 East 8th Street Ocean City, NJ 08226

Dear Wally:

We are negotiating a lease with a large manufacturing company which plans to spend almost \$5 million in plant and equipment at Cape May County Airport Industrial Park.

Substantive agreement has been reached on all terms of the lease including a provision for an original term of 25 years and an option for an additional 25 years.

The prospective tenant points out however that they want and need an option for a second additional option, which if executed, would bring the total term of the lease to 75 years. The tenant states that they hope to be able to double the plant in size during the initial twenty-five years of the lease, which could mean investing an additional \$5 to \$10 million dollars, probably the latter, on the basis of rising costs. They would not want to do this if they can not amortize this over a sufficiently long period in keeping with standard accounting practise and governmental sanction by the tax authorities. If a forty year amortization period is used, it is obvious that they would require a lease of more than fifty years if all the expansion did not take place within the first ten years of the lease. Hence the need for not only an option to renew the lease in 1995, but also a second renewal in the year 2020.

This is a matter which hinges to some extent on the validity of the amortization requirement and I would appreciate it if you would let me have your views on this side of the question. I have no intent to shift the burden of the decision to you on any other element, such as the rental itself, or any other factors with which you would Cape May County

# industrial & Economic Development OMMission

CAPE MAY COUNTY AIRPORT P. O. BOX 355 WILDWOOD, N. J. 08250

Joseph P. Motley
Executive Director

-2-

naturally have insufficient facts to formulate an opinion.

Since we are hoping to have the lease ready for approval on both sides before the end of the year, I would greatly appreciate it if you could drop me a note or give me a call at your earliest convenience.

Best regards for a very happy Christmas and a prosperous year in 1970.

Sincerely,

Anthony T. Catanoso,

Freeholder

ARTHUR T. FORD, JR.
CERTIFIED PUBLIC ACCOUNTANT
H. WALFORD GARDINER
REGISTERED MUNICIPAL ACCOUNTANT
CERTIFIED PUBLIC ACCOUNTANT

### HENRY ROESER & CO. CERTIFIED PUBLIC ACCOUNTANTS OCEAN CITY, NEW JERSEY 08226

TELEPHONE 399-6333 AREA CODE 600 MEMBER

AMERICAN INSTITUTE OF

ACCOUNTANTS

NEW JERSEY SOCIETY OF

CERTIFIED PUBLIC ACCOUNTANTS

January 2, 1970

Mr. Anthony T. Catanoso
Freeholder, County of Cape May
Cape May County Airport
P. O. Box 355
Wildwood, N. J. 08260

Re: Cape May County Airport Industrial Park

Dear Mr. Catanoso:

Reference is made to the recent letter which you forwarded to Mr. Gardiner relative to the leasing at the above industrial park.

The question which you raise regarding amortization is strictly a matter for the tenant to decide. The longer the period of amortization the less tax deduction they will get in each year, and, conversely, the shorter the period of amortization the more tax deduction they will get in each year. Of course, this would also be subject to the views of the Internal Revenue Service.

The fact that your prospective tenant would want to take a longer life on his assets would not, of course, affect you as the lessor. I would imagine that the longer lease, through the exercising of the options would allow the tenant to finance the building of their plant more easily than a short lease would allow.

I have discussed this matter with Mr. Motley and he suggessted that I write this letter confirming our conversation.

Yours very truly,

HENRY ROESER & CO.

Arthur T. Ford, Jr. Certified Public Accountant

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atf:ik

JOSEPH V. WALSH, Chairman JOHN J. KAY, Vice-Chairman

John M. Carew Dr. E. T. Ferren John McLaren Jacob Siegel ustrial & Economic Development

OMMISSION

CAPE MAY COUNTY AIRPORT P. O. BOX 355 WILDWOOD, N. J. 08260

Joseph P. Motley Executive Director

January 19, 1970

#### MEMO RE TIMME CORPORATION:

Mr William Buff of Timme Corporation called me this morning to say that the draft of the lease received last week from Murray Hayman, associate of Mr Staller, has been reviewed by company officials and has been referred to their attorneys for final approval.

Mr Buff indicated that the section of the lease dealing with the sewer arrangements has been referred to a consultant for exact determination of how well the terms fit the Company's requirements. The consultant (not the Austin Company, with whom the firm has been dealing on overall problems about coming to Cape May County) is presently building a large sewer disposal plant in North Carolina for three textile firms. Timme wants the advice of this firm on the restrictive covenants which are contained in the lease concerning BOD tolerances, etc.

Meantime, Mr Buff has furnished Mr Ed Morris, regional office of EDA in Wilkes Barre, Pa., with all the required data to support an application for an EDA loan of \$2 million for 25 years. Mr Morris tells Mr Buff that he will have the papers completely processed within 10 days. I suggested to Mr Buff that he call Mr Cordasco, New Jersey representative for EDA, to keep him fully informed of his negotiations with [Mr Morris.]

I anticipate hearing from Mr Buff again the latter part of this week, after the Timme attorneys have completed their review of the lease. It is Mr Buff's desire that any of the attorney's suggestions for modification of the draft be taken up by the County and when approved the lease will be drawn by the County Solicitor in fianl form.

Joseph P. Motley,

Executive Director

Copies: Freeholder Catanoso, Mr Staller, Mr Hermann, Mr Hayman Mrw Hoffman, Mr Rochelle (160)

CAPE MAY COUNTY AIRPORT P. O. BOX 355 WILDWOOD, N. J. 08260

Joseph P. Motley
Executive Director

January 23, 1970

Murray Hayman, Esq Staller, Hayman, and Gorelick 2601 New Jersey Avenue Wildwood, NJ 08260

Dear Murray:

As I told you by phone yesterday, Bill Buff of Timme Corporation has been advised by his consultant firm that the restrictions in the proposed lease on sewage need clarification and perhaps some modification. He is well aware that we have largely followed the requirements set down by Bill Harvey, of Van Note Harvey.

In order to get the matter resolved, I suggested a conference here to bring all parties concerned together. The net result is a meeting scheduled at the converence room at Cape May County Airport, Monday, January 26, at llam. Al Herman will be there with you, and Bill Buff will pick up in his company plane his consultant who will arrive from Charlotte, N.C. at Newark Airport at 9:45am. They will also pick up Bill Harvey at Mercer County Airport. Since they wont have a car to get into Wildwood, our office at the Airport is the most convenient spot for all.

You may rely on Al Herman to represent the County's point of view from the technical side of the sewage question. He is thoroughly familiar with all details and we have been in constant touch during all of our negotiations.

While Bill Buff is pressing hard for the final agreeement on the lease at the earliest possible date, I have made him fully aware that it is necessary to present it to the Board of Freeholders for approval. Tony Catanoso has kept abreast of all the stages of our negotiations and is ready to present it to his fellow-freeholders, as soon as it is ready.

I think you should also be aware that the EDA people have been

waiting for Timme Corporation to submit their application for an EDA loan. I understand this is to be for \$2,000,000.00 for 25 years. Bill Buff told me yesterday he has all the papers ready to send to Ed Morris, EDA Wilkes Barre, Pa. I have told Bill that EDA will expedite the application but this in government context means several weeks at the earliest. I also explained to him that when EDA has cleared the application, the next step is approval by the Area Redevelopment Authority (ARA) of New Jersey. So we are not making any real progress by Timme holding back on submitting the EDA application.

Bill would like to have the lease executed with a clause which makes the lease agreement subject to the EDA approval of the loan. I have no objection to this whatever, since this is much like any real estate transaction which hinges on the availability of financing.

All of this is to give you the entire picture so you'll be able to wrap it up. Once again, the meeting is Monday, January 26, 11am at our office, Cape May County Airport.

Sincerely,

Joseph P. Motley, -Executive Director

Copy:
Mr Herman, Engineer
Mrs Hoffman
Freeholder Catanoso
Mr Cordasco

# ustrial & Économic Development OMMISSION

Joseph P. Motley
Executive Director

MEMORANDUM

CAPE MAY COUNTY AIRPORT P. O. BOX 355 WILDWOOD, N. J. 08260

March 5, 1970

The following is a schedule of the construction plans for the completion of the new \$2,000,000 facility to be erected at Cape May County Airport for the Timme Corporation:

April 1, 19/0	The architect's concept will be firm.
May 1, 1970	The design of the steel work by the architect should be completed.
May 15, 1970	Commencement of the foundation work.
July 15, 1970	Completion of the foundation work.
August 1, 1970	Date of delivery of steel.
November 1, 1970	Masonry and slab work completed.
December 1, 1970	Machinery of Timme Corporation to be delivered to the construction site and temporarily housed.

These estimates are based on the projections of Mr. Charles T. Main II Inc., Engineers of Charlotte, North Carolina and Lucarelli Construction Company, Builders and Engineers of Middletown, New Jersey

Total plan construction is presently estimated to cost \$2,195,710. It is anticipated that the Lower Township treatment plant should be completed not later than March 15, 1971. The completion date of the sewage treatment plant is of primary significance in the operation of the Timme Corporation, since the plant cannot begin to function until the sewage treatment plant is actually operating.

In discussion with Mr. Buff today, we agreed that the signing of the lease with the County should be followed by a news release to our local papers and the Metropolitan Philadelphia press, radio and television stations.

Ground breaking ceremonies will be held in mid-May and we would like to invite Governor Cahill and other leading public figures including the Mayors of all 16 Cape May County municipalities.

We discussed having a banquet at Ed Zaberer's Anglesea Inn. These ground breaking ceremonies should be as widely publicized as possible in order to stimulate public interest and facilitate recruiting of employees.

Couph P. Motley

Mr. Buff has expressed great interest in the Labor Market Survey as well as in a systematic approach to the training program in which the Cape May County Vocational Technical Institution should become involved.





## ustrial & Economic Development OMMISSION

CAPE MAY COUNTY AIRPORT P. O. BOX 365 WILDWOOD, N. J. 08260

Joseph P. Motley
Executive Director

#### MEMORANDUM

March 24, 1970

For Timme File

A meeting was held March 20, 1970 at our office with the following persons present:

Nathan Staller, County Solicitor
Murray Hayman, Associate
Alvin Herman, Consulting Engineer
William Buff of Timme Corporation
William Harvey of Van Nete Harvey Associates
Jim Pierce, Van Note Harvey Associates
Charles Davis, Sewer Consultant for Charles Main Engineering Company
of Charlotte, North Carolina

Mayor Joseph Roop, Lower Township Wess Magee, Pilot for the Timme Cerporation Joseph Motley, Director

The purpose of this meeting was to discuss the clause in the Timme lease concerning sewage disposal.

It was the contention of Mr. Buff that the proposed arrangement would exact too high a charge for the processing of the Timme Company waste. A considerable amount of technical discussion followed in which it became apparent that Van Note Harvey Associates had used a correlation between COD and BOD but while this is normally a 2/3 ratio, as far as residential sewage is concerned, there appears to be no correlation whatever in industrial waste.

Mr. Davis claimed that the BOD will be four hundred or less parts per million, and possibly as low as two hundred fifty parts per million. This presents no problem in treatment but BOD at 36¢ is "high" as a basic rate. When the COD goes higher the cost then becomes prohibited.

The matter was finally adjusted so that all parties agreed on the language used in the final draft of the lease and the pencil copy of the understanding was given to Mr. Staller to have prepared in final form.

March 26, 1970

Re: Timme Corporation

Mr Joseph O'Neill, Acting Director Economic Development Administration 19 North Main Street Wilkes Barre, Pa.

Dear Mr O'Neill:

It is our understanding that you require a certification by this Commission that it shall pledge \$20,000.00 as its share of the participation in the project to be constructed by the Timme Corporation and/or its affiliates at cape May County Airport Industrial Park.

The total project costs are estimated to be \$4,400,000.00 and this Commission will be happy to concur with the requirement for the participation in the amount of five (5%) of this amount.

As in stillar instances in the past, the Commission's share (in this case \$220,000.00) will be loaned to the Cape May County Industrial and Economic Development Commission by the State of New Jersey, and in turn then loaned to Timme Corporation by the Commission.

The Commission will of course abide by the regulations of the Economic Development Administration as to the term of the loan, the prescribed interest rate, which we assume is  $(6\ 1/4\%)$  six and one-quarter per cent, and the amortization schedule for repayment of the loan, as well as all other terms and conditions.

This letter may be considered to express the fullest cooperation of the Commission with all of the above and the Timme project has the wholehearted endorsement of this Commission and the Board of Freeholders of Cape May County.

Very truly yours,

#### BOARD OF CHOSEN FREEHOLDERS

#### COUNTY OF CAPE MAY

CAPE MAY COURT HOUSE, N. J. 08210

FRANCIS TOWNSEND
DIRECTOR OF THE BOARD
ADMINISTRATION, REVENUE AND FINANCE
WELFARE AND CHARITIES

JOSEPH W. RIXEY, JR. DIRECTOR OF COURTS BUILDINGS AND GROUNDS

DR. LEON H. SCHUCK DIRECTOR OF HEALTH AND EDUCATION ANTHONY T. CATANOSO DIRECTOR OF PUBLIC AFFAIRS AND COUNTY AIRPORT

MILDRED HOFFMAN

CLERK OF THE BOARD

KENNETH A. HOLMSTRUP VICE DIRECTOR AND DIRECTOR OF PUBLIC WORKS

April 3, 1970

Executive Director
Industrial & Economic Development Commission
Box 355
Wildwood, New Jersey

Dear Commissioners:

Please accept the thanks of the Board of Freeholders on behalf of all the people of Cape May County for your time and efforts devoted in finalizing the lease with Tricot Knitting Mills.

A special thanks to Mr. Joseph Motley, for his untiring persistance to bring this to a successful conclusion.

Very truly yours,

Francis Townsend

Director

Man Younen

FT:bdb

#### PUBLICITY, PROMOTION AND ADVERTISING

The Commission worked very closely during the year with the Cape May County Chamber of Commerce on the promotion of tourism and industry. In addition, the County Department of Public Affairs continued to participate in a number of travel shows covering such cities as Boston, Harrisburg, Cleveland, Toronto, Montreal, and a number of others to follow later this spring.

"Where in the World is Cape May County" proved to
be extremely attractive at the travel shows and was
distributed widely along with other literature supplied
by motels, restaurants, and other advertising literature.
Until the past year, the literature dispensed at the travel
shows was limited exclusively to the summer tourist business.
However we recognized that we were missing a great opportunity
to advertise the Jersey Cape as an ideal location for
industry. Without any increase in budget, except for
printing cost alone, "Where in the World is Cape May County"
proved to be an excellent vehicle for advertising particularly
the Industrial Park at Cape May County Airport.

The significance of any one media of advertising is always open to some question. The Commission had used in 1968

a full page in 'Management Guide to Business Aviation."

While the publishing firm of Ziff-Davis states that this magazine reaches 27,000 top executives in the United States whose business needs require frequent use of airplanes, the ad did not produce one single response.

Numerous press releases to the County newspapers, radio and television stations were also prepared by the Commission during the year. Excellent coverage was given not only by the County press but also by the metropolitan Philadelphia papers, the Evening Bulletin and Philadelphia Inquirer, as well as the Atlantic City Press. Some samples of the news releases are enclosed.

The County Chamber of Commerce developed a new Cape
May County Directory in 1969. It is designed in the nature
of a handbook with numerous advertisements, listings of
motel and hotel accommodations, points of interest, and
background data for the tourist. It will be distributed
widely throughout the County during the summer. While it
serves the purpose of a business directory, it also contains
interesting material about each of the resort communities,
where to go, what to do, etc.

Another brochure was prepared by the County Department of Public Affairs. This is a full four-color magazine type

of brochure, without any advertising whatever but turned out with a handsome set of photographs of varied points of interest in Cape May County. The brochure is a photographic essay and is entitled "A Pictorial Review of Cape May County." It was designed primarily for distribution at the travel shows in which the County participates. The photography and accompaning description of each scene ranks in quality with the best promotional material distributed at the travel shows. It was produced by Laws Printing Industries, whose President Robert A. Laws is responsible for the concept.

All in all, the sum total of promotional effort was very gratifying. Concentration on the Canadian market, particularly through the travel shows, seemed to bring an even larger number of Canadian vacationers to Cape May County than in any previous year. This is particularly advantageous since tourists who come five hundred miles or more are likely to be able to spend more and stay longer than those who come from near-by metropolitan areas. There is every reason to feel that this program should be pursued. Now that the City of Wildwood has a Convention Center under construction, it is hoped that a larger number of visitors may be attracted to Cape May County during the fall and spring months with a resulting extension of the season.

Oct. 29, 1969

#### NEWS RELEASE

The newly created Woodbine Water Utility Authority met with representatives of the federal Economic Development Administration yesterday in an effort to solve the impasse in extending the water lines of the Borough of Woodbine to the outskirts of town where McGregor and Werner Graphics, Inc. are building their new printing plant.

The announcement by Freeholder Anthony T. Catanoso today indicated that the difficulties in obtaining the required financing have now been solved. The Woodbine National Bank has agreed to provide \$200,000.00 on a loan supported by bond anticipation notes of the Authority, until such time as the latter is ready to float a bond issue.

Freeholder Catanoso pointed out that the Bank's commitment is subject to agreement on the part of the Economic Development Administration to provide a grant for 70% of the total cost of the project. The remaining 30% was originally promised by the Farmers Home Administration as a long term loan but this agency subsequently withdrew. This posed a critical problem for the Woodbine Water Utility Authority which fortunately has been solved by the cooperation of Woodbine National Bank.

Final approval of the EDA grant must come from Washington, but according to Freeholder Catanoso, this is considered assured by the Wilkes Barre Regional Office's favorable recommendation of the project.

McGregor and Werner Graphics is an operating unit of a large nation-wide printing and publishing concern with plants in Cape Kennedy, Florida and several other locations throughout the country. The head office is in Washington, DC. The local manager of the Woodbine plant under construction is Dale Kipers, who states that the company will be ready to take occupancy within the next ninety days. The new building is a multi-million dollar structure with highly automated equipment of the most modern type available. The company expects to turn out over 6000 college textbooks daily and will eventually employ three to four hundred people, according to Freeholder Catanoso. There will be at least 75 job openings initially, Catanoso said.

"We have been working on this project with McGregor and Werner for the past 18 months", said Catanoso. "The company purchased 65 acres in Woodbine which provides ample room for development and expansion. The Cape May County Industrial and Economic Development Commission was instrumental in obtaining a loan for \$1,235,000.00 from EDA so that the plant could be located in Cape May County and provide needed employment here. Getting water to the plant site was complicated by the fact that the water main terminated two miles short of the plant site. Since the water company was privately owned, further industrial development was handicapped without adequate funding. EDA gave the newly created Woodbine Water Utility Authority an outright grant of 70% on the cost of extending the water line, which

total about \$570,000.00. The balance will be provided by the sale of the Authority's bonds at some date in the next year or so. Meanwhile, we are grateful to Woodbine National Bank for providing the interim loan to complete the installation so that McGregor and Werner can open up for production on schedule", Catanoso added.

"The Cape May County Industrial and Economic Development Commission deserves a great deal of credit for its work in bringing new industry to Cape May County", Freeholder Catanoso continued. "Within the past month, the Bradstone Rubber Company, which closed its doors, was purchased by National Tape Corporation and after modernization and extensive alterations, this company will reopen its doors in another week or so and employ upwards of a hundred people. This is a relatively new firm with vigorous management and it already has several large orders which will help bolster the employment picture in Woodbine particularly."

"The Commission also has another client interested in the manufacture of modular homes and mobile units and negotiations are under way for ground at Woodbine Airport".

"One of the most optimistic ventures ever to come our way is the result of continuing negotiations to bring E. C. Timme & Son to Cape May County Airport", Catanoso said. "This firm intends to occupy 15 acres in the Airport Industrial Park and erect a building to cost \$1,700,000.00. It will be an ultra-modern facility with another \$1,800,000.00 in macinery and equipment to manufacture tricot, a textile fabric which is used in ladies' wear and a variety of new products. We expect the company to create 200 new jobs in Cape May County."

Freeholder Catanoso also stated that Universal Design Ltd., another firm at Cape May County Airport is about to be absorbed by Westinghouse Airbrake, which will add another nationally known company to the growing list of industry in Cape May County, which includes the F. H. Snow Division of the Borden Co. "Much is being done by the Commission to improve the total economic base of Cape May County to provide year-round employment", Catanoso said, " and there has never been a time when we have accomplished as much as the past year. The future looks very bright. Within the next twelve months we expect to have 500 job opportunities available in Cape May County. These are new jobs for men and women which will come from our new industries", Catanoso concluded.

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Executive Devetor

age May Co, Industrial &

Generic Development (Em



January 29, 1970

Cape May Count House, New Jersey

## Comprehensive Study Labor Market In Cour

pation of 500 new job opport he United States including of operations will include Flort of courses for students at the business sector diminishes. funities for year-'round em- Philadelphia, Wilmington, ida and the west coast. ployment in Cape May County Washington, Miami and Pitts-Cape May County Industrial ning consultants in North Wild- committee, discussed the Na-Commission is planning a herd was introduced by Joseph early June and introduced Clay comprehensive study of the P. Mofley, executive director Lacey, United Airlines pilot. labor market in the county. according to Joseph V. Walsh, chairman of the Commission.

Details were made known at a meeting of the Commission with members of the Advisory Committee at the Rock'n Chair Inn, Avalon, where the scope and techniques were discussed by Charles Shepherd, a partner of Kendree and Shepherd Planning Consultants, Philadelphia. Kendree and Shepherd have been engaged in municipal and industrial planning for the past

You think of Cottons . . . you think of the...

17 N. HIGH STREET MILLVILLE 542 LANDIS AVENUE

VINELAND

of the Compression.

assistance grant may be obtained from the Economic Development Administration to finance the project.

Robert Laws, who is president of Laws Printing Industries, Erma, announced a new undertaking which will considerably broaden the scope of his company's advertising operations. Laws plans to establish a new firm which will construct four airships within the next five years. They will resemble the Goodyear blimps and carry a newly devised illuminated sign to promote nationally advertised products.

The airships will be built in a new plant in Cape May Counthe east coast area and reach an audience of millions in the burgeoning market which em-

within the next 12 months, burgh. They are also the plan- the Airport Development Sub- sciences. and Economic Development wood and Cape May, Mr. Shep-tional Air Races planned for sortium are at Cape May Point committee, presented an interand National Air Races enthu-It is hoped that a planning siast, who had logged 22,000 hours as a commercial pilot of aerospace in importance in the dustry paralleling the growth DC-9's for United.

> Lacey spoke about the success of the races in Reno, Nev. and pointed out that Cape May County should offer even greater opportunities for success since it is so close to the great population centers nearby. The races are intended to boost the early season tourist business in Cape May County and have the endorsement of Frank Oster, president of the Greater Wildwood Hotel-Motel Association, which is hopeful of promoting this attraction as an annual event.

Other speakers included William Taylor, president of Res-Philadelphia, Baltimore and cluding Glassboro State which mand for funds high own is

college level in a variety of Larry Newbold, County Agri-

great impetus recently be-accommodations. cause of the significance of air | He also mentioned the need and water pollution in our en- to plan for healthy growth of vironmental life.

Union Trust Company, Wildwood, and chairman of the Legislation and Finance Subcommittee, gave a comprehensive report on the economic situation, locally and nationally, pointing out that prospects for a reduction in interest rates do not loom as a good possibility in the next 12 months.

Griest stated that inflation continues and the cost of living ty, where a base for mainte- del Corporation, a plastics keeps rising despite efforts of nance and repair will also be manufacturer at Cape May the Federal Reserve system to erected. The craft will fly over County Airport, who is chair-control the expansion of credit, man of the Oceanography Sub- The demand for funds for capcommittee. Taylor has been ital improvements by municvery active with the New Jer-ipalities continues to build and braces the great population sey Marine Science Consor-this in itself, according to corridor between New York, tium, a group of colleges in Griest, will tend to keep de-

COURT HOUSE — In antici- 10 years in many sectors of Washington. Later expansion last summer launched a series the demand from the private

Steven Cicala, chairman of fields dealing with the marine culture representative and chairman of the Agriculture Headquarters for the con- and Natural Resources Suband students come from all esting study showing the growover the state to study the raw ing importance of campscience of oceanography, grounds in Cape May County. which many feel will rival This has become a major innear future. It has gained of motels in the field of tourist

> this new industry and to safe-William Griest, president of guard the assets of the area from pollution, stating that the master plan for regional handling of sewage is of highest importance to the county.

> > Others who participated in the broad-ranging program of the evening included John Mc-Laren, former mayor of Avalon, and Richard Burke, former chairman of the board of Sun Shippuilding, both of whom are long-term members of the Cape May County industrial and Economic Development Commission; Elmer

> > > -Please turn to Page 3

for CARPET FURNITURE & APPLIANCES

## Plan Comprehensive Stu Jabor Market In

#### -Continued from Page 1

Moyer, automobile dealer of Ocean City, who has recently been appointed to the Commistion; and Freeholder Anthony T. Catanoso, who has been active with the Commission since 1964, especially with the development of industry at Cape May County Airport and the activities of the promotion and advertising program of the county;

ed the County Chamber of for a 15-acre site at the Air- which will provide the Com-Commerce, and Edward Neill the Employment Security Office of the State of New Jersey,

Civil Engineer, Wildwood, also annually to wage earners in sewer facilities at Cape May County

director of the Commission, stated that negotiations with Robert Hentges, Mayor of the Timme Corporation, textile West Wildwood, recently asmanufacturer, are almost fin-Robert Patterson represent is expected to be signed shortly for Municipal Public Works,

attended and spoke about the this county. The plant will take the newest and most modern Airport Industrial addition to the company's facilities which include plants at Joseph P. Motley, executive Torrington, Conn. and Wilmington, N. C.

sumed the chairmanship of a alized and a long-term lease newly created Subcommittee port Industrial Park, where the mission with technical assistcompany, which has been in lance on capital projects in the business for over 95 years, will 16 municipalities of the county. Wildwood. Alvin Herman, con-erect a multi-million dollar He stated that he has invited

sulting engineer, formerly with plant and provide a payroll in the following mayors to serve the office of C. B. Middleton, excess of one million dollars with him on his subcommittee: Robert Sharp, Ocean City; William Lange, Jr., Stone Harmodernization of the water and 12 months to build and will be bor: Joseph Roop, Lower Township; and Victor Polise, Woodbine.

This brings the composition of the Advisory Committee to fi the Commission to a total of C 10 subcommittees, each work- n ing on areas vital to the economic development of the county. Members are nonsalaried, but represent a complete cross-section of the entire community, from all areas, and with as varied backgrounds as possible. The total membership is approximately

The complete list of subcommittees of the Advisory Committee is as follows: Airport Development: Agricultúre. Natural Resources and Conservation; Education and Training; Industrial Procurement and Retention; Labor; Legislation and Finance; Oceanography; Publicity, Promotion and Advertisement; Resort Economy; and Municipal Pub lic Works.

### Sewage Authority Unit Soon Will Be Created

COURT HOUSE-Creation of | to reality last week following the first of a series of regional meetings to discuss the pollution problems in the area.

Freeholder Kenneth A. Holmstrup, who conducted the meeting, said the mood of the officials present suggested a "let's get on with the job" attitude.

Holmstrup, director of public works, said the municipalities represented were Sea Isle City, Avalon, Stone Harbor and Middle Township, which under a proposal in the county's Master Sewer Plan and Fcasibility Study would combine to form the Middle Region in a five-region setup.

All five freeholders were present at the workshop session to explore the possibility of creating the county authority. The meeting, the first of five regional sessions scheduled, was called to investigate and discuss the various municipal sewer problems.

Most municipalities in Cape May County are under State Health Department order to improve the sewer treatment facilities. However, the state has also adopted a policy mandating that the regional approach be made to any new treatment facilities and has backed up this policy by appropriating funds only to those areas that take the regional approach.

The state is now in a position to fund 25 per cent of the cost making a region eligible for 55 per cent federal monies, the maximum amount available, with the balance of 20 per cent to be found locally. On the other hand, single municipalities are finding it hard to get sewer project funds because of this new policy.

The Middle Region plan and p a Cape May County Sewage the possible avenue of financ- to Authority moved a step closer | ing it were explained by Wil-|S liam B. Harvey and Richard W. Gauck, engineers with Van w Note - Harvey Associates, of bi Princeton, experts in this field, fo who prepared the master lin sewer plan for the freeholders.

It was emphasized that the pi plant, sy proposed treatment which would be located in Middle Township, would afford tertiary treatment of waste water, the highest degree of treat- or ment now economically feas- ir ible for municipalities.

The engineers point out that all plants proposed for the Cape May County regions fa would provide tertiary treatment.

Gauck explained the three stages of treating sewage, noting that most county facilities ti now only treat to the secondary degree, which is not now acceptable under health department standards.

With the tertiary treatment, waste water will eventually be able to be used to recharge the county's dwindling underground water supply by being pumped to impoundment areas for later insertion into the underground aquafers.

Under the master sewer plan it is suggested that the county create a county-wide utilities authority to finance the vast undertaking, estimated by the State Health Department to cost in the neighborhood of \$43.4 million.

Under this plan, the municipalities would be responsible for their own local lines, but the county authority would |

Lecher 2-19-70 Chronofile

### County Seeks \$637,426 Loan For Sewage Plans

Cape May County Freeholder, with the entire board concurring. Kenneth A. Holmstrup today announced the county has applied to the New Jersey State Department of Health for a sewerage facilities loan in the amount of \$637,426.

He said the money would be for the preparation of preliminary and detailed design engineering plans and specifications for sewerage projects in connection with the proposed master sewer plan.

Holmstrup, vice director of the county board and director of public works, has been authorized by the entire board of freeholders to proceed with the necessary steps to eventually take maximum advantage of federal and state pollution control grants and loans.

The state presently is in a position to provide 25 per cent of the project money, which enables an area to qualify for the maximum amount of federal aid which is now set at 55 per cent. The remainder of 20 per cent would come from local sources, Holmstrup explained.

Cape May County has been advised to create a County Utilities Authority to set up five regions for pollution control. Most municipalities are under Health Department order to abate water pollution and regional projects are the only ones seen qualifying for aid monies, Holmstrup said. He was joined in sponsoring the enabling legislation to secure these monies by Freeholder Dr. Leon H. Schuck,

Holmstrup has been designated by the board to conduct hearings on the proposed regional setup in cooperation with the firm of Van Note-Harvey Associates, of Princeton, experts in the field of pollution control. William B. Harvey, president of the firm, prepared the county's application for submission to the Division of Clean Water in Tren-

The filing of this application is Cape May County's first real step toward implementing the findings of the master sewer plan and taking advantage of the federal and state priority programs to end water pollution, Holmstrup said.

This application involves work to be done in two of the five suggested regions, the Lower Region and the Middle Region.

A description of the proposed work to be done under the project applied for follows.

1. A system of force mains and pumping stations to handle sewage from North Wildwood, Wildwood and Wildwood Crest westerly to Rio Grande. A gravity sewer from Rio Grande to the Lower Township Sewage Treatment Plant already under construction will also provide sewerage facilities for the Rio Grande area of Middle Township.

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2. A system of force mains, pumping stations and gravity sewers to collect sewage from Strathmere, Sea Isle City, Avalon Stone Harbor and Cape May Court House to deliver sewage to a proposed treatment plant west of Court House.

3. A system of force mains, pumping stations and gravity sewers to bring West Cape May and surrounding areas into the ter Lower Township Sewage Treatment Plant.



Loan Sought For Sewage Project Here

Holmstrup Files Application In \$637,426 Amount

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-Please turn to Page 6

SECTION A — PAGE 6
Core May

Collecting ( ) Creatife
Cape May Court House
February 19, 1970

Loan Sought
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The project is designed to climinate public health problems in the areas mentioned by abolishing septic tanks and tile field systems that can contaminate public and private water supplies. It is also planned to conserve water by eliminating pollutional discharges into existing bodies of ground and surface waters.

Holmstrup said further applications will be made to the Federal Water Pollution Control Administration and Housing and Urban Development in order that the county may qualify for the maximum in available funds from every source. He said filing of the application at this time will help the county to secure a place high on priority schedules for similar projects around the state and nation.

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# Project Here

### Holmstrup Files Application In \$637,426 Amount

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Cape May County has been

-Please furn to Page 6

# Loan Sought Mreewould Ito!

## Air Pollution Thing Of Past

## plied to the New Jersey State Af I and I will

### W'bine Industry Using Propane Gas System

WOODBINE-"There will be no more air pollution from our plant," according to a statement made Wednesday afternoon by Mario Perri, executive vice president and head of the Freeholders to proceed with production and engineering departments of the National Tape Corporation here. That was the day when his plant ceased to use coal stokers for heating and propelling equip-

> Propane gas, Perri stated, is pollution. He was a bit miffed when he recently received a the old Bradstone Rubber and reported Friday. Adhesive Company used for 58 and the tape firm took over. Converting to propane gas will cost the plant over \$15,000.

"I want to abide by the law," board was not aware that be-three phases in the plan. fore it sent me the warning I II coal stoker has already been twofold purpose, he said. u converted and within the next o week or two our other coal distoker will be converted and v then no more air pollution."

Perri also revealed that the Olbig incline, which cold cars S climbed and were emptied for O casy access to the coal will be ulleveled and the space will be

-Please 1/178 Page & Lispections and reports.

### Abolishment Of Local Courts Hit By League

SCHELLENGER'S LANDING -- Opposition to Senate Bill 481 which would abolish all municipn courts in the state was valced by the County League of Municipalities at their meeting Tuesday night. . .

Mayor LeRoy May, Jr., president of the league, presented the resolution which referred to the removal of local Home Rule control over the operation of municipal courts. The measure was seconded by Mayor Wilsey, of Sea Isle City.

Under the terms of the bill, all local courts would be abolished into a new circuit court

## 5 Towns Sign Up For Inspection Of Area Motels

COURT HOUSE-Five Cape County municipalities May him to desist causing air pollu- have signed up for registration tion by February 7. He won- and inspection contracts in- b advised to create a County dered why he was singled out volving a survey of hotels, 12 Utilities Authority to set up five for a warning when all he was motels and apartment houses regions for pollution control doing was using the equipment under state regulations, it was

> They are Cape May, Ocean !years before it was phased out City, Wildwood, North Wild- a wood and Wildwood Crest.

Danne Jamison, an official with the Bureau of Housing Inspection, Department of Como Perri said, "but the health munity Affairs, described the

First, the communities are a was already negotiating the offered the \$10-per-building o change to propane gas. One registration fee. It serves a

It permits the state to build to up a map of the buildings and a serves as an incentive to the N municipalities to enter the

Phase two is a contract for inspection of hotels and other B buildings once a year and c phase three involves a five- b year super contract covering

The resorts in the county in

## Air Pollution Thing Of Past At Tape Plant

#### -Continued from Page 1

used for parking purposes. The propane gas comes from three huge tanks furnished by the Modern Gas Company, which is operated by Arthur Benjamin. The warning letter was signed by Richard J. Sullivan, director of the state's health board's division of clean air and water.

The National Tape Corporation is busy working on a govi ernment order besides filling orders for private firms. Over 40 men are now working round the clock in three shifts six and sometimes seven days a week.



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DANIEL A. LYNCH

## New Post For Greene; Gas Co. Lists Successor

W. D. Williams, president of New Jersey Natural Gas Co., has announced the appointment of Daniel A. Lynch to the position of Division vice president of the company's Southern Division, which embraces Cape May County.

Lynch, who will be headquartered at the company's offices at 3700 New Jersey ave., Wildwood, is a registered professional engineer and a graduate of the New York State Maritime College. He served in the Navy as a Lieutenant (JG).

Lynch succeeds William Greene, who served as division manager and has been transferred to the company's Northern Division in Dover.

Before joining New Jersey
Natural, Lynch, who is 33, was
with Brooklyn Union Gas Co.,
since 1962. He served there in
varied positions, including industrial sales engineer, assistant industrial sales manager
and personnel administrator. He
also taught engineering courses
at Bronx Community College.

Lynch lives with his wife and four children in Old Bridge, and they contemplate moving to Cape May Court House in the very near future. Their children are Dorothy. 9: Daniel, 8: Judy,

Leader 2-19-70

## Cape May County Dirport

BOARD OF CHOSEN FREEHOLDERS

Anthony T, Catanoso Director

March 31, 1970

Mr William J Buff, III Timme Corporation 200 Madison Avenue New York, NY

Dear Bill:

Enclosed is a collection of items reporting the final completion of lease arrangements.

In addition to the Atlantic City PRESS, Cape May STAR & WAVE, Wildwood LEADER, and Cape May County GAZETTE, the news was reported on radio and television by WCMC Wildwood, WRIO Cape May, and WSLT Ocean City.

In line with our discussions, I believe a well-planned program for ground-breaking would help the recruiting of personnel and on your next visit, I'd like to develop this in detail with you.

Sincerely,

Joseph P Motley,

Director of Industrial

and Economic Development

# Cape Man

## Lease Factory

#### BY STAFF REPORTER

COURT HOUSE-Two hundred persons in Cape May County may find employment at the County Airport when the Timme Corporation completes a five million dollar undertaking with an annual payroll in excess of a million dollars under a lease agreement passed by the Freeholders on Tuesday.

Prior to the agreement being approved former board director Dr. Leon H. Schuck spoke

-Please turn to Page 7

#### -Continued from Page 1

for 10 minutes on the matter. He termed a 75-year lease as being too long.

The firm which will turn out fabrics and which has sister industries in all sections of the country started negotiations last year with Freeholder Anthony T. Catanoso, airport director and head of the County Public Affairs Department.

Dr. Schuck who earlier in the meeting was in the spotlight on the award of library contracts which he opposed, said:

"I only learned of this resolution this morning. There was no meeting to discuss this matter. I feel 75 years is too long for a lease with the rent being nominal, although there is to be a vast payroll."

Freeholder Joseph W. Rixey, Jr. whose chair is only three feet away from his colleague and who earlier commented on the library aspects, brought the lease agreement to a head when he said:

"This is a 25-year lease with two 25-year options."

On a roll call Dr. Schuck voted yes.

At this juncture Joseph Motley, of North Wildwood, with the County Economic, Industrial and Development Commission, arose introducing William Buck, vice president and secretary of the firm.

Motley, soft spoken but with effectiveness, went into detail on the future outlook of the county's economy referring to the company being in business 95 years with plants all over

the country. "It is fortunate

that we have the facilities to offer this firm and for them to build in Cape May County. The lease, indeed, is for a long period of time but when you consider their expenditure of two million dollars on a 15-acre tract with two million dollars additional for equipment and machinery and the employment of 200 people year around with a payroll in excess of a million dollars it is a realistic one to foresee the future.

"In another 10 years, after the firm is in operation, they ment was unanimous.

can redouble their capacity with an expenditure of from five to 15 million dollars in expansion plans."

Buck briefly addressed the board, expressing thanks for the lease action as he pointed out "we are ready to proceed".

Freeholder Kenneth A. Holmstrup moved for a vote of thanks to the Industrial Commission and Freeholder Catanoso of the Public Affairs Department for their efforts.

The vote on the lease agree-

(181)

#### UMMER GROUNDBREAKING

## Sign Contracts For \$5 Million Textile Operation At Airport

ERMA — Contracts have been signed and groundbreaking may be possible within two months for the construction of a \$5 million textile operation at the Cape May County Industrial Park at the county airport here.

Locating here is the mme Corporation, a 95-car-old firm headquartered New York City with plants Connecticut and North Car-Timme Corporation, a 95-year-old firm headquartered in New York City with plants in Connecticut and North Car-

The company manufactures tricot, a type of knitted fabric, and will employ more than 200 local people on a year-round basis.

According to Joseph Mot-ley, executive director of the Cape May County Industrial Development Commission, "It is reasonable to presume that the plant should be ready for

mated for equipment and machinery bringing to about \$5 million the overall value of the operation.

- CONTINUED ON PAGE

#### Sign Contracts

- CONTINUED FROM PAGE 1 -

Motley said that the plant's payroll should be in excess of a million dollars a year. He added that the facility will be in operation six days a week, 24 hours a day.

The county board of freeholders signed a 25-year lease with the company on Tuesday. There are also two additional 25-year options.

Motley said groundbreaking will take place "as soon as possible and hopefully within 60 days."

He cited the airport industrial park's proximity to the firm's major markets in New York and Philadelphia as among the primary reasons for the company's decision to locate here. Since the company has its own plane, the county's large airport was another factor, Motley said.

## Atlantic City Press

ATLANTIC CITY EVENING UNION

## Timme Corp. Slates M. Construction

ERMA-Work is scheduled to is like bringing a new munici-lia begin on the \$5 million Timme pality to the county," he said. He cited the reasons for the time May 15 following the completion long lease and the minimal

total to a \$5 million industry vestment. for the Cape.

year options included was negothan 50 years with this kind of tiated between the principals investment," Motley added. of the Timme Corporation and The new company will also the Cape May County freehold-have a "first refusal clause in of the Timme Corporation and

ment was made, along with presently used as a ball field. rental fee for the property. According to Joseph Motley, assistant director of the industrial park at the airport, to compete with some of the southern states where legislation allows a donation of land to attract industry.

"We have been fortunate to be able to offer these facilities to the Timme Corporation and to bring them to the county for this long period of time." Motley said.

NEW MUNICIPALITY

Motley likened the new industry, dollar wise, to that of actually creating a new municipal-

ity the size of North Wildwood.
"The new plant will have a payroll of around \$1 million per year and in comparison to the budget of North Wildwood. which is around \$1 million, it

of lease negotiations Tuesday. rental fee. This corporation is G. The actual plant will cost investing some \$5 million inisome \$2 million and another tially and in the course of 10 at \$2 million in machinery plus an to 15 years expects to double an individual of million in machinery plus and to 15 years expects to double in additional \$1 million in miscel- its capacity, which could mean in laneous equipment bringing the another \$10 to \$15 million in- at

"We could not have possibly no A 25 year lease with two 25 negotiated a contract for less

this lease for an adjacent five The long term lease arrange acres of land at the airport

## \$5 Million Plant Is To Be Located At County Airport; Lease Signed

lease for some 15 acres of sion. ground at the Cape May County Airport on which a \$5 million plant will be constructed, it was announced yesterday by Joseph Motley of the Cape May County Industrial and Eco-

The firm is the Timme Corp. with headquarters in New York City and plants in Torrinton, Conn., and Wilmington, N. C.

The proposed plant will cost

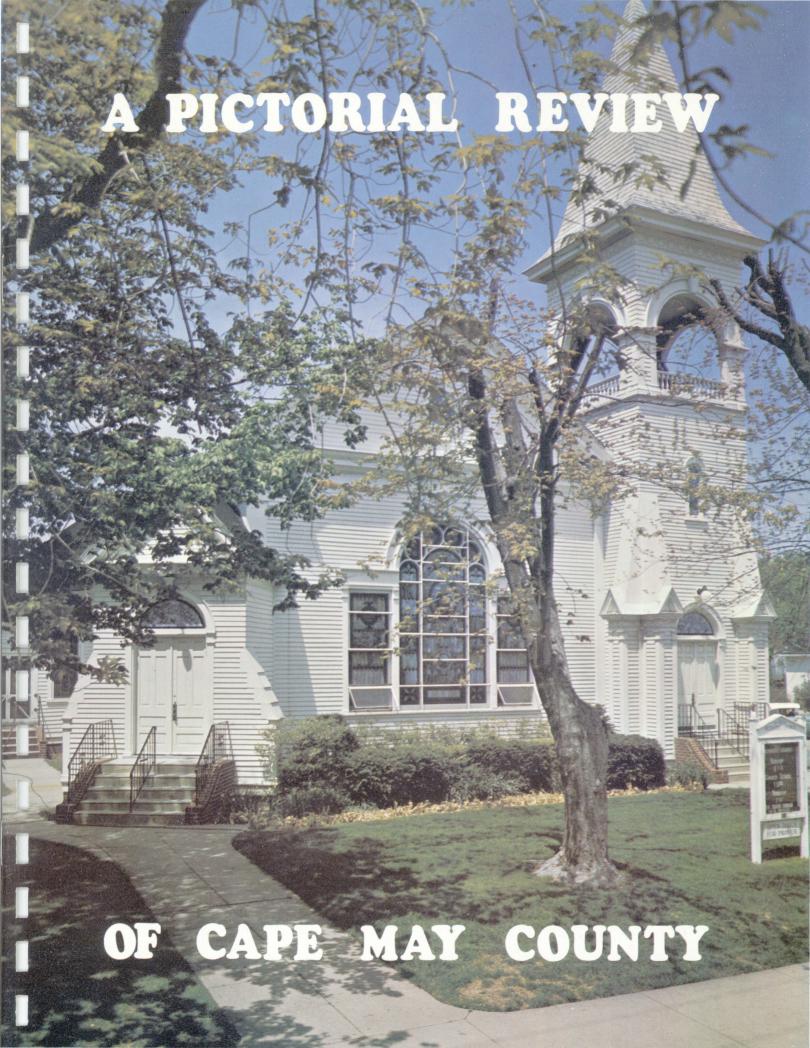
A textile firm has signed a nomic Development Commis- an estimated \$2 million to construct, machinery will add another \$2 million to the cost and an additional \$1 million will be spent for miscellaneous equipment. According to Mot ley, the new firm compares dollar-wise, with a new mun icipality the size of North Wildwood. He said the new plant will have a payroll of. about \$1 million annually.

> The firm is expected to add to its total local investmen. over the years, bringing the total to about \$10 million.

> The lease calls for \$1500 in ground rent for the first year with escalated payments in the future, with a maximum rent al cost based on the assessed valuation of the ground.

The site of the new plant will be "in the general area of what the public knows as the ball park" at the airport. Motley stated The firm has ar option on five additional acres and its 25-year lease gives it an option for an additional 25 years, and a second option on 25 more years Motley ex plained that the terms of the lease were based upon competition with some of the southern states where legisla. tion allows a donation of the land to attract industry.

Preliminary work on the plant will begin soon, with ac tual construction slated to start mid-May or thereabouts, according to Motley.





## Welcome To Cape May County, N.J...

GAPE MAY COUNTY,

New Jersey is a new experience in vacation living. Nature's fine hand has fashioned an ideal seashore setting for the casual tourist, the youngster, the old timer, the outdoorsman, the dreamers and the doers . . . in fact, for anyone who enjoys the finer things that man and the Creator can offer.

HERE is the warm, serene surf, the broad, white sandy beaches, the fish—laden waters of Delaware Bay, the marshes and the meadows, meandering waterways, idyllic sunsets, the wonderful boardwalks, elegant dining, the best accommodations. Nature's bounties . . . superlatives fail to describe the beauty that is this wonderful Cape of Nature.

LENDING a rich historical heritage with a new, dynamic brilliance, Cape May County's 30 miles of surf, sun and fun beckon to vacationers, one and all.

HERE in the world is Cape May County, you ask. The nomadic indians who once roamed the plains found it every summer as they wandered in an easterly direction looking for warmer water, an abundance of fish and game, and a respite from the long, hot summers. Indians were Cape May County's first vacationers . . . long before the Founding Fathers discovered America.

Cape May County. At one time, there was a summer White House set up in sight of the sandy beach at Cape May for one of our earlier Presidents.

discovered the bounties of the Jersey Cape in 1609 when he sailed up the Delaware Bay and took possession of the adjoining lands for the Dutch. Captain Cornelius Jacobson Mey, a Hollander who visited the area in 1620 left, among other things, the name, Cape May.

NGLISH settlers, too, took possession and claimed the Jersey Cape for their homeland, and in 1664, all of New Jersey was sold to Lord John Berkeley and Sir George Carteret. In 1692, Cape May County was created from lands held by the West Jersey Society, and from this beginning, the present Cape May County evolved.

ACH year, over one million other visitors now find their way to Cape May County; many for the first time. They come to vacation; to live; to work and to play where Nature truly smiles for 30 miles . . . in the heart of New Jersey's Vacationland.

most tip is Cape May County. The county is a peninsula which juts out between the Atlantic Ocean and Delaware Bay. Of its 442 square miles, 172 are hard upland. The balance is water, sandy beaches, meadowland, marshes and miles of inland waterways.

May County's location in your mind, imagine New Jersey's peculiar shape, and look to its lower end. We are 150 miles south of New York City; 120 miles due east from Washington, D.C., and 80 miles south and east of Camden, N. J. and Philadelphia. We are an easy one day's drive from most of the major population centers in the Eastern half of the United States, and a day's drive from major Canadian cities.

WACATIONS can be filled with variety in Cape May County. There are new modern motels; quaint old homes from the Victorian era; cottages and apartments; countless restaurants; fine entertainment; miles of Boardwalk; a plentitude of campground facilities; fine fishing; boating pleasure; wildlife in abundance and a host of activities for one and all.

PALOOKING over the pages of this brief introduction to the Jersey Cape, may we remind you that a first time visit to Cape May County will become a vacation habit. We welcome you to become one of us.



## Follow the Flight Of the Gull . . .

Cape May County,

New Jersey's southernmost county, is made up of 16 municipalities. each with its own characteristics, and each different from the others. Each offers something unique, ranging from the ultimate in seashore summer vacation living to year 'round industrial and residential communities. We'd like to take you on a short tour of the Jersey Cape Communities.

Southernmost resort on the Jersey Coast is one of the nation's oldest . . . Cape May. Here, one finds a blending of the old Victorian architecture which is being preserved and restored in a unique Victorian Village and new, modern beachfront motels which offer the most up-to-date accommodations. Elegant dining; the Jersey Cape commercial fishing and clamming fleet; the nation's major training center for the U.S. Coast Guard; sleek sportfishing boats; a horse-drawn trolley; colorful sailboats . . . all combine to make Cape May.

Lower Township The visitor can journey north along the Jersey Cape Coast by following the beautiful Ocean Drive. Leaving Cape May, the first stop is in Lower Township, where year 'round homes are tucked away in lush settings of woodland, open farmland and a touch of both the sea and the bay. Lower Township's many residents come to spend time along the shores of Delaware Bay; taking advantage of the glorious sunsets, the fine fishing and the quiet way of life. Others come to enjoy the beach and the inland waterway; the seasonal seashore tourist accommodations or the retirement homes which blend with the settlements of the young families who reside here. In Lower Township is found the largest of the three county airports.

## Wildwood Crest

Next stop north is Wildwood Crest, where the broad bathing beach; the inland waterway and the beautiful sunsets which give the bayshore lake its name, new, modern motels, apartments, beautiful homes, and a smattering of other businesses which blend to make the Crest a complete vacation experience. There is outstanding entertainment within easy reach; fine fishing is to be had in the inland waterways and from aboard a fleet of fine offshore party and charter boats; boating and sailing on beautiful Sunset Lake; fine family restaurants and the Crest Pier . . . where young and old alike gather to enjoy music and entertainment.

## Wildwood

Wildwood, known as the entertainment capitol of the Jersey Coast, is the next stop along the Ocean Drive. A boardwalk stretches along the wide bathing beach, giving the visitor, young and old alike, a wide choice of fun, games, fine food specialties; amusements, movies and an opportunity to promenade along the strand. Night clubs book leading entertainers during the summer months, and there is elegant dining and dancing. The ten motion picture houses within easy reach of the Wildwood visitor offer the finest in film fare.

Year 'round living and the finest in tourist accommodations blend with fine restaurants, night clubs, stores, quaint shops and boardwalk amusements to offer a wide range of experience for the first-time or the old-time visitor whose family has been coming to North Wildwood for many generations. Along the broad, sandy bathing beach are located some of the newest and finest of the Jersey Cape motels and apartment houses, and there are cottages to rent as well. For the fisherman and boating enthusiast, facilities are readily available.



## Visit the Jersey Cape . . .

## Stone Harbor

Stone Harbor, home of the famous Bird Sanctuary, where thousands of egrets, ibises and herons nest annually within the Borough limits, is a lagoon development of family homes, touched lightly by commercial ventures sufficient to provide services for its residents and visitors. Sailing enthusiasts enjoy daily sailboat races in this . . . the home of the Comet sailboat fleet. The many lagoons offer safe harbor for a fleet of sleek offshore fishing boats, fine yachts, houseboats and small runabouts.

Avalon

Fastest growing and one of the most popular of the Jersey Cape resorts is Avalon. Distinctive homes, a handful of new, modern motels, cottages and homes for summer rental and a growing number of year 'round tourist residents all join to shape this vibrant resort community. There is fine fishing, miles of inland waterway, a broad expanse of clean, white sandy bathing beach and fun and relaxation for one and all.

Sea Isle City

Proceeding north. the Ocean Drive winds its way to and through Sea Isle City, truly a family resort. Commercial fishing boats dock here, and many of the old-time Sea Isle City families had their beginnings here amid the fishing boats and men who took them to sea to return with bulging holds for the seafood markets of the East. The fine homes blend well with new motels and stores, and the well-kept hotels, apartment houses and guest cottages all offer fine facilities for the family. Fine dining is a watchword here.

Ocean City

Northernmost of the County's resort communities along the Ocean Drive is Ocean City, known nationally as "America's First Choice In Family Resorts." All of the charm of a family resort, all the facilities for health, sport, entertainment and sensible pleasure offer you a memorable vacation or a place to live, work, play and retire. Eight miles of broad, clean, safe bathing beach provide pleasure for the whole family. A municipal golf course, an airport, new. modern stores, churches, boardwalk amusements, theatres, racing

regattas, fishing tournaments; all provide fun for the whole family.

Upper Township

A lot of everything and everything's the best. Upper Township is one of the largest communities on the Jersey Cape. It is a unique blending of seashore, upland, meadowland and marsh and of seasonal vacation facilities, year 'round homes and many unique businesses catering to the needs of one and all. Inland bays, miles of surf and waterways, inlets giving access to the ocean and countless acres of woodland make Upper Township a haven for the camper, the hunter and the fisherman as well as the vacationer seeking solitude.

**Dennis Township** 

Camping, hunting, fishing, the out-of-doors and a rich historical heritage. That is Dennis Township, which had its origins in the days when wooden ships were built along the shores of Delaware Bay. Historic homes preserved in Dennis Township still show the shipbuilder's influence in the doorways, the stairwells and the hand-crafted mantlepieces over fire places which warmed many an old seafarer home from a journey abroad.



## Where Nature Smiles For 30 Miles ...

Middle Township

Middle Township, home of the County Seat, is primarily a rural, agricultural community of year 'round homes. Of late, there has sprung up a campground industry which brings thousands of visitors. The campgrounds, as well as two large shopping complexes and numerous hotels are all within minutes of the bathing beach. Nearby Delaware Bay offers fine fishing. The Cape May County Park, acres of woodland and marshland offer fine hunting for game birds, deer, waterfowl and small game. There is fine fishing, too, in the inland waterways and the sounds offer fine crabbing and shellfishing.

Woodbine Cape May County's major industrial community is small in size, but is showing great growth potential. Woodbine has its own airport and an industrial park which is adding several new industries. Year 'round homes, a business district and industrial buildings combine in a potent force in the County economic structure.

West Cape May Rural, agricultural and residential West Cape May is located midway between the waters of the Atlantic Ocean and the Delaware Bay. Many varieties of migratory birds are seen here in the spring and fall and bird watchers find West Cape May a haven for as many as 200 specimens of wildlife.

West Wildwood

This small resort community is tucked away between the sister resorts of the Wildwoods and the vast expanse of meadowland and waterway of Middle Township. An island community of year 'round and summer homes, West Wildwood attracts many families who enjoy the fine fishing, crabbing and waterfowl hunting.

Cape May Point Tiniest of the 16 municipalities which make up Cape May County, Cape May Point is noted for its Lily Lake, where tame migratory waterfowl entertain countless visitors; the historic Cape May Point lighthouse which guards the entrance to Delaware Bay, and for its fine surf fishing and brilliant sunsets. Here, too, Cape May Diamonds are found on the beaches where the Atlantic Ocean and Delaware Bay meet.

Ocean Drive The Jersey Cape seashore resorts are located on a series of islands along the county's Atlantic coast. These islands are connected with a modern highway and a series of bridges known as the Ocean Drive. Designed to move traffic from one resort to the other, the Ocean Drive has developed as a major scenic attraction for many of the visitors who vacation here. If you are a first-time visitor to the Jersey Cape, the Ocean Drive offers a convenient, scenic way to visit all of the county's seashore resorts.



## Outdoor Recreation's Great ...

Calling All Campers
Rising to meet the growing demand for campground accommodations, the Cape May County Campground Association and its member campgrounds have constructed hundreds of fine campsites in the woodlands of the Jersey Cape.

The campgrounds are located in the wooded upland areas adjacent to the seashore resorts. All of the campgrounds are minutes away from the County's broad bathing beaches, fine fishing, boating, boardwalk amusements, movie houses, sightseeing trips and a score of other family tourist attractions.

Historical museums and antique shops, roadside markets and shopping centers are also convenient to the County's 26 campground locations. The campsites are nestled amid beautiful stands of pine, holly, oak and maple trees, lush vegetation, dogwood, laurel and cedars. Wildlife abounds in the wooded areas and many campers come in the fall season to enjoy the fine fishing and waterfowl hunting on the Cape.

There is also a state camping area at Belleplain State Forest, tucked away in the northwestern part of the County. Camping is family fun and Cape May County offers it in quantity and quality.

For a free Cape May County Campground folder, write: Jersey Cape Camping, Box 3651, Cape May Court House, N. J. 08210.

## Let's Go Fishing

Fishing is 12 months a year on the Jersey Cape. Starting with cod and winter flounders, and continuing through the summer when the mighty marlin, the exotic dolphin, the fluke, the sea trout, the porgies and the sea bass are providing daily angling thrills, anglers can always find a place to wet a line in salt or in fresh water. Cape May County sponsors a number of tournaments in which anglers, novice or expert, have a chance at hundreds of prizes. For a free fishing information kit, write Fishing Contest, Box 3651, Cape May Court House, N. J. 08210.

Boating Pleasure

Cape May County's inland waterways offer fine recreation for the small motorboat enthusiast or the sailing buff. Bring your own boat or rent one here. Boating ramps are conveniently located along the Inland Waterway and Delaware Bay, giving boaters access to miles of water for water skiing, sailing, fishing or for just plain boating fun. The sightseeing boats offer ocean and inland waterway cruises during the day and in the evenings.

**Enjoy the Outdoors**Whether you enjoy hiking, hunting, fishing, birdwatching, horseback riding or shell collecting, you will find all of these things and many more in your visit to the Jersey Cape. You can enjoy the fine beaches, warm, gentle surf and pleasant inland waterways. You can even hunt for Cape May Diamonds on the beaches.



## Live, Work and Play...

A day's visit . . . a

vacation trip . . . a place to retire . . . or somewhere to raise your family — Cape May County offers all of this and more. The waters of the Atlantic Ocean and Delaware Bay combine to give ideal climate—warmer in the winter and cooler in the summer to this Cape of Nature.

During the summer months, the wide, clean, sandy beaches offer easy access to the finest and safest ocean bathing along the coast. The water temperature hits the mid-70's early in the summer and stays warm until well into the fall.

The winter snows melt quickly, and golf is played the year 'round on our two 18—hole courses and on a small par—three course in Ocean City. Fishing, too, is a year 'round sport here. Waterfowl and small game hunting is excellent and horseback riding and bird watching are also available.

There is a blending of a rich historical heritage and a new, vibrant growth which is providing a broad range of accommodations for one and all.

Many of the first time visitors who come to the Jersey Cape, come back again, and eventually buy and settle here as summer residents and later on, as permanent residents. You, too, can be captivated by the wonders that make up Cape May County.

New, modern highways, air service, the Cape May—Lewes Ferry, the Garden State Parkway and the Atlantic City Expressway all offer easy access to this, the southernmost tip of New Jersey. There is open space, excitement and entertainment for one and all.

During the summer season, hustle and bustle are the watchword, and scores of vacationers come to enjoy the summer scene. In the pre and post—season periods, rates are substantially reduced, and there is less of the hustle and bustle which adds to the allure for the summer vacationer.

Dining, too, is a Gourmet's Delight. Jersey Cape meals, be they the lowly hot dog on a County Boardwalk, or a fine steak or seafood from the nearby waters, a meal out is truly an elegant experience. Food tastes better when the appetite is whetted by the salt air, the sunshine and the excitement.

We hope the glimpse of Cape May County we have offered you in this pictorial review of Cape May County has whetted your vacation appetite. May we offer an invitation to you to join us for your next vacation?



## Cape May County, N.J.

P.O. 80X 305 P.O. 80X 305 CAPE MAY COURT HOUSE, N. J. 08210 609-465-7111

Board of Chosen Freeholders
COUNTY OF CAPE MAY, N. J.

ANTHONY T. CATANOSO Director Public Affairs

We have taken you on a short photographic tour of Cape May County, New Jersey. For those of you who have for those of you who have a rewarding experience awaiting younder a rewarding lessey Cape, new opportunities for the Jersey Laboration of retiring some day lie ahead.

Vacationers have been coming to the Jersey Cape since

Vacationers have been coming to the Jersey Cape since the nomadic Indians, who roamed the plains of the midwest, meandered East in the summer season to enjoy the sun and the sand and the surf.

Today, vacationers wend their way to our seashore to enjoy Nature's bounties. Many come for the first time, return enjoy Nature's bounties, some make the Jersey Cape their again and again, and of these, some make the Jersey Cape their permanent home.

On behalf of the Cape May County Board of Chosen on behalf of the Cape May the people who live, work and on behalf of all of the people who live, work freeholders, and on behalf of all of the people with the visit and play on the Jersey Cape, I extend to you an invitation to visit and play on the Jersey a while and return often.

anthony J. Catanoso

Freeholder Anthony T. Catanoso
Freeholder Anthony T. Catanoso
Public Affairs
Director, Department of Public Affairs
Cape May County, N. J.
Cape May



## Heart of New Jersey's Vacationland Where Nature Smiles for 30 Miles

A Jersey Cape Vacation Is Many Things To Each Vacationer, Your Vacation Wish Can Be Your Vacation Pleasure.

#### You Will Find:

- World's Finest Beaches
  - Atlantic Ocean Bathing
    - Warm Water
      - Fine Fishing
        - Boating Thrills
- Elegant Dining
  - Choice Accommodations
    - Camping Excitement
      - Top Entertainment
        - Fun For Kids

This Pictorial Guide was prepared by the Cape May County Department of Public Affairs, under the Direction of Freeholder, Anthony T. Catanoso.

Free additional copies of this guide and a free vacation information kit are available by writing:

> Department of Public Affairs Box 365, Old Court House Cape May Court House, N. J. 08210



#### AIRPORT DEVELOPMENT

The Commission was active in a variety of fronts during 1969 with respect to the development of Cape May County Airport.

The Board of Freeholders passed a resolution to expend approximately \$200,000 on the improvement of the sewage collection system in the Industrial Park. This project will be undertaken this year.

The most notable step has been discussed elsewhere with the coming of the Timme Corporation.

Another client, Airship Advertising, has taken an option on a five acre tract to erect a hangar which will be used to construct and house a zeppelin-type dirgible. Airship Advertising has already sold several million dollars worth of advertising to a number of national advertisers which will utilize the airship to fly over the major cities on the east coast. Construction of the hangar is expected to begin later this year and the first of four dirgibles will be built immediately after.

In another move, Allegheny Airlines which serves the Cape May County Airport in the summer months, has applied

to the Civil Aeronautics Board for approval to transfer its service franchise to a new company, Atlantic City Airlines, which will operate a subsidized schedule between Cape May County Airport and Philadelphia International.

Not only will this give Cape May County better and more frequent service, but it will possibly result in year-round air service as well.

Last summer, Allegheny Airlines ran one flight only, a round-trip between Cape May County and Pittsburgh, Pennsylvania. Atlantic City Airlines plans four round trips to Philadelphia and this will enable travelers from every major city in the United States and Canada to reach Cape May County via connecting service at Philadelphia International.

During the past year two taxi-ways leading from runway 10-28 (east-west) to the terminal area were resurfaced. This was made necessary by an order from the New Jersey Division of Aeronautics which termed the taxi-way hazardous since it had begun to break up badly. The project cost approximately \$15,000.

The Commission still feels that it is necessary for Cape May County to extend the east-west runway to 8,000'.

The extension is emphasized by the fact that Allegheny Airlines will inaugurate DC9 service to Atlantic City Airfield at Pomona from Pittsburgh. This flight cannot be extended to Cape May County because the DC9 requires at least a 6,000' runway. The maximum available at Cape May County Airport is 5,000 feet. With the continued growth of aviation, and the ever increasing size of aircraft, it becomes apparent that we shall have to lengthen at least one runway in order to take care of larger craft. Until we do, there is no possibility that we can encourage some of the larger airlines to use our Airport as a pilot training facility. However, federal funds from the FAA were limited to thirty million dollars for this region, which includes the three major airports in New York City and Philadelphia International. Because of this limited budget, FAA was unable to approve our pending application for funds to extend our east-west runway an additional 3,000 feet.

We intend to file a new application to keep this matter before the FAA and to request funds for replacement of the Airport beacon.

As this report is written, a campaign is under way, headed by the Chairman of the Airport Development Subcommittee, to bring the National Air Races to Cape May County in June, 1970. It is hoped that this will focus the attention of a large number of aviation enthusiasts on Cape May County and bring many additional visitors for the five-day racing period. It is another device to stimulate good publicity for the County.

It should also be noted that the Airport received approval for diverting forty-three million gallons of water per month from existing wells at the Airport. Official approval was one of the specifications of the Timme Corporation which alone will require as much as two million gallons of water per week. As mentioned earlier, it was necessary to obtain clearance from the Water Policy and Supply Council of the State of New Jersey as well as the Delaware River Basin Commission.

May 7, 1969

Mr. Joseph P. Motley
Executive Director
Cape May County Airport
P. O. Box 355
Wildwood, New Jersey 08260

Dear Mr. Motley:

Thank you for your correspondence concerning the potential of Cape May County Airport. I have read with interest your letter and the related data.

On balance, I feel that it would be inappropriate for Northeast to consider entering this market. We are actively seeking to decrease the disproportionate balance of our route system toward the short-haul end. It would be directly in opposition with our strategy to seek a new route of the type you suggest.

We are actively pursuing a large number of new routes with the Civil Aeronautics Board and do not desire to participate in another one unless it offers long haul, non-seasonal service.

I hope you will pursue your thoughts with Allegheny. They are an excellent airline and I'm sure they will respond to any opportunity they are convinced has profit potential.

Thank you again for your interest.

Very truly yours,

Robert E. Griffin

Vice President of Planning

REG/GM

July 30, 1969

Nathan C. Staller, Esq. 2601 New Jersey Avenue Wildwood, New Jersey 08260

#### Dear Nate:

In our discussions today with our client at Cape May County Airport, it has become imperative that we have a meeting with the Lower Township Sewer Authority representatives to discuss the possibility of providing sewage facilities and determining a firm rate.

Because our negotiations are still tentative, I hardly need mention the necessity for keeping our discussions from becoming disclosed prematurely. I, therefore, ask that the principals involved in the meeting be advised to exercise restraint with regard to publicity.

Our client is a most reputable firm, which has been in business 95 years. The company manufacture textile products and consumes approximately 2 million gallons of water per week in normal operation. The volume of affluent may be estimated correspondingly.

The result of comparable industrial waste sampling show the following:

Date Sampled: November 10, 15, 16, 1966

BOD Concentration (ppm): 403 SS Concentration (ppm): 107

Charge \$.0026

Effective Date: December 1, 1966

#### Page 2

In our discussions, we have indicated that the Lower Township Sewage Disposal plant is expected to be in operation January, 1971, or shortly thereafter. The time for construction of the proposed factory at Cape May County Airport is estimated at twelve months from the date of approval and we expect final action to be taken in this respect within two weeks from current date. There may be a few months time between the start of the company's operation at the Airport and the completion of the sewage disposal plant, but Mr. Al Herman, of C. B. Middleton's office advises that temporary arrangements can possibly be made to take care of ths sewage for this interim period.

Inasmuch as you represent the Lower Townhsip Sewage Authority, as legal counsel, it appears that you are in an excellent position to arrange a meeting with Mayor Roop, Mr. Richard Gaulk, Mr. William Harvey, Freeholder Catanoso, Mr. Al Herman, Mr. C. B. Middleton, yourself, and myself.

It is our understanding that the Authority has not yet established an industrial rate, but we must provide a realistic figure for this client who plans to reach a final decision immediately upon hearing from the Authority. May we point out that the company plans to construct a \$2 million plant with an additional \$2 million in equipment. This will provide a tremendous ratable for Lower Township and give Cape May County an annual payroll in excess of \$1 million.

The Board of Freeholders has opened up every avenue to facilitate bringing this client to Cape May County because of the reasons cited above and the wholesome impact of such a well established company on the economy of the entire County. I hope, therefore, that this meeting can be arranged sometime before Friday, August 1, 1969. Thank you very much for your personal interest.

Sincerely,

Joseph P. Motley Executive Director

# Industrial & Economic Development OMMISSION

CAPE MAY COUNTY AIRPORT P. O. BOX 355 WILDWOOD, N. J. 08260

Joseph P. Motley
Executive Director

August 27, 1969

Freeholder A. T. Catanoso Airport Director City Hall North Wildwood, NJ 08260

Dear Tony:

Mr. John C. Worth, Aeronautical Inspector, New Jersey Division of Aeronautics, inspected the Airport today and informed Mr. Horace Rochelle, Superintendent of Maintenance, that the two taxiways leading from Runway 10-28 (East-West) to the terminal area require immediate attention.

You will recall these taxiways were surveyed by Mr. Al Herman of the C. B. Middleton office approximately six months ago and his estimate to repair the taxiways came to about \$15,000.

Because the surface is breaking up badly and causes a potential hazard to aircraft and passengers in front of the terminal building, Mr. Worth has ordered Mr.Rochelle to close the westerly taxiway immediately. This taxiway has both entrance and exit lights, and it will be necessary to circularize the users of the airport through NOTAMS. The easterly taxiway is not much better and this is used frequently as an entrance to Southern Jersey Airways' apron.

According to Mr. Worth he will not make an official report of the situation for a month or so in order that our license application will not be disapproved. He points out, however, that if the situation is not corrected it will be necessary for him to file an official report and our airport license could be revoked. Mr. Rochelle also informs me that we are about due for an FAA inspection as well.

Under the circumstances, it would appear that a decision should be made without delay on this matter.

Sincerely,

192 Joseph P. Motley Executive Director C. L. MIN ETON

CIVIL ENGINEER AND LAND SURVEYOR

134 EAST SCHELLENGER AVENUE

WILDWOOD, NEW JERSEY

PHONE 522-2671

September 5, 1969

HOME
207 EAST ASTER ROAD
WILDWOOD CREST, N. J.
PHONE BZS.BOOR

Re: Cape May County Airport Industrial Park

Board of Chosen Freeholders Court House Building Cape May Court House, New Jersey 08210

Attention: Freeholder Anthony T. Catanoso Director of County Airport.

#### Dear Mr. Catanoso:

- A. The firm of C. B. Middleton, Civil Engineer and Land Surveyor, Wildwood, New Jersey, will furnish the following engineering services for the renumeration 7.0 percent of the total Final Contract Amount of Proposed Sewer Construction.
  - 1. Prepare refined budget estimates of cost of additions and extensions to existing sanitary sewer system, new pumping station, and force main to carry all sanitary and industrial waste to the Lower Township Sewage Treatment Plant.
  - 2. Perform field surveys, and prepare construction plans and specifications suitable for advertising and submit same to County Officials and any other appropriate agencies for approval.
  - Upon approval by various agencies, prepare advertisements for bids, and assist in securing bids and awarding contract.
  - 4. Perform all necessary surveys in connection with layout of construction, general supervision of construction, prepare monthly estimates and vouchers, and prepare any reports required by County Officials.
  - 5. Prepare final as-built plans.
- B. The firm of C. B. Middleton, Civil Engineer and Land Surveyor, Wildwood, New Jersey, will furnish the following

cost plus 100 percent, plus reimbursement of direct non-salary expenses;

- 1. Prepare all necessary data in connection with the application by the Board of Freeholders to the Division of Water Policy and Supply for water rights at the Cape May County Airport.
- 2. Assist in any public hearings or in any manner required by the County Solicitor in connection with this application.
- 3. Consult with Airport Director regarding water supply policy at the Cape May County Airport.

#### Definition of Salary Cost

Salary cost is defined as the cost of salaries of engineers, draftsmen, stenographers, surveymen, clerks, etc., for time directly chargeable to the project, plus unemployment, excise, and payroll taxes, and contribution for social security and employment compensation insurance.

Salaries of principals, to the extent that they perform technical or advisory services directly applicable to the project, are to be added to salary cost, without additions for employee benefits.

Direct non-salary expenses shall include traveling expenses of employees and principals when away from the home office on business connected with the project, identifiable reproduction costs applicable to the work, such as blueprinting, photostating, mimographing, printing, and surveying field supplies such as stakes, monuments, etc.

Copies of field book data, design calculations, quantity calculations and reproducible drawings of land surveys and conpract plans shall be turned over to County Engineer's Office upon completion of work.

, bett imdim villigtbedenni

C. B. Middleton

Civil Engineer & Land Surveyor

N. J. License No. 3217

CBM:ml

cc: J. Gibson

County Engineer

John M. Carew Dr. E. T. Ferren John McLaren Jacob Siegel

Joseph P. Motley
Executive Director

industrial & Economic Development
OMMISSION

CAPE MAY COUNTY AIRPORT P. O. BOX 355 WILDWOOD, N. J. 08260

September 7, 1969

Nathan C Staller, Esq. 2601 New Jersey Avenue Wildwood, NJ 08260

Dear Nate:

Freeholder Catanoso has asked that you prepare a resolution for the Freeholders confirming the understanding of the "gentlemen's magreement" reached with the Timme Corporation at the meeting last Thursday in my office at the Airport. For the record, the Freeholders were polled in the meeting and all agreed that the sewage problem at the Airport must be rectified. It was pointed out that the Snow Division of Borden Company is passing solids thru the storm sewers without proper sewage treatment. In correcting this pollution problem, Mr Al Hermann presented a plan to enlarge and construct new lines which will not only take care of Snow but provide the necessary facilities for Timme and all other tenants and occupants of Airport buildings.

The estimated cost of this improvement, according to Mr Hermann, is \$178,000.00. This includes enlargement of lines, construction of new mains, a pumping station, and laying a force main underground thru the industrial park on a direct line to the projected Lower Township Sewage Treatment plant. Mr Catanoso asks that the resolution provide for \$200, 000.00.

Freeholder Catanoso also asks that you provide in the same or a companion resolution for the repair of a damaged taxiway leading from Runway 10-28 (East-West) to the terminal area. The amount to be provided is \$25,000.00. The need for this is cited in a letter I wrote to Mr Catanoso on August 27, 1969, which outlines the need and calls attention to a directive from Mr John C Worth of the NJ Division of Aeronautics which demands immediate attention and could cause a shut-down of the Airport unless we comply.

For your reference, I enclose a copy of a letter dated September 5, 1969 from William J Buff of Timme Corporation citing the specific points which the company wishes immediate confirmation from the Board of Freeholders as part of the "gentlemen's agreement".

Finally, I enclose a copy of a letter from C B Middleton which outlines his role in the improvement of the sewage system at the Airport and which no doubt should be reviewed for approval by the Board of Freeholders.

If there are any details which need clarification, please call me.

Sincerely,

Joseph P Motley, Executive Director

#### Enclosures:

Letter 9-5-69 from Wm J Buff, Timme Corp.

Letter 8-27-69 from J P Motley to Freeholder Catanoso re Runway 10-28

Letter from C B Middleton 9-5-69 to Board of Freeholders

September 10, 1969

Mr. C. B. Middleton Civil Engineer 134 East Schellenger Avenue Wildwood, New Jersey 08260

Dear Charlie:

Having consulted the County Solicitor, Nathan Staller, I am advised that it is the intention of the Board of Freeholders to authorize you to proceed with the necessary engineering plans to repair and improve the sewage system at Cape May County Airport.

The Board of Freeholders yesterday approved unanimously a resolution to up-date and expand the Airport sewer system so that it will take care of all existing problems and provide for anticipated future requirements of Timme Corporation.

Very truly yours,

Joseph P. Motley Executive Director

JPM:dme

cc Nathan Staller
Anthony Catanoso

#### September 23, 1969

Memorandum - Southern Jersey Airways

In a telephone conversation today with Curt Young of Southern Jersey Airways, he informed mo that he has made final arrangements for his new company known as Atlantic City Airways to furnish year-around service between Cape May County Airport and Philadel Internations.

This service will be known as Allegheny Commuter Service, and the planes which are two engine propjets will have this legend painted on the side and of timetables issued by Allegheny will show Cape MayCounty Airport.

Service is expected to begin in March with four flights daily to Philadelphia. The planes will carry 20 passengers per load. Summer service will expand to eight flights daily to Philadelphia, running time will be 18 minutes. The summer service will stop to Cape May County four flights to Ealtimore.

With Allegheny Computer Service, Philadelphia will become the hub and chable passengers to transfer from all major cities at Philadelphia International and Cape May County.

The Atlantic City Airlines is to be a public corporation with stock traded over the counter. Flight personnel have already been selected.

COPYLY

### BOARD OF CHOSEN FREEHOLDERS COUNTY OF CAPE MAY CAPE MAY COURT HOUSE, N. J.

November 6, 1969

State of New Jersey
Department of Conservation & Economic Development
Division of Water Policy and Supply
P.O. Box 1390
Trenton, New Jersey 08625

Dear Sir:

Enclosed herewith please find two originals of Application for Permit to Divert Subsurface and Percolating Waters relative to the Industrial Park and facilities at the Cape May County Airport located in Lower Township, Cape May County.

These replace Applications sent approximately two weeks ago which apparently were lost in the mail.

Yours very truly,

Mildred Hoffman, Clerk of the Board.

MH:b enc.

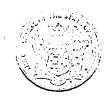
cc: Industrial Commission

## DEPARTMENT OF CONSERVATION AND ECONOMIC DEVELOPMENT DIVISION OF WATER POLICY AND SUPPLY P.O. Box 1390, Trenton, N.J. 08625

### APPLICATION FOR PERMIT TO DIVERT SUBSURFACE AND PERCOLATING WATERS

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MRG. LILLIAN M. SCHWARTZ
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MRG. MARTHA H. DRENNA

secretary J. Garriold DoMarco

### Dieir of Kra Terry

DEPARTMENT OF CONSERVATION AND ECONOMIC DEVELOPMENT WATER POLICY AND SUPPLY COUNCIL

REPLY TO: P. O. BOX 1390 TRENTON, N. J. 08625

Mr. Joseph P. Motley
Executive Director
Cape May County Industrial and
Economic Development Commission
P. C. Box 355
Wildwood, New Jersey 08260

Ro: W. S. Application No. P-773

Dear Mr. Motley:

The Vater Policy and Supply Council at its meeting on December 15, 1969, approved the application filed by the Board of Chosen Freeholders of Capo May County for permit to divert not to exceed 43,000,000 gallons of water during any month from two existing wells in the Township of Lower. Permit is being forwarded to the Board of Chosen Freeholders today.

Sincerely yours,

marcialprenna

Martha H. Brenna, Secretary WATER POLICY AND SUPPLY COUNCIL

MHB: meb

Docember 19, 1969

Dr. Leon Shuck

Mr. Joseph P. Motley /

Hon. Joseph E. Roop

Re. W. S. Application No. P-773

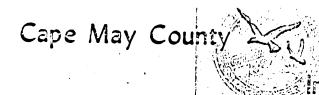
Dear Sire:

I have just noticed that the letters sent to you regarding the application of the Board of Chesen Free-holders of Cape May County have not been dated. They should be dated December 17, 1969.

Sincerely yours,

Marcha & Burn

Martha H. Brenns, Socretary



# ndustrial & Economic Development OMMISSION

CAPE MAY COUNTY AIRPORT P. O. BOX 355 WILDWOOD, N. J. 08260

Joseph P. Motley
Executive Director

#### **MEMORANDUM**

February 25, 1970

I spoke with Mr. Robert Mendez, FAA, New York today about possible federal aid for a new beacon.

He says that this is an eligible item for 50 percent of the cost. However, there is the usual uncertainty about how long it will take to get the aid. An application has to be filed and then each request is taken on a priority basis of need. There is no way of being certain of the ultimate timing or decision.

Mr. Mendez is going to send me a copy of the necessary application form for federal aid. When received, we can also include any requests we wish to make for land acquisition, clear zones, the new beacon light, etc. The application must be submitted in triplicate with a sketch and this will then be investigated by an FAA engineer.

The maximum amount of federal aid is normally 50 percent. However, in the case of land acquisition, federal aid may go as high as 75 percent.

Mr. Mendez pointed out that any requests for funds to extend the runway should be supported by letters indicating the prospects for attracting airlines to Cape May County Airport, which would evidence the need. Several weeks ago we were in touch with Mr. Arthur deDomenico of Associated Products of America and he promised to contact TWA, Lufthansa, and several other airlines who might be interested in coming to Cape May County Airport. years subsemmetted

Clay Lacy, United Air Lines DC-8 Captain and resident of Canoga Park, will chauffer the Conroy Aircraft Corporation sponsored P-51 around the Stead Air Force Base Unlimited Closed Course Pylon Races during the 6th Annual Running of the Reno National Air Race Championships.

Lacy is the senior experienced unlimited air race pilot having participated in every Unlimited Air Racing Event since its rebirth in 1964. Unlimited or "Big Bore" air racing is known as the "World's fastest motor sport." During each heat race and final event, six highly-tuned and modified ex-military fighter aircraft roar around a 10 mile closed pylon course at speeds up to 500 M. P. H. less than 50 feet above the ground.

Lacy's distinctively colored p-51 'Mustang' is one of the world's most well known racing machines. This 'passionate purple' airplane with the big number 64 has been a continuous money winner and has placed in every running of the unlimited finals at Reno. The Big Dash 9 Merlin engine develops 2800 horse-power and is tuned to drive this famous Mustang at speeds up to 500 M. P. H.

Lacy and his traditional back-seat "passenger", a large stuffed replica of Charles Schultz' "Snoopy" will be strong contenders for this year's unlimited purse. Their strongest competition will be another Valley resident, Darryl Greenamyer, current Unlimited National Air Race Champion. Greenamyer and his hot F-8 "Bearcat" captured the world's single engine propeller aircraft speed record last month at Edwards Air Force Base.

Clay Lacy, a veteran of over 22,000 flying hours has a wide background in the field of aviation. He has been associated with United Air Lines over the past two decades where he now captains United's DC-8 mainliners across the country and to Hawaii. He is a former Air Force fighter pilot and was a member of the Valley's own Air National Guard Wing at Van Nuys. His experience has also included test pilot activities. Among the list of initial test flights conducted by Lacy is the famous "pregnant guppy", lated used effectively in moving large components for our Nation's Space Program.

Lacy is the owner, operator of Lacy Aviation Inc., 16700 Roscoe Blvd. located on Van Nuys Airport.

TEDP Rep. 1

# Industrial & Economic Development OMMISSION

CAPE MAY COUNTY AIRPORT P. O. BOX 355 WILDWOOD, N. J. 08260

Joseph P. Motley
Executive Director

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### MEMORANDUM Page 2

According to Mr. Mendez, the FAA fiscal year budget for 1970 provides a total of \$120,000,000 for airport improvements nation wide. This is a substancial increase over the \$30,000,000 provided last year. Any applications should be submitted before June 30, 1970, the end of the current fiscal year.

### AGRICULTURE, CONSERVATION AND NATURAL RESOURCES

The year 1969 was one in which the public became aware of the acute environmental problems of today's way of life. Led by conservationists and concerned citizens all over the country, Congress and the President took notice of the seriousness of pollution of the air, the water, and the land, and discussion ranged far and wide regarding possible solutions.

In Cape May County, public interest centered chiefly around a proposal unveiled in July by the United States Army Corp of Engineers to pump crude oil from off-shore tankers to inland refineries in the Delaware Valley. The extensive publicity given accidents with oil off the coast of England, the rupture of oil lines and underwater wells in both California and the Gulf of Mexico all point up the risk of pollution to the beaches in Cape May County.

The Commission filed a protest with the U.S. Army

Corps of Engineers in Philadelphia during July 1969 and

when public hearings were held in Dover, Delaware and

Philadelphia recently, a number of officials and interested

citizens voiced their disapproval of any plan to transfer

oil from tankers to a fixed base in Delaware Bay.

A complete summary of the facts of the case and our presentation to the Army Engineers is enclosed.

The Commission was also concerned with the continuing problem of the commercial fishing industry in this area. A number of articles which appeared in the New York Times and Wall Street Journal were brought to the attention of Governor Hughes and our legislative representatives in Congress. Copies of correspondence with the Governor, Senator Clifford Case, Senator Harrison Williams, and Congressman Charles W. Sandman, Jr. are also included.

Commercial fishing at one time was the largest single industry aside from the resort business in Cape May County. Until twenty years ago, the mackerel fleet which is based in Gloucester, Massachusettes wintered here annually for many years. In more recent times, however, the dragging of the ocean bottom by commercial clammers, and the intrusion of huge Russian fleets year-round five to ten miles off our shores has greatly diminished the catch of all types of fish in the area. Commercial fishing has dropped off to a fraction of its former position, both in employment and in dollar value of sales. Many of the boats which are left find it necessary to fish off either the Virginia Capes or the Coast of Long

Island. We are fortunate, under these circumstances, to retain such commercial fisheries as Snow Food Products Division of the Borden Company, Cape May Canners Inc., Jack Gordon Fisheries and several others.

Unless the federal government moves toward an effective treaty arrangement with the Russians, eliminates pollution, and subsidizes the construction of modern commercial fishing vessels for the industry with other essential programs, the future remains bleak.

There is very little the County can do on its own to improve the commercial fishing situation. But with respect to pollution, the situation is more controllable.

During the year the Commission has been deeply interested in the discussions of the Board of Freeholders concerning installation of a regional sewage system for Cape May County. Many of the existing municipal systems are no longer adequate to take care of the growing needs of the area.

A proposal has been made, based on a study by Van-Note Harvey Associates, Princeton, New Jersey, to combine all existing sewage treatment plants into five new regional

plants. The first of these plants is now under construction in Lower Township. Others are proposed for strategic areas along the mainland and it is suggested that sewage from each one of the coastal resort towns be pumped through collector mains to these new regional stations.

The proposal involves an expenditure of approximately \$43,000,000. It is obvious that it will take several years to put such a program in effect. The design work, the bringing together of differing points of view among the municipalities, the creation of a County-wide sewage authority, and the financing of such a huge project will undoubtedly take many months. The size of the project is such that federal and state assistance is vital to its implementation.

But the growth of Cape May County is inevitable and there is no way to circumvent the need. The Commission expects to follow this matter closely and to work with the County Planning Board and all others concerned. It will be a long, painstaking detailed project.

# Industrial & Economic Development OMMISSION

CAPE MAY COUNTY AIRPORT P. O. BOX 355 WILDWOOD, N. J. 08260 July 28, 1969

Joseph P. Motley
Executive Director

Col. W. W. Watkins, Jr.
U. S. Army Corp of Engineers
Dept. of the Army, Custom House
2nd and Chestnut Streets
Philadelphia, Pennsylvania 19106

Dear Col. Watkins:

It is our understanding from news releases that the Army Corp of Engineers has for consideration a proposal to pump crude oil from off-shore tankers to inland refineries in the Delaware Valley.

The accidents with oil off the coast of England, California, and other areas demand that we protest the risk of a broken pipeline depositing crude oil into the ocean and onto the beaches in Cape May County.

Cape May County embraces many of the most important seashore resorts in the State of New Jersey, and the resort industry ranks first among all industries in New Jersey. The possibility of an accident in handling oil off the coast runs the risk of ruining the economy over all Southern New Jersey. This is a risk we cannot possibly tolerate and we desire to voice our strongest protest against any plan which might bring about such a disaster no matter how remote.

There has to be a better solution, and we urge you to take this appeal as representative of many hundreds of business people and property owners in Cape May County whose economic life-blood depends entirely upon our beaches.

Very truly yours,

Joseph P. Motley

Executive Director

JPM: dme

U. S. Senator Clifford P. Case Room 463, Old Senate Building Washington, D. C. 20515

### Dear Senator Case:

The NEW YORK TIMES, Thursday, September 25, 1969, page 43, features a story, datelined Gloucester, Massachusetts, which discusses the plight of the commercial fishing industry under the caption "U. S. Pishing Industry Founders in a Sea of Foreign Ships."

The story is an important one particularly to the State of New Jersey since the condition of the fishing industry in Boston is perhaps not even as dim as our own. It makes mention that:

tash closer to shore. In August, 1968, 213 foreign fishing vessels were sighted in northeastern waters by the Bureau of Compercial Eisheries. They included 118 ships from the Soviet Union, 35 from Poland, 31 from East Germany and 29 from West Germany."

"This August the figure was 325, including 212 Soviet vessels, 37 from Poland, 40 from East Germany and 24 from West Germany. Most of the vessels, some of them twice as big as the largest American ship out of Gloucester, have stayed into September, and more ships have arrived."

"The bureau's plane spotted 243 foreign vessels last week in the Georges Bank area east of Cape Cod. The national breakdown was 143 Soviet, 33 East German, 18 West German, 29 Polish, 14 Spanish, 4 Norwegian, 1 Rumanian and 1 Japanese."

It appears that the problem is not one which concerns the State of New Jersey or the Commonwealth of Massachusetts alone, since it involved the use of international waters. But the impact certainly is felt heavily in New Jersey and in the seacoast areas where fishing has been the eignificant industry. As the NEW YORK TIMES points out, Mayor Joseph F. Grace is seeking federal help for the fishing industry and making a plea for support of Senator Edward M. Kennedy's Fisheries Development Act of 1969, which is designed to "help our fishing industry recover from the orisis situation it is now in" through technical and financial assistance for conservation and new equipment.

The Gloucester fleet's annual fish landings use to total 350 million pounds, last year they totaled 97.6 million pounds. It has alrunk from moretthan 200 ships ten years ago to 110 now. The number of fishermen has dropped from 1800 to 1000 during the same period. Imports of fish in the United States last year were 58 percent of all food fish consumed and 76.2 of all fish products consumed. These figures are almost doubled those of 1960. Mayor Grace is quoted as saying "We should give an accolade to the American fisherman just for surviving."

Cape May County has suffered similarly and the commercial fishing industry in this area is rapidly vanishing. We respectfully suggest that the State of New Jersey pursue this matter with the Bureau of Commercial Fisheries and whatever other federal agencies may be involved. If an aggressive plan is not worked out soon, it may be too late to salvage the commercial fishing industry. Along with the decline of farming, there should be a special effort to sustain the fishing industry which many scientists believe to be the source of our major food supply in the years to come.

All of this of course has considerable significance to sport fishermen too. Tourism is New Jersey's number one industry and fishing comes close to being the number one sport for everyone, young and old, male and female. The disappearance of fishing as a sport for everyone could be as serious a blow as the loss of our bathing meaches along the coast.

We hope that you will lend your essistance in this very worthwhile cause.

Sincerely,

Joseph P. Motley Executive Director

JPM: due

Similar letter sept to Senator Williams, Governor Hughes and Charles Sandman, Representative

cc Leader, Gazette, Cape May Star and Wave, Avalon Herald Dr. Schuck Mrs. Hoffman

EXECUTIVE ASSISTANTS:

WILLIAM A. KORNS

IRA GRAYSON

GAR KAGANOWICH

JAMES W. STIMPSON JACK C. VANDENBERG

COMMITTEES: APPROPRIATIONS FOREIGN RELATIONS

### United States Senate

WASHINGTON, D.C. 20510

October 17, 1969

Mr. Joseph P. Motley
Executive Director
Cape May County, Industrial &
Economic Development Commission
P. O. Box 355
Wildwood, New Jersey 08260

Dear Mr. Motley:

Enclosed is a copy of the interim report I have received in response to my inquiry in your behalf, which I thought you would like to see.

As soon as I have any further word in the matter, I will, of course, write you again.

Sincerely,

Clifford P. Case

U. S. Senator

CPC/kfc

Enclosure



## UNITED STATES DEPARTMENT OF THE INTERIOR FISH AND WILDLIFE SERVICE

BUREAU OF COMMERCIAL FISHERIES
WASHINGTON, D.C. 20240

October 14, 1969

Hon. Clifford P. Case United States Senate Washington, D. C. 20510

Dear Senator Case:

This will acknowledge receipt of your referral of October 8 of two letters from Mr. Joseph P. Motley, who is concerned about the status of the U.S. fishing industry as described in articles in the New York Times and Wall Street Journal. You may expect to hear further from us about this matter at an early date.

Sincerely yours,

Dayton L. Alverson

Dayton L. Alverson Acting Director October 1, 1969

Governor Richard J. Hughes The State House Trenton, New Jersey 08609

Dear Governor Hughes:

On September 26, 1969 we directed a letter to you regarding the NEW YORK TIMES story of the previous day "U.S.Fishing Industry Founders in a Sea of Foreign Ships."

By coincidence, the WALL STREET JOURNAL featured a page one story Monday, September 29, 1969 on the same subject. It was printed in column one under the caption "A Voyage on a Trawler Points up the Problems of American Fishermen."

It is our hope in bringing this matter to your attention that the difficulties of the commercial fishing industry will be recognized as something other than a purely local problem in New Jersey. The WALL STREET HOURNAL article, written by Elliot Carlson, is datelined Hampton, Virginia.

While the story contains a wealth of data, among its highlights are the fact that American's total fish catch last year was the second smallest since 1942. Fishermen blame their woes on Russian ships and other foreign fleets that increasingly work waters near the American twelve-mile limit.

Mr. Carlson states: "The problem may worsen. Two weeks ago a foreign fleet of more than 300 boats, at least 200 of them flying the Soviet flag, was reported sweeping the New England coast." Whether the reasons are foreign competition or the fact that American fishing vessels are old, inefficient and unable to compete with the large modern craft in foreign fleets, the fact remains the United States is rapidly losing its place as a world fishing leader. According the the WALL

Page 2 October 1, 1969

Governor Hughes

STREET JOURNAL, "The United States share of the total world catch of fish has dropped to five percent from thirteen percent in 1956, thereby moving the nation to sixth from second place. Peru is first. While America's annual production has varied little since 1945, the world catch of fish has increased more than threefold. The United States now import more than three-fourths of the fish it consumes."

The WALL STREET JOURNAL also points out that the President's Commission on Marine Sciences, Engineering and Resources recommended, among other things, that the United States develop a technically advanced fishing fleet and also reduce excess fishing effort in order to replenish depleted species. A law passed in 1753 requires that vessels landing fishing in United States ports be built in this country and since construction costs in the United States are about double those elsewhere this is a major cost factor to the United States fisher-A bill to end the restriction has been introduced in the Senate but it is given little chance of passage.

According to the WALL STREET JOURNAL, Congress passed a law in 1964 granting aubsidies up to 50 percent of the cost of new boars built in the United States. The law expired in June and a bill to renew it has been passed by the House and is pending in the Senate, but funds for the subsidies have been scarce and so far only 32 new boars have been built under the program.

All of the above gives further evidence of the difficulties of the commercial fishing industry. As pointed out in our letter of September 26, 1969, the decline of fish in the soastal waters off the Atlantic seaboard can have ominous portent for the tourist industry in New Jersey. We reiterate

Governor Hughes

Page 3

October 1, 1969

that the disappearance of fishing as a sport which attracts men and women of all ages could be a serious blow to the entire tourism industry which is the largest in New Jersey.

We again trust that you will lend your assistance to the solution of the problem.

Sincerely,

Joseph P. Motley Executive Director

JPM:dme



## STATE OF NEW JERSEY OFFICE OF THE GOVERNOR TRENTON

RICHARD J. HUGHES

Dear Mr. Motley:

I am in accord with the contents of your letters of September 26 and October 1 in regard to the need to maintain a viable and healthy commercial fishing industry, in New Jersey in particular, and along the Atlantic Coast in general.

We realize that the maintenance of our marine fisheries is complex and we have endeavored to adequately serve one phase of this important resource. We have acquired a large acreage of salt marsh in order to furnish protection to the estuaries and maintain the food web that is derived from the wetlands by the fisheries in the estuaries and in our immediate off-shore waters.

We have expanded our activities further to include a comprehensive study of our estuaries in order to furnish a basis for the improvement of our marine fishes, seventy per cent of which either spawn in them, find them to be a nursery area, or at some time in their lives visit these important facets of our marine waters. This study is now in its second year and is actually really starting the progress which, in turn, will give us the type of information we need to take care of our in-shore waters. Along with this effort, we are conducting a program which should reduce the pollution load of the estuaries and make available to the citizens of New Jersey an opportunity to harvest shellfish that today are condemned due to over-pollution.

We have realized the importance of our off-shore waters, particularly to our commercial fishermen, but also to our sport fishermen. We have hosted a special committee from the State Department in order to discuss with them, and participate in their discussions, means by which the status of the New Jersey fisherman can be improved. This resulted in some improvement of conditions on an international basis. We have been active in the meetings of the Atlantic States Marine Fisheries Commission in order to effect controls over the action of foreign vessels in our off-shore waters. There has been some progess made along these lines, of which I am sure you are aware.

Unfortunately, federal funds for the purpose of marine fisheries research, as appropriated by Congress, have been inadequate. As an example, we now have an agreement whereby the U.S.S.R. sends a research vessel to the Atlantic Bight and the United States has agreed to match this with a vessel from Woods Hole; however, funds on the part of the United States are never sufficient to staff the research vessel representing our interest and it must be done by biologists loaned by the several states for this purpose. At the present time we have a biologist at sea working on behalf of the federal research in order to assure that we will be able to meet the complement of effort that is furnished by the Russians.

Further than this, I am perturbed when I realize that this year the Bureau of Commercial Fisheries requested \$6 million to be utilized in the construction of fishing vessels, and I see where Congress has reduced this figure to \$3 million. This is hardly the type of progress that we need at this time in order to give the commercial fishermen along the Atlantic Coast an opportunity to modernize their equipment.

We need to know more about the natural history and biology of our marine fishes in order to establish quotas whereby they can be taken without injury to the resource; we need to make it possible for our commercial fishermen to operate more modern equipment; we need to have more young men enter the fishing occupation; and we need to improve our marketing so that we can compete more effectively with fishery imports from foreign nations. We need to advance along these lines in order to restore the fishery activity, not only in New Jersey, but along our entire coast, in those areas that constitute international waters.

You may rest assured that the State of New Jersey will continue to . work toward the betterment of its commercial and sport fishery. The high economic value, and the even higher recreational value, is well realized by those departments and divisions in State Government that work with our natural resources. We will lend our assistance in accomplishing progress along these lines, and we consider it a very worthwhile cause.

Sincerely yours,

GOVERNO

Mr. Joseph P. Motley
Executive Director
Cape May County Industrial and
Economic Development Commission
P. O. Box 355
Wildwood, New Jersey 08260

HARRISON A. WILLIAMS, JR., N.J., CHAIRMAN

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WILLIAM E. ORIOL, STAFF DIRECTOR JOHN GUY MILLER, MINORITY STAFF DIRECTOR United States Senate

SPECIAL COMMITTEE ON AGING (PURSUANT TO S. RES. 76, 91ST CONGRESS)
WASHINGTON, D.C. 20510

February 3, 1970

Mr. Joseph P. Motley
Executive Director
Cape May County Industrial and
Economic Development Commission
Cape May County Airport
P. O. Box 355
Wildwood, New Jersey 08260

Dear Mr. Motley:

I want you to know that the information you provided on problems confronting the commercial fishing industry was quite helpful in connection with my efforts to secure legislative action on this critical issue. The decline in this major industry is presently affecting about 144 firms in New Jersey alone. Because of my concern for this industry, I have supported and sponsored legislation on behalf of commercial fisheries. The enclosed press release discusses this action. I intend to continue to seek further actions by appropriate Federal agencies to deal with the problem of foreign competition.

I will appreciate your keeping me informed on further developments.

With best wishes,

Sincerely,

Harrison A. Williams, Jr.

HAW:ast

Enclosure

SUNDAY, NOVEMBER 16, 1969

69-155

WILLIAMS MOVES TO AID JERSEY FIRMS:
DAIRY PROCESSING, FISHERIES, METALS, IN LINE FOR HELP

WASHINGTON, November 16 - There may be help on the way for hundreds of small business firms in New Jersey because of actions taken recently by U.S. Sen. Harrison A. Williams, Jr., (D-NJ).

Firms in three areas--dairy manufacturers, commercial fisheries, and metal platers and metals users--stand to gain from steps the New Jersey lawmaker took this week:

- \* He joined colleagues in offering legislation to provide indemnity payments to dairy processors, should their products be removed from the market due to contamination by chemical residues (like DDT).
- \* He gave his support and sponsorship to the Fisheries Development Act of 1969, which would set up a fisheries extension service and provide technical and marketing assistance to commercial fisheries.
- \* He called on the Senate Small Business Committee to hold hearings on the high-price squeeze now gripping the metals industry--a squeeze which affects small metals-users throughout New Jersey and the nation.

Sen. Williams, a member of the Senate Select Committee on Small Business and Chairman of its Subcommittee on Urban and Rural Economic Development, said that "action is required on several fronts at once if we're going to help New Jersey's small firms boost their production, strengthen their economic position, and make major contributions to the state's economy."

The bill to aid dairy manufacturers was brought about, according to Sen. Williams, because several processors have suffered large losses when contaminated products were pulled from the market. DDT and other chemical residues can show up in the milk or milk products, rendering it unfit for sale or consumption.

Under the present law, dairy <u>producers</u> are eligible for indemnity payments when their products are thus removed from the market. However, dairy processors—those who manufacture cheese, ice cream, and milk products—are not eligible for indemnification. The Williams bill would give these firms the same protection now afforded dairy producers.

Sen. Williams said that in 1968 New Jersey firms produced 6.2-million pounds of cheese; 21.8-million gallons of ice cream; 10-million gallons of mix for ice cream; and 700,000 gallons of milk sherbet.

Under existing law, more than \$1-million in indemnity payments have been made over the last five years to about 400 firms.

The second group of firms, commercial fisheries, haven't been doing well in New Jersey, according to Sen. Williams. He said that the size of the catch and the dollar value of the fish has declined for several species traditionally fished in New Jersey:

CLAMS: surf and hard clams totaled 44.5-million pounds in 1967, a catch worth \$5.4-million; the catch declined to 34.7-million pounds in 1968, worth about \$4.5-million

MENHADEN: the catch totaled 68.6-million pounds in 1968, at a dollar value of \$963,000; so far for 1969 the catch is only about one-third of last year's volume

FLOUNDER: the 1967 catch was 3-million pounds, valued at \$817,000; in 1968, the catch dropped to 2.1-million pounds, valued at \$675,000

WHITING: the 1967 catch was 5.7-million pounds, valued at \$286,000; in 1968, the catch dropped to 4-million pounds, valued at \$254,000

TUNA: in 1967, almost 3-million pounds of tuna were fished out of New Jersey; that figure dropped to 160,000 pounds in 1968

Sen. Williams said that the decline in the commercial fishing industry in New Jersey affects about 144 firms, employing almost 2,300 people. He said the state's fishing industry creates a \$32-million annual volume of processed fish products.

In order to shore up the state's sagging commercial fishing operations, Sen. Williams backed legislation which would set up a fisheries extension service to help commercial operators keep up with the latest technology. The bill would also authorize grants to fisheries for technical assistance; establish periodic reviews of fish imports (which have cut into domestic markets); and authorize fisherics marketing agreements.

February 12, 1970

U. S. Senator Clifford P. Case Room 463, Old Senate Office Building Washington, D. C. 20515

Dear Senator Case:

Clustin

Several months ago we exchanged correspondence on the plight of the commercial fishing industry in the State of New Jersey.

So that it may not escape your attention, I enclose a copy of an article in the Fulladelphia Evening Bulletin dated Tuesday, February 10 by Jack Anderson regarding the sewage, muck and other waste patter which are killing sea life off the coast of New York and New Jersey. The subject also received tractment on a Channel 3 news program from KYW-TV, Philadelphia.

In view of your previous letters, I am sure that the interest you displayed in this matter will continue to exert a strong influence in bringing about some effective solutions to the gressing problem.

Very sincerely yours,

Joseph P. Motley Executive Director

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# Sewage, muck are killing sea life off N.Y. and N.J.

Washington — For 40 years, sludge from sewage plants in the New York area has been hauled by barge outside New York harbor and dumped unceremoniously into the ocean.

Now an alarming new report has shown that the practice — which is widespread along America's coastal areas — has destroyed all sea life for miles around the dumping point.

The study lends credence to the warnings of ecologists that the increasing use of the ocean as a waste dump could eradicate all life in the country's coastal waters within 50 years.

### Study by Army

The report was commissioned by the Army Engineers to determine whether licenses should continue to be granted for offshore dumping around New York and other coastal cities.

The study also found that the offshore dumping of muck, dredged from harbor channels and river bottoms in the New York area, has an equally devastating effect on marine life.

The sewage sludge is solid residue from 19 metropolitan New York waste-treatment, plants. More than four million tons of it are emptied into the Atlantic every year at a point about seven miles from both the New Jersey and Long Island shores.

Ordinarily, these waters, would be teeming with shell-fish and other sea life. But the researchers found that in a 14-square-mile area around the dumping point, most marine life has vanished.

### No sign of life

In one five-square-mile area, there was no sign of life whatsoever. Even durable varieties of sea worms, which normally survive in polluted water, had been killed off.

The report found further that marine life had been virtually wiped out in still another five-square-mile area where muck dredged from nearby harbor and river bottoms had been deposited.

accurately graded. But the This information comes at a time when both industries and municipalities are lookoceans as a cheap solution to the pollution problems that have turned the nation's inland waters into open sewers.

If the damage to sea life from sludge, which is at least partially treated, can be so severe, then raw sewage from industrial plants and city sewers poses an even greater threat.

### Tobacco windfall

Producers of vegetables and fruits pay the Agriculture Department \$10.8 million a year from their own pockets to make sure their products are lords of the tobacco industry get a free inspection job from

Agriculture.

As a result, the taxpayer paid \$2.9 million in 1969 so that the Agriculture Department could inspect tobacco for quality, leaf location-and color of leaf — everything but how many puffs it takes for a full-fledged case of lung cancer or emphysema.

The tobacco program has been quietly sending up tax dollars in smoke in this manner since 1935. Only cotton gets the same sort of free inspection service.

The Nixon Administration has asked that the tobacco industry fund its own way. But the tobacco interests have hidden power on Capitol Hill.

Cr. All commission Bembers

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### United States Senate

COMMITTEE ON LABOR AND PUBLIC WELFARE WASHINGTON, D.C. 20510

March 27, 1970

Mr. Joseph P. Motley, Executive Director Cape May County Industrial and Economic Development Commission P. O. Box 355 Wildwood, New Jersey 08260

Dear Mr. Motley:

Thank you for your recent letter and enclosed article concerning dumping of wastes into the ocean.

I recently introduced the National Water Pollution Control and Quality Enhancement Act of 1970, S. 3488, which would strictly control the dumping of wastes into the ocean. Provisions of this bill would permanently prohibit waste discharges within twelve miles of the United States. Secretary of Interior would be given the authority and duty to promulgate regulations relative to dumping beyond the twelve-mile zone. However, the Governor of each state would have the right to halt the issuance of such regulations on the basis that they would permit discharges of wastes into waters beyond the zone which would adversely affect the public health and welfare and waters, shore, shorelines, or natural resources of that state. Until any such regulations are issued, dumping is prohibited within a 100 mile limit. Grants would be made available to states and municipalities for transporting and discharging of wastes beyond the zone so long as these wastes receive the most advanced treatment possible in order to prevent any damage to the ocean waters and total environment. Other provisions of this bill would provide for civil penalties for violators; establish monitoring systems for waste discharges; and create programs for the study and evaluation of the effect of waste discharges.

We must take effective action to see that the health and lives of persons who swim off nearby beaches are not needlessly endangered and we must stop the destruction of our ocean environment and commercial fishing industry. I certainly hope that the Congress will act on this legislation as soon as possible.

I appreciate the time you have taken to advise me of your viewpoints on this vital issue.

With best wishes,

Sincerely,

Harrison A. Williams, Jr.

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## Board of Chosen Freeholders

COUNTY OF CAPE MAY, NEW JERSEY

Anthony T. Catanoso
Director
Public Affairs
Advertising
County Airport

April 2, 1970

Board of Freeholders
Cape May County
Court House
Cape May Court House, NJ 08210

#### Gentlemen:

The following brief report is submitted to summarize the meeting in Philadelphia yesterday, April 1, 1970, conducted by the Army Corps of Engineers regarding the installation of a dockage facility in lower Delaware Bay.

Colonel Johnson, the presiding officer, emphasized that this was not a public hearing in the usual sense. The Army is making a study of the feasibility of utilizing the lower Delaware Bay for setting up a large general cargo facility to handle oil, ore, and other bulk items. The meeting in Dover, Delaware on March 31, and the subsequent meeting in Philadelphia, April 1, was to determine whether to pursue the idea or not.

Several points became clear in the course of the meeting, and the news releases prior to the meeting were largely responsible for the earlier confusion. First, no one contemplates a floating dockage in this plan. Whatever is built will be permanent and fixed. Secondly, the term "off-shore" does not mean in the ocean. It refers to the fact that whatever is built will be built inside the Bay, in Bay waters, not on existing land. But it will be on the Delaware side, largely because of convenience in trans-shipment by truck, pipeline, and rail.

Thirdly, the basic reason for the concept is two-fold: it is considered impractical by the Army Engineers and the Philadelphia marine "experts" to deepen the channel to Philadelphia and Trenton greater than the present authorized depth, which is 40'. Some say that it might be possible to go to 50', but hardly more than this, because of the presence of rock in the river-bed, the high cost of dredging, and the possible impact on the ecology. Everyone agrees however that the Army Engineers should complete some of the dredging to 40' authorized but not finished under Congressional approval more than 10 years ago. Moreover, it is said that the mouth of Delaware Bay is unique in that its contour is ideal (230)

## Board of Chosen Freeholders

COUNTY OF CAPE MAY, NEW JERSEY

Anthony T. Catanoso
Director
Public Affairs
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for handling the biggest super-cargo ships which are now in being and on the drawing boards for the next twenty-five years. No other port on the east coast, from Maine to Norfolk, and this includes Boston, New York, and Baltimore, has such a perfect bay entrance. This fact is accepted by the Penn Central Railroad and all other major industrial shipping interests, and apparently all agree with this appraisal.

It was noted that the day of the super-cargo ship is here to stay. Until recently, most cargo vessels were capable of carrying 75,000 dead weight tonnage, but the figure is now in the area of 300,000 to 500,000 dead weight tons. These vessels can only be handled when loaded at special dockage facilities. But the economies of operation apparently outweigh all other disadvantages of size, maneuverability, etc.

All those present at the meeting agreed that the supertanker would not doom the smaller ocean-going freighters, that the smaller craft would continue for years to come to be used for general purpose cargo. So the ultimate plan for Philadelphia is to dredge the upper Delaware to Philadelphia and Trenton to a depth of 40' minimum, and possibly to a 50' depth, but no further, since this would be adequate for general cargo handling and for shipment of ore to U S Steel at Fairless in Morris-ville; and to consider the possibility of using the lower Delaware Bay for a new super-carge dockage point for the huge super-freighters and supertankers of the future.

Our testimony dealt solely with the hazards of oil spillage and leakage to the economy and ecology of Southern New Jersey. A summary of our comments is attached. We also presented the resolution of the Board of Freeholders opposing the construction of an oil transfer facility in the area. Senator Robert Kay also wrote a letter in opposition, and it was noted that the State legislature passed a resolution objecting to the plan. Similar communications were received from the Cape May County League of Municipalities, the Water Resources Department of the State of New Jersey Division of Health, the Mayor of Paulsboro (who commented on the danger of salt water intrusion), the Mayor of North Wildwood and of Sea Isle and Stone Harbor, and the Avalon Commissioners.

## Board of Chosen Freeholders

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Other representatives of our area included Leo Sterenberg, who represented the Greater Wildwood Board of Realtors and several Lower Township groups; William Hughes of Ocean City, who spoke for himself as a concerned citizen; and Miss Virginia Johnson, a third year student at Middle Township High School who presented an effective and well delivered resolution from 400 students of her school.

Other Cape May Countians who attended but did not speak included Mr Webb and Mr Douglass, both of Middle Township High, Alan Stretch of Ocean City. Letters were received from the Wildwood Hotel-Motel Association, Uries Restaurant, Marion Diedrich of Cape May, Pavillion Motor Lodge of Ocean City, Huttle Real Estate Agency of Stone Harbor, and Mrs Harold Schulz of Ocean City.

In summary, the Army Engineers will provide a transcript of the meeting in six weeks or so, which will be available on request. The big supercargo ship and tanker seem a certainty. All agree the Delaware River depth of channel must be retained under any circumstances, whether or not a deepwater Bay facility is built. The contour of the Delaware Bay is considered the best bay along the east coast for building a sheltered entrance for shipping, but the cost and geological structure of the deepening the channel all the way to Philadelphia is prohibitive. There is a consortium of oil companies studying the idea of building a joint facility in the Lower Bay to handle the trans-shipment of oil, which consists of three major companies, and nine other oil companies which have been invited to join. The consortium has not yet made an application to pursue the plan. The plan does not contemplate a floating dockage facility. If built, it will be permanent, but in the water. off the Delaware upstream shore opposite the Villas, and it will be connected by causeway to the mainland, so that the off-loading can be pumped by pipeline or shipped by rail or truck to the existing refineries in Marcus Hook and Philadelphia. Major interest seems to be behind this concept, particularly on the part of Penn Central. The situation will continue to brew for some time and should be watched constantly by all interested parties in Cape May County, particularly by the congressman and the legislature members, who may have the best access to information about developments.

If it happens, Cape May County's future will never be the same as its past. The area will either boom, if all goes well, or be doomed, if it does not.





## ustrial & Economic Development OMMISSION

CAPE MAY COUNTY AIRPORT P. O. BOX 355 WILDWOOD, N. J. 08260

### Joseph P. Motley Executive Director

A presentation before the Philadelphia District Corps of Army Engineers, Wednesday, April 1, 1970 in the auditorium of the Free Library, Logan Circle, Philadelphia.

"Thank you Colonel Johnson.

Ladies and Gentlemen:

I have come here at the request of the Board of Freeholders of Cape May County, New Jersey, not as an engineer, but as the official representative of 55,000 people who live year-round in Cape May County.

If you multiply this by a factor of ten to represent our summer population, it is fair to say that I speak for about a half million persons.

The proposal to create a bay terminal for the transfer of oil in the Delaware Bay literally hangs like the sword of Damocles over the heads of the people of Southern New Jersey.

We recognize there are engineering reasons why this proposal has been submitted. But Southern New Jersey is the choicest, the best, the fastest growing resort area in the State of New Jersey where tourism, not oil, is the biggest and most important industry.

At this point in time, the technology of handling oil leaves much to be desired. There has been a flood of disastrous news about accidents involving oil off the coast of Santa Barbara, California, the Gulf of Mexico, where as recently as last evening on television it was reported that 20,000 barrels of crude oil are now floating about. There has also been a very serious break in the English Channel within the past few months.

Under any circumstances where there could be a risk or an accident either in the transfer or transmission of oil, we have the strongest

objections. There is no way that I can tell you in words what such a disaster would mean to the economy and the ecology of Cape May County if such a thing were to happen. Not only would it terminate the summer tourist season immediately, if it happened sometime during the summer months, but on a longer term basis, it would undoubtedly ruin the beaches, the wildlife, the spawning areas of the bay estuary and inland waterways, and wipe out the oyster industry which has been afflicted for many years and just about returning to a healthy condition once again.

Nor do we believe that our objections are in only our own best interests. The implications of the proposal to set up a major marine terminal in the Lower Delaware Bay appears to us to be contrary to the best interests of the Port of Philadelphia. There is a matter of national defense and the preservation of adequate shipping facilities all the way up to and including the Philadelphia and Camden shores of the Delaware River. Certainly the Philadelphia Naval shipyard requires that an adequate channel be maintained and the whole economic status of the Port of Philadelphia, which has reportedly fallen behind in the matter of containerization, compared to New York, Baltimore, and Norfolk, argues strongly for manitaining the central focal point of the Port of Philadelphia in the city itself. If Philadelphia is to retain its rightful position as a first class city, its Port must keep pace and there are indications of the decline of the city's industrial position which is indicated by a recent study of the Philadelphia Federal Reserve Bank Study on the loss of corporate headquarters from the city.

It is imperative, therefore, that the accumulative affect on the economics of the largest industry in New Jersey must be fully considered. This has been very forcefully and accurately pointed out in a recent editorial which appeared in the Cape May County Gazette on March 12, 1970 which I would like to read and enter into the record today. I must point out, Colonel Johnson, that the editorial does not go easy on the Army Engineers, but of course there is no personal offense intended. The editorial reads as follows:

'We Must Protect Ourselves....A Page one news story in today's County Gazette reports on two public meetings to be held in Dover, Del. and Philadelphia on March 31 and April 1 by the Army Engineers to outline plans for, and to receive comments on, the proposed deep water oil unloading terminal that might be constructed in Delaware Bay.

Plans in process by the Delaware Transportation Company and 12 major oil refining companies in the Marcus Hook-Philadelphia area call for a marine terminal to be constructed some four and a half miles off the Delaware shore of the bay.

Even in the official jargon of the engineers' announcement of the two meetings it is not difficult to see that the Army Engineers look with more than passing favor on the proposal. Obviously their interest in the plan is engendered by the fact that if it is constructed it would relieve them of the necessity for providing a channel of extraordinary depth to accommodate super-tankers in the Delaware River.

Under the plans currently being considered a 72 foot channel would be dredged in the bay to the point of the marine oil terminal. From there on to Philadelphia and Trenton the existing 50 foot channel would be adequate to handle most other shipping in and out of the port.

The proposed oil terminal would be approximately opposite the North Cape May-Villas section of our Cape May County Bayshore, perhaps six or seven miles offshore toward the Delaware side.

If it is permitted to be built it would pose a never-ending threat to our Bayshore and our ocean beaches...the threat of accidental oil spills which have plagued the California and Florida coasts and the coast of the Gulf of Mexico for quite a number of years.

It would take only one major spill to ruin the entire economy of Cape May County not for just a single summer but for many years. This is a risk we should not allow to hang over our collective heads.

Despite the blandishments of the promoters of this scheme and the naivete of the Army Engineers who must rule on it, there IS a constant danger of major oil spills through accident or plain stupidity any time that hundreds of thousands of gallons of crude oil are being handled.

To have such a threat within a matter of a few short miles of one of the major resort areas on the Atlantic Coast is to tempt fate beyond any reasonable limits.

When the idea was first made public, officials of many of our resort cities and other communities filed formal protests with the Army Engineers and our representatives in Trenton and Washington pointed out that the danger of oil pollution was far too great to be tolerated in Cape May County.

Apparently, with the latest developments indicating that the project is proceeding through channels, those very legitimate fears and protests have gone unheeded.

Granting that such a terminal would be a great boon to the rich oil industry by eliminating the long water haul up the Delaware River--particularly by the huge new super-tankers--and that the idea of piping crude oil from the offshore terminal directly to the refineries is consistent with modern technological methods, we insist that it creates far too dangerous a situation for all who are within many miles' radius of the terminal to be permitted.

We are having trouble enough with pollution of our waters, our lands and our air without tempting fate by allowing an installation whose sole purpose would be to unload giant tankers and pipe oil underground or under water to the refineries. A crack in one of the vast storage pontoons, a loose hose connection or damage from one of our periodic raging bay storms could unleash a flow of crude oil that would stifle our entire seashore for years and lay waste to all that our people have built over two centuries.

Having filed the formal protests that were deemed adequate in the past and having discovered that they apparently meant very little, we call upon every official of Cape May County, upon our state legislators and our Congressional representatives to join with as large a band of indignant Cape May County citizens as can be mustered to attend one or both of these hearings on March 31 or April 1 and register a protest so resounding that there can be no doubt in the minds of anyone...including the Army Engineers... that we will not sit quietly by and see anyone create a situation that would spell utter doom to our Vacationland and our multimillion dollar resort complex.

Assurances of infallibility of methods and procedures are easy enough to give and no doubt will be given by those seeking to establish the marine terminal. But assurances are pretty meaningless

when you have your bay and ocean coasts coated with a foot or more of crude oil, killing our fish, our birds, and destroying not only our major industry but our entire ecology for years to come.'

Thank you Colonel Johnson."

#### RESORT ECONOMY

There is perhaps no one figure which measures the overall health of the resort economy in Cape May County, but if one were to select a good barometer, the best yardstick may be bank deposits. In the year 1969 bank deposits rose seven percent.

Almost all observers agree that Cape May County did well in 1969 with its resort business. In recent years, it has become less dependent upon visitors from the metropolitan Philadelphia area and reached out in an ever-widening circle. The influx of visitors from Canada is regarded by many as the difference between normal growth and the good fortune of the past few years.

Almost all the resort communities along the beachfront have been growing and prospering year by year. New construction has resulted in an up-grading of accommodations and the five hundred motels represent some of the best facilities for tourists that can be found anywhere.

There is diversity, too, resulting from the fact that each seashore resort seems to have a distinctive character of its own. Cape May has its Victorian image while Wildwood Crest

has the largest concentration of modern motels in the County.

The City of Wildwood seems best known for its night clubs and boardwalk amusements. North Wildwood has its specialties such as Ed Zaberer's Anglesea Inn, the Anglesea Beach Colony and John F. Kennedy Beach Drive.

Stone Harbor is well known for its bird sanctuary and exclusive homes along the inland waterway, while Avalon, with its hundreds of new homes, is the fastest growing seashore town in the County. Sea Isle City has been developing the area between the center of town and Townsends Inlet on the southside.

In the inland communities, the growth of the campgrounds has taken on major significance and brought a properity from tourism which was never previously realized in the summer months.

There are also encouraging signs from several urban renewal projects. Cape May has demolished a considerable number of outmoded buildings in the center of town and developed a Victorian Village with a shopping center, a modern Convention Hall, and is steadily moving ahead with a mall project and the acquisition of several notable historical properties.

The City of Wildwood has invested in a five million dollar renewal project in the center of town and during the

past year cleared a four-block area of dilapidated hotels, apartment houses, and antiquated buildings. Several large parcels have been sold for redevelopment by private investors. The tight money market has of course exerted a restraining influence. There is visible progress in Wildwood with the construction of year-round apartment dwellings. One for senior citizens sponsored by the Lions Club, and a condominium on the beachfront which will ultimately rise eight stories off the boardwalk. Several blocks to the north of this project is a new convention hall which is hoped will attract off-season visitors and result in the extension of the tourist season.

Much is being written and discussed today about our environmental problems. It is difficult to gauge the impact of reaction to come, but it is apparent that certain environmental factors are bound to play an increasing part in our resort development. The pollution of our waters, the safety of our beaches, the handling of our sewer problems, and the maintenance of all types of property in good physical condition have much to do with our future.

The local resorts were particularly hard-hit during the depression of the 1930s. They recovered however and went ahead substantially in the post war years. But success is not guaranteed

and it cannot be assumed that there is no limit to our good fortune. The preservation of our natural assets - clean air, water, our beaches - are the basic factors which are attractive to the "family trade" and must be continuously watched and kept in sharp focus.

These elements cannot be taken for granted. It is reasonable to expect that the problems of the future will be even more pressing than those of the past, and will require careful planning and effective management at all levels of local government.

#### EDUCATION AND TRAINING

Cape May County opened its new Vocational-Technical Institute on the Garden State Parkway in Middle Township during the past year.

The new building, financed at a cost of \$1,700,000, covers 83 acres. The building is thoroughly modern in every respect and is excellently equipped and staffed.

At the present time the total enrollment is in excess of five hundred students. There are three hundred high school students who attend on a shared-time basis, leaving their regular classes in one of the County high schools and taking vocational training at the new Institute. In addition there are approximately two hundred post-secondary students enrolled.

The school operates with twenty-two full-time instructors and offers courses in automotive repair, beauty culture, selling, medical-dental technology, practical nursing, electrical work, appliance repairs, carpentry and building trades, printing, food service, highway and material testing, agriculture, and remedial reading.

The school has an operating budget this year of \$250,000. It fills a long felt need for vocational training

in the case of students who do not pursue a college education.

Courses have also been established for adults who have been

out of school for a number of years.

The Commission and the OEDP Committee have been aware for some time that there is a need for closer cooperation between the schools and the employers in Cape May County. All too often it happens that high school students leave the County upon graduation, attend college at some distant point, and never return to the County for employment. As a result of this we lose some of our very best young people and the labor market suffers considerably. It is hoped that this situation can be corrected and the Commission, working with the County Chamber of Commerce and the OEDP Committee, intends to set up a program to foster closer liaison with the guidance counselors and high school faculties in Cape May County.

To assist in this direction, it is contemplated that a program will be established in each high school providing for senior students to meet with the Commission and the OEDP Committee to discuss ways and means of bringing the graduates and the employers closer together.

A recent experience points out the fact that our young people are often eager to participate in the civic affairs of the area. At the hearing last month in Philadelphia before the U. S. Army Corps of Engineers, a delegation of young students from Middle Township High School made an impressive presentation in protest of the proposed installation of an oil facility in Delaware Bay. Miss Virginia Johnson, a senior, read a resolution proposed and endorsed by about four hundred students at the school in opposition to the plan. The material was carefully prepared and presented very effectively. Despite the presence of a large audience of executives from the oil companies and interested industrialists, the presentation was so well done that the over-all result was quite impressive. There is every reason to believe, therefore, that the high schools in the County are interested and can be involved in the economic development of the area in many ways.

Mr. Malcolm MacEwan, Chairman of the OEDP subcommittee on Education and Training and County Superintendent of Schools, plans to work with the Commission toward the goal of greater youth involvement.

(The Education and Training Subcommittee was not involved with the Marine Science Consortium since this area was the direct responsibility of the Oceanography Subcommittee.)

### MUNICIPAL PUBLIC WORKS

During the past year, the Commission recognized the need for municipal public officials in the membership of the OEDP Committee. Matters which pertain to municipal public works are largely outside the realm of private citizens who hear of them only after they become general knowledge. In the interest of correcting this situation, the Commission established a Municipal Public Works Subcommittee under the Chairmanship of Mayor Robert Hentges of West Wildwood. The Committee is comprised of Mayors of five Cape May County municipalities.

Since it was organized late in the year, the Committee did not have the opportunity to develop a detailed program. However, there are numerous areas in which it can contribute substantially in the future, and it will undoubtedly find ample opportunity for study of the proposed regional sewage disposal plan.

Most municipal sewage disposal systems are outmoded and inadequate for the volume of waste handled during the summer time. At the instigation of the Board of Freeholders, Van Note-Harvey Associates, of Princeton, recently completed a two year

\$28,000 and will be paid for by the State of New Jersey if accepted. Otherwise the County will be responsible.

The regional plan contemplates establishing five major plants to take the sewage from all municipalities in the County. At present day costs it is estimated that the project would require \$43,000,000 to construct. This can be expected to escalate as time goes on.

The proposal has already encountered considerable opposition and it is apparent that extensive further studies will have to be made before it is adopted. There is not only the matter of cost, brought about in part by the distance required to pump from many of the seashore towns across the inland waterway to the mainland, but there is opposition from the mainland residents who disagree with the idea of becoming the dumping ground for other communities.

Moreover, opposition has come from several groups involved in conservation and abatement of pollution.

Lester G. MacNamara, Director of the New Jersey Division of Fish and Game, states that "aspects of the overall plan are not in accord with good environmental management practices which makes the plan generally unacceptable."

Dr. Kunkle of the Oyster Research Laboratory of the New Jersey College of Agriculture and Environmental Science, states that dumping the effluent into the various creeks presents a number of hazards to the public's health, to the continued existence of the Delaware Bay Oyster Industry, and to much of the estuarine environment. Dr. Bailey B. Pepper of the Department of Entomology and Economic Zoology, Rutgers University, and Frank McLaughlin, Executive Director of the New Jersey Audubon Society, appear to favor taking the sewage from the resort communities and depositing it in the ocean through outfall pipelines at considerable distances beyond the shore. Mr. McLaughlin states that the "only avenue open to intelligent planning for the future of New Jersey's southernmost county is to build modern sewage treatment plants whose effluent is almost potable and pump this back into the fresh water aquifers of the county."

There has also been criticizm of the proposal for not requiring the removal of phosphates and nitrates from the treated waste. Mr. MacNamara, State Fish and Game Director, points out that these chemicals encourage algae growth which in turn chokes off oxygen necessary to all forms of marine life.

With numerous experts voicing different points of view, it is apparent that the Municipal Public Works Subcommittee

will have an extensive amount of work to do for a number of years ahead. Emphasis on the environmental situation is no longer an academic pursuit but a major project requiring a prompt, economically feasible solution.

### May 26, 1969

Mr. Richard B. Crow
Emecutive Vice-President
Middle Atlantic State Engineering, Inc.
3 North State Street
Newtown, Pennsylvania 18940

Attention: Mr. Arthur P. Logan

Dear Mr. Crow:

Subject: Acquisition and Development and Rehabilitation of the Water Facility of the Borough of Woodbine

The Cape May County Interial and Economic Development Commission is happy to furnish this letter of recommendation for the support of the application of the Woodbine Water Authority for federal assistance.

The Ecrough of Woodbins has incountered a series of fiscal problems resulting from a number of economic factors. These include the loss of screral important employers in the clothing industry, a change-over in composition of the population, a rising tax rate due to the high cost of construction of a new school, and the existence of the Woodbine State Colony, a State operated mental institution, which occupies a very considerable amount of tax-free ground in the Borough.

Undoubtedly, the most important single factor contributing to the relief of this situation has been the arrival of a new industry, McGregor & Werner Graphics Inc., which plans to construct a major printing plant for the production of college textbooks. The plant is to be located in the outskirts of town and anticipates employing several hundred persons.

Unfortunately, the new plant site is two miles beyond the end of the existing waterline of the Woodbine Water Company. The latter is a privately owned utility, and its facilities are greatly in need of modernization.

### Page 2

The solution of the water problem has been brought about only by the anticipation of federal assistance and it is our understanding that the Farmers Home Administration plans to extend a loan to the newly created Woodbine Water Authority for 25 percent of the construction cost of the improvements and the Economic Development Administration will come in with a grant for the balance. There is no doubt whatever that the location of McGregor and Werner Graphics in Woodbine could not possibly become a reality without this rid.

The Cape May County Industrial and Decommic Development Commission feels that the McGregor and Werney project will provide a needed stimulus to the economy of Woodbine as well as to much of the surrounding area. Hopefully it will lead to the opening up of the community for other industrial development and provide a new supply of job opportunities in an area of very high unemployment. The market possibilities for college textbooks seems almost unlimited with the great numbers of young people of college age and the estimates that 50 percent of our national population is 25 years of age and under. With good management, the future of this industry in Woodbine appears very bright indeed.

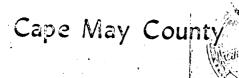
It is to the credit of the Borough of Woodbine and to its residents that the opportunity to obtain this industry seems to have met with the wholehearted response of all segments and the project has welded all elements together in a new spirit of civic interest. This is an encouraging note for the future, and the Cape May County Industrial and Economic Development Commission is happy to lend its full support to this project.

Very truly yours,

Attest:

Joseph V. Walsh Chairman CAPE MAY COUNTY OEDP COMMITTEE Joseph P. Motley, Secretary

JPM: dme



Industrial & Économic Development

OMMISSION

CAPE MAY COUNTY AIRPORT P. O. BOX 355 WILDWOOD, N. J. 08260 September 12, 1969

Joseph P. Motley
Executive Director

U. S. Senator Harrison A. Williams, Jr. Room 352, Old Senate Office Building Washington, D. C. 20515

Dear Senator Williams:

It has come to our attention that the Delaware River and Bay Authority is in serious need of assistance to obtain funds to dredge the Cape May Canal through the Crow Shoal Channel, as well as in Lewes Harbor.

It appears that the operation of the ferry is in jeopardy unless federal aid to maintain the channel and the area adjacent to the ferry facilities is made available. There is no question about the fact that the ferry between Cape May, New Jersey and Lewes, Delaware has served a vital need in providing a transportation link between the southern part of New Jersey, the Delmarva Peninsula and the South. Moreover, from the point of view of our State of New Jersey, the existance of the ferry is a heavy contributor to the economic welfare of the Garden State Parkway. Without the ferry, the Parkway is in some respects a dead-end street.

It has taken many years of effort, as we know, to bring the ferry about and the increase in patronage during the first five years of its existance is well within the plans which were projected before it came into being. It certainly would not make sense at this stage of the game to inhibit its further development at a time when it is just coming into its own.

We understand that in 1963 when the ferry was under study, the Delaware River and Bay Authority submitted to the Congress a request for federal assistance for maintenance of the waterways which would be necessary for the ferry's Cape May County

Industrial & Economic Development mmission

> CAPE MAY COUNTY AIRPORT P. O. BOX 355 WILDWOOD, N. J. 08260

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Senator Williams

Page 2

September 12, 1969

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We urge you, therefore, to do your best to persuade the Corps of Engineers to provide dredging for the continued operation of the ferry between Cape May, New Jersey and Lewes, Delaware, as it does in many other waterways throughout the United States. We are certain that you are fully aware of the importance of this project to the economy of both the State of New Jersey and the State of Delaware and your assistance in support of this project will be greatly appreciated by the Cape May County Industrial and Economic Development Commission.

Very respectfully yours,

Joseph P. Motley Executive Director

JPM: dme

Cape May County

# Industrial & Economic Development OMMISSION

CAPE MAY COUNTY AIRPORT P. O. BOX 355 WILDWOOD, N. J. 08260 September 12, 1969

Joseph P. Motley
Executive Director

Rep. Charles W. Sandman, Jr.
Room 1610 Longworth House Office Building
Washington, D. C. 20515

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Rep. Sandman, Jr.

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Very respectfully yours,

Joseph P. Motley

Executive Director

JPM:dme

September 29, 1969

Mr. Joseph O' Neill, Acting Area Director Economic Development Administration 19 North Main Street Wilkes-Barre, Pennsylvania 18701

Dear Mr. O'Neill:

On September 18, 1969 we attended a meeting of the Woodbine Water Utilities Authority with Mr. Charles J. McCallion of your office and Mr. Richard Cordesco, New Jersey representative of EDA.

It is our understanding that the Woodbine Water Utilities
Authority is in dristic need of additional funds with which
to finance its operation, since the Farmers Loan Administration
of the Department of Commerce has found it impossible to assist
in providing its portion of the commitment.

Mr. Fadley, Newbold, Chairman of the Authority, has requested EDA approval of an application to increase the previous grant, and we stand wholeheartedly behind this request.

We are certain that you are fully aware the McGregor and Werner Graphics construction program cannot possible proceed without water facilities at the plant site, which is two miles removed from the end of the waterline. McGregor and Werner Graphics is nothing short of a godsend to the Borough of Woodbine which recently suffered the loss of Bradstone Rubber Company.

Of all the municipalities in Cape May County, Woodbine is unquestionably in the greatest need of economic assistance at this time. It does not enjoy extensive tourist patronage which many of the other municipalities have and its few local companies have had rough sledding for sond lime.

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JPM:dme

cc Dudley Newbold
Dick Cordasco
Eruce Campbell
Mayor Victor Polise
W. J. Vallese
Dale Kipers

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## Action Is Important!

In the annals of Cape May County it is quite probable that no more damning indictment against shortcomings of facilities to protect and safeguard the public health has even been made than the voluminous report on existing sewage disposal systems which is an integral part of a survey conducted for the county by VanNote-Harvey Associates, of Princeton, and published in last week's County Gazette.

The statements it contains were shocking to a great many people. They should be. And we hope that enough were shocked to unleash a groundswell of public indignation that will demand corrective action at every level of government until the conditions are remedied and the obvious dangers to the health and well being of each community are rectified and eliminated.

Through the years many of us have been aware of inadequate treatment of sewage wastes in various communities, but until now there has never been a compresensive study of the situation on a county-wide basis by qualified engineers to spell out in detail the shameful and sordid facts which surround this major problem in virtually every part of the county.

Certainly there is no better argument to support a massive project or series of projects to correct the conditions that exist. But we must be july aware of the needs — the real needs of today and for the years to come — before any decision is made to commit hard earned tax payers' dollars to any single course of action.

The VanNote-Harvey survey proposes establishment of five regiona sewage disposal systems at an estimated cost of some \$43,000,000. But this proposal contemplates only secondary treatment of the huge volume of wastes . . . barely above the minimum standards required by the State Department of Health and certainly far short of the tertiary or fourth-stage disposal systems that are now considered the only acceptable solution to the nation-wide problem.

The argument has been advanced in some quarters that Cape May County cannot afford more than secondary treatment plants. The truth is that we can't afford to spend \$43,000,000 for a program that would not be much better than what we now have and we can't afford to endanger the health and the tives of our own people and the hundreds of thousands of visitors we invite to our seashore resorts each summer by continuing with a system — or series of systems — which are clearly inadequate and dangerous.

Having largely ignored the mandates of the State Department of Health to correct madequacies within a three year period which expires within the next year, our municipal efficials cannot commue to duck the responsibility that is clearly theirs. Most of them have been hanging their hopes on the county-wide plan proposed by the VanNote-Hervey survey. But even if this plan were accepted, adopted and implemented immediately it would require a minimum of five years to complete.

If it and necessary supporting bond issues are not bulldozed through in an atmosphere of panic rather than intelligence... and they should not be... it will take considerably longer to get additional engineering advice and alternative plans and cost estimates which should be obtained and studied thoroughly to make certain that what we get is what we ready need.

What happens in the meantime should be of major concern to all of us and particularly to the officials who are charged with the responsibility of providing adequate and safe sewage disposal systems.

That immediate responsibility which is shared equally by the State Department of Health and the County Health Department should begin with a county-wide program of posting all waters that are being contaminated by the outlow of inadequatery treated sewage. This is the least that should be done to warn the public against hazards that most assuredly exist under the present systems.

Most of our inland waterways have been condemned for shell-fishing for years because of the very conditions the report points out. Yet with almost no exceptions swimming and bathing are permitted in these same waters. It should be promoted and the reasons stated clearly so that there is no coubt in the minds of the public. Unless this is done—honestly and completely—every one of our municipalities is a sitting duck for a massive law suit that could stem from a case of typhoid or any other potential disease.

Meanwhile all our officials and all of our taxpaying citizens should waste no more time in seeking a practical and workable solution to the problem, getting other professional opinions and estimates and knucking down to unding the answers to one of the most serious and most expensive problems we have ever been confronted with.

We can no longer hide our heads in the sand and hope the problem will go away. It hasn't. It won't. And the sooner we face up to it, the sooner we will be able to start solving it. And solve it we must if we expect to stay in business as a resort area.

May 26, 1969

Mr. Richard B. Crow
Executive Vice-President
Middle Atlantic State Engineering, Inc.
3 North State Street
Newtown, Pennsylvania 18940

Attention: Mr. Arthur P. Logan

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Undoubtedly, the most important single factor contributing to the relief of this situation has been the arrival of a new industry, McGregor & Werner Graphics Inc., which plans to construct a major printing plant for the production of college textbooks. The plant is to be located in the outskirts of town and anticipates employing several hundred persons.

Unfortunately, the new plant site is two miles beyond the end of the existing waterline of the Woodbine Water Company. The latter is a privately owned utility, and its facilities are greatly in need of modernization.

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Very truly yours,

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JPM: dme

cc Richard Cordasco

Cape May County

ndustrial & Économic Development JOMMISSION

CAPE MAY COUNTY AIRPORT P. O. BOX 355 WILDWOOD, N. J. 08260 September 12, 1969

Joseph P. Motley
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U. S. Senator Harrison A. Williams, Jr. Room 352, Old Senate Office Building Washington, D. C. 20515

Dear Senator Williams:

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It has taken many years of effort, as we know, to bring the ferry about and the increase in patronage during the first five years of its existance is well within the plans which were projected before it came into being. It certainly would not make sense at this stage of the game to inhibit its further development at a time when it is just coming into its own.

We understand that in 1963 when the ferry was under study, the Delaware River and Bay Authority submitted to the Congress a request for federal assistance for maintenance of the waterways which would be necessary for the ferry's Cape May County

# Industrial & Economic Development OMMISSION

CAPE MAY COUNTY AIRPORT P. O. BOX 355 WILDWOOD, N. J. 08260

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Page 2

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We urge you, therefore, to do your best to persuade the Corps of Engineers to provide dredging for the continued operation of the ferry between Cape May, New Jersey and Lewes, Delaware, as it does in many other waterways throughout the United States. We are certain that you are fully aware of the importance of this project to the economy of both the State of New Jersey and the State of Delaware and your assistance in support of this project will be greatly appreciated by the Cape May County Industrial and Economic Development Commission.

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September 29, 1969

Mr. Joseph O' Neill, Acting Area Director Economic Development Administration 19 North Main Street Wilkes-Barre, Pennsylvania 18701

Dear Mr. O'Neill:

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Mr. Dedley, Newbold, Chairman of the Authority, has requested EDA approval of an application to increase the previous grant, and we stand wholeheartedly behind this request.

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which many of the other municipalities have and its few local companies have had rough sledding for some time.

The arrival of McGregor and Werner Graphics, a new subsidiary of a national concern, offers the prospects of employing several hundred members of the Woodbine community and surrounding area. It is one of the major industrial acquisitions to date in Cape May County and its future as the producer of college textbooks appears extremely bright. It is therefore of the greatest importance to Woodbine and actually to all Cape May County that the company receive the financial support it deserves in return for the employment opportunities it will undoubtedly provide. We strongly urse your support in seeing that the amendment to the application of the Woodbine Water Utilities Authority is approved as soon as possible. The plant is under construction and progressing very well. A delay in providing water facilities will only retard the vast amount of progress made to detail

Very truly yours,

Joseph P. Motley
Executive Director

JPM: dme

cc Dudley Newbold
Dick Cordasco
Bruce Campbell
Mayor Victor Polise
W. J. Vallese
Dale Kipers

Cape May Coul



JOSEPH V. WALSH, Chairman JOHN J. KAY, Vice-Chairman

ustrial & Economic Development
OMNISSION

John M. Carew Dr. E. T. Ferren John McLaren Jacob Siegel

Joseph P. Motley
Executive Director

CAPE MAY COUNTY AIRPORT P. O. BOX 355 WILDWOOD, N. J. 08260

Minutes of Meeting March 26, 1969

The Cape May County Industrial and Economic Development Commission met in the Freeholders' Auditorium, Cape May Court House at 4 PM.

Members present included Chairman Walsh, John McLaren, Joseph Motley and the following members of the Advisory Committee: Malcolm MacEwan, Steven Cicala, Richard Grover, and Dr. Laquer.

Mr Ciccala pointed out a typographical error in the minutes of the previous meeting, concerning the coverage of "Management Guide to Business Aviation", which is circulated to 28,000 top executives in the United States, rather than the number shown.

Chairman Walsh introduced Mr Mladen Zajc (pronounced Zeiss), graduate student at the University of Pennsylvania Department of Landscape Architecture, who is one of a team of researchers compiling data for a geophysical study of Cape May County along with nine adjacent counties in New Jersey.

Mr Zajc outlined the purpose of the study as a completely academic approach to determine the nature of the economic growth patterns of these counties, treating such specific areas as water resources, sewage facilities, the scarcity of land, building trends, transportation facilities, and other factors. This project is under the tutorial guidance of Dr Muhlenberg, who is completing the project started last summer.

Richard Grover, Resort Economy Sub-Committee Chairman, presented his film, a full color critique of Cape May County, with sound on 16mm film, which showed many of the assets and liabilities of the County.

Cape May Coul

JOSEPH V. WALSH, Chairman JOHN J. KAY, Vice-Chairman

John M. Carew Dr. E. T. Ferren John McLaren Jacob Siegel ustrial & Economic Development
OMNISSION

CAPE MAY COUNTY AIRPORT P. O. BOX 355 WILDWOOD, N. J. 08260

Joseph P. Motley Executive Director

Page 2

Executive Director Motley spoke briefly about the MacGregor and Werner project in Woodbine, indicating that the Water Authority is in the process of making application to the Farmers Home Administration for a 25% loan and a 75% grant from EDA to finance construction of \$250,000.00 to the water system of the Borough. He also stated that FAA has requested the County to enter into an "agency agreement" with the State of NJ Department of Aeronautics to channel the federal funds to the County for the runway improvements completed in 1966-67. This matter is in the hands of Nathan Staller, County Solicitor.

The Commission was also informed of the correspondence with Allegheny Airlines in which Mr Motley has asked for additional flights to Cape May County, including connecting service at Philadelphia to supply thru flight-service from all points on the Allegheny system.

Brief verbal reports were also made by Steven Ciccala on the Airport Development Subcommittee's work and by Joe Motley, in behalf of Bill Taylor, Chairman of the Oceanography Sub-Committee's work to attract the Glassboro Consortium to Cape May County for a summer work-shop program.

The meeting adjourned at 5:#0 PM.

Joseph P. Motley,

Executive Director

Distribution : Gle Commission members all subcommittee memoer

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# ustrial & Economic Development OMMISSION

CAPE MAY COUNTY AIRPORT P. O. BOX 355 WILDWOOD, N. J. 08260

Joseph P. Motley
Executive Director

MINUTES OF MEETING
CAPE MAY COUNTY
INDUSTRIAL AND ECONOMIC DEVELOPMENT
COMMISSION
Wednesday, April 23, 1969

The regular meeting of the Cape May County Industrial and Economic Development Commission was held in the office of the Executive Director, Cape May County Airport. Those in attendance included Mr. Richard Burke, Mr. John McLaren, Mr. Steven Cicala, Chairman of the Airport Development Subcommittee, and Mr. William Taylor, Chairman of the Oceanography Subcommittee.

After reading the minutes of the previous meeting, Mr. Motley discussed the OEDP Progress Report which he has been preparing for a number of weeks. He outlined to the members the purpose of the report and its general content stating that when completed it would be distributed to each member of the Commission and the Advisory Committee.

Then reviewing the events of the past month, Mr. Motley stated that Mr. Larry Newbold of the Agriculture Subcommittee has been working with a chicken feed manufacturing concern interested in locating in Cape May County. The company manufactures chicken feed and also raises millions of chicks in several hatcheries throughout the United States. Mr. Motley pointed out that the major problem of this industry is the disposal of waste matter and that the selection of the proper type of ground is a vital requirement.

In connection with the requirements of the company, a letter from Mr. Francis A. Ramely to Mr. Newbold was read. Working in conjunction with the Atlantic City Electric Company's Area Development Department, a land site for this industry was located in Tuckahoe and Mr. Newbold is now following up with the company.

Cape May Cou



# ustrial & Economic Development OMMISSION

CAPE MAY COUNTY AIRPORT P. O. BOX 355 WILDWOOD, N. J. 08260

Joseph P. Motley Executive Director

> MINUTES OF MEETING Page 2 Wednesday, April 23, 1969

It is also noted that during the past month, the Cape May County Agriculture Extension Office, which is supervised by Mr. Newbold, has conducted a large number of airplane flights over the County with the purpose of acquainting the public at large with some of the conservation problems in the County. Spaced over several days, Mr. Newbold reported that approximately 260 people took this air tour of Cape May County.

### Industrial Development Bonds

Mr. Motley then went into the subject of industrial development bonds pointing out that at this time the State of New Jersey has not provided legislation to handle this type of security. However, industrial development bonds are common in Massachusetts and in Pennsylvania and have been considered from time to time by the New Jersey legislature.

The purpose of industrial development bonds is to finance local industry and the attraction to the investment public is the tax-free nature of these securities. However, there is a movement in Congress to make these bonds taxable and if this ultimately happens, it is certain to bring about a major change in the ability of local municipalities to attract new industry. This State is already competing against many southern states which offer industries tax advantages through abatement of real estate taxes, low assessments, and free ground. These are all prohibited in the State of New Jersey. As a result, this State is at considerable disadvantage competitively with southern states.



### ustrial & Economic Development OMMISSION

CAPE MAY COUNTY AIRPORT P. O. BOX 355 WILDWOOD, N. J. 08260

Joseph P. Motley Executive Director

MINUTES OF MEETING
Page 3
Wednesday, April 23, 1969

There is one saving feature however in the proposed legislation. It is contemplated that small counties such as ours might be able to issue up to \$300,000 worth of industrial development bonds on a tax-free basis. Bonds in excess of this figure would be taxable.

### Labor

Mr. Motley pointed out that the upcoming summer season will witness an increase in the minimum wage for many businesses in Cape May County including the restaurant and motel industries. Moreover, all businesses in the State of New Jersey must now carry unemployment insurance on all employees if the annual payroll is in excess of \$1000. It is anticipated that this will escalate the cost of doing business for many small employers in Cape May County who in the past have not been in operation 20 weeks during the year. Such businesses in the past have not been required to pay unemployment insurance. The cost of this coverage could conceivably cost a business with a \$50,000 payroll approximately \$1,500, which represents an entirely new expense this year.

### Airport Development

Mr. Steven Cicala, Chairman of the Airport Development Subcommittee, discussed some of its activities. He stated that he attended three or four of the recent hearings in the State of New Jersey on the proposed jetport. He also discussed some of the current problems of airport traffic





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Joseph P. Motley Executive Director

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Wednesday, April 23, 1969

control particularly in metropolitan areas and suggested that Cape May County Airport might consider its role in the future as a satellite airport for some of the larger commercial airports in this region.

He also advocated the placement of an advertisement in 'Management Guide," a monthly magazine which is distributed to approximately 28,000 leading companies in the United States. These companies all use aviation as part of their company transportation, and he feels that many companies with small fleets of airplanes would be attracted to the possibilities of Cape May County's excellent facilities.

### Oceanography

Mr. William Taylor has had several meetings with the Commanding Officer of the Cape May County Receiving Station, United States Coast Guard. His committee toured the Agassiz which is moored at the base and inspected the electrical barge. Members of the Marine Sciences Consortium were also represented at the meeting. The next meeting of his subcommittee is scheduled for May 14, at 10:00 AM in Captain West's office, Cape May.

### Other Developments

Mr. Motley also noted that Mr. David Hammers is leaving the Southern New Jersey Development Council this week and taking a new job as the manager of an Industrial Park in West Deptford Township. Despite this however he will continue to be Chairman of his Advisory Committee for economic development.





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Joseph P. Motley Executive Director

MINUTES OF MEETING
CAPE MAY COUNTY
INDUSTRIAL AND ECONOMIC DEVELOPMENT
COMMISSION
Wednesday, May 28, 1969

Cape May County Industrial and Economic Development Commission meeting was held Wednesday, May 28, 1969 at Ed Zaberer's Anglesea Inn at 6:30 PM. This meeting was the final session of the spring until fall. Because of the impending summer season, it was considered impractical to hold any meetings of the Commission during July or August.

The meeting was attended by the following:

Freeholders: Dr. Leon H. Schuck, Francis Townsend, Joseph W. Rixey, and Anthony T. Catanoso

Commission Members: Joseph V. Walsh, Chairman, Joseph P. Motley, Executive Director, Richard Burke, Dr. E. T. Ferren, and John McLaren

<u>Airport Subcommittee:</u> Steven Cicala, Chairman

Agriculture, Natural Resources & Conservation Subcommittee:
Larry Newbold

Education and Training Subcommittee: William Sproul, Robert Toft

Labor Subcommittee: Leon Cheesman, James Boyle, Manager of the Wildwood Office of the New Jersey Employment Security Department

Legislation and Finance Subcommittee: William Griest,
President of Union Trust, and William C. Koeneke,
President of Marine National Bank



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Oceanography Subcommittee: William Taylor, Father Thomas
Ploude, Captain David Hart of the Commercial Fisheries,
Division of the Department of Interior, Professor Don
Zalusky, Chairman of New Jersey Marine Consortium of
Colleges

Resort Economy Subcommittee: Richard Grover, Chairman of Cape May County Planning Commission, John Vallese

EDA: Mr. Richard Cordasco, New Jersey representative

Mr. Joseph Walsh, Chairman, enumerated a number of developments in the industrial scene in Cape May County. He announced that the Cape May Canners' loan application for funds from EDA has been approved and the company is going forward with the construction of a new plant on King Nummy Road in Burleigh. Likewise, McGregor and Werner Graphics plans to break ground in about another month in Woodbine. He also indicated that Universal Design, Ltd., at Cape May County Airport has begun concentrating on the production of a monorail called the "people mover." This type of vehicle is designed for fast short-haul service and is in use at the Philadelphia Zoo.

Mr. Walsh then introduced Joseph P. Motley, Executive Director of the Cape May County Industrial and Economic Development Commission, who discussed the OEDP Progress Report. He also took occasion to thank the members of the Commission for their vital contributions during the past year, especially Mr. McLaren, Mr. Burke, Dr. Ferren, and Chairman Walsh. Mr. Motley also noted that Mr. Cordasco of EDA has been extremely helpful and has made many visits to Cape May County to assist. Mr. Motley then introduced Mr.Cordasco.



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Mr. Cordasco confined his remarks to the basic problem of high unemployment in Cape May County stating that there are approximately 900 designated areas in the United States which EDA assists.

Others who spoke included Mr. William C. Koeneke, President of the Marine National Bank, who is also a trustee of the newly formed Southern Jersey State College. Mr. Koeneke stated that the trustees have been meeting at Atlantic Community College and that a Site Selection Committee and a Presidential Selection group have been very deeply concerned with the selection of a convenient plot of ground and a leader for the new college. Primary attention has been given to the selection of a location convenient to the Garden State Parkway and the Atlantic City Expressway, and it would appear that the college will have to have about 500 acres in order to accommodate the anticipated enrollment of 5,000 students.

Mr. Steven Cicala, Chairman of the Airport Development Subcommittee gave a brief report on the selection of the 'Management Guide" to Business Aviation as a publication chosen to advertise Cape May County Industrial Park.

Professor Don Zalusky of the Geology Department at Glassboro State College then spoke concerning the New Jersey Marine Science Consortium. The Consortium is a group of smaller New Jersey colleges which have banded together to explore many of the ramifications of oceanography. They are currently using the Cape May Coast Guard Station at Cape May Point. Professor Zalusky gave high praise to Mr. William Taylor of the Advisory Committee for his efforts in securing the Coast Guard Station which will be in operation by June 16, 1969.



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Joseph P. Motley
Executive Director

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Mr. Leon Cheesman spoke about the high rate of unemployment in Cape May County and stated that the members of the Labor Subcommittee felt there should definitely be a labor market survey completed in Cape May County in order to establish the needs for the new companies which are about to begin operations. Mr. James Boyle, member of the Labor Subcommittee and local manager of the Wildwood Employment Security Office, indicated that recent figures showed a 17.6% unemployment rate. One of the highest on record. He stated that the labor study if conducted will undoubtedly indicate a great lack of skilled workers in the County.

Mr. Richard Grover, Director of the Cape May County Planning Board and Advisory Committee member, mentioned that we should be aware not only of the advantages of Cape May County but the disadvantages as well. He stated that by being aware of our limitations we can then hope to correct them.

Mr. Larry Newbold, Chairman of the Agriculture Subcommittee discussed the poultry operation which he has been working on for several weeks.

Mr. William Griest, President of the Union Trust Company, indicated that his subcommittee has been meeting productively and hopes to be able to have a detailed report in the fall.

Mr. Robert Toft, Director of the Cape May County Vocational-Technical Institute, said that his Inter Agency Coordinating Committee has been meeting regularly with various people in industry in an effort to find their points of view.



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Wednesday, May 28, 1969

Mr. John McLaren, long-time member of the Commission, said that he felt a great amount of progress had been made during the past year. He singled out the Executive Director for having provided the leadership which the Commission has needed for a long time.

Other complimentary remarks were expressed by Freeholders Schuck, Townsend, and Rixey, all of whom extended their appreciation and gratitude on behalf of the County for the efforts of the Commission to improve the economic status of the County.



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Joseph P. Motley
Executive Director

MINUTES OF MEETING
CAPE MAY COUNTY
INDUSTRIAL AND ECONOMIC DEVELOPMENT
COMMISSION
Wednesday, September 24, 1969

The Cape May County Industrial and Economic Development Commission resumed its regular monthly meetings after the summer vacation on September 24, 1969 in the office of the Executive Director at Cape May County Airport.

Members attending included Freeholder Catanoso, Richard Burke, John McLaren, and Chairman Joseph Walsh. Mr. Maynard Berg, local manager of Keuffel and Esser Company in Cape May Court House, attended his first meeting as a new member of the Commission. Mr. Al Herman of C. B. Middleton's office was invited as our consulting engineer.

After introducing Mr. Berg, Chairman Walsh turned the meeting over to the Executive Director. Mr. Motley brought the members up to date on the status of the Timme Corporation and stated that the Board of Freeholders, in a meeting approximately two weeks ago, heartily endorsed the Timme Corporation's coming to Cape May County.

The only remaining question which has not been finally resolved is the matter of ground rent to be paid by Timme to the County. At this stage of negotiations, Timme and the Commission have mutually agreed on \$1500 per year as the initial ground rental. This figure was determined by applying a 10 percent return on the present appraised evaluation of the proposed ground site. Lower Township has placed a value of \$1000 per acre on the ground and the company is interested in renting 15 acres.





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While the rental appears to be nominal, Mr. Motley pointed out that the following factors tend to put this figure in a much more favorable light:

- Any of the southern states would probably make comparable ground available free without any rental whatsoever.
- 2. The County will be paid an annual sewer and water rent by Timme and according to Mr. Herman's calculations, this should yield an actual profit of approximately \$6000 to \$7000 per year. Mr. Herman projects that the water rental will yield a profit of \$2000.00 and the sewer rental will show a profit over actual costs of \$4500.00.
- 3. At the expiration of the lease, the building will revert to the County. At some time in the future, the County will therefore be the sole owner of the structure and in the meantime it will be acquiring equity. The probabilities are that 25 years hence the value of the building will be at least as much and considerably more than the present value at the time of construction which is estimated at \$1,700,000.
- 4. The lease will contain an escalation clause. This will provide that the rental is to be adjusted every five years and tied to the actual value of the land as determined by independent appraisal.





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- 5. Taxes on the real estate will be payable to Lower Township and while this is not direct income to the County, it nevertheless will broaden the equalized valuation of assessments in Lower Township and ultimately increase the County's revenue from the Township.
- 6. The annual payroll of \$1 million will bolster the economy of the entire County. Employment dollars are normally multiplied six to eight times in figuring the economic impact in such matters as bank deposits, consumer purchases, potential revenues to local governments, etc.

Mr. Motley reminded the Commission that it will be necessary to obtain approval of the State Water Policy Commission to divert 2 million gallons of water per week for Timme Corporation. Mr. Al Herman is consulting with County Solicitor Nathan Staller to complete the application to the Water Policy Commission. He foresees no real difficulty in obtaining approval since the Navy was authorized to draw water at the rate of 1000 gallons per minute some 25 years or so ago. Present demands at the Airport probably do not exceed 25 percent of this amount.

Should the State Water Policy Commission wish to do so, it may conduct hearings inviting all interested parties within a five-mile radius such as Cape May City, Wildwood Water Works, and Lower Township. Mr. Catanoso remarked that he felt





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this could bring some possible opposition from the engineer from Cape May City and Lower Township, although this is speculation.

Mr. Motley further pointed out that the Board of Freeholders recently adopted a resolution to upgrade the sewer facilities at Cape May County Airport and that Freeholder Director, Dr. Schuck, said that this should be done irrespective of the Timme problem. Freeholder Catanoso also remarked that recent discussions in the Freeholder Board indicate that Lower Township Sewer Authority may absorb the expense of construction of new sewage facilities at Cape May County Airport, and pass this on to the County in the form of sewer taxes. The legal aspects of this situation are not definitely known at this time. Other alternatives include putting the estimated \$200,000 cost in next years budget or borrowing the money through local banks. Mr. Koeneke of the Marine National Bank has already indicated his bank would approve such a request.

On a related matter, Mr. Motley expressed some apprehension from a story in the newspaper today that the Board of Freeholders had rescinded their previous resolution to spend \$200,000 on the construction of a new library facility in Cape May Court House. The newspaper indicated that the reason was the current unfavorable bond market and the possible enability of the County to market the bonds at all.

In order to identify the problem, Mr. Motley telephoned Drexel, Harriman, Ripley, Investment Bankers in Philadelphia, and spoke with Mr. John Merritt, Vice President, who said that he felt the municipal bond market was improving and that there should not be any real problem in marketing bonds if the



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Freeholders decided to do so. Mr. Merritt expects the interest rate for such an issue would be in the area of  $6\frac{1}{2}$  to 7 percent. He further stated that the public is giving water and sewage problems top priority, even before construction of schools, and that this should make the bonds favorably received. He commented that Cape May County has a Baa rating and that there is no reason why County bonds could not be sold. He added that current hearings before the special finance committee of the United States Senate indicated that municipal bonds would continue to enjoy  $t_{ax}$  free status and in view thereof the recent difficulties with municipals should diminish. He also stated that he would recommend the County attempt to finance the Airport sewage project through the issuance of bond anticipation notes sold to local banks in this area.

The next regular meeting of the Board of Freeholders is scheduled for Tuesday, October 14, 1969, and it was suggested that Mr. Motley address a letter to the Board voicing the full endorsement of the Commission for the \$1500 per year ground rental.

On other matters, the Executive Director pointed out that McGregor and Werner have broken ground and are in the process of building their new plant. Mr. Motley mentioned that the original financing provided for the EDA to provide the Woodbine Utilities Authority with a 70 percent grant for the extension of the waterline to the McGregor and Werner plant site. The balance was to come from the Farmers Home Administration but the latter agency has found it impossible to provide funds. Under the circumstances the Authority is amending its application to EDA and asking for a full 100 percent grant. Mr. Motley met with the Woodbine Utilities Authority on September 18, 1969 and has written a letter to EDA, copy of which is enclosed, endorsing this request.



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The Executive Director also reported that Southern Jersey Airways has formed a new company called Atlantic City Airways, which is to provide commuter service on a daily basis year around to Philadelphia. There will be four flights daily during the off season and eight flights daily in the summer. There will also be four flights to Baltimore in the summer months. The service will be provided under a franchise arrangement with Allegheny Airlines and the planes will be marked Allegheny Commuter.

The Commission was also advised that Universal Design's proposed merger into Westinghouse Air Brake Corporation has been rescinded. However, Freeholder Catanoso reported that a meeting to be held September 25, 1969 may keep the door open for some type of merger. Representatives of Universal Design are to meet with Westinghouse Air Brake, American Standard, Congressman Charles Sandman, and other interested parties. The outcome will be awaited with interest since the company appears to be having problems with working capital at the present time.

Mr. Motley also mentioned that the sale of Bradstone Rubber Company in Woodbine to National Tape Company has been confirmed and this should further improve the economic situation in Woodbine. However, he also pointed out that the demands of McGregor and Werner Graphics, National Tape, and Timme Corporation will require the best planning so that labor will be available for all needs. In anticipation of heavy demands within the next twelve months, Mr. Motley suggested that the Commission authorize him to negotiate further with the Industry Department at the Wharton School, University of Pennsylvania, to discuss details of a Labor Market Survey. He stated that he





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felt this was vital and that it should be initiated without further delay.

The Commission authorized Mr. Motley to invite the Chairman of the Industry Department to come to a meeting with the Commission in the very near future. The Executive Director will follow through on this assignment.

Joseph P. Motley Executive Director

JPM: dme

Enclosure

### September 29, 1969

Mr. Joseph O' Neill, Acting Area Director Economic Development Administration 19 North Main Street Wilkes-Barre, Pennsylvania 18701

Dear Mr. O'Neill:

On September 18, 1969 we attended a meeting of the Woodbine Water Utilities Authority with Mr. Charles J. McCallion of your office and Mr. Richard Cordasco, New Jersey representative of EDA.

It is our understanding that the Woodbine Water Utilities Authority is in drastic need of additional funds with which to finance its operation, since the Farmers Loan Administration of the Department of Commerce has found it impossible to assist in providing its portion of the commitment.

Mr. Dudley, Newbold, Chairman of the Authority, has requested EDA approval of an application to increase the previous grant, and we stand wholeseartedly behind this request.

We are certain that you are fully aware the McGregor and Werner Graphics construction program cannot possibly proceed without water facilities at the plant site, which is two miles removed from the end of the waterline. McGregor and Werner Graphics is nothing short of a godsend to the Borough of Woodbine which recently suffered the loss of Bradstone Rubber Company.

Of all the municipalities in Cape May County, Woodbine is unquestionably in the greatest need of economic assistance at this time. It does not enjoy extensive tourist patronage

Mr. O'Neill

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September 29, 1969

which many of the other municipalities have and its few local companies have had rough sledding for some time.

The arrival of McGregor and Werner Graphics, a new subsidiary of a national concern, offers the prospects of employing several hundred members of the Woodbine community and surrounding area. It is one of the major industrial acquisitions to date in Cape May County and its future as the producer of college textbooks appears extremely bright. It is therefore of the greatest importance to Woodbine and actually to all Cape May County that the company receive the financial support it deserves in return for the employment opportunities it will undoubtedly provide. We strongly urge your support in seeing that the amendment to the application of the Woodbine Water Utilities Authority is approved as soon as possible. The plant is under construction and progressing very well. A delay in providing water facilities will only retard the vast amount of progress made to date

Very truly yours,

Reych Mothery

Jøseph P. Motley Executive Director

JPM:dme

cc Dudley Newbold
Dick Cordasco
Bruce Campbell
Mayor Victor Polise
W. J. Vallese
Dale Kipers

Clock commenced minietics



# ustrial & Economic Development OMMISSION

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Joseph P. Motley Executive Director

MINUTES OF MEETING
CAPE MAY COUNTY
INDUSTRIAL AND ECONOMIC DEVELOPMENT
COMMISSION
Wednesday, November 26, 1969

The regular monthly meeting of the Cape May County Industrial and Economic Development Commission was held in the Conference Room at Cape May County Airport.

Those in attendance included Mr. Joseph V. Walsh, Chairman, Mr. John McLaren, Mr. Richard Burke, Freeholder Anthony T. Catanoso, and Mr. Alvin Herman of C. B. Middleton's office, consulting engineer.

The meeting opened with the discussion of replacing Mr. John Carew, who has been unable to attend any of the Commission meetings during the past two years. From time to time this has been discussed but for a variety of reasons no definite action has been taken. The Commission decided to replace him at the expiration of his term, December 31, 1969.

A replacement from Ocean City has been mentioned and some have advocated Mr. David Hammers, formerly a staff member of the Southern New Jersey Development Council. However, he has recently transferred to a new job as an industrial park manager in West Deptford Township and some of the members feel that his present employment would put him in conflict with the work of this Commission.

It was finally decided to write a letter to the Mayor of Ocean City requesting a recommendation with a copy to Free-holder Townsend of Ocean City. It was also pointed out that Mr. Maynard Berg, a recent addition to the Commission, plans to resign since he is leaving the County. However, action will be withheld until his letter of resignation from the Commission is received.



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### Timme Corporation

Mr. Motley discussed the status of the Timme lease stating that Mr. William Buff, with whom the lease negotiations have been conducted during the past several months, met in conference with Mr. Motley and with Mr. Nathan Staller, County Solicitor. All principal items of the lease have been discussed and the terms agreed upon. However, Mr. Buff made it clear that he did not agree to any escalation in The company wants a firm commitment to a specific amount, not to be increased during the lifetime of the lease. Inasmuch as the lease is likely to run 25 years with an additional option of an equal amount of time, Mr. Motley suggested a compromise in the interest of protecting the landlord's interests. The compromise provides for a review of the rent every 12th year with a provision that the rent shall not increase more than 50 percent during the lifetime of the lease. Mr. Buff and Mr. Staller both agreed to this arrangement.

Mr. Buff also pointed out that his company would insist upon the County having a firm agreement to provide sewage in time for the beginning of operations. Both Mr. Staller and Mr. Motley recognize that the County must enter into a contract with the Lower Township Sewage Authority in order to protect the County in all respects with regard to the disposal of waste.

### Water Policy Commission

The State of New Jersey Water Policy Commission has scheduled a hearing for December 10, 1969 in Trenton. The hearing is being held to permit any large users of water in Cape May County within a five-mile radius of the Airport to register any objection to the extraction of a large quantity of water. It is contemplated that the County



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wishes to have confirmed its authority to withdraw 43 million gallons of water per month, a rate of extraction which was originally allocated to the United States Navy when the Airport was constructed in 1943. Mr. Motley has asked Senator Robert Kay of Cape May County to give his assistance in support of the application. He also invited all Commission members to attend the meeting. Mr. Alvin Herman will attend as a consultant.

### National Tape Company

National Tape has now moved into Woodbine and is in operation, according to Mr. Motley. Great American Industries sold the old Bradstone Rubber Company plant to National Tape during the past month. The new industry is renovating the plant extensively with new electrical wiring, air conditioning, and other improvements. Mr. Motley invited Mr. Mario Perri, Manager of the National Tape Company, to call upon him for any assistance the Commission can provide.

### McGregor and Werner

McGregor and Werner is progressing and construction is underway. The major difficulty until now has been the completion of the extended water line to the plant site from the old private water company main, about two miles from the new plant. It was originally hoped that the Farmers Home Administration would assist with the financing but it appears now the Economic Development Administration will have to take over. As matters now stand, EDA will provide a 65 percent grant and the balance on a long-term loan.

### Mobile and Modular Homes

Through Mr. Richard Cordasco of EDA, we have come in contact with a client for the Woodbine Airport interested

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in the manufacture of mobile and modular homes. This company requires about ten acres. Its capital requirements have not been set. However, we are negotiating with Mr. Leon Silverman, attorney, who represents the concern and the prospects are promising.

### Other Possibilities

Another possible client is interested in renting facilities to purify clams and oysters. We have put the client in touch with Mr. William Lunsford of Haynie Products. Haynie has an excellent facility in Rio Grande on Route 47 and is willing to lease space to the client but the major question is whether the water surrounding the plant is sufficiently unpolluted. Tests are being made to determine how this matter stands.

Mr. Motley mentioned that he has written letters to Governor Hughes, Senators Case and Williams, and Congressman Sandman in reference to the plight of the commercial fishing industry along the east coast. These letters were written as a follow up to articles which have appeared recently in the <a href="New York Times">New York Times</a> and the <a href="Wall Street Journal">Wall Street Journal</a> regarding the problem of the industry in the Gloucester, Massachusetts area and in Norfolk, Virginia. Copies of the letters were enclosed in folders distributed to the members of the Commission.

Members of the Commission also received copies of correspondence which Mr. Motley has recently had with the Army Engineers regarding the need for dredging the port facilities of the Cape May-Lewes Ferry.



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### Merger of Universal Design with Westinghouse Air Brake

Mr. Motley pointed out that there is no certainty about the completion of this merger at the present time. There are numerous creditors of Universal Design to be paid off and negotiations appear to be still pending.

### Labor Market Survey

Mr. Motley discussed a necessity for inserting an item in the next year budget for a comprehensive labor market survey. It is hoped that some financial assistance may be obtained to help cover the cost. It is obvious that the County needs information in much greater detail than is presently available from the State of New Jersey Employment Security Department regarding the numbers and kinds of employees available in the County. This becomes particularly urgent in the face of new industries coming into the area such as National Tape Company, McGregor and Werner Graphics, and Timme Corporation.

### Other Matters

The <u>Avalon Herald</u> has recently conducted a survey of its readers requesting suggestions for the improvement of the economy of Cape May County. Mr. Motley was in touch with the editor and received some of the readers suggestions. Practically all of the recommendations submitted by readers of the <u>Herald</u> advocated more year-around employment opportunities. None were explicit as to how this could be achieved.





Joseph P. Mothey

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In connection with the Timme Corporation, Mr. Motley suggested that a large scale publicity program should be launched to publicize the coming of the company to Cape May County as soon as the lease is signed. A systematic promotion could go far to stimulate interest in bringing applicants for employment.



# ustrial & Economic Development OMMISSION

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Joseph P. Motley Executive Director

tor MINUTES OF MEETING

CAPE MAY COUNTY

INDUSTRIAL AND ECONOMIC DEVELOPMENT

COMMISSION

Wednesday, December 17, 1969

The regular monthly meeting was held Wednesday, December 17, 1969 at 6:00 PM in Tuckahoe Inn, Beasleys Point.

The following attended: Mr. Alvin Herman of C. B. Middleton's office; Elmer Lacy of Day and Zimmerman, Consulting Engineers, Philadelphia; Mr. Richard Cordasco, EDA representative for New Jersey; and the following members of the Commission: Mr. Richard Burke, Mr. John McLaren, Dr. E. T. Ferren, Freeholder Anthony T. Catanoso, Chairman Joseph Walsh, and Executive Director Joseph Motley.

Chairman Walsh appointed, Dr. Ferren and Richard Burke as a nominating committee to select a Chairman and Vice-Chairman for the year 1970. The nominating committee recommended the retention of the existing Vice-Chairman and Chairman and the appointments of John McLaren and Joseph Walsh as Vice-Chairman and Chairman respectively was confirmed.

Executive Director Motley reported briefly on the developments with the Timme Corporation. He stated that he and Freeholder Catanoso went to Trenton on December 10, 1969 to testify before the State of New Jersey Water Policy Commission. An application had been submitted earlier to permit the diversion of 43 million gallons of water per month from existing wells at the Cape May County Airport and as a result of the hearing the application was approved. This assures an ample supply of water for the Timme Corporation as well as all other potential users at Cape May County Airport.





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Joseph P. Motley Executive Director

tor MINUTES OF MEETING
CAPE MAY COUNTY
INDUSTRIAL AND ECONOMIC DEVELOPMENT
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The following attended: Mr. Alvin Herman of C. B. Middleton's office; Elmer Lacy of Day and Zimmerman, Consulting Engineers, Philadelphia; Mr. Richard Cordasco, EDA representative for New Jersey; and the following members of the Commission: Mr. Richard Burke, Mr. John McLaren, Dr. E. T. Ferren, Freeholder Anthony T. Catanoso, Chairman Joseph Walsh, and Executive Director Joseph Motley.

Chairman Walsh appointed, Dr. Ferren and Richard Burke as a nominating committee to select a Chairman and Vice-Chairman for the year 1970. The nominating committee recommended the retention of the existing Vice-Chairman and Chairman and the appointments of John McLaren and Joseph Walsh as Vice-Chairman and Chairman respectively was confirmed.

Executive Director Motley reported briefly on the developments with the Timme Corporation. He stated that he and Freeholder Catanoso went to Trenton on December 10, 1969 to testify before the State of New Jersey Water Policy Commission. An application had been submitted earlier to permit the diversion of 43 million gallons of water per month from existing wells at the Cape May County Airport and as a result of the hearing the application was approved. This assures an ample supply of water for the Timme Corporation as well as all other potential users at Cape May County Airport.





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Joseph P. Motley Executive Director

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Mr. Motley also reported that the Board of Freeholders had approved a contract with the Lower Township Sewage Authority which sets up certain specifications for transmitting sewage from Cape May County Airport Industrial Park to the new sewage plant in Lower Township under construction. It was pointed out that the sewage treatment plant was constructed with only residential type sewage in mind. The contract between the County and the Authority therefore sets out certain limitations on the quality of sewage effluent and details of the prohibited waste were worked out between Mr. William Harvey of Van-Note Harvey Associates, consulting engineers to the Authority, and Mr. Alvin Herman, consulting engineer to the County. At this date the contract awaits only formal signature by the Authority.

Mr. Motley then continued to say that the details of the lease of the Timme Corporation have been discussed at length with Mr. Murray Haymen, attorney, who is associated with Nathan Staller, County Solicitor. Mr. Staller has been ill for the past several weeks and the preparation of a final draft of the lease has fallen to Mr. Haymen. He anticipates that it will be ready for delivery to the Timme Corporation within a week.

Mr. Motley then went on to discuss the necessity for bringing in more active participation on the part of the Advisory Committee. He mentioned that in a recent discussion with Mr. John Curran of the Wilkes-Barre EDA office, the latter suggested that EDA funds were available for technical assistance and for various public works projects. Mr. Motley pointed out that until now, the Advisory Committee has been almost exclusively a group whose membership does not include any local government



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Joseph P. Motley Executive Director

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officials. He suggested that a special subcommittee be created for the Advisory Committee, whose membership would be made up of officials of Cape May County municipalities. Since these people would have firsthand knowledge of public works projects contemplated by the local governments, they should be much more effective. Mr. Motley suggested that the new subcommittee be known as the Municipal Public Works Subcommittee and he asked and received approval to discuss the matter with Mr. Robert Hentges, Mayor of West Wildwood, who is also President of the Cape May County League of Municipalities. Motion for approval by John McLaren was seconded by Richard Burke.

Mr. Motley also noted that the OEDP report for the current year will be due March 31, 1970 and that efforts should be renewed to try to involve a greater participation on the part of the non-white community.

Finally Mr. Motley again brought up the matter of a labor market survey in Cape May County. A letter on this subject had recently been addressed to Mr. Richard Cordasco, EDA representative, pointing out the importance of obtaining adequate information on the available labor market because of the impending needs of McGregor and Werner Graphics, National Tape Company, and Timme Corporation. It was pointed out that the local State Employment Office is not in a position to identify the numbers and kinds of people in the local labor market since their rolls are primarily confined to those who are presently receiving unemployment compensation. This is far from the total picture of the Cape May County labor pool.



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At this point Mr. Lacy of Day and Zimmerman was introduced and invited to comment upon his firms ability to conduct such a survey. After addressing himself to the subject briefly, he indicated that he would prefer to discuss it with his associates and send us a formal written presentation. The Commission agreed to await a firm proposal and then adjourned.



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Joseph P. Motley
Executive Director

MINUTES OF MEETING
CAPE MAY COUNTY
INDUSTRIAL AND ECONOMIC DEVELOPMENT
COMMISSION
Wednesday, January 21, 1970

In anticipation of 500 new job opportunities for year-round employment in Cape May County within the next twelve months, Cape May County Industrial and Economic Development Commission is planning a comprehensive study of the labor market in the County, according to Joseph V. Walsh, Chairman of the Commission.

Details were made known at a meeting of the Commission with members of the Advisory Committee at the Rock-n-Chair Inn, Avalon, where the scope and techniques were discussed by Charles Shepherd, a partner of Kendree and Shepherd Planning Consultants, Philadelphia. Kendree and Shepherd have been engaged in municipal and industrial planning for the past ten years in many sectors of the United States including Philadelphia, Wilmington, Washington, Miami, and Pittsburgh. They are also the planning consultants in North Wildwood and Cape May. Mr. Shepherd was introduced by Joseph P. Motley, Executive Director of the Commission.

It is hoped that a planning assistance grant may be obtained from the Economic Development Administration to finance the project.

Robert Laws, who is President of Laws Printing Industries, Erma, announced a new undertaking which will considerably broaden the scope of his company's advertising operations. Laws plans to establish a new firm which will construct four airships within the next five years. They will resemble the Goodyear blimps and carry a newly devised illuminated sign to promote nationally advertised products.

The airships will be built in a new plant in Cape May County, where a base for maintenance and repair will also be erected. The craft will fly over the east coast area and reach an audience of millions in the burgeoning market which embraces the great population corridor between New York, Philadelphia, Baltimore, and Washington. Later expansion of operations will include Florida and the west coast.



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Steven Cicala, Chairman of the Airport Development Subcommittee, discussed the National Air Races planned for early June and introduced Clay Lacey, United Airlines pilot and National Air Races enthusiast, who has logged 22,000 hours as a commercial pilot of DC-9's for United.

Lacey spoke about the success of the races in Reno, Nevada and pointed out that Cape May County should offer even greater opportunities for success since it is so close to the great population centers nearby. The Races are intended to boost the early season tourist business in Cape May County and have the endorsement of Frank Oster, President of the Greater Wildwood Hotel-Motel Association, which is hopeful of promoting this attraction as an annual event.

Other speakers included William Taylor, President of Resdel Corporation, a plastics manufacturer at Cape May County Airport, who is Chairman of the Oceanography Subcommittee. Taylor has been very active with the New Jersey Marine Science Consortium, a group of colleges including Glassboro State which last summer launched a series of courses for students at the college level in a variety of fields dealing with the marine sciences.

Headquarters for the Consortium are at Cape May Point, and students come from all over the state to study the new science of oceanography, which many feel will rival aerospace in importance in the near future. It has gained great impetus recently because of the significance of air and water pollution in our environmental life.

William Griest, President of Union Trust Company, Wildwood, and Chairman of the Legislation and Finance Subcommittee, gave a comprehensive report on the economic situation, locally and nationally, pointing out that prospects for a reduction in interest rates do not loom as a good possibility in the next twelve months.

Griest stated that inflation continues and the cost of living keeps rising despite efforts of the Federal Reserve system to control the expansion of credit. The demand for funds for capital improvements by municipalities continues to build and this in itself, according to Griest, will tend to keep demand for funds high, even if the demand from the private business sector diminishes.



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Joseph P. Motley
Executive Director

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Larry Newbold, County Agriculture Representative, and Chairman of the Agriculture and Natural Resources Subcommittee, presented an interesting study showing the growing importance of camp grounds in Cape May County. This has become a major industry paralleling the growth of motels in the field of tourist accommodations.

He also mentioned the need to plan for healthy growth of this new industry and to safeguard the assets of the area from pollution, stating that the master plan for regional handling of sewage is of highest importance to the County.

Others who participated in the broad-ranging program of the evening included John McLaren, former Mayor of Avalon, and Richard Burke, former Chairman of the Board of Sun Shipbuilding, both of whom are long-term members of the Cape May County Industrial and Economic Development Commission; Elmer Moyer, automobile dealer of Ocean City, who has recently been appointed to the Commission; and Freeholder Anthony T. Catanoso, who has been active with the Commission since 1964, especially with the development of industry at Cape May County Airport, and the activities of the promotion and advertising program of the County.

Robert Patterson represented the County Chamber of Commerce, and Edward Neill the Employment Security Office of the State of New Jersey, Wildwood. Alvin Herman, consulting engineer, formerly with the office of C. B. Middleton, Civil Engineer, Wildwood, also attended and spoke about the modernization of the water and sewer facilities at Cape May County Airport Industrial Park.

Joseph P. Motley, Executive Director of the Commission, stated that negotiations with the Timme Corporation, textile manufacturer, are almost finalized and a long-term lease is expected to be signed shortly for a fifteen acre site at the Airport Industrial Park, where the company, which has been in business for over 95 years, will erect a multimillion dollar plant and provide a payroll in excess of one million dollars annually to wage-earners in this County. The plant will take 12 months to build and will be the newest and most modern addition to the company's facilities which include plants at Torrington, Conn. and Wilmington, N. C.



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Joseph P. Motley
Executive Director

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Robert Hentges, Mayor of West Wildwood, recently assumed the Chairmanship of a newly created Subcommittee for Municipal Public Works, which will provide the Commission with technical assistance on capital projects in the 16 municipalities of the County. He stated that he has invited the following mayors to serve with him on his subcommittee: Robert Sharp, Ocean City, William Lange, Jr., Stone Harbor, Joseph Roop, Lower Township, and Victor Polise, Woodbine.

This brings the composition of the Advisory Committee to the Commission to a total of ten subcommittees, each working on areas vital to the economic development of the County. Members are non-salaried, but represent a complete cross-section of the entire community, from all areas, and with as varied backgrounds as possible. The total membership is approximately 40.

The complete list of subcommittees of the Advisory Committee is as follows: Airport Development; Agriculture, Natural Resources, and Conservation; Education and Training; Industrial Procurement and Retention; Labor; Legislation and Finance; Oceanography; Publicity, Promotion and Advertising; Resort Economy; and Municipal Public Works.

**END** 

Submitted by:

Joseph P. Motley
Executive Director
Cape May County Industrial & Economic
Development Commission
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Wildwood, New Jersey 08260

522-6464 886-1755



# ustrial & Economic Development OMMISSION

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Joseph P. Motley Executive Director

MINUTES OF MEETING

CAPE MAY COUNTY

INDUSTRIAL AND ECONOMIC DEVELOPMENT

COMMISSION

Wednesday, February 28, 1970

The meeting was called to order at 4 PM in the Conference Room, Operations Building, Cape May County Airport, by John McLaren, Vice Chairman, who presided in the absence of Chairman Joseph Walsh, who was unable to attend because of illness.

Other members present were: Richard Burke, Dr E T Ferren, Elmer Moyer, and Joseph Motley, Executive Director. Guests included Richard Cordasco, Economic Development Administration Special Representative for New Jersey, and Charles Shepherd, of Kendree and Shepherd Planning Consultants, Philadelphia, who presented a proposal for a survey of the labor market in Cape May County.

Discussion largely centered around the proposed labor market survey, the need for which stems from the creation of approximately 500 new jobs in the County within the next 12 to 18 months. McGregor and Werner Graphics, Woodbine, will need in excess of 200 employees. Their plant is under construction and is about 85% completed. National Tape Corporation, also located in Woodbine, requires an additional 50, while Timme Corporation has programmed jobs for 200 workers on a six day around the clock schedule. The 500 total jobs to be filled does not take into consideration the possible needs of other firms in the area, such as Wheaton Glass which is building a new plant in Tuckahoe, Snow Canning which has a new plant under construction on Ocean Drive in Lower Township, Westinghouse Airbrake which is presently working on a skeleton basis at the former Universal Design plant, and Associated Products of America, which has found it difficult to locate trained mechanics for its Airport operation.

Mr Motley stated that the above requirements necessitate a detailed plan of action now to fill these jobs. He indicated that the companies above were encouraged by the assurance of the local officials of the New Jersey



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Joseph P. Motley Executive Director

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Employment Security Office to locate here on the basis of a sufficient labor resorvoir to meet their needs. The scope of this project demands adequate planning to cover not only current forseeable needs, but long-range objectives as well, and it is important that the survey work be timed to coincide with the summer season, when the tourists are available, in order to take advantage of the opportunity to sample those who may wish to locate in Cape May County on a permanent basis. It is recognized that many property owners live outside the County and are here only during the summer months.

Mr Motley further stated that he felt the project should start with a complete list of job specifications for all positions to be filled. Each company with job openings should prepare a list of the skills and experience required in each job category, so that the survey can be pointed toward locating persons who meet the requirements.

Where a high degree of technical background with formal education and previous experience are required, it is felt that a complete inventory of those individuals who are qualified will be highly desirable. Such a list would include name, address, availability, and supporting data. In the lesser skills and the unskilled area, it may be necessary merely to make a statistical sampling of the number available by categories, without having a detailed inventory by name, address, employment history, etc. Decisions of this nature should be reached by discussion among the employers involved and after careful study by the consultants.

Mr Motley also suggested a well designed publicity program to accompany the survey. This would be carried out through newspaper stories, radio and television, billboards in strategic locations on highways about the County, brochures distributed at Parkway toll booths, the Ferry Terminal, municipal public buildings, motels and hotels in each of the resort communities. He also advocated the involvement of the 16 municipalities in Cape May County through the mayors and governing bodies.

Mr Cordasco stated that he felt the Labor Market Survey was necessary and that he believed the Economic Development Administration would be willing to participate in some measure in the cost of financing the program. It was pointed out that EDA has invested several million dollars





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Joseph P. Motley **Executive Director** 

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in loans and grants to the industrial development of Cape May County during the past few years. It would be short-sighted to make such a commitment to alleviating the high unemployment here without making the effort to determine how the jobs can be filled. The admitted lack of facilities of the New Jersey Employment Security Division means that the County must find the answers.

Mr Shepherd submitted a proposal for the Labor Market Survey, which outlines three possible approaches. He recommends the third alternative, Plan 3, as providing the most comprehensive and useful results. A copy of the entire proposal is enclosed.

On a motion by Dr Ferren, seconded by Mr Moyer, the Commission approved the concept with the understanding that Mr Shepherd will prepare a more detailed outline of procedure for further consideration by the Commission.

Following adjournment of the meeting, discussion continued at a dinner meeting of all members present at Tuckahoe Inn.

Joseph P Motley,

Executive Director

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Joseph P. Motley Executive Director

MINUTES OF MEETING
CAPE MAY COUNTY
INDUSTRIAL AND ECONOMIC DEVELOPMENT
COMMISSION
Tuesday, March 24, 1970

The Commission met in the Freeholders Room at Cape May Court House at 4:00 pm following the 2:00 pm meeting of the Freeholders.

In the absence of Chairman Walsh, Vice Chariman McLaren presided, until Mr. Walsh's arrival.

Other members present included Richard Burke, Elmer Moyer, Freeholder Anthony Catanoso, as well as the following members of the Advisory Committee: Daniel Lynch, Carl Baker, Malcolm MacEwan, Steven Cicala, and Captain Carter of the United States Coast Guard. Mr. Charles Shepherd, of Kendree and Shepherd Planning Consultants, was a guest.

At the Freeholders meeting, the Board approved the lease of fifteen acres at Cape May County Airport Industrial Park to the Timme Corporation. Mr. Motley stated that this called for immediate steps to launch the labor market survey in the interest of helping the company and other employers in the County find the necessary personnel. He pointed out that within the next year to eighteen months, there will be 500 new jobs created.

For the benefit of those not entirely familiar with the labor market survey, it was pointed out that there must be an inventory of jobs to be filled with a complete set of job specifications from each interested employer. The question was raised whether the current 1970 census would provide the data to be derived by the labor market survey

and Mr. Shepherd stated that this would not supply the need since the census data was not sufficiently detailed and would not be available for more than a year.

Malcolm MacEwan, County Superintendent of Schools, discussed the progress of the new four-year college in South Jersey and said that at this stage the trustees were attempting to reach a decision regarding the pattern of the curriculum. Most agreed that it should permit students to continue the subjects taken in the two year community colleges in the area. The age-old discussion of the value of liberal arts verses education of a more specialized nature is the point at issue.

Carl Baker expressed a number of interesting points about the current high school students. He said that in many discussions with the young people in his school he encouraged them to stay in Cape May County because of the numerous advantages of remaining in this area as opposed to the conditions of large cities. He agreed that there is a need for the guidance counselors in the various high schools to become totally familiar with the job opportunities in the County so that they can intelligently discuss employment problems with the students. Mr. Motley said that he felt the guidance counselors should be brought together at an early date and briefed on the new companies coming into Cape May County. Arrangements for such a meeting will be channeled through Malcolm MacEwan.

Captain Carter of the United States Coast Guard Base was also asked how it would be possible to maintain closer contact with the Coast Guard recruits who are stationed at the base for boot camp training. These men spend nearly three months in Cape May County and because of the geographical distribution of their homes, are in a position to carry much publicity back about our region. We discussed ways and means of creating a more favorable image among the Coast Guard recruits as an adjunct of the County public affairs department.

A final topic covered the Army Corps of Engineers meeting in Philadelphia at which the proposal for creating a permanent oil transfer point in Delaware Bay was aired. Mr. Burke was of the opinion that such an installation is

inevitable. The concensus of the Commission however, was that an effort should be made to oppose the proposal because of the potential damage to the beaches and the tourist industry.

An informal dinner was held at the Thunderbird Inn, North Wildwood following the meeting.

Joseph P. Motley Executive Director

Joseph !? Motley

#### NEW JERSEY HIGHLIGHTS

Among the 50 States New Jersey is

46th in size
8th in population
7th in value of goods added by manufacture
8th in income per capita
1st in average value of farmlands and buildings per acre
8th in gross income per farm

#### FACTS ABOUT NEW JERSEY

```
-Settled in 1618 by the Dutch
-One of the 13 Original States
-Civil Divisions: 21 Counties, 567 Municipalities
-United States Senators: 2
-United States Representative: 15
-State Senators: 40
-Members General Assembly: 80
-Population: (7/1/68 Est.) 7,203,510
-Households: (12/31/68 Est.) 2,172,300
-Retail Sales: (1968 Est.) $12,166,647,000
-Net Effective Buying Income: (1968 Est.) $24,632,635,000
-Net Effective Buying Income Per Household: (1968 Est.) $11,339
-Net Valuation Taxable: (1968) $30,592,367,714
-Telephone Stations in Service: 4,308,003
-Public Libraries: 349 - County Libraries: 13
-Public Elementary Schools: 1,873 - Secondary: 417
-Private High Schools: 157
-Junior Colleges: 24 - Liberal Arts Colleges: 14
-State Colleges: 6
-Professional and Technological Colleges: 9
-Universities: 5
-Institute for Advanced Study: 1
-Auto Registrations: (7/68) Passengers-2,771,450 - Commercial-331,460
-Land Area: 7,509.48 square miles - Water: 710.04 square miles
-Greatest Length: 166 miles, from High Point to Cape May
-Atlantic Coastline: 125 miles
-Railroads: 18
-Total Trackage: 4,346.8
-Air Carriers Serving New Jersey: 13
-Highways and Roads in State: 31,522 miles
-New Jersey Turnpike: 133 miles
-Garden State Parkway: 173 miles
-Atlantic City Expressway: 44 miles
-Industrial Establishments: More than 15,200 represented in 90% of all
      industry.
-Resorts: 100
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\*Compiled by Research and Statistics

Department of Conservation and Economic Development, State of New Jersey

#### CAPE MAY COUNTY FACT AND FIGURES

Created	1692
Population	55,000 (Est. 1968)
Utilities	· · · · · · · · · · · · · · · · · · ·
	New Jersey Natural Gas Company
	New Jersey Bell Telephone Company
Area	
State Highways	
Garden State Parkway	
County Roads	189 miles
Municipal Roads	
Toll and other Roads	
Municipalities	
Total Bank Assets	as of Dec. 1, 1969-\$156,828,000.00
Total Savings and Loan Assets	as of June 30, 1969-\$46,211,153.00
Telephone Customers	
College & University	· · · · · · · · · · · · · · · · · · ·
	Institute, Shelton College
Airports	,
	3-5,000' runways, 1-4,000' runway
	Woodbine, 500 acres, 2-3,300 runways
	Ocean City, 1-3,000' runway
County Parks & Golf Courses	
	1,300 acres, Fishing Creek County Park
	3 golf courses
Hospitals	Burdette Tomlin Memorial, 120 beds
1969 Assessed Valuation	\$781,905,161
Industrial Parks	Cape May County Airport - 215 acres
	Woodbine Airport - 500 acres
Accommodations	Hotels-175
	Motels-500
	Restaurants-500
Radio Stations	WCMC Radio and TV, WRIO-FM, WSLT
Total Retail Sales	

TABLE 4

#### CAPE MAY COUNTY MUNICIPAL TAX RATES

### 1969 - 1970

1969	1970
Avalon\$2.76	\$1.812
Cape May 4.54	3.686
Cape May Point 3.42	3.490
Dennis Township 2.41	2.888
Lower Township 3.24	2.929
Middle Township 3.53	3.944
North Wildwood 2.99	2.530
Ocean City 2.80	3.186
Sea Isle City 2.59	2.961
Stone Harbor 2.08	2.209
Upper Township 1.15	1.199
West Cape May 4.71	5.139
West Wildwood 2.42	2.804
Wildwood 2.98	2.768
Wildwood Crest 2.56	2.772
Woodbine	5.753

#### ASSESSMENT TABLE

1969	1970
Avalon	\$ 83,484,825 38,342,780 3,285,700 10,296,606 74,684,800 40,589,800 75,218,720 196,419,900 30,899,500 38,455,955 19,913,450 4,053,070 4,273,350 93,906,200 64,083,600 3,996,905
TOTALS\$659,720,338	\$781,905,161

TABLE 6

# ESTIMATED POPULATION PROJECTIONS BY COUNTY 1970 To 1985

County	1960 <u>Census</u>	Est. 1970	Est. 1975	Est. 1980	Est. 1985
Atlantic	160,880	193,200	210,400	226,200	240,200
Bergen	780, 255	950,000	1,026,000	1,093,700	1,153,900
Burlington	224,499	333,000	376,300	413,900	453,700
Camden	392,035	490,800	534,000	574,600	612,500
Cape May	48,555	57,000	62,100	67,600	73,500
Cumberland	106,850	133,300	146,600	159,800	173,700
Essex	923,545	973,400	992,900	1,009,800	1,023,900
Gloucester	134,840	178,200	203,200	229,600	257,100
Hudson	610,734	606,000	609,000	612,100	618,200
Hunterdon	54,107	72,300	85,000	103,700	124,400
Mercer	266,392	323,100	348,600	372,700	396,900
Middlesex	433,856	622,000	730,900	842,800	951,900
Monmouth	334,401	483,500	568,700	655,200	751,700
Morris	261,620	390,100	479,000	571,900	669,100
Ocean	108,241	181,000	223,500	270,000	314,600
Passaic	406,618	483,200	515,600	545,000	582,100
Salem	58,711	70,400	77,700	86,100	94,800
Somerset	143,913	207,000	243,200	283,300	328,900
Sussex	49, 255	72,700	86,900	104,300	122,600
Union	504, 255	584,600	613,800	638,400	660,700
Warren	63,220	76,700	88,200	104,100	122,300
Total	6,066,782	7,481,500	8,221,600	8,964,800	9,726,700

TABLE 7

# COUNTY POPULATION DENSITIES PER SQUARE MILE

Counties	1960 <u>Census</u>	Estimated 7/1/69
Atlantic	284.5	333.7
Bergen	3,319.1	3,930.9
Burlington	274.0	405.9
Camden	1,764.7	2,159.0
Cape May	183.0	208.5
Cumber land	212.7	258.2
Essex	7,246.9	7,630.7
Gloucester	410.4	516.3
Hudson	13,848.8	13,817.3
Hunterdon	123.8	154.8
Mercer	1,178.7	1,347.2
Middlesex	1,405.0	1,904.3
Monmouth	701.0	957.0
Morris	547.7	774.6
0cean	168.9	270.8
Passaic	2,115.6	2,434.7
Salem	171.2	196.8
Somerset	471.7	660.9
Sussex	93.6	132.6
Union	4,877.2	5,603.3
Warren	174.6	208.6
State Total	807.9	969.9

TABLE 8

#### MUNICIPAL POPULATION ESTIMATES 1969 - CAPE MAY COUNTY

	1960 Census Population	Estimated Population 7/1/69	Percent Change 1969/1960
Avalon Boro	695	1,050	51.1
Cape May City	4,477	4,800	7.2
Cape May Point Boro	263	290	10.3
Dennis Twp	2,327	2,620	12.6
Lower Twp	6,332	8,390	32.5
Middle Twp	6,718	7,710	14.8
North Wildwood City	3,598	3,850	7.0
Ocean City	7,618	8,010	5.1
Sea Isle City	1,393	1,660	19.2
Stone Harbor Boro	834	890	6.7
Upper Twp	2,539	3,080	21.3
West Cape May Boro	1,030	1,160	12.6
West Wildwood Boro	207	230	11.1
Wildwood City	4,690	4,760	1.5
Wildwood Crest Boro	3,011	3,580	18.9
Woodbine Boro	2,823	3,220	14.1
Total	48,555	55,300	13.9

#### CAPE MAY COUNTY

#### Effective Buying Income (Est. 1968)

Net Dollars	\$139,739,000
% of U. S. A.	.0238%
Per Household	\$ 7,513

#### Households by Cash Income Groups

\$ 0 - 2,999	29.1
\$ 3,000 - 4,999	18.8
\$ 5,000 - 7,999	26.5
\$ 8,000 - 9,999	10.9
\$10,000 and over	14.7

#### Retail Sales (Est. 1968)

Total Retail Sales	\$133,409,000
% of U.S.A.	.0396%
General Mdse.	\$ 11,817,000
Automotive	\$ 19,936,000
Drug	\$ 3,967,000
Food	\$ 32,317,000
House Appliances	\$ 5,369,000

Sales Management Marketing Magazine, June 10, 1969

TABLE 10

# INDUSTRIAL CONSTRUCTION PLANS APPROVED CAPE MAY COUNTY, 1959-1969

New Buildings & Additions Number Sq. ft.(000)	New Bu	ildings	Addit	ions		
	Number	Sq. ft.(000)	Number	Sq. ft. (000)	Number	Sq. ft. (000)
		,				
1959	3	11	3	11	0	_
1960	3	13	2	13	ĺ	*
1961	6	167	6	167	0	-
1962	5	47	1	18	4	29
1963	5	14	2	9	3	5
1964	2	4	1	1	1	3
1965	2	13	1	11	1	2
1966	1	1	1	1	0	-
1967	1	1	0	-	1	1
1968	3	69	2	68	1	1
1969	4	40	4	40	-	, <del>-</del>

#### State of New Jersey

#### Department of Conservation and Economic Development

Division of Economic Development

COUNTY SUMMARY

Research and Statistics

PHYSICAL CHARAC	CTERISTICS					COUNTY AND MUNICIPAL PLANNING AND ZONING						ROAD MILEAGE		
	Average Annual													
	Land Area Square Miles	Temper Monthly Maximum		Precipi Total		County Freeholders	County Planning Boards	Munici-	Municipal Planning Board	Municipal Zoning Boards of Adjustment	Municipal Building Codes	State	County	Municipal Roads &
State Total	7,509.48	62.04	42.08	44.96	29.29	200	Boards 19	567	504	480	531	Highways	Roads 6.710.45	22.939.99
State Iotal	7,309,46	02.04	42.00	44.90	27.29	200	19	307	304	480	231	1.929.71	0.710.45	22,939,9
Atlantic	565.55	60.7	43.6	40.73	17.10	35	-	23	17	18	23	141.05	366.94	1,656.13
Bergen	235.08	60.1	40.8	44.47	37.90	9	1	70	66	70	70	92.31	453.33	1,977.0
Burlington	819.30	64.1	41.9	45.89	26.40	5	1	40	37	35	39	134.83		1,754.2
Camden	222.16	63.9	42.3	44.92	25.80	7	1	37	31	34	34	89.73		1,305.7
Cape May	265.34	61.8	44.6	41.17	16.10	5	1	16	11	12	11	74.36		782.74
Cumberland	502.40	64.9	44.0	44.35	19.20	26	1	14	8	6	10	65.69	532.03	686.24
Essex	127.44	60.3	43.0	47.35	37.90	9	-	22	22	22	22	39.09		1,250.24
Gloucester	328.60	63.6	42.7	43.94	25.10	23	1	24	20	17	24	125.42		732.81
Hudson	44.10	61.3	42.9	46.14	32.90	'	1	12	10	10	11	26.81	119.29	504.27
Hunterdon	437.00	62.3	43.7	45.95	31.60	3	1	26 .	23	13	23	95.70	248.03	756.41
Mercer	226.00	62.2	43.4	42.20	26.40	7	1	13	13	13	13	83.28	164.70	801.31
Middlesex	308.79	62.2	41.9	46.52	27.70	7	1	25	25	25	. 23	128.52	314.70	1,555.74
Monmouth	477.01	60.2	43.9	43.08	24.80	5	1	53	45	53	52	151.15		1,876.80
Morris	477.70	60.1	38.5	46.50	37.20	5	1	39	39	39	38	116.41	297.32	1,578.48
Ocean	641.00	62.6	42.0	45.67	23.50	3	1	33	27	26	30	125.50	623.58	1,443.50
Passaic	192.20	61.4	40.2	48.45	36.70	7	1	16	15	16	16	37.84	233.67	836.04
Salem	343.02	64.3	43.4	44.15	22.20	15	1	15	12	13	14	76.53		439.32
Somerset	305.10	63.1	40.3	45.50	30.40	5	1	21	21	21	20	79.79	231.60	821.19
Sussex	526.30	60.0	38.0	43.46	43.80	3	1	24	22	7	20	103.93		775.76
Union	103.39	62.2	42.1	48.44	35.20	9.	1	21	17	20	20	57.15	156.25	1,068.41
Warren	362.00	61.5	40.4	45.34	37.10	3	1	23	23	10	18	84.62	253.37	637.60

	SEX RACE							HOUSEHOLDS		MARITAL STATUS					
		S	<b>^</b>		RACE			HOUSEHOLDS							
	Population 1960 Census	Male	Female	White	Negro	Other	l	Population In Households	Persons Per Household	PE Number	RSONS 14 YE	EARS OLD AND	OVER Widowed	Divorced	
State Total	6,066,782	2,971,991	3,094,791	5,539,003	514,875	12,904	1,806,295	5,910,903	3.27	4,403,891	961,763	3,008,713	367,050	66,365	
Atlantic Bergen Burlington	160,880 780,255 224,499	76,804 378,529 124,003	84,076 401,726 100,496	132,393 762,790 208,934		262 1,196 1,285	52,193 230,578 55,270	774,416		120,293 560,987 159,791	24,488 109,869 45,303	78,726 403,214 102,939	41,516	2,877 6,388 2,379	
Camden Cape May Cumberland	392,035 48,555 106,850	191,029 24,534 51,042	201,006 24,021 55,808	355,885 44,571 92,824	35,297 3,902 13,028	853 82 998	113,857 15,945 31,605	45,371	2.85	278,662 37,247 77,057	57,418 8,200 17,425	193,557 24,145 51,589		4,762 716 1,611	
Essex Gloucester Hudson	923,545 134,840 610,734	441,266 66,283 296,987	482,279 68,557 313,747	740,731 122,391 568,313	180,737 12,262 41,327	2,077 187 1,094	289,008 38,478 198,029	133,688	3.47	694,336 92,832 463,199	163,141 18,151 115,401	453,377 66,550 295,859		12,265 1,273 6,908	
Hunterdon Mercer Middlesex	54,107 266,392 433,856	27,243 131,993 216,782	26,864 134,459 217,074	52,920 232,025 416,737	1,128 33,714 16,489	59 653 630	16,077 76,587 120,404	252,417	3.30	39,247 197,697 296,344	8,171 48,372 59,782	27,157 129,326 213,495	3,340 16,684 19,757	579 3,315 3,310	
Mormouth Morris Ocean	334,401 261,620 108,241	164,044 127,763 54,284	170,357 133,857 53,957	302,447 255,877 104,534	30,730 5,375 3,351	1,224 368 356	96,168 71,970 33,207	251,292	3.49	235,808 183,534 77,545	48,041 38,266 13,721	163,109 129,810 56,252	13,124	3,822 2,334 1,203	
Passaic Salem Somerset	406,618 58,711 143,913	197,640 29,672 72,244	208,978 29,039 71,669	379,334 49,785 139,204	26,799 8,812 4,476	485 114 233	125,926 17,064 40,083	57,382	3.36	299,065 41,393 101,355	63,024 9,185 21,437	206,019 28,293 71,696	25,371 3,158 6,925	4,651 757 1,297	
Sussex Union Warren	49,225 504,255 23,220	24,414 244,808 30,687	24,841 259,447 32,533		160 37,972 542	69 643 <b>3</b> 6	14,434 150,179 19,233	500,024	3.33	34,833 366,691 45,975	7,015 76,058 9,295	24,624 257,140 31,836	2,768 28,679 4,166	426 4,814 678	

ources and additional information may be obtained from the Research & Statistics Section, P. O. Box 1889, Trenton, New Jersey 08625.

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							AGE GRO	UPS									
						,							PE	RCENTAG	ES		
	1960 Census Population Total	Under 5 Years	5 - 14 Years	15 - 24 Years	25 - 34 Years	35 - 44 Years	45 - 54 Years	55 - 64 Years	65 Years And Over	Under 18 Years	21 Years And Over	Under 5	Under 18	21 And Over	18-64	Over 65	Median
State Total	6,066,782	642,197	1,106,592	717,417	797,453	918,568	757,252	566,889	560,414	2,010,150	3,861,074	10.6	33.1	63.4	57.6	9.2	32.4
Atlantic	160,880	15,579	27,235	17,000	18,004	21,679	20,168	18,667	22,548	49,407	107,129	9.7	30.7	66.6	55.3	14.0	36.2
Bergen	780,255	79,576	151,408	80,931	98,143	128,457	105,931	72,104	63,705	265,361	495,076	10.2	34.0	63.5	57.8	8.2	33.2
Burlington	224,499	26,795	40,785	44,201	33,008	32,031	19,882	13,386	14,411	77,262	132,890	11.9	34.4	59.2	59.2	6.4	25.1
Camden	392,035	44,706	74,458	45,993	51,180	60,249	46,913	34,453	34,083	136,799	243,073	11.4	34.9	61.8	56.4	8.7	31.4
Cape May	48,555	4,225	7,758	6,469	4,838	5,765	5,626	5,694	8,180	14,252	32,091	8.7	29.4	66.1	53.8	16.8	36.8
Cumberland	106,850	11,141	20,303	13,386	13,721	15,477	12,889	9,561	10,372	36,515	66,797	10.4	34.2	62.5	56.1	9.7	31.5
Essex	923,545	89,253	152,705	109,874	120,980	133,200	124,068	99,430	94,035	280,548	613,239	9.7	30.4	66.4	59.4	10.2	34.1
Gloucester	134,840	16,625	27,436	16,370	18,832	19,858	14,437	10,312	10,970	50,307	80,119	12.3	37.3	59.4	54.6	8.1	29.0
Hudson	610,734	57,876	97,806	75,410	79,361	87,215	82,092	67,828	63,146	181,600	408,395	9.5	29.7	66.9	59.9	10.3	34.4
Hunterdon	54,107	5,603	10,042	6,503	6,576	7,617	6,450	5,211	6,105	18,482	33,837	10.4	34.2	62.5	54.6	11.3	32.7
Mercer	266,392	26,372	45,851	35,432	35,766	40,334	33,381	24,540	24,716	83,110	171,863	9.9	31.2	64.5	59.5	9.3	32.4
Middlesex	433,856	54,443	88,900	47,840	66,302	73,251	45,912	28,674	28,534	160,926	259,358	12.5	37.1	59.8	56.3	6.6	29.5
Mormouth	334,401	39,062	64,253	38,386	43,647	47,559	37,616	29,684	34,194	117,339	206,648	11.7	35.1	61.8	54.7	10.2	31.2
Morris	261,620	30,598	51,306	28,202	35,858	40,491	31,547	21,867	21,751	93,470	160,951		35.7	61.5	56.0	8.3	31.3
Ocean	108,241	12,541	19,597	12,952	13,893	14,069	11,606	10,790	12,793	36,478	68,058		33.7	62.9	54.5	11.8	31.6
Passaic	406,618	41,511	71,536	46,343	53,129	61,683	52,444	40,269	39,703	130,113	264,252	11.2	32.0	65.0	58.2	9.8	33.4
Salem	58,711	6,581	11,773	8,175	7,348	8,338	6,938	4,650	4,908	21,247	35,083		36.2	59.8	55.5	8.4	29.1
Somerset	143,913	16,770	27,902	15,187	20,696	23,727	17,183	11,294	11,154	50,774	89,505		35.3	62.2	57.0	7.8	31.2
Sussex	49,255	5,555	9,691	5,919	6,112	6,715	5,721	4,441	5,101	17,555	30,076	11.3	35.6	61.1	54.0	10.4	31.0
Union	504,255	50,904	94,162	55,311	62,464	81,973	68,694	48,074	42,673	167,637	322,690	10.1	33.2	64.0	58.3	8.5	33.5
Warren	63,220	6,481	11,685	7,533	7,595	8,880	7,754	5,960	7,332	20,968	39,944	10.3	33.2	63.2	55.2	11.6	32.9

						PARENTAGE	AND LABOR	FURCE						
	1		NAT	IVE BORN			FOREIG	N BORN		PERS	ONS 14 YEAR	S OLD AND OV	ER	
	Population		Native Pa	rentage	Foreign Mixed Par						Civil	ian Labor Fo	rce	I
	1960 Census	Number	Number	% White	Number	% White	Number	% White	Number	Labor Force	Employed	Unemployed	% Unemployed	Not In Labor Force
State Total	6,066,782	5,451,303	3,958,017	87.1	1,493,286	99•3	615,479	98.5	4,404,234	2,509,333	2,345,496	112,226	4.6	1,894,901
Atlantic	160,880	147,085	117,185	76.6	29,900		13,795		120,293	64,758	60,057	4,446	6.9	55,535
Bergen	780,255	691,836	452,544	92,5	239,292	99.7	88,419	99.1	560,994	320,759	309.686	10,562	3.3	240,235
Burlington	224,499	212,601	177,194	92•2	35,407	98.1	11,898	91.5	160,152	100,388	65,790	2,813	4.1	59,764
Camden	392,035	371.028	299,758	88.1	71,270	99.5	21,007	99.0	278,662	152,722	146,347	5,602	3.7	125,940
Cape May	48,555	45,697	38,301	89.8	7,396	99.3	2,858	98.8	37,247	17,998	15,059	1,003	6.2	19,249
Cumberland	106,850	98,186	81,314	83.7	16,872	96.7	8,664	97.1	77,057	44,503	41,509	2,946	6.6	32,554
Essex	923,545	816.859	584,230	69.6	232,629	98.8	106.686	97.8	694.328	400.825	378,479	21,877	5.5	293,503
Gloucester	134,840	128,807	109,285	88.8	19,522	99.4	6.033	98.3	92,832	51,677	49,035	2,215	4.3	41,155
Hudson	610,734	522,024	335,493	87.8	186,531	99.7	88,710	99.1	463,199	268,396	252,564	14,971	5.6	194,803
Hunterdon	54,107	49.910	41.528	97.3	8,382	99.7	4,197	99.5	39,247	21,521	20,741	761	3.5	17,726
Mercer	266,392	241,608	182,009	81.6	59,599	99.2	24,784	98.2	197,698	113,622	108,786	4,288	3.8	84,076
Middlesex	433,856	391,635		94.0	119,554	99.6	42,221	98.9	296,329	171,654	163,679	7,147	4.2	124,675
Monmouth	334,401	307.505	240.854	87.4	66,651	98.9	26,896	97.1	235,808	128,350	114,104	6,322	5.2	107,458
Morris	261,620	241,373	184,990	97.1	56,383	99.7	20,247	98.8	183,534	102,077	98,825	2,987	2.9	81,457
Ocean -	108,241	97,480		95•6	20,711	99•2	10,761	98.5	77,545	40,013	34,627	1,859	5.1	37,532
Passaic	406,618	345.893	224.367	88.2	121,526	99.7	60,725	99.5	299,065	172,786	162,438	10,238	5.9	126,279
Salem	58,711	56,664	51,326	83.1	5,338	97.4	2,047	96.3	41,383	23,624	21,505	1,128	5.0	17,759
Somerset	143,913	130,231	93,211	95.2	37,020	99.7	13,682	. 99•1	101,365	58,563	56,450	2,010	3.4	42,802
Sussex	49,255		38,695		7,289	99.7	3,271	99.5	34,833	19,232	18,511	699	3.6	15,601
Union	504,255	449,664	308,318		141,346	99.6	54,591	99.0	366,688	210,707	203,220	7,290	3.5	155,981
Warren	63,220	59,233	48,565	98.8	10,668	99.9	3,987	99.7	45,975	25,158	24,084	1,062	4.2	20,817

					IEA	ns or sur	COL COMPL	ETED AND	PLACE OF	HORK	1				
	1960 Census			ELEMENTAR	Y SCHOOL		HIGH S	CHOOL	∞ri	EGE	Median School			Worked	l
	Population 25 Years Old and Over	None	1 to 4	5 and 6	7	8	1 to 3	4	1 to 3	4 or More	Years Com- pleted	All Workers	Worked In County Of Residence	Outside County	Place of Work Not Reported
State Total	3,599,856	89,618	161,182	255,488	233,048	661,124	733,896	885,128	277,496	302,876	10.6	2,339,903	1,532,736	681,998	125,16
Atlantic	100,758	3,145	5,479	9,311	7,521	20,034	21,682	23,706	5,671	4,209	9.7	58,590	49,082	5,454	4,00
Bergen	468,386	7,810	12,900	21,926	24,044	81,111	90,789	127,354	48,103	54,349	11.9	303,944	153,410	138,408	12,12
Burlington	112,819	1,714	4,222	7,841	7,438	17,731	23,506	31,808	9,514	9,045	11.2	93,713	67,103	24,601	2,00
Camden	226,878	3,992	10,666	18,636	16,234	41,549	52,262	53,085	14,702	15,758	10,3	144,272	89,464	48,060	6,74
Cape May	30,142	922	1,417	2,421	2,461	6,166	6,400	7,003	1,845	1,507	9.8	16,333	13,349	1,697	1,28
Cumberland	61,923	2,378	4,846	6,255	5,900	11,179	12,097	13,861	2,981	2,426	9.1	40,408	35,967	3,082	1,35
Essex	571,702	17,319	28,972	40,505	33,424	105,513	116,199	130,551	45,345	53,874	10.6	369,752	262,253	79,821	27,67
Gloucester	74,413	1,333	3,766	6,011	5,699	13,436	16,867	18,622	4,127	4,552	10.2	48,346	25,576	20,977	1,79
Hudson	379,479	14,105	20,974	32,150	29,113	88,856	84,745	76,373	17,783	15,380	9.2	246,989	161,556	71,866	13,56
Hunterdon	31,993	527	1,223	2,006	2,195	6,713	6,156	8,195	2,631	2,347	10.6	20,333	12,886	6,164	1,28
Mercer	158,657	3,935	9,947	14,713	11,049	24,888	30,924	35,239	13,157	14,805	10.4	106,616	90,816	11,181	4,61
Middlesex	242,660	5,513	10,729	18,904	15,960	41,493	49,590	65,093	16,629	18,749	10.7	160,740	104,679	48,412	7,64
Monmouth	192,693	3,984	7,692	10,968	11,484	31,629	38,303	53,636	17,947	17,050	11.4	118,562	84,969	27,243	6,35
Morris	151,402	1,875	3,926	7,352	8,171	23,231	27,499	42,818	15,494	21,036	12.1	97,161	58,051	30,747	8,36
Ocean	63,006	1,073	2,242	4,107	4,077	12,206	13,876	17,200	4,708	3,517	10.7	36,998	25,996	8,890	2,11
Passaic	247,289	9,843	13,775	21,485	19,421	52,413	50,895	50,267	15,376	13,814	9.4	159,160	103,915	47,438	7,80
Salem	32,217	542	2,046	3,026	2,921	5,526	6,369	8,253	2,113	1,421	10.0	21,989	16,488	4,850	65
Somerset	84,068	1,867	3,093	5,239	5,172	14,286	14,882	22,517	7,248	9,764	11.5	55,318	29,882	22,619	2,81
Sussex	28,079	240	876	1,709	2,250	5,515	5,409	7,648	2,465	1,967	10.9	18,085	11,754	5,097	1,23
Union	303,820	6,826	11,042	17,700	15,408	49,448	58,095	82,324	27,387	35,590	11.7	199,138	119,407	69,013	10,71
Warren	37,472	675	1,349	3,223	3,106	8,201	7,351	9,575	2,270	1,722	9.9	23,456	16,133	6,378	94

	Number				WHO!	LESALE AND	RETAIL TRA	ADE		SERV	ICES		TRANSPO	RTATION	Finance	
	of						TAIL TRADE								Insurance	Communi-
	Estab- lish ments	Number of Jobs	Manufact- uring	Whole- sale Trade	Total	Eating- Drinking Places	General Merchan- dise	Food	Autos & Filling Stations	Total	Misc. Business Services	Contract Construc- tion	Total	Truck- ing	and Real Estate	cations and Utilities
State Total	69,579	1,907,354	894,591	121,938	323,849	71,684	72,944	62,651	33,788	205,535	73,872	112,042	98,252	56,874	82,667	57,195
Atlantic	2,321	46,441	11,216	1,691	13,277	5,937	1,972	1,470	787	11,651	826	2,875	931	487	2,457	2,195
Bergen	9,410	235,845	105,317	21,123	46,034	7,977	11,010	9,433	5,038	26,474	10,003	12,643	11,845	8,551	6,794	4,949
Burlington	1,718	47,116	20,934	1,184	11,111	2,274	2,903	2,372	1,572	5,149	1,434	3,564	1,772	880	1,621	1,522
Camden	3,692	102,167	44,626	6,097	21,578	5,770	5,424	3,141	2,202	11,963	3 <b>,</b> 097	6,873	3,493	2,053	4,515	2,764
Cape May	908	10,685	1,509	472	3,952	1,934	423	656	316	2,199	39	1,153	301	121	341	600
Cumberland	1,205	38,081	23,862	1,221	4,659	624	1,004	778	685	1,549	340	1,570	2,452	1,771	1,451	611
Essex	11,003	315,479	121,627	23,142	44,388	9,879	10,380	7,989	3,796	40,973	15,323	15,738	21,485	7,479	32,980	14,463
Gloucester	988	24,566	13,417	1,522	4,437	841	505	981	791	1,283	253	1,619	878	486	624	720
Hudson	6,810	207,267	116,932	12,381	21,957	3,998	4,814	5,183	1,909	14,918	5,621	6,278	26,221	18,447	4,664	3,828
Hunterdon	513	11,241	5,629	589	2,310	528	222	383	315	865	87	644	305	154	183	541
Mercer	2,784	81,337	40,918	3,552	13,881	3,329	2,674	2,037	1,604	10,455	4,473	3,410	2,457	1,824	3,236	2,992
Middlesex	4,246	151,835	89,929	8,013	23,157	5,091	6,442	4,505	2,260	9,288	2,632	8,741	5,982	4,237	2,936	3,247
Monmouth	3,558	72,572	22,567	2,393	19,349	5,358	4,234	3,650	2,199	14,400	5,743	5,640	1,858	1,009	2,554	3,130
Morris	2,834	73,581	35,533	1,546	14,614	2,713	3,275	3,053	1,730	11,565	6,644	3,634	1,486	946	1,473	2,890
Ocean	1,580	22,416	3,767	764	8,281	2,211	1,611	1,664	996	2,944	211	3,487	638	194	953	1,154
Passaic	5,174	148,002	85,228	8,423	21,794	4,169	6,828	4,091	1,805	11,569	3,317	7,815	4,664	2,821	5,009	2,960
Salem	405	16,346	11,865	184	2,214	803	205	288	416	560	167	607	264	233	233	383
Somerset	1,362	39,185	20,561	1,916	7,837	1,536	1,708	1,867	1,041	3,084	875	2,903	738	435	928	473
Sussex	552	8,650	2,734	145	2,201	517	342	536	307	959	54	643	443	240	750	416
Union	6,263	205,307	101,882	19,677	28,694	5,115	4,768	6,759	3,435	19 <b>,</b> 941	10,578	10,544	9,438	4,175	7,347	6,878
Warren	613	19,566	13,560	607	2,860	633	706	520	431	639	43	680	325	210	359	449
Undistributed	1,640	29,669	978	5,296	5,264	447	1,494	1,295	153	3,107	2,112	10,981	276	121	1,259	(D)

INSURED MANUFACT	URING EM	PLOYMENT	AS OF S	EPTEMBE	R 1968	······		<del></del>											
	Food	Textile Mill	Apparel	Basic Lumber	Furni- ture and Fix- tures	Paper	Print- ing and Publish- ing	Chemi- cals	Petro- leum Refin- ing	Rubber and Plastic	Leather	Stone, Clay and Glass	Primary Metal Indus- tries	Fabri- cated Metal Prod- ucts	Machin- ery except Elec- trical	Elec- trical Goods and Machines	Trans- porta- tion Equip- ment	Instru- ments and Clocks	All Others
State Total	68,828	31,301	81,179	5,381	10,262	35,394	39,268	117,377	9,870	37,550	11,958	40,540	39,320	64,236	75,190	126,174	32,294	34,320	34,149
Atlantic Bergen Burlington	1,442 7,681 1,057	(D) 4,541 1,725	4,422 6,738 1,327	148 510 403	119 1,072 167	(D) 6,829 263	489 8,230 652	301 10,701 1,554	375 (D)	1,239 3,136 300	1,384 (D)	1,599 1,516 388	(D) 1,982 3,233	200 8,245 1,097	121 7,299 1,356		580 11,851 1,108	(D) 13,191 311	113 3,683 2,724
Camden Cape May Cumberland	7,357 425 4,465	945  805	1,456 335 4,534	224 (D) 380	280  (D)	2,124  415	2 <b>,</b> 042 146 527	2,081  251	750 	488 (D) 406	654 (D) 	3,585 (D) 10,646	858 (D) (D)	4 <b>,</b> 254 (D) 78	2,526 (D) 662	(Ď)	637 69 291	456 (D) (D)	778 88 (D)
Essex Gloucester Hudson	13,463 1,444 9,947	1,481 447 5,571	8,916 1,060 21,049	647 (D) 591	1,790 175 1,639	2,948  4,453	6,489 141 4,059	14,334 2,535 9,478	235 3,019 1,009	3,219 (D) 1,693	2,280 (D) 2,851	1,119 162 2,030	5,520 (D) 3,893	9,746 940 6,099	12,586 572 8,869	2,204	3,583 (D) 2,297	3,316 (D) 1,116	6,213 370 7,976
Hunterdon Mercer Middlesex	745 1,611 3,547	(D) 286 1,192	(D) 1,809 5,906	41 114 817	348 182 270	1,680 955 5,183	213 3,758 1,720	470 2,754 18,764	(D) (D) 2,090	(D) 4,181 4,898	(D) (D) 1,421	480 2,785 4,050	514 1,798 10,205	358 6,026 4,996	188 4,849 5,150		(D) 3,761	275 6 <b>,</b> 298	163 1,149 2,443
Monmouth Morris Ocean	1,606 1,199 147	209 591 (D)	4,022 1,025 506	130 420 (D)	523 26 100	1,883 1,566	1,041 1,473 272	714 7,966 1,480	(D) (D)	1,241 2,358 (D)	(D)	2,040 1,841 123	205 2,031 (D)	865 1,898 83	1,861 3,297 141	5,239 7,623 (D)	174 562 224	504 710 (D)	282 331 74
Passaic Salem Somerset	3,889 1,067 784	10,288  490	11,257 578 576	168 (D) 95	1,366  46	3,063 (D)	3,357 109 391	10,981 7,911 4,574	31 (D) 505	8,813 (D) 176	1,162 	788 1,547 4,572	2,246  387	6 <b>,</b> 2 <b>39</b> (D) 533	6,203 (D) 1,912	8,313  3,005	1,045 (D)	4,511  2,353	1,508 (D) 68
Sussex Union Warren	(D) 4,839 1,494	(D) 1,681 752	415 4,483 573	24 455 (D)	(D) 1,949 (D)	(D) 2,565 1,214	182 3 <b>,</b> 630 327	275 18,707 1,497	 1,494 	439 4,104 578	 479 210	176 728 227	(D) 5 <b>,</b> 095 (D)	213 11,209 1,103	194 12,957 4,393	(D) 15,144 (D)	 6 <b>,</b> 053	(D) 1,011 (D)	(D) 5,299 (D)
Undistributed	593		28	(D)		(D)	(D)	(D)				(D)		(D)	26	(D)		(D)46	(D)

(D) - Withheld to Avoid Disclosure.

NEW MANUFACTURI	NG INDUS	TRIES (Su	bject t	o Upwar	d Revis	ion) 19	68						EDU	CATION 1967	<b>-</b> 1968			
					s	IZE OF	CONCERN	IS		•		Total	Number		Number		Number	
	Number of	Initial No. of	LESS T			-50	-	100		100	High	Day School	of Full	Number of	of Class-	Number of	of Home Instruc-	
	Con- cerns	Employ- ees	Con⇒ cerns	Employ- ees	Con- cerns	Employ- ees	Con- cerns	Employ- ees	Con- cerns	Employ- ees	School Graduates	Enroll- ment	Time Teachers	Buildings Owned	rooms Used	Special Rooms	tion Pupils	Spec
State Total	625	11,057	385	1,794	204	4,840	24	1,638	12	2,785	92,296	1,452,457	65,285	2,610	54,243	5,712	6,274	1,9
tlantic	10	121	6	26	4	95					2,021	34,522	1,380	87	1,280	157	39	
Bergen Burlington	101 10	1,945 255	66 5	316 18	29 4	736 100	3	246 	3 1	647 107	12,920 3,710	173,610 74,271	8,507 3,029	311 140	6,727 2,601	740 289	842 196	1
Camden	35	616	17	81	16	349	2	186			6,202	94,024	3,915	175	3,261	351	359	١,
ape May	1	3	1	3							601	10,290	443	. 27 78	403	42	108	
Cumberland	10	171	6	18	, 3	93	1	60			1,517	28,581	1,123	78	1,032	105	159	1
ssex	105	1,675	68	328	. 33	769	2	120	2	458	11,730	180,665	8,501	279	6,803	809	710	:
lloucester Nudson	13 111	173 1,949	7 72	37 303	6 32	136 646	3	180	4	820	2,077 6,695	41,048 90,740	1,772 3,813	103 109	1,472 3,405	134 -256	120 347	1
lunterdon	3	39	1	10	2	29					900	16,858	768	41	675	86	71	
lercer Iiddlesex	11 22	496 277	5 11	23 60	5 11	130 217			1	343	4,375 7,440	56,643 126,224	2,582 5,559	94 221	2,269 4,502	271 452	259 545	1 1
lonmouth				"							,	<b>'</b>	*		3,725	342	511	1
lorris	23 22	350 381	11	42 67	11 8	255 187	1 2	53 127			5,876 4,711	104,601 84,572	4,587 4,057	188 171	3,725	366	370	1 :
Ocean	10	123	8	33	2	90					2,016	43,160	1,876	69	1,441	143	185	Ì
Passaic	69	1,307	45	232	22	597	1	68	1	410	5,763	86,603	3,752	123	3,134	283	422	:
Galem Gomerset	9	21 129	1 5	6 15	1 3	15 63	,	 51			840 2,778	15,950 47,643	706	39 98	633 1.884	64 177	80 182	Ì
			-		3		1	21			1	,	2,250	, ,	1	_		
Sussex Union	5	53	4	12	1	41					863	17,832	816	35	671	87 479	82	
larren	46	910 93	29 5	142 22	9	221 71	8	547			8,226 1,035	108,055 16,565	5,115 734	179 43	4,354 646	479 79	645 42	'

TRENTON, NEW JERSEY 08625

P. O. BOX 1889

DIVISION OF ECONOMIC DEVELOPMENT

NET EFFECTIVE I	BUYING INCOME (Sale	s Managemen	t Magazi	ne)	Ī	IN	COME BRE	akdowns			MOTOR VEHICLE	REGISTRATIONS	BANK DEPOSITS
						<b>%</b> 0	F HOUSEH	OLDS WIT	H INCOME	S OF	JULY	1, 1968	
	1968 Total Net Dollars	Per Household	Per Capita	Buying Power Index as % of State)	1968 Number of Households	Under \$2,999	\$3,000- \$4,999		\$8,000- \$9,999	\$10,000 and over	Passenger Vehicles	Commercial Vehicles	Total December 31, 1968
State Total	\$23,682,661,000	\$10,902	\$3,443	100.0000	2,172,300	11.9	10.2	27.2	17.2	33.5	2,771,450	331,460	\$15,775,112,45
Atlantic	474,515,000 3,486,030,000 868,631,000 1,403,068,000 139,739,000 310,752,000 3,823,425,000 430,798,000 1,768,733,000	7,843	2,606	2.3848	60,500	25.0	17.0	26.4	12.9	18.7	62,210	12,166	318,153,00
Bergen		12,626	3,832	14.1569	276,100	8.7	6.8	23.0	17.9	43.6	384,025	30,666	1,815,917,36
Burlington		11,037	2,787	3.6978	78,700	11.0	13.1	30.1	17.1	28.7	109,141	13,929	333,474,50
Camden		10,182	3,023	6.3971	137,800	12.3	10.3	28.5	17.8	31.1	175,782	19,555	751,819,70
Cape May		7,513	2,500	0.7705	18,600	29.1	18.8	26.5	10.9	14.7	24,110	4,465	125,279,07
Cumberland		8,178	2,478	1.4885	38,000	22.3	15.2	28.8	14.6	19.1	48,992	12,188	166,417,19
Essex		12,146	3,873	15.0165	314,800	8.5	10.0	26.9	16.6	38.0	329,912	37,031	3,748,438,12
Gloucester		9,031	2,640	1.8161	47,700	13.8	11.8	31.4	18.2	24.8	61,684	11,929	180,175,09
Hudson		8,670	2,894	7.6157	204,000	15.6	13.4	31.7	15.9	23.4	174,659	23,583	1,507,657,69
Hunterdon	200,662,000	9,934	3,059	0.8491	20,200	16.6	11.8	26.8	16.1	28.7	29,572	7,050	154,156,66
Mercer	1,050,984,000	11,486	3,389	4.5652	91,500	12.3	11.2	27.9	16.4	32.2	119,667	14,891	867,669,18
Middlesex	1,667,779,000	10,320	2,936	7.2462	161,600	10.8	7.2	27.8	21.3	32.9	219,994	24,338	862,901,03
Monmouth	1,372,927,000	10,651	3,125	5.9149	128,900	16.4	11.0	23.6	16.3	32.7	180,330	20,391	785,037,74
Morris	1,366,068,000	13,406	3,787	5.3069	101,900	5.1	6.2	25.2	19.2	44.3	159,749	17,918	673,690,48
Ocean	419,138,000	8,170	2,562	2.1018	51,300	21.4	15.3	30.3	13.3	19.7	82,065	11,693	288,297,07
Passaic	1,413,244,000	9,581	3,032	6.4547	147,500	13.6	11.3	29.8	17.3	28.0	188,805	20,015	1,182,596,630
Salem	181,803,000	9,276	2,797	0.7888	19,600	16.8	13.2	25.6	17.5	26.9	24,094	5,541	80,025,248
Somerset	661,083,000	11,721	3,344	2.7229	56,400	11.1	7.3	24.7	18.4	38.5	67,594	8,379	333,305,829
Sussex	197,843,000	9,698	2,927	0.8465	20,400	16.8	11.8	28.2	14.9	28.3	30,934	6,310	140,182,660
Union	2,254,577,000	12,980	3,971	8.9785	173,700	5.6	6.6	24.4	18.4	45.0	267,031	23,091	1,301,998,153
Warren	190,862,000	8,262	2,600	0.8806	23,100	16.9	16.0	32.5	15.8	18.8	31,100	6,331	157,919,891

RETAIL SALES (	Sales Management Ma	gazine)										VITAL	STATISTI	CS-1968
						SA	LES IN \$00	00						
	1968 Total Sales	Sales Per House- hold	Food	Eating & Drinking Places	General Merchan- dise	Apparel	Furniture Household Appliance	1	Gas Stations	Lumber Building Hardware	<b>Dr</b> ugs	Births	Deaths	Marriages
State Total	\$12,166,647,000	\$5,601	\$2,727,542	<b>5</b> 1,171,836	\$2,099,256	\$800,186	\$618,080	\$2,044,622	\$744 <b>,473</b>	\$479,535	\$354,708	114,101	68,574	53,857
Atlantic	363,588,000	6,010	76,872	64,650	336,714	24,640	12,042	42,908	20,590	16,471	11,260	2,769	2,538	1,468
Bergen	1,710,928,000	6,197	394,520	143,173		107,503	81,721	301,652	112,240	58,423	47,708	11,755	7,578	6,482
Burlington	403,509,000	5,127	91,036	31,627		16,346	16,406	97,991	32,316	16,811	10,213	4,526	2,003	1,765
Camden	878,694,000	6,377	172,995	88,180	220,534	47,155	39,629	142,464	48,972	22,711	23,820	8,085	4,455	3,760
Cape May	133,409,000	7,173	32,317	25,513	11,817	6,132	5,369	19,936	8,653	8,840	3,967	799	935	510
Cumberland	201,153,000	5,294	45,089	11,975	29,255	12,147	10,406	37,263	11,886	14,922	4,835	2,266	1,289	1,009
Essex	1,667,227,000	5,296	335,564	170,565	12,911	151,373	89,207	276,266	83,190	38,439	51,788	16,193	10,904	8,263
Gloucester	182,846,000	3,833	46,972	14,840		6,291	8,188	38,949	14,246	9,566	5,578	2,733	1,405	1,232
Hudson	886,474,000	4,345	229,216	102,179		89,827	49,099	105,781	49,593	22,913	26,927	10,381	7,593	5,003
Hunterdon	98,371,000	4,870	22,241	7,173	84,764	6,383	4,739	17,376	7,965	9,308	2,197	1,042	568	473
Mercer	602,036,000	6,580	116,540	57,714		35,069	37,917	114,786	36,959	27,768	19,439	4,978	3,011	2,477
Middlesex	873,206,000	5,404	193,715	77,728		52,117	36,937	133,322	57,196	34,717	28,043	9,555	4,164	3,739
Monmouth	727,618,000	5,645	171,803	74,194	74,621	39,757	31,094	113,961	42,934	31,163	20,636	7,350	4,257	3,253
Morris	561,954,000	5,515	145,053	44,851		26,041	28,136	100,695	39,705	29,816	16,496	6,162	2,498	2,285
Ocean	316,847,000	6,176	83,395	37,866		13,178	11,344	49,411	22,705	22,624	9,705	3,018	2,169	1,321
Passaic	891,683,000	6,045	187,510	76,021		61,456	47,667	141,329	46,010	26,021	23,021	7,969	4,601	3,629
Salem	91,702,000	4,679	21,529	6,224		3,197	4,855	21,757	7,409	4,238	2,050	1,051	633	505
Somerset	311,883,000	5,530	80,842	30,081		15,261	12,595	47,990	18,164	17,438	10,348	2,898	1,348	1,157
Sussex	98,670,000	4,837	24,597	10,020	10,009	2,851	3,257	17,587	7,274	8,184	2,419	1,231	627	487
Union	1,052,255,000	6,058	226,394	86,709	136,689	80,313	82,342	202,657	64,544	50,429	31,561	7,587	5,080	4,069
Warren	112,594,000	4,874	29,342	10,553	8,271	3,149	5,130	20,541	11,922	8,733	2,697	1,150	842	554

TOTAL FISCAL C	ONDITIONS FOR MUNIC	IPALITIE	S IN COUNTY-1968							INDUST	RIAL PLANS AP	PROVED-1968	
	Ne t				Property Taxes		Muni Tax I	cipal Rates	Number		VALUA	TION	
	Valuation Taxable	Per Capita	Property Taxes Levied	Per Capita	Levied as % of Net Valuation	Net Capital <b>De</b> bt	Highest	Lowest	of Appro- vals	Total	New Buildings	Additions	Alteration
State Total	\$30,592,367,714	\$4,247	\$1,553,020,546	\$216	5.08%	\$1,978,784,998	\$26.92	\$ .63	1,786	\$199,243,600	\$113,207,300	\$42,694,600	\$6,619,500
Atlantic	513,792,601	2,762	39,296,712	211	7.65	35,322,102	10.51	5.51	15	1,983,900	286,200	1,347,700	147,000
Bergen	6,531,485,800	7,150	209,522,217	229	3.21	270,127,425	4.71	.65	273	28,409,600			349,000
Burlington	1,238,199,339	3,753	43,236,096	131	3.49	68,429,170	4.91	.67	<b>5</b> 5	6,929,000	1,499,700	1,797,500	911,000
Camden	926,515,416	1.966	77,733,853	165	8.39	105,471,289	14.44	3.34	62	4,469,200	2,224,500	919,300	222,000
Cape May	651,118,874	11,873	17,737,966	323	2.72	23,763,546	4.93	1.10	5	685,200	650,000		21,200
Cumberland	197,583,875	1,546	16,512,747	129	8.36	21,100,201	12.25	5.66	24	2,450,700	1,495,000	727,900	:-
Essex	4,690,234,581	4,853	264.248.117	273	5.63	266,402,209	7.90	3.29	242	34,143,700	28,137,200	2,659,600	776,400
Gloucester	225,932,905	1,351	25,516,538	153	11.29	35,628,069	16.60	6.14	26	3,085,900	1.410.800		132,000
Hudson	1,647,793,516	2,714	130,079,894	214	7.89	136,478,183	15.89	2.98	143	15,758,600		4,032,300	276,400
Hunterdon	472,567,022	7,103	15.764.903	237	3.34	26,452,085	4.68	1.68	20	2,340,100	912,000	1,312,000	14,300
Mercer	773,684,700	2,500	63,690,797	206	8.23	72,256,508	12.04	5.86	68	5,289,700	2,301,500	1,795,400	246,900
Middlesex	1,644,789,830	2,845	116,150,616	201	7.06	185,671,558	16.14	3.87	229	36,730,200	22,993,300	5,312,800	515,100
Monmouth	2,424,154,590	5.389	94,960,111	211	3.92	145,426,348	16.76	2.29	65	5,671,500	3,800,300	670,900	264,500
Morris	1,218,190,814	3,372	91,169,473	252	7.48	132,754,607	11.67	4.02	103	11,143,200	7,266,300	2,299,000	594,300
Ocean	1,446,137,949	8,671	44,300,753	266	3.06	58,920,115	4.89	1.43	15	1,300,000	315,500	930,000	
Passaic	2,577,823,819	5,558	92,693,972	200	3.60	106,567,715	5.45	2.49	135	8,410,600	4,313,200	2,370,100	821,900
Salem	80,092,442	1,196	8,357,469	125	10.43	11,210,800	12.18	7.58	46	5,617,000	3,693,300	500,000	110,500
Somerset	626,294,621	3,152	44,917,346	226	7.17	80,073,065	10.32	3.54	49	6,145,000	1,811,900	316,500	16,000
Sussex	484,946,775	7,119	18,296,497	269	3.77	17,707,139	5.71	2.19	17	471,300	245,800	82,500	
<b>Un</b> ion	1,889,962,414	3.286	126.439.626	220	6.69	161,496,042	26.92	4.07	171	14,884,200	5,373,800	6,895,900	622,000
Warren	331,065,831	4,456	12,394,842	167	3.74	17,526,822	5.59	.63	23	3,325,000	2,319,000	317,000	579,000
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<del>/(319)</del>

							FAMIL	INCOME				·				
	Number of Families 1960		<b>\$</b> 1.000-	\$2,000	*	<b>\$4,</b> 000	<b>\$</b> 5,000	<b>\$6,000</b>	<b>\$</b> 7,000	\$8,000	\$9,000	<b>\$</b> 10 <b>,</b> 000	<b>\$</b> 15 <b>,</b> 000	\$25,000	MEDIAN D Families and Unrelated	NCOME
		Under \$1,000	1,999	2,999	3,999	4,999	5,999	6,999	7,999	8,999	9,999	14,999			Individuals	Families
State Total	1,581,186	44,049	59,262	77,133	108,202	150,152	202,608	189,794	163,672	134,772	103,116	238,739	82,622	27,065	5,954	6,786
Atlantic	41,825	2,215	3,136	4,284	4,859	5,506	5,181	4,395	3,304	2,448	1,599	3,380	1,073	445	4,093	5,176
Bergen	210,529	3,329	4,282	5,843	8,223	13,774	22,681	24,073	23,571	20,693	16,582	44,140	17,452	5,886	7,417	7,978
Burlington	50,684	1,158	1,630	2,899	4,541	5,418	6,744	6,321	5,155	4,264	3,231	6,866	1,979	478	4,577	6,467
Camden	100,849	2,883	3,782	4,667	6,882	9,674	13,547	12,884	. 10,912	8,977	6,738	14,605	4 <b>,</b> 219	1,079	6,044	6,698
Cape May	12,696	707	1,164	1,425	1,612	1,582	1,605	1,162	983	641	386	965	348	116	2,671	4,910
Cumberland	27,179	1,384	1,858	2,026	2,868	3,222	3,647	2,974	2,654	1,901	1,456	2,329	612	248	4,861	5,612
Essex	242,735	8,370	10,116	12,717	18,800	24,379	29,822	26,349	21,982	18,463	14,918	35,327	14,837	6,655	5,675	6,651
Gloucester	34,536	1,120	1,528	1,986	2,506	3,611	4,852	4,877	3,867	2,861	1,902	4,256	1,009	161	5,813	6,341
Hudson	164,812	4,735	6,780	9,449	13,635	19,370	25,316	20,692	16,659	13,143	9,412	19,746	5,044	831	5,476	6,151
Hunterdon	14,117	502	678	844	1,363	1,650	1,983	1,727	1,278	962	818	1,625	472	215	5,443	6,002
Mercer	66,447	1,866	2,440	3,339	4,706	6,802	8,410	8,003	6,508	5,671	4,117	9,932	3,381	1,272	5,595	6,707
Middlesex	110,156	2,219	<b>2,</b> 866	3,762	5,193	8,910	14,967	16,389	14,374	11,336	8,383	17,028	3,962	767	6,525	7,054
Monmouth	83,901	2,962	3,871	5,195	6,814	8,405	10,538	10,097	8,232	6,666	5,006	10,878	3,825	1,412	5,506	6,413
Morris	65,817	1,266	1,429	1,866	2,879	4,888	7,641	7,918	7,216	6,111	5,210	12,286	5,246	1,861	6,962	7,696
Ocean	29,088	1,335	1,965	2,618	2,804	3,525	4,240	3,274	2,319	2,016	1,336	2,697	718	241	4,778	5,542
Passaic	109,82 <sup>x</sup>	3,212	4,559	5,724	8,173	11,200	16,080	13,799	11,722	9,067	6,900	14,276	4,180	932	5,768	6,432
Salem	14,687	568	840	990	1,265	1,458	1,694	1,653	1,671	1,247	870	1,816	514	101	5,293	6,320
Somerset	36,623	581	1,067	1,232	1,681	2,923	4,322	4,462	4,224	3,706	2,784	6,764	2,103	774	6,815	7,484
Sussex	12,774	505	701	762	1,257	1,544	1,881	1,392	1,134	961	603	1,375	518	141	5,256	5,860
Union	135,129	2,547	3,670	4,263	6,209	9,821	15,030	15,373	14,286	12,561	10,172	27,075	10,802	3,320	7,067	7,746
Warren	16,778	585	900	1,242	1,932	2,490	2,427	1,980	1,621	1,077	693	1,373	328	130	4,839	5,511

HOUSING CHARACT	ERISTICS														
	1960		OCCUP!	ED			VACANT				YEAR STRU	CTURE BUI	LT		
	Census Total Housing Units	Total	Owner Oc Owner Occupied	ccupied % Owner Occupied	Renter Occupied	Total	Available	Seasonal	Total Units Reporting	1959 To March 1960	1955 To 1958	1950 To 1954	1940 To 1949	1930 To 1939	1929 Or Earlier
State Total	1,998,940	1,806,439	1.107.841	61.3	698,598	192,501	43,266	113,189	1,998,681	68,855	193,575	259,601	222,982	200,483	1,053,185
Atlantic Bergen Burlington	64,601 236,696 60,126	52,193 230,578 55,414	32,324 165,883 41,482	61.9 71.9 74.8	19,869 64,695 13,932	12,408 6,118 4,712	2,949	7,850 562 1,780	64,601 236,683 60,117	1,709 8,048 6,251	6,061 24,843 9,810	7,710 46,066 10,155	5,537 40,4 <b>5</b> 0 5, <b>6</b> 95	7,716 26,504 3,701	35,868 90,772 24,505
Camden Cape May Cumberland	119,178 47,377 35,297	113,857 15,945 31,605	86,659 12,341 22,042	77.4	27,198 3,604 9,563	5,321 31,432 3,692		695 29,669 1,642	119,165 47,377 35,297	3,844 940 821	13,033 5,867 3,128	16,837 9,012 4,224	14,343 5,442 4,863	10,158 6,083 3,310	60,950 20,033 18,951
Essex Gloucester Hudson	299,832 42,053 204,800	289,008 38,478 198,029	121,226 30,194 58,247	78.5	167,782 8,284 139,782	10,824 3,575 6,771	7,740 1,050 4,469	332 1,376 267	299,753 42,053 204,760	5,782 2,105 1,354	11,075 6,109 3,330	23,610 5,840 6,397	19,850 4,870 6,011	35,348 3,423 12,607	204,088 19,706 175,061
Hunterdon Mercer Middlesex	18,029 79,477 125,347	16,077 76,587 120,404	11,777 53,455 90,111	73.3 69.8 74.8	4,300 23,132 30,293	1,952 2,890 4,943	1,638	708 195 566	18,029 79,461 125,317	558 2,344 7,561	1,711 6,816 20,492	2,093 9,885 24,014	1,776 8,871 15,582	1,479 5,971 9,638	10,412 45,574 48,030
Monmouth Morris Ocean	115,619 82,327 71,657	96,168 71,970 33,207		71.7 77.5 78.8	27,261 16,193 7,050		3,082 1.710 2,185	13,218 . 7,032 32,006	115,619 82,284 71,657	4,699 3,876 5,884	15,672 12,598 16,349	15,043 14,164 13,388	12,709 12,250 12,617	13,871 9,040 8,968	53,625 30,356 14,451
Passaic Salem Somerset	134,391 19,208 42,323	125,926 17,064 40,083	67,436 11,200 29,754	53.6 65.6 74.2	58,490 5,864 10,329	8,465 2,144 2,240	629	3,373 829 589	134,391 19,208 42,322	3,640 525 2,226	8,853 1,494 6,570	15,974 1,650 6,142	13,576 3,076 6,488	12,193 2,308 4,251	80,155 10,155 16,645
Sussex Union Warren	25,098 154,180 21,324	14,434 150,179 19,233	10,358 99,377 13,134	71.8 66.2 63.3	4,076 50,802 6,099		390 2,269 533	9,335 130 1,035	25,098 154,165 21.324	1,183 5,023 482	3,141 15,002 1,621	3,341 21,940 2,116	4,678 22,337 1,961	3,773 18,545 1,596	8,982 71,318 13,548

HOUSING CHARAC	TERISTICS													
		COND	ITION				NUMBER OF	ROOMS				UNITS IN	STRUCTURE	
	Total Units Reporting 1960 Census	Sound	Dete- riorating	Dilapidated	All Units	Median Number	One and Two Rooms		Five and Six Rooms	Seven Or More Rooms	l Unit	2 Units	3 and 4 Units	5 Or More Units
State Total	1,998,681	1,766,890	179,650	52,141	1,998,940	5.1	91,096	632,892	857,703	417,249	1,282,648	276,685	165,832	273,775
Atlantic Bergen Burlington	64,601 236,683 60,117	56,250 225,482 52,887	6,549 9.402 5,644	1,802 1,799 1,586	64,601 236,696 60,126	5.1 5.4 5.6	5,626 5,370 1,655	19,143 67,812 13,977	25,532 104,223 27,333	14,300 59,291 17,161	45,485 166,435 53,440	5,263 35,856 2,920	3,970 10,038 1,832	9,883 24,367 1,934
Camden Cape May Cumberland	119,165 47,377 35,297	107,319 43,904 26,715	9,349 2,814 5,118	2,497 659 3,464		5.7 4.9 5.1	2,918 2,736 2,328	25,690 15,567 10,297	61,109 19,796 14,864	29,461 9,278 7,808	38,263	6,652 5,707 1,698	3,584 2,015 1,242	6,095 1,392 765
Essex Gloucester Hudson	299.753 42,053 204,760	250,370 35,735 172,928	38,856 4,475 25,648	10,527 1,843 6,184	299,832 42,053 204,800	4.8 5.5 4.3	22,996 1,208 12,595	106,326 9,806 101,617	114,300 20,397 76,196	56,210 10,642 14,392	37,883	52,281 2,050 56,256	61,473 1,268 33,655	84,615 852 82,124
Hunterdon Mercer Middlesex	18,029 79,461 125,317	15,157 70,777 113,651	2,229 6,471 9,378	643 2,213 2,288	79,477	5.6 5.6 5.2	615 4,190 3,676	4,190 20,715 36,561	8,196 34,401 58,908	5,028 20,171 26,202	64,413	984 5,798 14,382	387 3,373 5,373	112 5,893 6,255
Monmouth Morris Ocean	115,619 82,284 71,657	101,364 74,779 66,003	10,564 5,968 4,329	3,691 1,537 1,325	82,327	5•4 5•6 4•8	5,437 2,354 2,478	31,881 20,327 26,911	47,891 37,259 31,202	30,410 22,387 11,066	72,433	6,192 5,034 3,672	3,611 2,498 1,239	7,083 2,362 819
Passaic Salem Somerset	134,391 19,208 42,322	117,607 14,700 38,602	13,210 2,678 2,952		19,208	4.8 5.4 5.5	6,354 1,096 1,089	49,287 4,668 11,331	60,623 8,640 19,223	18,127 4,804 10,680	17,559	38,313 765 4,100	14,444 474 2,040	20,350 410 1,462
Sussex Union Warren	25,098 154,165 21,324	22,214 142,161 18,285	2,104 9,534 2,378	2,470	154,180	4.9 5.5 5.5	860 4,828 687	9,155 42,155 5,476	66,596	4,318 40,601 4,912	99,585	1,080 25,941 1,741	361 12,235 720	237 16,419 346
						. (32	(0)							

1963 CENSUS OF MANUFACTURES										1963 CENSUS OF WHOLESALE TRADE				
ESTAB	LISHMENTS	ALL EM	PLOYEES	PRO	DUCTION WOR	KERS	17.1 444-4	No		N 1				
Total	With 20 Or More Employees	Number	Payroll (\$000)	Number	Man-Hours (000)	Wages (\$000)	By Capital Manufacture Expenditures		Number of Establishments	Sales (\$000)	Payroll (\$000)	Paid Employees		
15,208	5,528	829,201	5,121,254	573,754	1,145,410	3,021,004	9,957,333	525,006	9,626	12,768,598	709.178	113.104		
276 2,187 301	91 685 113	8,740 95,891 17,505			13,464 128,153 24,903	26,397 340,712 74, <b>5</b> 20	97,963 1,162,265 204,746	2,450 39,271 9,643	244 1,396 152	132,338 2,708,335 116,697	10,059 127,091 4,938	1,860 19,468 1,043		
658 63 260	208 16 122	44,491 1,393 20,903	309,292 5,514 99,337	32,071 1,195 17,503	64,951 2,213 33,844	187,263 4,387 76,375	491,827 11,915 177,979	23,243 929 7,723	545 76 189	858,031 27,920 105,672	37,067 2,252 6,795	5,921 501 1,410		
2,781 176 2,338	953 76 822	126,489 12,320 109,534	76,005	8,787	165,857 17,179 162,970	426,133 45,237 422,639	1,373,277 183,194 1,385,223	60,279 18,079 63,772	2,088 121 1,068	2,753,880 185,897 1,121,303	154 <b>,89</b> 4 7,911 78,738	23,818 1,437 12,607		
124 438 827	45 184 410	5,138 37,789 76,364	244,494	26,286	8,332 52,976 106,775	20,893 149,822 291,153	53,397 456,624 1,074,307	4,943 19,351 74,286	54 378 427	41,546 315,585 611,198	2,479 23,781 37,080	511 3,774 5,602		
543 487 180	174 163 39	20,759 31,332 3,556			26,639 32,461 5,446	57,410 85,649 12,774	204,410 366,430 37,879	18,097 22,833 8,327	363 244 143	178,469 144,986 70,535	14,854 14,955 4,522	2,609 2,436 869		
1,639 60 227	637 23 85	80,599 10,906 19,224			119,231 13,454 22,726	299,828 45,855 63,482	840,620 189,853 218,378	32,201 25,625 12,030	841 49 135	940,841 19,860 210,240	56,236 1,149 11,167	9,188 240 1,859		
91 1,424 128	30 589 63	3,199 92,414 10,655	618,678	60,608	5,114 123,453 15,269	10,851 341,130 38,494	32,043 1,275,875 119,128	1,340 72,728 7,856	44 1,003 66	25,674 2,159,274 40,317	1,374 109,391 2,445	294 17,160 497		
	Total  15,208  276 2,187 301  658 63 260 2,781 176 2,338 827 543 487 180 1,639 60 227 91 1,424	ESTABLISHMENTS  With 20 Cm More Employees  15,208 5,528  276 91 2,187 685 301 113  658 208 63 16 260 122  2,781 953 176 76 2,338 822  124 45 438 184 827 410  543 174 487 163 180 39  1,639 637 600 23 227 85  1,424 589	ESTABLISHMENTS  With 20 Or More Employees  15,208 5,528 829,201  276 91 8,740 2,187 685 95,891 301 113 17,505  658 208 44,491 63 16 1,393 260 122 20,903  2,781 953 126,489 176 76 12,320 2,338 822 109,534 124 45 5,138 438 184 37,789 827 410 76,364  543 174 20,759 487 163 31,332 180 39 3,556 1,639 637 80,599 60 23 10,906 227 85 19,224 91 30 3,199 1,424 589 92,414	### 20  ### 20	BSTABLISHMENTS	Stablishments	STABLISHMENTS	STABLISHENTS	ESTABLISHENTS   ALL EMPLOYEES   PRODUCTION WORKERS   With 20   Or More   Employees   Number   (\$000)   Number   (\$000)	ESTABLISHMENTS	ESTABLISHMENTS   All EMPLOYEES   PRODUCTION WORKERS   Wages (\$000)   Wages (\$00	ESTARLISHMENTS   All EMPLOYEES   PRODUCTION WORKERS   Waise Added   Payroll   Manufacture   Payroll   Payr		

					1963 CENSUS OF RETAIL TRADE										
	}						SALES		(\$0	000)					
	Estab- lish- ments	Total Sales (\$000)	Payroll (\$000)	Paid Employees	Food Stores	Automotive Dealers	General Merchandise	Eating, Drinking Places	1	Service	Furniture Household Appliance		Drug Stores	Other Retail Stores	Nonstore Retailer
State Total	62,630	9,059,926	1,013,369	298,038	2,195,881	1,523,803	1,099,646	817,169	602,031	575,266	440,376	383,780	256,942	892,458	272,57
Atlantic Bergen Burlington	2,545 6,831 1,766	289,276 1,204,259 259,880	36,249 133,927 26,716	11,573 37,740 8,316	64,138 309,625 63,525	33,241 215,211 61,871	166,823	48,412 92,948 18,884	20,712 72,927 10,138	16,181 84,710 21,811	9,032 54,282 9,729		8,808 32,802 6,327	39,166 95,964 23,296	11,80 33,26 4,04
Camden Cape May Cumberland	3,784 1,316 1,273	614,078 106,025 161,407	67,675 11,652 16,199	20,764 4,332 4,738	133,913 27,735 38,942	113,343 15,560 29,270	7,236	54,828 18,863 8,755	32,056 4,750 9,578	37,126 7,136 9,821	28,516 3,959 7,833	7,497	16,138 3,036 3,735		16,23 1,34 3,71
Essex Gloucester Hudson	9,219 1,167 6,783	1,405,620 149,207 705,430	179,088 13,908 75,677	51,099 4,305 22,000	308,541 41,414 200,592	226,137 30,498 79,452	6,208	136,984 11,199 77,022	126,174 4,866 70,049	73,274 12,100 40,970	70,687 6,152 36,821		42,540 4,307 21,019	21,037	42,59 3,11 15,12
Hunterdon Mercer Middlesex	653 2,805 3,837	77,889 439,447 618,867	7,866 50,844 67,303	2,072 14,829 20,219	18,798 89,500 150,642	71,863	59,067	5,198 38,659 52,181	4,764 28,880 38,510	6,522 26,676 41,986			1,647 13,419 19,087	12,944 54,600 49,113	1,01 8,68 16,87
Monmouth Morris Ocean	3,731 2,402 1,802	519,242 389,236 218,749	58,303 43,599 22,564	17,862 12,322 7,081	129,002 107,191 61,859	86,660 68,756 33,466	41,116	50,466 28,622 23,950	28,325 17,641 8,781	31,796 28,549 16,308	21,566 17,828 7,064	25,978 22,040 16,486	14,539 10,911 6,378		13,85 6,36 4,10
Passaic Salem Somerset	4,583 591 1,258	666,960 74,046 212,131	68,277 6,722 22,187	19,892 2,126 6,363	151,312 18,645 60,602		1,801	53,130 4,640 18,672	49,557 2,663 10,301	35,388 5,988 13,233	34,979 3,714 8,341	21,689 3,475 12,800	17,095 1,609 6,957	54,377 12,168 16,421	54,77 2,07 3,41
Sussex Union Warren	641 4,873 770	74,925 787,629 85,623	7,525 88,645 8,443	2,169 25,514 2,722	20,010 1 <b>75,99</b> 8 2 <b>3,897</b>	13,094 156,028 15,181	69,139	6,924 59,467 7,365	2,087 56,997 2,275	5,668 50,605 9,418	2,276 58,147 3,559	6,611 40,871 7,003	1,747 22,872 1,969	9,591 70,579 9,378	26,9 2,3

			T		<del></del>	S CENSUS (		DED SERVIC	Amuser				Γ			
				laneous s Services	Personal	Services	Auto Repair, Garages		Recreation Services		Hotels, Motels, Tourist Courts		Miscellaneous Repair Services			Pictures
	Estab- lish- ments	Receipts (\$000)	Estab- lish- ments	Receipts (\$000)	Estab- lish- ments	Receipts (\$000)	Estab- lish- ments	Receipts (\$000)	Estab- lish- ments	Receipts (\$000)	Estab- lish- ments	Receipts (\$000)	Estab- lish- ments	Receipts (\$000)	Estab- lish- ments	Receipts (\$000)
State Total	35,135	1,472,717	5,564	445,152	15,722	374,674	4,253	199,718	2,835	154,499	1,909	136,805	4,510	119,912	342	41,95
Atlantic	1,632	88,914	156	6,320	536	9,809	147	4,681	209	17,092	401	45,876	162	3,065	21	2,07
Bergen	4,199	232,014	892	112,627	1,775	45,593	481 117	23,639	353 95	22,711 2,387	64	5,610	591	15,445	43	6,38
Burlington	979	35,897	111	13,861	414	8,432	117	3,221	95	2,387	84	5,018	145	1,879	13	1,09
Camden	1,954	92,981	277	13,074	1,036	21,100	209	25,971	146	13,354	37	7,217	228	9,916	21	2,34
Cape May	903	24,987	37	1,000	174	4,212	43	944	170	4,371	402	12,336	63	1,041	14	1,08
Cumberland	716	15,362	79	3,301	319	4,910	139	3,940	67	1,354	10	. 398	97	1,010	5	449
Essex	5,999	296,457	1.161	119,297	2.923	78,270	752	41.741	308	17,165	56	11,793	750	21,123	49	7,06
Gloucester	592	12,626	65	1,325	276	4,368	86	3,225	37	1,268	25	537	97	1,477	6	426
Hudson	3,061	134,025	360	34,745	1,754	50,240	395	18,527	129	(D)	38	4,325	360	16,087	25	(D)
Hunterdon	270	6,798	49	1,379	101	1,557	47	1,354	14	. (D)	17	891	40	483	2	(D)
Mercer	1.579	68,128	292	25,032	734	16,725	187	8,565	82	3,781	35	4,651	221	6,019	28	3,355
Middlesex	1,929	59,504	327	14,819	908	16,852	257	10,110	103	6,759	50	2,460	264	5,235	20	
Monmouth	2,195	84,350	307	14,610	785	20.015	222	7,289	320	22,570	278	12.937	259	4.594	24	2,335
Morris	1,396	55.128	276	20,027	527	11,674	180	7,220	133	6,533	76	4,104	196	4,155	8	1,415
Ocean	1,113	26,884	129	1,807	338	4,832	87	2,007	244	6,671	176	8,957	126	1,835	13	775
Passaic	2,370	90,051	374	28,998	1.147	30,535	348	11,036	114	7,134	27	1,526	342	8,201	18	2,62
Salem	252	4,194	23	480	123	1,336	39	953	25	(D)	13	364	27	218	2	(D)
Somerset	601	16,289	85	1,462	254	5,649	75	3,050	64	(a)	22	747	97	1,896	4	(a)
Sussex	296	6,917	35	1.110	111	2,026	38	770	25	(D)	38	1.750	48	525	,	( <b>a</b> )
Union	2,739	114.198	488	29,381	1,325	34,422	346	19,477	177	8,777	32	4,361	346	15,134	25	-
Warren	360	7,013	41	497	162	2,117	58	1,998	20	880	28	947	51	574	-	-
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(D) Withheld to avoid disclosure

## ABSTRACT OF RATABLES

## CAPE MAY COUNTY

1970



## BOARD OF TAXATION

WILLIAM J. BROWN, President

**HENRY SILLING** 

PAUL F. McDONALD

LAWRENCE BERARDELLI, JR., Secretary

### CAPE MAY COUNTY TAX ASSESSORS

	TAXING DISTRICT	ASSESSORS	P. O. ADDRESS	TELEPHONE NO.
1	Avalon Borough	Frank J. Dunn	Borough Hall	967-3413
2	Cape May City	John T. Dollinger	City Hall	884-8411
3	Cape May Point Bor	Clayton Shenk	21 E. Lake Drive	884-3662
4	Dennis Township	W. Walter Robinson	Dennisville	861-2314
5	Lower Township	Wilfred Swain	Cape May, R.D.	884-3647
6	Middle Township	Robert P. Hand	Cape May Court House	465-4434
7	North Wildwood City	Thomas Owens	130 E. 1st Avenue	522-3647
8	Ocean City	Wallace T. Kuhn	City Hall	399-6111
9	Sea Isle City	Harry Tracey, Jr.	City Hall	263-4461
10	Stone Harbor Bor	Daniel R. Deger	Borough Hall	368-2111
11	Upper Twp	Wm. Pfander	Golden Oak Lane Beesley's Point	399-5865
12	West Cape May Bor	Harold Roop	Park Boulevard	884-4891
13	West Wildwood Bor	Robert E. Merkel	545 W. Maple Avenue	522-5053
14	Wildwood City	Bernard V. Switzer	City Hall	522-2444
15	Wildwood Crest Bor	James F. Dennison	Borough Hall	522-7729
16	Woodbine Bor	William Boyce	Borough Hall	861-2152

ņ	1	2	3	4		Ded	<b>5</b> uctions	,
I S T R I C T TAXING DISTRICT N U M B B E R	Taxable Value of Land	Taxable Value of Improvements Thereon	Total Taxable Value of Land and Improvements (Col 1 + Col. 2)	Taxable Value of Machinery, Implements and Equipment of Telephone, Telegraph and Messenger Systems Companies (C.138,L.1966)	(a)  Exemption of Certain Water Supply and Sewage Disposal Structures and Facilities (C.269,L.1967)	(b) Exemption of Fallout Shelters (NJSA 54:4-3.48)	(c) Exemption of Air and Water Pollution Equipment (N.J.S.A. 54:4-3.56)	(d) Total Deductions  (Cols. (a) + (b) + (c))
1 Avalon Borough R	\$ 40,435,325	\$ 43,048,700	\$ 83,484,025	\$ 517,988			***************************************	\$
2 Cape May City R	14,312,260	24,024,520	38,336,780	743,891			•	••••••
3 Cape May Point Borough	644,500	2,641,200	3,285,700	17,307			•	••••••
4 Dennis Township	3,764,816	6,531,790	10,296,606	308,077		1,000	••••••	1,000
5 Lower Township R	18,076,150	56,586,800	74,662,950	1,526,562				••••••
6 Middle Township	11,527,250	29,066,750	40,594,000	1,288,766			••••••	•••••
7 North Wildwood City R	30,162,300	45,067,220	75,229,520	361,510			••••••	•••••••
8 Ocean City	64,383,700	132,135,300	196,519,000	1,974,491				••••••
9 Sea Isle City R	10,542,400	20,357,100	30,899,500	478,176		•	***************************************	••••••
10 Stone Harbor Borough	12,722,565	25,777,640	38,500,205	297,097			**********	***************************************
11 Upper Township	4,486,000	15,427,500	19,913,500	758,174			•••••••	***************************************
12 West Cape May Borough	533,295	3,519,775	4,053,070	74,650			•••••	***************************************
13 West Wildwood Borough	1,022,850	3,256,850	4,279,700	20,652			•	••••••
14 Wildwood City R	37,655,900	56,250,300	93,906,200	2,475,314				••••••
15 Wildwood Crest Borough	19,984,700	44,091,500	64,076,200	254,783			•••••	***************************************
16 Woodbine Borough	512,575	3,484,330	3,996,905	286,757				•••••
Totals	\$270,766,586	\$511,267,275	\$782,033,861	\$11,384,195		\$1,000	••••••	\$1,000

R = Revalued Districts

D I S T	6	7	8 County Equalization	9	<b>10</b> Equali	zation	.11
TAXING DISTRICT  N U M B E	Net Valuation Taxable (Cols. 3+4 —5(d))	General Tax Rate to Apply per \$100 Valuation	Average Ratio of Assessed to True Value of Real Property  (R. S. 54:3-17 to R.S. 54:3-19)	True Value of Class II Railroad Property (C. 139, L. 1966)	(a)  Amounts  Deducted  Under  R.S. 54:3-17 to  R.S. 54:3-19	(b) Amounts Added Under R.S. 54:3-17 to R.S. 54:3-19 and N.J.S.A. 54:11D-7	Net Valuation on Which County Taxes are Apportioned (Cols. 6+9 —10(a) +10(b))
1 Avalon Borough	\$ 84,002,013	\$1.812	132.11	\$	\$19,963,779	\$	\$ 64,038,234
2 Cape May City	39,080,671	3.686	120.68	20,721	5,743,432	***************************************	33,357,960
3 Cape May Point Borough	3,303,007	3.490	72.94			1,224,493	4,527,500
4 Dennis Township	10,603,683	2.888	80.49	167	••••••	2,846,296	13,450,146
5 Lower Township	76,189,512	2.929	100.29	211		2,620,600	78,810,323
6 Middle Township	41,882,766	3.944	87.70	27,610		6,946,359	48,856,735
7 North Wildwood City	75,591,030	2.530	103.88		561,951	***************************************	75,029,079
8 Ocean City	198,493,491	3.186	88.26	20,454		32,476,500	230,990,445
9 Sea Isle City	31,377,676	2.961	97.15		••••••	1,193,929	32,571,605
10 Stone Harbor Borough	38,797,302	2.209	65.62			20,972,696	59,769,998
11 Upper Township	20,671,674	1.199	70.57	3,119	•••••	8,822,475	29,497,268
12 West Cape May Borough	4,127,720	5.139	87.62	5,274		638,067	4,771,061
13 West Wildwood Borough	4,300,352	2.804	103.64		77,346		4,223,006
14 Wildwood City	96,381,514	2.768	108.43	49,826	2,178,423		94,252,917
15 Wildwood Crest Borough	64,330,983	2.772	85.98			12,376,387	76,707,370
16 Woodbine Borough	4,283,662	5.753	92.51	93		638,990	4,922,745
Totals	\$793,417,056	***************************************		\$127,475	\$28,524,931	\$90,756,792	\$855,776,392

						APPO	12 RTIONMEN	T OF TAXE	:S				
MBES	County Taxes	Sectio s (Less Tax Du	n A e County on E	lank Stock)	Section B		Section Local Taxes to	on C			Section Tax		
DISTRICT NUMBER	I Total County	Total County Taxes Appearing Appeals and Corrected		III Net County		DISTRIC	I T SCHOOL PUI (b)	RPOSES (c)	II Local Municipal	I Total Tax	tal (C. 173, L. 1963)		III Total On
DISTI	Apportioned (Including Total Net Adjustments)	(R S. 5 R.S. 54 Deduct	rors 4:4-49;	Taxes Apportioned	Tayes		Regional Consolidated and Joint School Budgets	As Required By Local Municipal Budget	Purposes (Less Tax Due Municipality on Bank Stock Tax) (See Col. 13)	Levy (Cols. AIII+B +CIa, b, c +CII)	(a) Veterans	(b) Senior Citizens	Which Tax Rate Is Computed (Cols. I + II(a) + II(b))
1	\$ 350,592.27	\$	\$319.23	\$ 350,911.50	\$ 9,153.12	\$ 228,761.10	\$	\$	\$ 923,107.79	\$ 1,511,933.51	\$ 5,100	\$ 5,120	\$ 1,522,153.51
2	182,625.95	137.65		182,488.30	4,763.19	278,611.50	259,180.31		691,069.39	1,416,112.69	12,350	12,000	1,440,462.69
3	24,786.86	6.37		24,780.49	646.69	15,200.00			70,651.50	111,278.68	1,100	2,880	115,258.68
4	73,635.97		52.23	73,688.20	1,922.36	210,977.50				286,588.06	8,000	11,600	306,188.06
5	431,465.53	91.38		431,374.15	11,257.23	715,288.01	734,281.33		223,367.86	2,115,568.58	33,250	82,370	2,231,188.58
6	267,477.61	24.58		267,453.03	6,979.13	1,173,099.00			137,179.69	1,584,710.85	27,250	40,080	1,652,040.85
7	410,764.22		449.33	411,213.55	10,724.66	434,752.40		25,796.00	991,147.68	1,873,634.29	13,280	25,880	1,912,794.29
8	1,264,611.15	1,547.08		1,263,064.07	NONE	1,501,300.00		179,950.00	3,296,364.04	6,240,678.11	40,400	42,640	6,323,718.11
9	178,320.86	176.44		178,144.42	4,649.94	202,886.40		41,384.00	484,914.95	911,979.71	7,550	9,760	929,289.71
10	327,224.82		38.12	327,262.94	8,539.21	125,343.00			387,551.69	848,696.84	3,900	4,400	856,996.84
11	161,489.69	340.71		161,148.98	4,209.22	57,065.94			1,330.07	221,094.07	12,750	13,840	247,684.07
12	26,120.29		22.81	26,143.10	681.95	53,223.83	98,219.36		25,500.00	203,768.24	2,900	5,440	212,108.24
13	23,119.83	45.20	 	23,074.63	602.41	23,000.00			70,500.00	117,177.04	850	2,560	120,587.04
14	516,009.61	272.68		515,736.93	13,460.54	384,169.13		98,260.00	1,620,795.19	2,632,421.79	10,250	25,120	2,667,791.79
15	419,952.42	13.47		419,938.95	10,957.97	494,646.00	•••••		826,295.73	1,751,838.65	16,750	14,880	1,783,468.65
16	26,950.72	584.93		26,365.79	693.94	195,273.52			14,403.18		5,050	4,640	246,426.43
	\$4,685,147.80	\$3,240.49	\$881.72	34,682,789.03	\$89,241.56	\$6,093,597.33				\$22,064,217.54	\$200,730	\$303,210	\$22,568,157.54

NUMBER	13		Р	ROPERTY E	14 XEMPT FRO	OM TAXATIO	ON	,			1!  Miscellaned of the Loca	ous. Revenues	
	· .	(a)	(b)	(c)	(d)	(e)		(f)	(g)				
DISTRICT	Bank Stock * * *	Public School	Other School		Church and	Semeteries and	Other I	Exemptions	Total Amount of	(a)	(b)	(c)	(d)
TS	Tax Due	Property	Property	Public Property	Charitable	Graveyards			Real Property Exempt from	Surplus Revenue	Miscellaneous Revenues	Receipts from  Delinquent	Total of Miscellaneous
<b>D</b>	Municipality	*			Property			oregoing	Taxation $(a+b+c)$	Appropriated	Anticipated	Taxes and Liens	Revenues (a + b + c)
	Monicipanty						Clas	sification	+d+e +f)		·		(4 ) 5 ! 6)
1	\$ 1,232.21	\$ 244,300	\$ 74,100	\$ 6,117,175	\$ 626,475	\$	(1-2)	\$ 3,242,350	\$ 10,304,400	\$ 400,000.00	\$ 180,079.00	\$ 27,000.00	\$ 607,079.00
2	3,140.16	877,000	109,490	1,700,195	982,200		(3-4)	10,674,250	14,343,135	194,896.56	298,651.42	110,000.00	603,547.98
3				58,175	57,100		(2-3)	14,000	129,275	8,000.00	8,549.71	6,000.00	22,549.71
4		227,970		1,055,564	382,640	12,220	(4-5)	58,170	1,736,564	129,842.83	93,200.32	30,000.00	253,043.15
5	1,415.59	2,878,250	78,012,150	2,260,950	2,366,650	13,250	(6-7)	1,493,650	87,024,900	180,000.00	377,361.99	150,000.00	707,361.99
. 6	4,519.79	2,788,050	10,200	3,863,300	2,137,450	47,400	(4)	452,600	9,299,000	126,000.00	355,500.00	125,000.00	606,500.00
7	1,007.04	201,200		2,824,650	1,748,200		(3)	114,600	4,888,650	200,000.00	288,947.72	85,000.00	573,947.72
8	10,008.11	806,400	910,000	2,702,700	1,710,950		(4-7)	1,146,770	7,276,820	595,000.00	1,031,742.33	240,000.00	1,866,742.33
9	1,183.83	88,000	139,800	1,333,100	374,500		(8)	10,350	1,945,750	132,000.00	93,684.31	27,000.00	252,684.31
10	1,848.31	316,950		2,092,650	735,700		(8)	31,250	3,176,550	661,102.38	104,737.91	10,000.00	775,840.29
11	1,330.07	637,200		497,800	154,250		(4-5-8)	104,650	1,393,900	410,000.00	476,792.00	10,234.67	897,026.67
12		191,950		52,450	28,950				273,350	22,703.09	26,000.00	17,400.00	66,103.09
13		•		84,525	11,300	2			95,825	40,000.00	. 20,000.00	6,500.00	66,500.00
14	9,628.51	2,655,100	425,900	5,677,060	1,862,500		(3-8)	760,300	11,380,860	81,000.00	1,177,057.61	185,300.00	1,443,357.61
15	1,252.07	729,600		3,579,100	778,900		(7)	20,900	5,108,500	133,700.00	260,451.59	112,000.00	506,151.59
						1,160	(3-8)	27,360	4,408,260	45,000.00	67,244.29	37,000.00	149,244.29
	\$37,487.94	\$12,993,970	\$79,681,640	\$37,767,354	\$14,117,545	\$74,030		\$18,151,200	\$162,785,739	\$3,359,244.86	\$4,860,000.20	\$1,178,434.67	\$9,397,679.73
16	922.25 \$37,487.94	352,000 \$12,993,970	\$79,681,640	3,867,960 \$37,767,354	159,780 \$14,117,545				\$162,785,739				

<sup>(1)</sup> Sewer Authority (2) State Government (3) Federal Government (4) Lodges

<sup>(5)</sup> Fire Companies
(6) Cape May-Lewes Ferry
(7) Disabled Vets—100%
(8) V.F.W.-Am. Legion-Boy Scouts

Total Amount of Miscellaneous Revenues (including Sur plus Revenues Appropriated) for the support of the	e
County Budget Rate per \$100 to be applied to Col. 11 for apportionment o County Taxes	f
County Percentage Level of Taxable Value of Real Pr	operty 100%.
Total County Taxes Appropriated	\$4,720,276.97
Less: Bank Stock Taxes Due County	37,487.94
Net County Taxes Apportioned (12A III)	4,682,789.03
‡Adjustments (Net Total 12A IIb) ±	2,358.77
Total County Taxes Apportioned (Including Adjustments— Total 12A I)	
‡Net Overpayments are added to the Net Taxes Apportioned and Net Underpayments are deducted.	
Bank Stock Tax Due State  ***Bank Stock Tax Due Municipality Bank Stock Tax Due County	37,487.94
Total Bank Stock Tax	\$ 149,951.76
WILLIAM J. BROWN,	S
HENRY SILLING,	s
PAUL F. McDONALD,	
Cape May County Board	
Attest:	
LAWRENCE BERARI	DELLI, JR., Secretary

OFFICE OF THE TREASURER, Cape May Court House, N. J.

I, Joseph S. Bradway, County Treasurer, do certify that the above is a true copy of the abstract of ratables and exemptions of the County of Cape May, as filed in my office on the 1st day of April, 1970, by the County Board of Taxation.

JOSEPH S. BRADWAY,

County Treasurer

CONFIDENT PUBLICATIONS
PLESSANTER CERTIFY
FOR THE SECOND PROPERTY
FOR THE SECOND PROPERTY

