

FY2020 STATE DISCUSSION POINTS

1. P.L.2018, c.115, enacted on August 24, 2018, established the New Jersey Complete Count Commission in, but not of, the Department of State. The commission was established to develop, recommend, and assist in the administration of a census outreach strategy to encourage full participation in the 2020 federal decennial census of the population. The census outreach strategy will be designed to ensure a complete and accurate count of New Jersey's population, and is required to include, but would not be limited to:

- State agency initiatives to encourage participation in the 2020 census;
- the establishment and support of school-based outreach programs;
- partnerships with non-profit community-based organizations; and
- a multi-lingual and multi-cultural, multi-media campaign with information that may be widely disseminated among all of the State's diverse populations and communities.

Under the law, the commission may appoint and compensate a secretary, director and assistance director. The commission's outreach strategy is to be coordinated through the Office of the Secretary of State, the secretary will serve as the chairperson of the commission and department staff will support the commission's functions.

The commission received a FY 2019 appropriation of \$500,000, and it is recommended to receive \$2 million in FY 2020. According the commission's website, all members have been appointed, and the first of three required public hearings to receive input on ways to ensure a full census count is scheduled for April 24, 2019 in Camden.

- Question: Please provide an update on the work performed to date by the Complete Count Commission. Other than the first public hearing, what other completion dates, milestones or schedule has the commission established for its work?

Two additional Public Hearings were held, one in Paterson and one in Camden. The Commission was also instrumental in putting together an April 1st Kickoff that marked one year out from Census Day. The tour included stops throughout the State. Additionally, the Commission has been assisting in the formation of Local Complete Count Committees, sponsoring Job Fairs, assigning census liaisons to provide information on federal and state Census outreach strategies for the public. The Commission in conjunction with the Census Bureau and its nationwide partners have planned a series of events throughout the state over the coming year to bring attention to the importance of the Census.

Will a director and assistant director be hired?

No, work will be carried out by DOS staff.

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Has the commission adopted an operating budget, or a spending plan for its initial \$500,000 appropriation? If so, please provide a copy.

Expense	FY 2019
Salary (reimburse)	23,000
Marketing/Media	450,000
Community Outreach; Hearings	27,000
TOTAL	500,000

- Question: What is the justification for a \$2 million appropriation in FY 2020? Is this amount based on a spending plan, derived from other states' examples, or based on examples or previous successes in maximizing the Census count? Please elaborate. Does the commission anticipate that a total of \$2.5 million in funding will be sufficient to accomplish its responsibilities under the law?

The Budget recommendation will cover the costs associated to implementing our Action Plan. That plan was developed based on our assessment of models used in other states, our research and assessment of the needs communicated to us by our on the ground partners, past census experiences as communicated to us by State of New Jersey personnel and the input of the Regional Office of the United States Census Bureau.

Action Plan Highlights FY 2020 - \$2,000,000

- Multi Media Effort
- Inter- and Intra- Governmental Effort
- Capacity Building
- Organizing of Local Complete Count Committees (LCCC)
- Public Events
- Resource Enlistment
- Education and Awareness Building
- Persuasion and Encouragement Campaign
- Motivate - Get Out The Census (GOTC)

Does the commission anticipate that a total of \$2.5 million in funding will be sufficient to accomplish its responsibilities under the law?

The Governor's recommendation of \$2 million for the 2020 Census is an appropriate amount to accomplish our goals.

2. The Office of Faith-Based Initiatives serves a diverse population and provides a wide-range of social services. The office's mission is to eliminate all barriers to funding and other resource opportunities, create greater access for partnerships, and enhance the capacity of faith- and

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community-based organizations to effectively design and implement successful programs and efficiently manage their organizations.

The Office of Faith-Based Initiatives is housed within the Office of Programs in the Office of the Secretary of State. FY 2020 recommended Grants-In-Aid funding of \$1.35 million for the Office of Programs equals the FY 2019 adjusted appropriation and continues a trend of flat-funding for the office. Budget data (page D-347) estimate that 120 grant applications will be received by the Office of Faith-Based Initiatives and that 60 grants will be awarded. In FY 2018 the Office of Faith-Based Initiatives received 257 grant applications (42 grants were awarded), and in FY 2019 the office received 184 grant applications and 57 grants were awarded. The Office of Faith-Based Initiatives does not receive specific, line-item funding.

The Office's website indicates applications are being received for three programs: \$250,000 in Social Innovation Special Project Grants (maximum grant \$10,000); Project ATLAS 2020 grants, a capacity building grant program designed to build the sustainability of twenty (20) faith and community based organizations (maximum grant \$10,000), and \$150,000 in SE2D Project Grants, with two types available, Growth and Start-up.

- Question: Please provide an overview of each grant program for which applications are currently being accepted, and describe the goals and intended outcomes of each program. Do the criteria for selection include regional considerations, i.e., a certain number of grantees or grant funding per county or per grouping of counties? What other grant programs will the Office offer to prospective applicants from FY 2020 funds? When will those opportunities be announced?

OFBI funding is competitive based process and there are no regional considerations, although representatives from throughout the state are given fair consideration during the application process.

Funding Programs:

Project ATLAS (Applied Training Lasting Solutions)

Social Innovation

Social Innovation Special Projects

Social Entrepreneurship Enterprise Development (SE2D)

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- Question: Please explain why the Office of Faith-Based Initiatives anticipates receiving fewer grant applications than during the prior two fiscal years. Please provide a list of grant programs, specifying grantees and grant awards, distributed by the office in FY 2019 and a brief description of the purpose for which the grant was used. Please identify which, if any, of the grant recipients represented first-time recipients.

In the prior fiscal years, Applicants were permitted to apply for funding in multiple categories, whereas, for FY 2020, they are limited to 2 specific areas.

ATTACHMENT 1 – FY 2019 OFBI AWARDS

- Question: Of the \$1.35 million in Grants-In-Aid funding appropriated to the Office of Programs in both FY 2018 and FY 2019, how much was allocated to the Office of Faith-Based Initiatives, and how much will be allocated in FY 2020?

For Fiscal Years 2018, 2019, and 2020 \$1.35 million Grant-in-Aid is allocated for OFBI.

3. The budget recommends \$1,175,000 for the Center for Hispanic Policy, Research and Development. Among its activities, the center allocates grants on a competitive basis to non-profit organizations that have a clearly articulated Hispanic mission and focus, provide direct services, and have been in existence and actively providing public programs or services for at least the past three years. Applications are encouraged and being accepted for FY 2020 funding in five program areas: Hispanic Entrepreneurship Assistance Program (maximum award \$65,000); Citizenship and Integration Program (maximum award \$60,000); Empowerment Centers for Workforce Development to Adults and Dislocated Workers Program (maximum award \$60,000); Workforce Investment In-School and Out-of-School Youth Program (maximum award \$50,000) and Community Service Programs (maximum award \$60,000). In order to receive funding the grantee must have offered the program for at least two years.

Budget data (page D-347) indicate that in FY 2019 the center received 51 grant applications and awarded 29 grants, and anticipates the same level of grant activity in FY 2020. A similar number of grant applications and awards were reported for FY 2017 and FY 2018. The center's website lists 25 grantee organizations, but this list does not include grant totals per grantee. Those grantees are identified as serving a region of the State, with 15 serving the northern region, four serving the central region and six serving the southern region.

- Question: Please list by grantee the FY 2019 awards by program category. How does the center establish the annual size of the grant program and its components?

ATTACHMENT 2 – FY 2019 CHPRD AWARDS

Funding categories are established through a process that reviews prior year performance and outcomes; site visits and technical assistance meetings with Community-based Organizations to gather input in trends affecting the Hispanic Community. The FY 2020 recommendations for guidelines and categories are reviewed and approved by the Advisory Committee.

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Does it pro-rate grant amounts or reduce the number of grant awards to fit within a pre-set total grant ceiling, or modify the total grant ceiling in light of the merits of applicants and grant proposals? Given that both grantees and programs must have a prior track record before accessing the center's grant funds, does the center impose maintenance of effort requirement for first-time grantees, or will it provide first-time funding to replace other funding sources that a grantee might be losing?

Each award is based on the scoring by independent peer reviewers of applications submitted by Organizations according to the criteria established for the specific funding program. The results are compiled and awards are determined based on merit. Technical Assistance sessions are held throughout the state prior to application deadlines for all interested organizations.

- Question: Please provide a spending plan for the FY 2020 appropriation for the Center for Hispanic Policy, Research and Development, specifying at a minimum amounts for staff, other administrative costs, grant programs and professional services. Please provide the same information for FY 2019 as currently projected and for FY 2018 as concluded.

The entire appropriation of \$1.175 million is used for Grants-in-Aid.

4. On July 7, 2005, the State enacted P.L.2005, c.137 requiring that a Voter Verified Paper Audit Trail (VVPAT) be created for each vote cast in an election. However, after a number of technological problems and inconsistencies arose as the machines were retrofitted, combined with the high costs associated with the retrofits (without any real assurance that the retrofitted machines would work properly), and a series of missed statutory deadlines for implementing VVPAT, the State enacted P.L.2009, c.17 on March 6, 2009, to suspend the requirement that voting machines produce an individual permanent record for each vote cast.

In FY 2019, the State received a federal grant of \$9.76 million under the Help America Vote Act (HAVA) of 2002 (P.L. 107-252). Along with a required State match of about \$488,000, these funds can be used to:

- >replace voting equipment that only records a voter's intent electronically with equipment that utilizes a voter verified paper record;
- >implement a post-election audit system that provides a high level of confidence in the accuracy of the final vote tally;
- >upgrade election -related computer systems to address cyber vulnerabilities identified through Department of Homeland Security, or similar scans or assessments of, existing election systems;
- >facilitate cybersecurity training for the state chief election official's office and local election officials;
- >implement established cybersecurity best practices for election systems; and
- >fund other activities that will improve the security of elections for Federal office.

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As of April 4, 2019, only about \$171,000 of the federal grant had been expended, with pilot projects underway in Gloucester, Essex and Union counties to test voting machines with higher security standards and a paper backup.

- Question: What has the department concluded from the pilot testing of voting machines about future standards for machines compliant with the voter verified paper audit trail requirement? About voting system cybersecurity? Will additional pilot studies be conducted in other counties? What is the department's spending plan for the HAVA grant?

New Jersey the federal Voluntary Voting System Guidelines (VVSG) as the set of standards for testing and certification of voting systems including those with a voter verified paper audit trail. A report is issued as to whether the voting systems meets the federal standards. In accordance with NJSA 19:48-2 the report and voting system are then examined by the Voting Examination Committee who in turn files a report with the Secretary of State for final approval for use in the State. The State is spending some of the grant for staffing resources in the New Jersey Office of Homeland Security and Preparedness to be dedicated solely to elections to address physical security and cybersecurity issues at both the State and county level. There is funding to do additional pilots and the State anticipates more jurisdictions to take advantage of the pilot programs.

What is the department's spending plan for the HAVA grant?

New Jersey received \$9,757,450 that will be expended over 5 years (through March 2023). The HAVA budget is divided into eight categories. It should be noted the funding amounts in each of the categories can be adjusted in the future as necessary.

Cybersecurity = \$3 million

- The Department of State will coordinate with the New Jersey Office of Homeland Security and Preparedness (NJOHSP) to provide staffing resources and expertise dedicated to elections. The NJOHSP will also be the liaison to the IT directors at each county to assist them in securing their election systems.
- Assist counties with assessing their current networks and systems for risks and vulnerabilities, identify issues, and execute a plan to remediate.

Physical Security = \$1 million

- Assist counties with assessing the physical security of their election facilities such as voting machine storage facilities, identify issues, and execute a plan to remediate.

Training = \$1 million

- Develop Tabletop Training Exercise (TTX) program based on the training State and county officials received from the Defending Digital Democracy project.
- Create and Election Security Playbook.
- Training the counties on the use of the new Statewide Voter Registration System

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- Implement online board worker training.

Communication = \$250,000

- Utilize technology to communicate with voters such as a mobile app.

Voter Registration System = \$757,000

- Implement any necessary changes or enhancements to the Statewide Voter Registration System (SVRS) and assist counties with verifying the accuracy of the recently geocoded addresses as part of the conversation to GIS technology. This would include the implementation of Automatic Voter Registration at the Motor Vehicle Commission agencies.

Voting Equipment = 2.5 million

- Develop a pilot program to allow county election officials to lease or purchase a small number of voting systems that utilize a paper ballot or a voter verified paper audit trail.
- Update the existing system used to track the voting machines and the security seals that are applied to each machine.

Election Auditing = \$250,000

- As a requirement of the voting system pilot program the county election officials will participate in a post-election audit pilot program to audit the results from the voting system pilot program.

ADA Compliance = \$1 million

- Continue to help counties ensure polling places are ADA compliant.

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5. The Motion Picture and Television Commission, housed in the Business Action Center, promotes New Jersey as an ideal location for various film and television projects. According to budget data (pg. D-347), in FY 2017, 925 projects were filmed in the State, and in FY 2018, 935 projects were filmed in the State, generating \$68 million and \$71 million, respectively, in direct spending by companies associated with those projects. The data indicate that 945 projects will be filmed in the State in FY 2019, generating an estimated \$100 million in direct spending, and that an additional 955 projects are estimated to be filmed in FY 2020, also generating \$100 million in direct spending. The Governor's FY 2020 projection of \$100 million generated in direct spending represents an increase of \$29 million (40.8 percent) over the FY 2018 amount, and a \$32 million (47 percent) increase over the FY 2017 amount.

- Question: Please explain how the estimated figure of 955 projects in FY 2020 was derived. What factor(s) account for the anticipated increase in film and television projects and the significant increase in direct spending by companies associated with those projects for FY 2019 and FY 2020? What is the administrative budget of the commission and the number of staff for FY 2020, and how do those compare with the current and prior fiscal year?

The projection of 955 projects anticipates an increase in the number of overall productions taking place in New Jersey on an annual basis. This reflects the potential impact of the film tax credit, and a general increase in television production due to high demand for content created by a proliferation of new streaming services and cable networks. However, the actual number of projects being filmed in the state on a year-to-year basis can and will continue to fluctuate.

What factor(s) account for the anticipated increase in film and television projects and the significant increase in direct spending by companies associated with those projects for FY 2019 and FY 2020?

The tax credit program has paved the way for an increase in large scale production in New Jersey, and a prodigious increase in production revenue. We now expect revenue figures for FY 2019 to well exceed \$100 million, and FY 2020 revenues will trend even higher.

The appropriation for FY 2018, 2019, 2020 is \$450,000. Additional staff assignments and costs will be assessed utilizing existing resources.

6. The New Jersey Business Action Center (BAC) is housed within the Department of State, and is the "one-stop shop" for businesses to access a variety of resources and support. NJBAC offers free and confidential assistance to help businesses grow. The BAC's FY 2020 proposed funding is about \$3.7 million (this excludes allocations for travel and tourism and the NJ Motion Picture Commission, but includes \$854,000 for the Office of Economic Growth).

The BAC has several units: the Office of Business Advocacy, the Office of Small Business Advocacy, the Office of Export Promotion, and the Office of Planning Advocacy. The BAC also operates a call center as a means of assisting businesses.

- Question: Please indicate how the fiscal resources and personnel of the BAC are allocated among the offices noted above, and the call center, in FY 2019 and as planned for FY 2020. How has this changed under the present administration compared to the previous administration? What is the BAC's

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strategy for attracting and retaining staff with sufficient knowledge, skills and experience to assist businesses? Is experience in owning, directing or managing a business a prerequisite?

The employee breakdown per unit is as follows:

	FY2019	FY2020
	Employees	Employees
Office of Business Advocacy	6	6
Office of Small Business Advocacy	2	2
Business Call Center	5	5
Office of Export Promotion	3	3
Office of Planning Advocacy	8*	8

* includes filling 4 vacancies

The NJBAC is currently down 3 employees from the Office of Planning Advocacy.

The New Jersey Business Action Center must comply with the Civil Service Commission's rules and regulations, title 4A, with regard to hiring. The majority of NJBAC employees are designated as "classified civil service" and are required to meet the qualifications listed in their civil service title specifications, which are set by the Civil Service Commission.

Although this is not a prerequisite in the Civil Service job descriptions, most NJBAC employees have experience in the real estate field and/or have been small business owners/managers at points in their careers.

7. The BAC offers a New Jersey State Trade Expansion Program (NJ STEP), funded in part through a grant from the U.S. Small Business Administration (SBA). According to the program's website, NJ STEP provides financial awards on a first come, first served competitive basis, to New Jersey eligible small business concerns that are new to export, as well as those businesses who currently sell their goods and services to consumers in other countries. Eligible businesses receive financial awards to partially offset export promotion costs such as participation in international and U.S. trade events and U.S. Department of Commerce organized trade missions, fees for services provided by the U.S. Commercial Service and translations of websites and marketing literature. Awards are available for events between September 30, 2018 and September 29, 2020.

- Question: Please list each award under NJ STEP, indicating whether the recipient is a new or current exporter, export destinations and the goods or services exported. Can the BAC determine the impact on employment in New Jersey of each grant awarded under the STEP program?

ATTACHMENT # 3 – FY 2019 STEP AWARDS

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Attached is the spreadsheet requested regarding existing STEP clients, their awards, destinations, job impact, and grant amounts. However, the US Small Business Administration (SBA) does not allow any of the States to disclose the names of the company and the award amounts each received. Therefore the list identifies "NJ Company".

8. The budget recommends \$9 million for Travel and Tourism Advertising and Promotion, administered by the Division of Travel and Tourism, the same as for FY 2019 and several preceding years. The division promotes New Jersey as a travel destination through marketing, advertising and promotional campaigns, marketing grants and display of and distribution of tourism literature at 13 state welcome centers.

The division awarded 2019 destination marketing organization grants totaling \$1,818,000 to 14 organizations. According to the division's website, a destination marketing organization (DMO) promotes and markets for tourism a destination in the State - a single city, a group of municipalities or a defined region - as its primary function. The DMO serves as a tourism advocate, working with hotels, restaurants, attractions and smaller tourism entities to function as a visitor information center and to drive visitation when and where it is most appropriate. A DMO must provide a 25% match to secure a maximum grant of \$200,000. The program offers an opportunity for qualified DMOs to receive a commitment of funding, pending availability, for two fiscal years. As of April 6, 2019, the division had not opened this program to 2020 grant applications.

The division also awarded 2019 cooperative marketing grants totaling \$591,510 to 39 organizations. The Cooperative Marketing Grant Program funds promotion and marketing of specific tourism opportunities in New Jersey. Recipients must provide a 25 percent match, and spend grants and matching funds on the marketing program for the event or opportunity. The division is currently accepting applications for 2020 cooperative marketing grants.

- Question: What amount of funding will be made available for 2020 cooperative marketing and destination marketing organization grants, respectively?

The proposed funding level of the cooperative grants programs is projected to be consistent with the funding level of the FY2019 program.

Does the division adjust the funding total for each program based on the number and merits of applications, or adjust awards so as to not exceed a fixed total? Does the division apply criteria to achieve a minimum or maximum allocation of funds based on geographic considerations in either program?

Approximately 25% of the overall budget is allocated to our grants program. The Division does have the flexibility to adjust funding levels to approve additional applications if warranted.

What percentage of 2019 DMO grants comprised the second of two years for the recipient?

100% - All DMO grantees that were approved for FY2018, reapplied and were approved for the second year of the cycle FY2019.

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How many applications were received for 2019 grants in each program that were denied?

For FY2019 DMO – 14 applications, all approved, 0 denied.

For FY2019 Cooperative Marketing – 51 applications, 39 approved, 13 denied

What were the most common reasons for denial?

The most common reason for denial is a lack of detail, particularly with respect to a marketing plan or how the project proposal will promote increased tourism. The program is competitive; typically, over 25% of projects are denied funding.

Although the division clearly states that matching funds must come from sources other than State funding, to what extent does the division steer cooperative marketing grants to organizations or events that receive funding from the State Council on the Arts or the New Jersey Historical Commission?

Through dialogue with potential arts and history organizations, the Division informs them of the potential grants opportunities available from the Council of the Arts and the Historical Commission grants programs. However, in most cases those organizations are already aware those opportunities.

- Question: Please provide a spending plan for the FY 2020 appropriation for Travel and Tourism Advertising and Promotion, specifying at a minimum amounts for staff, other administrative costs, grant programs and professional media and consulting services. Please provide the same information for FY 2019 as currently projected and for FY 2018 as concluded.

<u>TRAVEL & TOURISM</u>	<u>FY2018</u>	<u>FY2019</u>	<u>FY2020</u>
SALARIES	879,226	881,578	952,841
ADVERTISING	5,448,334	5,283,079	5,283,079
OPERATING	268,725	425,833	354,570
DMO AWARDS	1,818,000	1,818,000	1,818,000
COOP AWARDS	585,716	591,510	591,510
TOTAL EXPEND	9,000,000	9,000,000	9,000,000

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9. The Governor's FY 2020 recommended Budget for Museum Services totals \$2.2 million in Direct State Services appropriations, which represents the same amount as the FY 2019 adjusted appropriation and continues a trend of flat-funding since FY 2011. According to budget evaluation data (pg. D-344), an estimated 161,000 people will visit the museum in FY 2019, a decrease of 35,929 people (18.2 percent) from the 196,929 patrons who visited the museum in FY 2017, and a decrease of 37,834 people (19 percent) from the 198,834 patrons who visited the museum in FY 2018. It is further estimated that 165,250 people will visit the museum in FY 2020. Additionally, the data estimate that school group attendance at the Planetarium for FY 2020 will be 14,750, a decrease of 1,763 (10.7 percent) from the 16,513 who visited the Planetarium in FY 2017.

- Question: Please explain the trend of decreasing attendance at the State Museum and the State Planetarium.

The Museum's projected attendance estimate for FY 2019 and FY2020 considered the potential impact of the State House closure may have on School Field Trips. However, the FY2019 target is expected to be met.

Please describe the impact the flat-funded FY 2020 recommended appropriation for Museum Services will have on the ability of the State Museum to support its collections, exhibits, and educational programs, while providing an enriching experience for its patrons. Does the State Museum anticipate having to increase either its (suggested) general admission rates or the Planetarium admission rates to accommodate the trend of decreasing attendance?

Increasing the Planetarium ticket price in the past has proven to reduce ticket sales, so a change is not being considered at this time. Flat funding is sufficient to support the Museum's exhibits and programs. The Planetarium expects to see an increase in attendance with a new show focused on the 50th anniversary of the moon landing and an exhibition on the same topic.

What factors account for the continuing trend in the decrease in museum attendance?

The closure of the State House and the recent opening of the new Planetarium at Liberty Science Center have resulted in declining attendance.

10. P.L.2019, c.32 established several multiyear schedules for gradually raising the State minimum wage from currently \$8.85 per hour to not less than \$15.00 per hour. The increase may affect department staff, third parties that provide services to or on behalf of the department, and programs with means-tested eligibility criteria.

In FY 2020, the general State minimum wage will rise as follows: 1) on July 1, 2019 to \$10.00 per hour; and 2) on January 1, 2020, to not less than \$11.00 per hour. The general minimum wage schedule will increase to at least \$12 per hour on January 1, 2021; \$13 per hour on January 1, 2022; \$14 per hour on January 1, 2023; and \$15 per hour on January 1, 2024.

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- Question: Please quantify the fiscal impact to the department in FY 2020 of the increases in the minimum wage of department employees from \$8.85 to \$10 per hour on July 1, 2019 and from \$10 to \$11 per hour on January 1, 2020, and the number of employees who will be impacted by each increase. Relative to current compensation levels, please provide the same information assuming an hourly minimum wage of \$12, \$13, \$14, and \$15.

The minimum wage increase will have a minimal impact on the Department of State in FY2020.

FY 2019 Office of Faith-Based Initiatives (OFBI) Awards

	Organization Name	Award Amt.	Service Category	Status
1	Every Child Valued	\$20,000	After School Tutoring and Homework Assistance Program	New Grantee
2	Metropolitan YMCA of the Oranges	\$15,000	After School Tutoring and Homework Assistance Program	New Grantee
3	Give Chances, Inc	\$11,000	After School Tutoring and Homework Assistance Program	New Grantee
4	Community Access Unlimited	\$15,000	Civic and Community Engagement	
5	Emmett's Place, Inc	\$13,000	Civic and Community Engagement	New Grantee
6	NORWESCAP	\$15,000	Civic and Community Engagement	New Grantee
7	A Future With Hope	\$10,000	Civic and Community Engagement	New Grantee
8	United Advocacy Group	\$11,000	Civic and Community Engagement	New Grantee
9	Faith in New Jersey	\$11,000	Civic and Community Engagement	New Grantee
10	Latin American Economic Development Association, Inc.	\$15,000	Economic Development	
11	New Jersey Association on Correction	\$15,000	Economic Development	New Grantee
12	Elijah's Promise	\$15,000	Economic Development	
13	GlassRoots, Inc.	\$15,000	Economic Development	
14	The Food Bank of South Jersey	\$10,000	Economic Development	
15	Forward Ever Sustainable Business Alliance	\$10,000	Economic Development	New Grantee
16	Union Chapel Community Development Corporation	\$15,000	Service to Seniors	New Grantee
17	Visiting Homemaker Services of Passaic County, Inc. DBA	\$15,000	Service to Seniors	New Grantee
18	Jewish Family Services of Atlantic and Cape May Counties	\$11,000	Service to Seniors	
19	COPE Center, Inc.	\$15,000	Substance Abuse Prevention	New Grantee
20	The Center for Great Expectations, Inc	\$15,000	Substance Abuse Prevention	New Grantee
21	Community Action Service Center	\$20,000	Summer Camp Recreational Activities	
22	Boys & Girls Clubs of Gloucester County	\$15,000	Summer Camp Recreational Activities	New Grantee
23	Second Street Youth Center Foundation, Inc.	\$15,000	Summer Camp Recreational Activities	New Grantee
24	Urban Agriculture Cooperative	\$15,000	Project ATLAS 2.0	New Grantee
25	Every Child Valued	\$30,000	STEM	New Grantee
26	Women of Wellness of NJ	\$30,000	STEM	New Grantee
27	Schools That Can	\$30,000	STEM	New Grantee
28	DiscoverHope Community Development Corporation	\$25,000	STEM	New Grantee
29	Emmett's Place, Inc	\$25,000	STEM	
30	NJCDC	\$25,000	STEM	
31	The O League	\$20,000	Youth College Readiness	New Grantee
32	UrbanPromise Trenton	\$20,000	Youth College Readiness	New Grantee
33	Family Touch, Inc.	\$20,000	Youth College Readiness	New Grantee
34	The Newark Museum Association	\$20,000	Youth College Readiness	New Grantee
35	Center for Family Services Inc.	\$20,000	Youth College Readiness	New Grantee
36	STRIVE	\$20,000	Youth College Readiness	New Grantee
37	LUCY Outreach	\$20,000	Youth College Readiness	New Grantee
38	Bergen Family Center	\$20,000	Youth College Readiness	New Grantee
39	Middle Earth	\$20,000	Youth College Readiness	
40	NJ LEEP Inc.	\$20,000	Youth College Readiness	
41	Court Appointed Special Advocates of New Jersey, Inc.	\$20,000	Youth College Readiness	New Grantee
42	Oasis -- A Haven for Women and Children	\$20,000	Youth College Readiness	New Grantee
43	Boys & Girls Club of Clifton	\$20,000	Youth Entrepreneurship	New Grantee
44	Visions and Pathways (FKA-Somerset Home for Tempora	\$20,000	Youth Entrepreneurship	New Grantee
45	Community Action Service Center	\$20,000	Youth Entrepreneurship	
46	Oaks Integrated Care Inc.	\$20,000	Youth Entrepreneurship	New Grantee
47	United Community Corporation	\$20,000	Youth Entrepreneurship	
48	United Advocacy Group	\$20,000	Youth Entrepreneurship	New Grantee
49	All Saints Community Service and Development Corporati	\$15,000	Youth Entrepreneurship	
50	Jewish Family Services of Atlantic and Cape May Counties	\$30,000	SE2DI	
51	Puerto Rican Association for Human Development	\$30,000	SE2DI	
52	Elijah's Promise	\$20,000	SE2DI	
53	Jewish Federation of SNJ	\$30,000	SE2DI	
54	Hopeworks 'N Camden	\$40,000	SE2DI	
55	Saint Joseph's Carpenter Society	\$10,000	SE2DI	New Grantee
56	Community Action Service Center	\$30,000	SE2DI	
57	Prevent Child Abuse-New Jersey Chapter, Inc	\$10,000	SE2DI	New Grantee
58	Interfaith Neighbors, Inc.	\$30,000	MBD	
59	Latin American Economic Development Association, Inc.	\$30,000	MBD	
60	Rising Tide Capital	\$30,000	MBD	
61	Women's Center for Entrepreneurship Corp.	\$30,000	MBD	
62	Pro Bono	\$20,000	Legal Capacity	
63	Non Profit Support Center	\$83,000	Capacity Building	
TOTAL OFBI FY 2019		\$1,300,000		New Grantee = 37

FY 2019 Center for Hispanic Policy, Research & Development (CHPRD) AWARDS

	Grantee	Grant #	Funding Category	Amount
1	Greater Bergen Community Action, Inc.	CHPRD19-002	CIS = Citizenship and Integration Program	\$30,000
2	IACO Immigration & American Citizenship Organiz	CHPRD19-023	CIS = Citizenship and Integration Program	\$20,000
3	International Rescue Committee, Inc.	CHPRD19-040	CIS = Citizenship and Integration Program	\$30,000
4	Latin American Legal Defense and Education Fund,	CHPRD19-024	CIS = Citizenship and Integration Program	\$30,000
5	HISPA	CHPRD19GOV	Governors Hispanic Fellowship Awards	\$145,250
6	Latin American Economic Development Associatio	CHPRD19-006	HEAP = Hispanic Entrepreneurship Assistance Pr	\$50,000
7	Rising Tide Capital	CHPRD19-042	HEAP = Hispanic Entrepreneurship Assistance Pr	\$40,000
8	Statewide Hispanic Chamber of Commerce of NJ	CHPRD19-005	HEAP = Hispanic Entrepreneurship Assistance Pr	\$40,000
9	Allies In Caring, Inc.	CHPRD19-007	II-CAR = Innovative Initiatives; Children at Risk	\$30,000
10	Big Brothers Big Sisters of Essex, Hudson & Union	CHPRD19-030	II-CAR = Innovative Initiatives; Children at Risk	\$41,500
11	El Primer Paso, Ltd.	CHPRD19-026	II-CAR = Innovative Initiatives; Children at Risk	\$36,290
12	HISPA	CHPRD19-016	II-CAR = Innovative Initiatives; Children at Risk	\$50,000
13	Institute of Music for Children	CHPRD19-051	II-CAR = Innovative Initiatives; Children at Risk	\$30,000
14	CURA, Inc.	CHPRD19-031	II-MH = Innovative Initiatives; Mental Health	\$30,000
15	Main St. Counseling Center	CHPRD19-001	II-MH = Innovative Initiatives; Mental Health	\$49,999
16	Spanish Community Center	CHPRD19-045	II-MH = Innovative Initiatives; Mental Health	\$35,000
17	YCS, Inc.	CHPRD19-055	II-MH = Innovative Initiatives; Mental Health	\$40,000
18	Servicios Latinos De Burlington County Inc	CHPRD19-004	II-PH = Innovative Initiatives; Prevent Health	\$40,000
19	Casaprac Inc.	CHPRD19-015	II-SC = Innovative Initiatives Senior Citizens	\$38,211
20	Community Affairs & Resource Center	CHPRD19-038	II-SC = Innovative Initiatives Senior Citizens	\$35,000
21	FOCUS Hispanic Center for Community Developme	CHPRD19-021	II-SC = Innovative Initiatives Senior Citizens	\$25,000
22	IACO Immigration & American Citizenship Organiz	CHPRD19-019	II-SC = Innovative Initiatives Senior Citizens	\$30,000
23	Puerto Rican Action Board, Inc	CHPRD19-047	II-SC = Innovative Initiatives Senior Citizens	\$30,000
24	Puerto Rican Action Committee of Southern New J	CHPRD19-025	II-SC = Innovative Initiatives Senior Citizens	\$35,000
25	Puerto Rican Association for Human Development	CHPRD19-049	II-SC = Innovative Initiatives Senior Citizens	\$50,000
26	Puerto Rican Unity for Progress	CHPRD19-050	II-SC = Innovative Initiatives Senior Citizens	\$8,750
27	Urban Workforce Advantage	CHPRD19-041	II-SC = Innovative Initiatives Senior Citizens	\$35,000
28	ASPIRA Inc. of New Jersey	CHPRD19-060	WDC-IOS = Workforce Development In and Out	\$45,000
29	Institute of Music for Children	CHPRD19-062	WDC-IOS = Workforce Development In and Out	\$35,000
30	La Casa de Don Pedro, Inc.	CHPRD19-028	WDC-IOS = Workforce Development In and Out	\$40,000
			TOTAL AWARDS	\$1,175,000

FY 2019 BUSINESS ACTION CENTER
STATE TRADE EXPANSION PROGRAM (STEP) AWARDS
Total 37 awards

*15 New exporter; 11 Current exporter; 11 Exporting to New Market

Grantee	Grant #	Amount Awarded	New/Current Exporter *	Export Destination	Goods/ Services	Employment Impact
"NJ Company"	19BACT430STP	8,635	New	UAE	Manufacturer of access hatches and floor doors	1
"NJ Company"	19BACT425STP	14,297	New Market	UAE	Manufacturer of Medicinal Topical Creams	5
"NJ Company"	19BACT435STP	8,635	New	UAE	Manufacturer of access hatches and floor doors	1
"NJ Company"	19BACT405STP	3,495	New	USA-Int'l show	Automotive test strips	2
"NJ Company"	19BACT437STP	8,495	New	USA-Int'l show	Manufacturer of oxygen production technology	1
"NJ Company"	19BACT414STP	8,900	Current	France	Manufacturer of high strength fasteners	5
"NJ Company"	19BACT428STP	12,374	New	UAE	Integrated supplier/exporter of food service products	3
"NJ Company"	19BACT408STP	15,000	New	UAE, USA	Manufacturer of medical instrument reprocessing solutions	1
"NJ Company"	19BACT432STP	9,000	Current	Germany	Manufacturer of pneumatic compression devices	3
"NJ Company"	19BACT409STP	14,243	New Markets	Mexico, Germany	Manufacturer of solution	5
"NJ Company"	19BACT416STP	15,000	New Market	UAE	Manufacturer of thermal spray coatings, corrosion resistant	7
"NJ Company"	19BACT402STP	8,760	Current	Germany	Manufacturer of medical diagnostic kits	5
"NJ Company"	19BACT422STP	12,500	New Market	UAE	Manufacturer and distributor of industrial floor coatings and polished concrete floors	4
"NJ Company"	19BACT417STP	14,610	Current	Germany	Manufacturer of dental lab, Podiatry and Audiology Equipment	3
"NJ Company"	19BACT412STP	15,000	New	UAE, England	Manufacturer of Surgical Wound Care Products	11
"NJ Company"	19BACT429STP	9,700	New	India, China	Manufacturer of Toothpaste	2
"NJ Company"	19BACT437STP	10,650	New Markets	USA, UK, Canada	Manufacturer of rehabilitative adaptive dressing aid and home accessibility consultation	2
"NJ Company"	19BACT434STP	15,000	Current	UAE, Germany	Manufacturer of diagnostic devices	8
"NJ Company"	19BACT423STP	15,000	Current	UAE, Germany	Developer of security surveillance and control systems	2
"NJ Company"	19BACT433STP	15,000	New Markets	France, Germany	Food & beverage export management company	4
"NJ Company"	19BACT406STP	15,000	New Market	USA, India	Manufacturer of industrial cleaners & assembly lubricants	3
"NJ Company"	19BACT400STP	13,600	New	USA-Int'l show	Manufacturer of outdoor active clothing	8
"NJ Company"	19BACT420STP	14,000	New Market	Germany, USA	Manufacturer of ultrasonic cleaning equipment	6
"NJ Company"	19BACT411STP	15,000	New	USA-Int'l show	Manufacturer of high barrier flexible packaging	6
"NJ Company"	19BACT419STP	15,000	Current	France	Manufacturer of systems to control fluid, pressure, electronics and power	8
"NJ Company"	19BACT421STP	10,400	Current	Germany, Spain	Develops breath tests to detect diseases	10
"NJ Company"	19BACT427STP	15,000	New	USA-Int'l show	Manufacturer of nut and seed brittle candy	12
"NJ Company"	19BACT431STP	1,700	New	Japan	Manufacturer of costs estimating software and services	4
"NJ Company"	19BACT418STP	14,995	New Market	USA, Kuwait	Manufacturer of automotive exhaust products.	2
"NJ Company"	19BACT401STP	15,000	New	USA-Int'l show	Designer and manufacturer of unique tourniquets	3
"NJ Company"	19BACT404STP	15,000	Current	USA-Int'l show	Manufacturer of cosmetic and pharmaceutical skin and hair products	4
"NJ Company"	19BACT401STP	8,359	Current	USA-Int'l show	Manufacturer of custom and modified shipping containers	9
"NJ Company"	19BACT407STP	15,000	Current	USA-Int'l show	Developer of innovative, organic skin care treatments for beauty professionals	1
"NJ Company"	19BACT413STP	15,000	New Market	Spain	Manufacturer of surveillance data technology	2
"NJ Company"	19BACT402STP	3,000	New Market	USA-Int'l show	Bagel manufacturer that distributes 2 million bagels weekly	1
"NJ Company"	19BACT415STP	15,000	New	USA-Int'l show	Manufacturer of smart glasses and augmented/mixed reality software	9
"NJ Company"	19BACT424STP	15,000	New	Dubai, Germany	Manufacturer of medical devices used in the Cardiology and Emergency Medicine	6
Total Awards		450,348			Total Jobs	169