NEW JERSEY ADVANCED MANUFACTURING
Why New Jersey for ADVANCED MANUFACTURING?

Connected location with distinct infrastructure assets

- Reach a third of US consumers within a 1-day drive of New Jersey
- Enjoy unmatched regional and global connectivity with unparalleled access to the Northeast Corridor and ~600 nonstop flight destinations¹
- Take advantage of the largest port on the East Coast and our best-in-class digital infrastructure

Innovative manufacturing ecosystem

- Join a diverse and growing ecosystem of 2,500+ advanced manufacturing firms that call NJ home and are doubling down here
- Locate in the center of a robust Mid-Atlantic advanced manufacturing economy, focused in the sectors that matter most, and offering real local advantages
- Benefit from Governor Murphy’s pro-growth manufacturing agenda and an ecosystem of supports

Full breadth of manufacturing talent

- Access 245,000+ high-skilled and blue collar manufacturing workers needed across your business
- Get access to a talent pool that is highly diverse and truly global
- Tap into NJ’s robust workforce pipeline including 150+ higher education institutions

A place for every employee

- Offer employees access to the #1 ranked pre-K-12 education system in the nation
- Provide employees with a choice of commutable city, small town, country, and coastal living
- All this at a fraction of the cost of New York and Philadelphia – and just a short train ride away

We are a state of innovators. From the incandescent light bulb to ground-breaking cancer research, New Jersey has been and remains, a place where human ingenuity flourishes.

- Phil Murphy Governor

¹ Includes Newark Liberty International Airport, Philadelphia International Airport, John F. Kennedy International Airport, and LaGuardia International Airport
CONNECTED LOCATION WITH DISTINCT INFRASTRUCTURE ASSETS

1/3rd of the US within a 1-day drive

At the heart of the Northeast corridor with access to the #1 airport system1 in the US

Rail and road networks connecting Maine to Florida with the #1 port on the East Coast in the #1 digitally-connected state

1 Includes Newark Liberty International Airport, Philadelphia International Airport, John F. Kennedy International Airport, and LaGuardia International Airport.
There are many benefits of operating in New Jersey. We bring in paper from all over the world, so it’s important for us to be near the major ports. We also ship internationally, so we must be close to proficient transportation. We’re located less than an hour from airports and New York City.

- Lisa Hirsh
President and CEO
Accurate Box Company

33% of the entire US pop. within a 1-day driving shift

~107 million People – and thousands of retailers and suppliers – within an 11-hour drive

SOURCE: Experian

1 From Port Newark Container Terminal; 11 hours represents the maximum number of hours for a typical truck driver shift.
At the heart of the Northeast corridor, next to NYC and Philadelphia

Day trips by train to Washington DC and Boston

Train times from Newark Penn Station

$2.8 trillion
GDP within 150 miles¹ (15% of US)

38 million
consumers¹ within 150 miles

NOTE: All train times referenced from Newark Penn Station
1 Includes the GDP and population of counties whose centers are within 150 miles of New Jersey

Source: Moody's Analytics
Easy access to employees, clients, and customers across the globe

340+ NONSTOP DOMESTIC DESTINATIONS

260+ NONSTOP INTERNATIONAL DESTINATIONS

SOURCE: Diio Mi - Includes Newark Liberty International Airport, Philadelphia International Airport, John F. Kennedy International Airport, and LaGuardia International Airport
Unmatched physical infrastructure assets

- Busiest airport system\(^1\) in the US
- #1 largest port on the East Coast (Port of Newark)
- 5 strategically located Foreign Trade Zones throughout the State

1 Includes Newark Liberty International Airport, Atlantic City International Airport, JFK International Airport, LaGuardia Airport and Philadelphia International Airport

SOURCE: 2018 Port Performance Report, Department of Transportation; State of NJ Business Portal, Airports International Council (ACI)
Best-in-class Digital Infrastructure

#1
in % of population with access to wired broadband of 25 mbps or faster (99.1%)

#2
in average download speed (59.4 mbps)

#2
in % of population with access to fiber-optic internet (66.2%)

SOURCE: Broadbandnow.com, retrieved in June 2019; #1 average download speed in Maryland (~60.3 mbps) and #1 in % access to fiber is Rhode Island (~85%)
INNOVATIVE MANUFACTURING ECOSYSTEM

RICH, DIVERSE AND GROWING ECOSYSTEM OF 2,500+ ADVANCED MANUFACTURING FIRMS

STRATEGIC ADVANTAGES WITHIN A ROBUST REGIONAL MANUFACTURING ECONOMY

A CLEAR, PRO-GROWTH COMMITMENT TO ADVANCED MANUFACTURING WITH REAL SUPPORTS IN PLACE
Home to leading advanced manufacturing companies

2,500+ advanced manufacturing firms in NJ

- Biopharma & medical device
- Chemical
- Food
- Computer & electronic product
- Fabricated metal
- Machinery
- Other advanced manufacturing

Note: Companies on map reflect a sample of companies HQ in New Jersey from Capital IQ | 1 Based on number of firms - defined as an organization consisting of one or more domestic establishments in the same state and industry that were specified under common ownership or control

SOURCE: Capital IQ, 2016 Statistics of U.S. Businesses (SUSB)
A diverse advanced manufacturing economy that is on the rise

$37B (6.8% of total GDP)

- Biopharma & medical device: 43%
- Machinery: 18%
- Chemical: 13%
- Fabricated metal: 7%
- Computer & electronic product: 5%
- Food: 10%
- All other: 13%

GDP growth in NJ advanced manufacturing since 2013: 6.3%


SOURCE: Moody’s Analytics
Leading companies are doubling down here

New 100,000 sq. ft. facility with office and meeting space and aerospace application center

Global high technology engineering group

New 18,000 sq. ft. facility in Irvington, with new machinery to help expand services

Metal components manufacturer

Doubling of zinc sulfate manufacturing capacity in Old Bridge, NJ

Largest American cooper and zinc compound manufacturer

Major expansion, creating 410 advanced manufacturing jobs in Kearny, NJ

Technology and supply chain manufacturing startup

2016

ResinTech Inc.
Water and wastewater treatment resin manufacturer
Relocation of HQ and construction of two new manufacturing plants in Camden, NJ

2017

Lockheed Martin
Large defense contractor
Commitment to add 300 engineering and other high-paying jobs in South Jersey

2018

Subaru
Multinational automotive manufacturer
Purchase of 96 acres of land in Bordentown to build a 1,300,000 sq. ft distribution center

2019

Pace Glass Recycling
Glass recycling technology provider
New 250,000 sq. ft processing plant in Andover Township (world’s largest glass recycling facility)

SOURCE: Company press releases; Note Sandvik expansion occurred in 2014
INNOVATIVE MANUFACTURING ECOSYSTEM

Located in a robust Mid-Atlantic manufacturing economy and focused in the sectors that matter most

$270+ billion in advanced manufacturing GDP across the Mid-Atlantic\(^1\)

77% of advanced manufacturing GDP across the Mid-Atlantic\(^1\) concentrated in 5 sectors

Percent of advanced manufacturing GDP, 2018

- Biopharma & medical device: Mid-Atlantic 26%, NJ 43%
- Computer & electronic product: Mid-Atlantic 16%, NJ 7%
- Chemical: Mid-Atlantic 14%, NJ 18%
- Food: Mid-Atlantic 11%, NJ 10%
- Fabricated metal: Mid-Atlantic 10%, NJ 5%
- All other: Mid-Atlantic 23%, NJ 17%

\(^1\) Includes New Jersey, Massachusetts, Pennsylvania, New York, Maryland, Virginia, Connecticut, Rhode Island, Delaware

SOURCE: Economic Modeling Specialists Intl. (EMSI)
Among the best places in the Mid-Atlantic to create products and get them to customers quickly

Abundant manufacturing spaces to create...

Total industrial manufacturing square footage, 2019

<table>
<thead>
<tr>
<th>State</th>
<th>Square Footage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pennsylvania</td>
<td>289 M</td>
</tr>
<tr>
<td>New York</td>
<td>259 M</td>
</tr>
<tr>
<td>New Jersey</td>
<td>162 M</td>
</tr>
<tr>
<td>Massachusetts</td>
<td>125 M</td>
</tr>
<tr>
<td>Connecticut</td>
<td>122 M</td>
</tr>
<tr>
<td>Virginia</td>
<td>107 M</td>
</tr>
<tr>
<td>Rhode Island</td>
<td>39 M</td>
</tr>
<tr>
<td>Maryland</td>
<td>39 M</td>
</tr>
<tr>
<td>Delaware</td>
<td>13 M</td>
</tr>
</tbody>
</table>

...and an ability to get products to customers fast

1. Port on the East Coast, with nearly 2X the volume of Virginia
   
   distribution and warehousing capacity in the Mid-Atlantic (680+ million sq. ft)

Source: CoStar, 2Q 2019; United States Department of Transportation
Governor Murphy’s economic development plan for the future

Investing in **PEOPLE**, including robust workforce supports to train the workers of the future

Supporting **INNOVATION** by creating clear sector priorities and specific programs to support companies within those sectors

Investing in **COMMUNITIES**, including making significant investments in expanding New Jersey’s robust infrastructure and invigorating its cities

**MAKING GOVERNMENT WORK BETTER** by reducing the time, cost, and complexity of doing business in New Jersey

SOURCE: NJEDA, Stronger and Fairer Economy Plan

INNOVATIVE MANUFACTURING ECOSYSTEM
We have the supports needed to help advanced manufacturing companies thrive

INNOVATIVE MANUFACTURING ECOSYSTEM

TAILORED WORKFORCE PROGRAMS

- Pro-action Education Network
- Community College Consortium
- MEP - MANUFACTURING EXTENSION PARTNERSHIP

A NETWORK OF SUPPORTIVE INSTITUTIONS AND PROGRAMS

SUPPORTS FOR INNOVATION AND RESEARCH

- Center for Manufacturing Systems
- Makerspaces across the State

ECOSYSTEM OF ADVANCED MANUFACTURING SUPPORT

The New Jersey Advanced Manufacturing Institute

New Jersey Institute of Technology

University Industry Partnership
FULL BREADTH OF MANUFACTURING TALENT

LARGE AND ACCESSIBLE TALENT POOL
245,000+
Advanced manufacturing workers at the ready

TRULY DIVERSE POPULATION
36%
female share of advanced manufacturing workforce (vs. 27% nationally)

PIPELINE OF TOP TALENT
150+
higher education institutions supporting range of workforce needs

SOURCE: BLS, US Census Bureau, WalletHub
Hundreds of thousands already working in New Jersey’s advanced manufacturing industry

NJ distribution of occupations in the manufacturing sector

% of NJ employment in the manufacturing by occupation, 2018

- Production: 46%
- Administration & financial: 15%
- Other: 13%
- Transportation & material moving: 10%
- Managers: 6%
- Sales: 5%
- Architecture & Engineering: 5%
- Other: 16%


1 Of the 16% in the other category, 45% are in medical equipment and supplies, 18% in glass and glass products, 12% in other motor, 12% petroleum and coal, 7% electrical equipment, 6% aerospace product and parts, and 12% other motor vehicle.

We’re proud to continue contributing to the manufacturing comeback...in Trenton and the launch of our new division allows us to hire new employees while maintaining the loyal and multi-generational workforce who have made Switlik the continuing success it is today.

- Stanley Switlik II
CEO
SWITLIK Survival Products

FULL BREADTH OF MANUFACTURING TALENT

HUNDREDS OF THOUSANDS ALREADY WORKING IN NEW JERSEY’S ADVANCED MANUFACTURING INDUSTRY

~245,000
Manufacturing industry workers

Manufacturing industry workers

~245,000

Deep pool of advanced manufacturing workers at the ready

113,000+

Workers employed in production occupations

12,000+

First-Line Supervisors projected to grow 3% in the next decade

11,000+

Assemblers projected to grow 5% in the decade

1 Includes production occupations within manufacturing only  |  2 Includes first-line supervisors of production and operating workers across sectors |  3 Includes assemblers and fabricators; all other, including team assemblers across sectors

SOURCE: Economic Modeling Specialists Intl. (EMSI)
Diverse talent needed to compete in a globally diverse world

WHERE DIVERSITY THRIVES...

1. MOST ETHNICALLY DIVERSE CITY IN THE US (JERSEY CITY)
2. OVERALL RACIAL AND ETHNIC DIVERSITY
3. 31% SPEAK A LANGUAGE OTHER THAN ENGLISH AT HOME
4. 40% FOREIGN-BORN RESIDENTS HAVE A BACHELOR’S DEGREE OR HIGHER
5. 4th IN THE NATION FOR LINGUISTIC DIVERSITY
6. ...AND INTERNATIONAL RESIDENTS ARE WELCOME (~2 MILLION OF THEM!)
7. #1 IN K-12 STUDENTS ENROLLED IN FOREIGN LANGUAGE CLASSES

#7 OVERALL RACIAL AND ETHNIC DIVERSITY

SOURCE: WalletHub, American Community Survey, IPUMS, American Councils
Access to 150+ premier higher education institutions

1 New Jersey region includes New Jersey state, New York-Newark-Jersey City, NY-NJ-PA MSA and Philadelphia-Camden-Wilmington, PA-NJ-DE-MD MSA
2 Includes universities under Carnegie classification: Doctoral Universities: Very High Research Activity, Doctoral Universities: High Research Activity
3 Includes Princeton, Columbia University and University of Pennsylvania

$6.6 billion
R&D expenditures\(^1\)

150+
institutions in the region\(^1\)

25
Doctoral universities\(^{1,2}\)

#1
University in the country and
3 of top 10\(^{1,3}\)

SOURCE: Carnegie Classification of Higher Education Institutions, Higher Education Research and Development Survey (National Science Foundation), The Integrated Postsecondary Education Data System (IPEDS), US News
A PLACE FOR EVERY EMPLOYEE

Newark
TRANSIT-RICH, DIVERSE NEIGHBORHOODS

Montclair

Hoboken
BUSTLING, GROWING CITIES

Collingswood
ACCESSIBLE, SMALL TOWNS

Princeton

Ocean City
COASTAL ENCLAVES

Jersey City

Asbury Park
Montclair
A safe and vibrant suburb with incredible schools, world-class dining options, and direct access to New York City

A PLACE FOR EVERY EMPLOYEE

17 miles from Midtown Manhattan

12.5 student-teacher ratios

86% bachelor’s degree or higher

7 Parks and nature reserves¹

Top 20 suburb in America to raise a family

A DISTINCTIVE COMMUNITY

Downtown Montclair

Brookdale Park

1 Refers to Upper Montclair specifically. Parks include Anderson Park, Yantacaw Brook Park, the Bonsal Nature Reserve, Mountainside Park, the Presby Memorial Iris Gardens, and parts of Mills Reservation and Brookdale Park.

SOURCE: TownFacts, Niche, Township of Montclair
The #1 Pre-K-12 education system in the country

1 States are graded and ranked in three categories: Chance for Success (January), School Finance (June), and K-12 Achievement (September).

1 of the top 30 school districts

2 of the top 20 high schools in the US

Compared to...

9 8 41 28
PA NY TX CA

If your income in Manhattan is...

~$100,000 after taxes

Moving to Newark would get you...

~$200,000 of purchasing power

Typical savings moving from Manhattan to Newark
% savings vs. original dollar spend:

- Housing: 70% savings
- Groceries: 24% savings
- Transportation: 13% savings
- Utilities: 10% savings
- Healthcare: 10% savings

Access to New York City and all of its amenities at a fraction of the cost

Easy access to New York City...

Weekday commute time to Midtown Manhattan (Penn Station), minutes

...at New Jersey prices

Median market rent ($ per month, 2019)

<table>
<thead>
<tr>
<th>Destination</th>
<th>Nearby in NJ</th>
<th>Nearby in NY</th>
</tr>
</thead>
<tbody>
<tr>
<td>Midtown Manhattan</td>
<td>$4,637</td>
<td></td>
</tr>
<tr>
<td>Upper West Side</td>
<td></td>
<td>$4,249</td>
</tr>
<tr>
<td>Upper East Side</td>
<td></td>
<td>$4,081</td>
</tr>
<tr>
<td>Downtown Brooklyn</td>
<td></td>
<td>$3,030</td>
</tr>
<tr>
<td>Hoboken</td>
<td></td>
<td>$2,817</td>
</tr>
<tr>
<td>Montclair</td>
<td></td>
<td>$2,457</td>
</tr>
<tr>
<td>Jersey City</td>
<td></td>
<td>$2,087</td>
</tr>
<tr>
<td>Newark</td>
<td></td>
<td>$1,533</td>
</tr>
</tbody>
</table>

SOURCE: Google Maps estimates via public transportation at 8:00 am on Monday morning; in cases where time range is provided, estimate uses average of low and high range; rent data from Zillow Rent Index (April 2019); not standardized by square feet or number of bedrooms given sample size (not able to get more detailed estimates for Montclair or Newark)
Endless opportunities for leisure

- **130** miles of coastline
- **400+** Lakes, pond & reservoirs
- **28** State parks
- **216** golf courses
- **9,000** farms
- **930** miles of hiking
- **16** theme parks
- **144** Museums
- **3** ski mountains
- **10** sports stadiums
- **1** #1 beach town in America
- **55** Historical sites
- **4** Zoos and botanical gardens

1 America’s Happiest Seaside Town

SOURCE: Stockton University, State of New Jersey Department of Environment Protection, GolfMax, FunNewJersey.com, Coastal Living, Department of State, Division of Travel and Tourism, State of New Jersey, New York-New Jersey Trail Conference, JerseyFresh, Institute of Museum and Library Services
A progressive agenda that helps attract diverse, highly-skilled talent

Governor Murphy Signs Executive Order Creating Future of Work Task Force
October 5, 2018, 3:09 pm | In

TRENTON — Governor Phil Murphy today signed an Executive Order establishing the Future of Work Task Force, charged with studying how technological innovation will impact the development of jobs and New Jersey’s economy. He also announced that the task force will be chaired by Chief Innovation Officer Dr. Beth Simone Noveck. The Governor previewed this task force in the Economic Development Strategic Plan he unveiled on Monday.

New Jersey advances plans for 330,000 zero-emission vehicles by 2025

In his first bill signing, Murphy restores funding for Planned Parenthood
By KATHERINE LANDERGAN | 02/21/2018 01:06 PM EST

Governor Murphy Signs Legislation to Make Student Loans More Affordable
04/25/2019
Two New Laws Help Borrowers of NJCLASS Loans Manage their Student Debt and Repair their Credit Scores

TRENTON — Governor Murphy today signed two pieces of legislation to assist student loan borrowers who are struggling with repayment.
A true partner for your business with supports to help at every stage

**GET STARTED**
Targeted financing programs for young companies

**GET ESTABLISHED**
Innovative supports for growth companies

**GROW**
Venture funding and loan programs to help companies scale

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The support we’ve received from the State has not only helped us grow, but has enabled us to enhance our platform, thereby helping more advisors and investors.

**John Michel**
CEO, CircleBlack

The NJEDA has been instrumental in supporting our growth, and we are confident that our participation in NJ Ignite will allow us to draw new tenants to Indiegrove.

**Zahra Amanpour**
Founder, Indiegrove
We’d love to connect with you!

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