

**NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY
PROJECT SUMMARY – GROW NEW JERSEY ASSISTANCE PROGRAM**

APPLICANT: Lockheed Martin Corporation

P39601

PROJECT LOCATION: 11 Federal Street and 200 Federal Street Camden City Camden

GOVERNOR'S INITIATIVES:

(X) NJ Urban Fund () Edison Innovation Fund () Core () Clean Energy

APPLICANT BACKGROUND:

Lockheed Martin Corporation, headquartered in Bethesda, Maryland, is a global security and aerospace company that employs roughly 113,000 people worldwide and is principally engaged in the research, design, development, manufacture, integration and sustainment of advanced technology systems, products and services. As a global security, aerospace, and information technology company, the majority of Lockheed Martin's business is with the U.S. Department of Defense and the U.S. federal government agencies. In fact, Lockheed Martin is the largest provider of IT services, systems integration, and training to the U.S. Government. The remaining portion of Lockheed Martin's business is comprised of international government and some commercial sales of the company's products, services and platforms.

Lockheed Martin is seeking to create two fully integrated laboratory facilities (in the L-3 building and the Waterfront Technology Center) in Camden. The applicant has demonstrated the financial ability to undertake the project.

Lockheed Martin has closed on a Legacy Grow NJ tax credit for retaining 1,000 jobs at its Moorestown, NJ facility (P37303). Per this agreement, Lockheed is required to maintain at least 80% of its then statewide base employment. To remain in compliance with the prior agreement, the minimum number of employees that Lockheed Martin must maintain in New Jersey is 4,308.

The applicant has also begun a partnership with Rowan University in which it seeks to provide a "path to work" for New Jersey students seeking higher education in technology fields.

MATERIAL FACTOR/NET BENEFIT:

The proposed project is located in Camden, NJ, a city that ranked 566 out of 566 municipalities in the 2007 New Jersey Municipal Revitalization Index. In recognition of Camden's inability to attract investment, in the New Jersey Economic Opportunity Act, the Legislature declared that Camden and the other Garden State Growth Zones presented significant challenges to development and created incentives unique to Camden and other similarly situated Garden State Growth Zones to overcome these barriers.

The management of Lockheed Martin has indicated that the grant of tax credits is a material factor in the company's decision whether or not to locate the project in Camden. The Authority is in receipt of an executed CEO certification by Marillyn Hewson, the CEO of Lockheed Martin, which states that the Grow New Jersey award is a material factor in the company's decision to make the capital investment and locate the project in Camden. The CEO certification also states that the application has been reviewed and the information submitted and representations contained therein are accurate.

Staff reviewed the project and finds support for management's assertion that the award of tax credits is a material factor in the company's decision to locate in Camden. If Lockheed Martin chooses the Camden option, the company would establish two fully integrated laboratory facilities in Camden. The alternative is to reduce Lockheed Martin's New Jersey staff due to increased competition in the Defense industry.

This project represents a significant positive step forward for Camden's redevelopment efforts, bringing two state of the art fully integrated laboratory facilities to the city. It is estimated that the project would have a net benefit to the State of \$248,797 over the 35 year period required by the Statute.

FINDING OF JOBS AT RISK:

The applicant has certified that the 250 New Jersey jobs listed in the application are at risk of being eliminated. This certification has allowed staff to make a finding that the award of the Grow New Jersey tax credits is a material factor in the applicant's decision to make a capital investment and locate in Camden.

ELIGIBILITY AND GRANT CALCULATION:

Per the Grow New Jersey statute, N.J.S.A. 34:1B-242 et seq. and the program's rules, N.J.A.C. 19:31-18, the applicant must:

- Make, acquire, or lease a capital investment equal to, or greater than, the minimum capital investment, as follows:

<u>Minimum Capital Investment Requirements</u>	<u>(\$/Square Foot of Gross Leasable Area)</u>
Industrial - Rehabilitation Projects	\$ 20
Industrial - New Construction Projects	\$ 60
Non-Industrial – Rehabilitation Projects	\$ 40
Non-Industrial – New Construction Projects	\$120

*Minimum capital investment amounts are reduced by 1/3 in GSGZs and in eight South Jersey counties: Atlantic, Burlington, **Camden**, Cape May, Cumberland, Gloucester, Ocean and Salem*

- Retain full-time jobs **AND/OR** create new full-time jobs in an amount equal to or greater than the applicable minimum, as follows:

<u>Minimum Full-Time Employment Requirements</u>	<u>(New / Retained Full-time Jobs)</u>
Tech start ups and manufacturing businesses	10 / 25
Other targeted Industries	25 / 35
All other businesses/industries	35 / 50

*Minimum employment numbers are reduced by 1/4 in GSGZs and in eight South Jersey counties: Atlantic, Burlington, **Camden**, Cape May, Cumberland, Gloucester, Ocean and Salem*

As a Non-Industrial – Rehabilitation Project for an other targeted industry business in Camden County, this project has been deemed eligible for a Grow New Jersey award based upon these criteria, outlined in the table below:

Eligibility	Minimum Requirement	Proposed by Applicant
Capital Investment	\$1,350,373	\$146,379,719
New Jobs	19	0
Retained Jobs	27	250

The Grow New Jersey Statute and the program's rules also establish criteria for the Grant Calculation. Projects located in Camden are eligible to receive per employee as a tax credit the total amount of capital investment for

the project divided by the number of employees, subject to the following limits, provided that the project represents a net positive benefit to the State:

New or Retained Jobs	Capital Investment	Maximum Annual Tax Credit	Limit on Total Tax Credit
≥35	\$5,000,000	\$2,000,000	\$20,000,000
≥70	\$10,000,000	\$3,000,000	\$30,000,000
≥100	\$15,000,000	\$4,000,000	\$40,000,000
≥150	\$20,000,000	\$5,000,000	\$50,000,000
≥250	\$30,000,000	Cap. Inv./10	Not Limited

Provided the company complies with all other program requirements, a reduction in the number of new or retained full-time jobs indicated in the company's annual report below the number certified in the initial CPA certification shall proportionately reduce the amount of tax credits the company may apply against liability in the relevant tax period. Also, if the number of new and retained full-time jobs, as indicated by the company's annual report, is reduced below the required number in the table above, the tax credits that the business may take shall be subject to the annual limit corresponding to the new and retained full-time jobs.

ESTIMATED ELIGIBLE CAPITAL INVESTMENT:	\$ 146,379,719
NEW FULL-TIME JOBS:	0
RETAINED FULL-TIME JOBS:	250

GROSS BENEFIT TO THE STATE (OVER 35 YEARS, PRIOR TO AWARD):	\$107,248,797
NET BENEFIT TO THE STATE (OVER 35 YEARS, NET OF AWARD):	\$ 248,797
TOTAL AMOUNT OF AWARD:	\$107,000,000
TERM:	10 years
MEDIAN WAGES:	\$ 98,000
SIZE OF PROJECT LOCATION:	50,639 sq. ft.
STATEWIDE BASE EMPLOYMENT:	4,464
PROJECT IS: () Expansion (X) Relocation	
CONSTRUCTION: (X) Yes () No	

CONDITIONS OF APPROVAL:

1. Applicant has not entered into a lease, purchase contract, or otherwise committed to remain in New Jersey.
2. Applicant will make an eligible capital investment of no less than the Statutory minimum after board approval, but no later than 3 years from Board approval.
3. No employees that are subject to a BEIP, BRRAG, legacy Grow New Jersey, Urban Transit Hub or other NJEDA incentive program are eligible for calculating the benefit amount of the Grow New Jersey tax credit.
4. No capital investment that is subject to a BEIP, BRRAG, legacy Grow New Jersey, Urban Transit Hub or other NJEDA incentive program is eligible to be counted toward the capital investment requirement for Grow New Jersey.
5. Within twelve months following approval, the applicant will submit progress information indicating that the business has site plan approval, committed financing for, and site control of the qualified business facility.

6. Due to the Net Benefit to the State being less than 10% of the Grow NJ award amount, the Net Benefit to the State will be recalculated if the CPA certification shows a 10% or more reduction of the number of eligible jobs, capital investment, or payroll from the amounts approved by the board. If the Net Benefit analysis does not support awarding a tax credit for the entire amount of the capital investment, then the amount of the award will be reduced accordingly.
7. The applicant has pledged to keep a minimum number of full-time jobs of 4,464 (the 4,308 required as part of the prior agreement plus the 156 employees in this project currently in excess of that minimum) in the State of New Jersey. For every 15 (10% of the 156 jobs in this project) full-time jobs the applicant falls below this 4,464 full-time New Jersey job minimum, the Grow NJ award will be reduced by 10%.

APPROVAL REQUEST:

The Members of the Authority are asked to: 1) concur with the finding by staff that the award of the Grow New Jersey tax credits is a material factor in the applicant's decision to make a capital investment and locate in Camden; 2) approve the proposed Grow New Jersey grant to encourage Lockheed Martin Corporation to locate in Camden. The recommended grant is contingent upon receipt by the Authority of evidence that the company has met certain criteria to substantiate the recommended award. If the criteria met by the company differs from that shown herein, the award amount and the term will be lowered to reflect the award amount that corresponds to the actual criteria that have been met.

DEVELOPMENT OFFICER: P. Ceppi**APPROVAL OFFICER:** J. Rosenfeld

USER DATA INPUTS

Project Location <u>City</u> :	Applicant/Project Name:	LMC	IS THE PROJECT...	
	Project Location County:	Camden County	MED SAL \$48,596	Located in a Deep Poverty Pocket? YES
	Garden State Growth Zone:	Camden City	MEDIAN SALARY \$29,375	Located in a Choice Neighborhoods Transformation Plan? NO
	Urban Transit Hub Municipality:			Located in a Qualified Incubator Facility? NO
	Distressed Municipality:			Located in a mixed use development with moderate income housing sufficient to accommodate at least 20% of F/T jobs? NO
	Other Priority Area:			Located within a Transit Oriented Development? NO
	Other Eligible Area:			Not relocating municipalities, retaining at least 400 jobs and is the U.S. headquarters of an automobile manufacturer? NO
	Targeted Industry?:	Defense		Located in Atlantic, Burlington, Camden, Cape May, Cumberland, Gloucester, Ocean, or Salem counties with a 2007 Municipality Revitalization Index greater than 465? CAMDEN CITY, CAMDEN
	Estimated New Full-Time Jobs:	250		Located w/in 1/2 mile of a light rail station constructed after 09/18/13? NO
	Estimated Retained Full-Time Jobs:			Located in the SJPD but not in a GSGZ for a marine terminal project? YES THIS IS SHC
	Average Salary for New/Retained Full-Time Jobs:	\$ 98,000		Located in an area in need or redevelopment located within 1/4 mile of at least 1 US Highway and at least 2 NJ State Highways? NO
	Median Salary for New/Retained Full-Time Jobs:	\$ 98,000	101.6627% above median	Going to generate at least 50% of its electricity needs via solar? NO
	Estimated Capital Investment for the Project:	\$	27415.7233% above mini	An Industrial Premises for Industrial Use? NO
	Gross Leasable Area:	47,700		New or Existing Facility? EXISTING
	Requested Grant Term	10		A Mega Project? YES
Environmental Remediation Amount:	\$ -		A Disaster Recovery Project? NO	
LEEDs Standard:	N/A		Is the applicant a Technology startup company? NO	
			Substantial Environmental Remediation? NO	
			Estimated Grant Award \$	
			Min Jobs = (19 New/ 27 Retained) Min Cap. Inv. is \$1,272,000	

SCORESHEET

Applicant: **LMC**

BASE			
	Put In An "X"	Location Type	Base Amount
1	X	Garden State Growth Zone	\$ 5,000
2	X	Mega Project	\$ 5,000
3		Urban Transit HUB	\$ 5,000
4		Distressed Municipality (but not 1, 2, or 3)	\$ 4,000
5		Priority Area	\$ 3,000
6		Other Eligible Area	\$ 500
Base Amount			\$ 5,000

INCREASES				
	Put In An "X"	Location Type	Bonus Amount	Earned
1	X	Deep Poverty Pocket	\$ 1,500	\$ 1,500
2		Choice Neighborhoods Transformation Plan	\$ 1,500	
3		Qualified Incubator Facility	\$ 500	
4		Mixed Use w/ Moderate Income (min 20% of F/T #)	\$ 500	
5		Transit Oriented Development	\$ 2,000	
6		Capital Investment in Excess of Minimum (non Mega)	\$1,000 - \$3,000	\$ -
7		New and Retained Jobs - Salary in Excess of County Average	\$250 - \$1,500	\$ -
8	X	Garden State Growth Zone - Salary in Excess of GSGZ Average	\$250 - \$1,500	\$ 1,500
9		Large # of New and Retained Jobs	\$500 - \$1,500	\$ -
10	X	Targeted Industry	\$ 500	\$ 500
11		Exceeding Silver LEEDs standards	\$ 250	
12		Substantial Environmental Remediation	\$ 250	
13		Mega Project or GSGZ - Industrial Cap Inv in excess of minimum	\$1,000 - \$5,000	\$ -
14		US HDQTRS of Auto Mfg retaining 400+ in same municipality	\$ 1,500	
15	X	2007 Municipality Revitalization Index >465 in Atlantic, Burlington, Camden, Cape May, Cumberland, Gloucester, Ocean or Salem	\$ 1,000	\$ 1,000
16		Project located w/in 1/2 mile of light rail constructed after this bill (9/18/2013)	\$ 1,000	
17	X	Marine terminal project not in GSGZ munic. but in SJPD	\$ 1,500	\$ 1,500
18		Redevelopment area (per sect. 5&6 of c.40A 12A) and w/in 1/2 mile of 1 US hwy and 2 NJ State hways.	\$ 1,500	
19		On site solar generation of at least 1/2 of the project's electrical needs.	\$ 250	
Total Increases			\$ 6,000	

PER EMPLOYEE LIMITS			
	Put In An "X"	Location Type	Max Amount
1	X	Garden State Growth Zone	\$ 15,000
2	X	Mega Project	\$ 15,000
3		Urban Transit HUB	\$ 12,000
4		Distressed Municipality (but not 1, 2, or 3)	\$ 11,000
5		Priority Area	\$ 10,500
6		Other Eligible Area	\$ 6,000
Base + Bonus			\$ 11,000
Category Limit			\$ 15,000
Disaster Recovery Project			
GSGZ & MRERA			\$ 140,000
Gross Amount			\$ 140,000

AWARD							
Put In An "X"		Jobs	Gross Amount	%	<u>Tax Credit Per</u> <u>Year</u>		
1	X	New	250	\$	140,000	100	\$ 35,000,000
2		Retained	0	\$	140,000	100	\$ -
Total					\$	35,000,000	

ANNUAL LIMITS				
Location				
Put In An				
"X"	Type		Annual Limit	Withholdings
1	X	Garden State Growth Zone Qualifying Under the Municipal Rehabilitation & Economic Recovery Act	\$	35,000,000
2	X	Garden State Growth Zone	\$	30,000,000
3	X	Mega Project	\$	30,000,000
4		Urban Transit HUB	\$	10,000,000
5		Distressed Municipality (but not 1, 2, or 3)	\$	8,000,000
6		Priority Area	\$	4,000,000
7		Other Eligible Area	\$	2,500,000
Annual Limits			\$	35,000,000
Annual Award Amount			\$	35,000,000

Tax Rates as of 1/1/2005

Applicant Name: LMC

Estimated Eligible Jobs: 250 "New Employment Commitment"
Estimated Average Wage: \$98,000
Award Term: 10 YEARS
Employees At Application: NOT SUBJECT TO 20% CAP
Maximum Grant: \$12,500,000.00

BEIP AWARD PERCENTAGE	ESTIMATED BEIP GRANT	GRANT PLUS 20% CAP ADJ FOR CPI
10.00%	933,500.00	12,500,000.00
15.00%	1,400,250.00	12,500,000.00
20.00%	1,867,000.00	12,500,000.00
25.00%	2,333,750.00	12,500,000.00
30.00%	2,800,500.00	12,500,000.00
35.00%	3,267,250.00	12,500,000.00
40.00%	3,734,000.00	12,500,000.00
45.00%	4,200,750.00	12,500,000.00
50.00%	4,667,500.00	12,500,000.00
55.00%	5,134,250.00	12,500,000.00
60.00%	5,601,000.00	12,500,000.00
65.00%	6,067,750.00	12,500,000.00
70.00%	6,534,500.00	12,500,000.00
75.00%	7,001,250.00	12,500,000.00
80.00%	7,468,000.00	12,500,000.00
85.00%	7,934,750.00	12,500,000.00
90.00%	8,401,500.00	12,500,000.00

* Denotes a grant that meets the \$50,000 per new employee cap.

\$0.00	\$0.00	1.500%
\$19,999.99	\$0	1.500%
\$20,000	\$300	2.000%
\$50,000	\$900	2.700%
\$70,000	\$1,440	3.900%
\$80,000	\$1,830	6.100%
\$150,000	\$6,100	7.000%

\$500,000	\$30,600	9.900%
\$10,000,000	\$30,600	9.900%

ent (NEC)"

EST. GROSS NEW STATE INCOME TAX	TOTAL STATE PORTION
* 9,335,000.00	13,069,000.00
*	12,602,250.00
*	12,135,500.00
*	11,668,750.00
*	11,202,000.00
*	10,735,250.00
*	10,268,500.00
*	9,801,750.00
*	9,335,000.00
*	8,868,250.00
*	8,401,500.00
*	7,934,750.00
*	7,468,000.00
*	7,001,250.00
	6,534,500.00
	6,067,750.00
	5,601,000.00

\$0.00	\$0.00	1.500%
\$19,999.99	\$0	1.500%
\$20,000	\$300	2.000%
\$35,000	\$600	3.900%
\$40,000	\$795	6.100%
\$75,000	\$2,930	7.000%
\$500,000	\$32,680	9.900%

\$10,000,000

\$32,680 9.900%

Garden State Growth Zone Cities

<u>City</u>	<u>Average Income (2012)</u>
Camden City	\$ 29,375
Passaic City	\$ 27,382
Paterson City	\$ 28,823
Trenton City	\$ 33,007

Salary Bonus

0	\$ -
1	\$ 250
2	\$ 500
3	\$ 750
4	\$ 1,000
5	\$ 1,250
6	\$ 1,500

County Calculation

Median Salary	\$ 98,000
County Median	\$ 48,596
Bonus	2.90

GSGZ Calculation

Median Salary	\$ 98,000
GSGZ Median	\$ 29,375
Bonus	6.67

New Jersey County

<u>County</u>	<u>Average Income (2012)</u>
Atlantic County	\$ 41,930
Bergen County	\$ 59,121
Burlington County	\$ 55,155
Camden County	\$ 48,596
Cape May County	\$ 46,042
Cumberland County	\$ 42,721
Essex County	\$ 48,539
Gloucester County	\$ 57,952
Hudson County	\$ 50,006
Hunterdon County	\$ 67,414
Mercer County	\$ 56,048
Middlesex County	\$ 57,919
Monmouth County	\$ 61,457
Morris County	\$ 65,053
Ocean County	\$ 52,025
Passaic County	\$ 45,182
Salem County	\$ 47,453
Somerset County	\$ 68,408
Sussex County	\$ 59,127
Union County	\$ 47,604
Warren County	\$ 50,526
To Be Determined	N/A

Urban Transit Hub Municipalities

Bridgeton City
Camden City
East Orange City
Elizabeth City
Hoboken City
Jersey City
Mount Holly Township
New Brunswick City
Newark City
Paterson City
Salem City
Trenton City
West New York Town

**List of Municipalities in Atlantic, Burlington, Camden, Cape May,
Cumberland, Gloucester, Ocean, and Salem counties with 2007 Municipality
Revitalization Index (MRI) greater than 465**

<u>MUNICIPALITY, COUNTY</u>	<u>MRI RANK</u>
NO	N/A
ATLANTIC CITY, ATLANTIC COUNTY	559
AUDUBON PARK BOROUGH, CAMDEN COUNTY	540
BASS RIVER TOWNSHIP, BURLINGTON COUNTY	501
BEVERLY CITY, BURLINGTON COUNTY	545
BORDENTOWN CITY, BURLINGTON COUNTY	516
BRIDGETON CITY, CUMBERLAND COUNTY	553
BROOKLAWN BOROUGH, CAMDEN COUNTY	497
BUENA BOROUGH, ATLANTIC COUNTY	495
BURLINGTON CITY, BURLINGTON COUNTY	538
CAMDEN CITY, CAMDEN COUNTY	566
CARNEYS POINT TOWNSHIP, SALEM COUNTY	543
CLAYTON BOROUGH, GLOUCESTER COUNTY	469
CLEMENTON BOROUGH, CAMDEN COUNTY	544
COLLINGSWOOD BOROUGH, CAMDEN COUNTY	502
COMMERCIAL TOWNSHIP, CUMBERLAND COUNTY	522
CORBIN CITY, ATLANTIC COUNTY	473
DOWNE TOWNSHIP, CUMBERLAND COUNTY	514
EGG HARBOR CITY, ATLANTIC COUNTY	541

ELMER BOROUGH, SALEM COUNTY	558
GLASSBORO BOROUGH, GLOUCESTER COUNTY	468
GLOUCESTER CITY, CAMDEN COUNTY	537
GREENWICH TOWNSHIP, CUMBERLAND COUNTY	504
HI-NELLA BOROUGH, CAMDEN COUNTY	521
LAUREL SPRINGS BOROUGH, CAMDEN COUNTY	515
LAWNSIDE BOROUGH, CAMDEN COUNTY	511
LAWRENCE TOWNSHIP, CUMBERLAND COUNTY	480
LINDENWOLD BOROUGH, CAMDEN COUNTY	525
MAGNOLIA BOROUGH, CAMDEN COUNTY	524
MANNINGTON TOWNSHIP, SALEM COUNTY	491
MERCHANTVILLE BOROUGH, CAMDEN COUNTY	483
MILLVILLE CITY, CUMBERLAND COUNTY	526
MOUNT EPHRAIM BOROUGH, CAMDEN COUNTY	486
MOUNT HOLLY TOWNSHIP, BURLINGTON COUNTY	505
NATIONAL PARK BOROUGH, GLOUCESTER COUNTY	499
NEW HANOVER TOWNSHIP, BURLINGTON COUNTY	506
NEWFIELD BOROUGH, GLOUCESTER COUNTY	472
NORTH WILDWOOD CITY, CAPE MAY COUNTY	471
OAKLYN BOROUGH, CAMDEN COUNTY	498
PAULSBORO BOROUGH, GLOUCESTER COUNTY	557
PEMBERTON BOROUGH, BURLINGTON COUNTY	476
PENNS GROVE BOROUGH, SALEM COUNTY	547
PENNSAUKEN TOWNSHIP, CAMDEN COUNTY	481
PINE HILL BOROUGH, CAMDEN COUNTY	482
PITMAN BOROUGH, GLOUCESTER COUNTY	484
PLEASANTVILLE CITY, ATLANTIC COUNTY	528
QUINTON TOWNSHIP, SALEM COUNTY	510
RUNNEMEDE BOROUGH, CAMDEN COUNTY	477
SALEM CITY, SALEM COUNTY	561
SEASIDE HEIGHTS BOROUGH, OCEAN COUNTY	542
SWEDESBORO BOROUGH, GLOUCESTER COUNTY	535
VINELAND CITY, CUMBERLAND COUNTY	474
WEST WILDWOOD BOROUGH, CAPE MAY COUNTY	518
WESTVILLE BOROUGH, GLOUCESTER COUNTY	552
WILDWOOD CITY, CAPE MAY COUNTY	562
WILDWOOD CREST BOROUGH, CAPE MAY COUNTY	466
WOODBINE BOROUGH, CAPE MAY COUNTY	513
WOODBURY CITY, GLOUCESTER COUNTY	539
WOODLYNNE BOROUGH, CAMDEN COUNTY	549
WRIGHTSTOWN BOROUGH, BURLINGTON COUNTY	533

Distressed Municipalities

Asbury Park City
Atlantic City
Bayonne City
Belleville Township
Beverly City
Bloomfield Township
Brick Township
Bridgeton City
Burlington City
Camden City
Carteret Borough
Clifton City
East Orange City
Elizabeth City
Garfield City
Glassboro Borough
Gloucester City
Gloucester Township
Hackensack City
Harrison Town
Hillside Township
Hoboken City
Irvington Township
Jersey City
Keansburg Borough
Kearny Town
Lakewood Township
Lindenwold Borough
Lodi Borough
Long Branch City
Millville City
Monroe Township
Montclair Township
Mount Holly Township
Neptune City Borough
Neptune Township
New Brunswick City
Newark City
North Bergen Township
Old Bridge Township
Orange City
Passaic City

Garden State Growth Zones

Camden City
Passaic City
Paterson City
Trenton City

South Jersey Counties

Atlantic County
Burlington County
Camden County
Cape May County
Cumberland County
Gloucester County
Ocean County
Salem County

Paterson City
Pemberton Township
Penns Grove Borough
Pennsauken Township
Perth Amboy City
Phillipsburg Town
Plainfield City
Pleasantville City
Plumstead Township
Rahway City
Roselle Borough
Salem City
Secaucus Town
Trenton City
Union City
Vineland City
Weehawken Township
West New York Town
Willingboro Township
Winslow Township
Woodbridge Township
Woodbury City

TARGETED INDUSTRIES *

Defense
Energy
Finance
Health
Life Sciences
Logistics
Manufacturing
Technology
Transportation

*** Excludes a primarily warehouse or distribution business**

Capital Investment

Sq Footage	47,700
Capital Investment	\$ 350,000,000
Cap Inv PSF	\$ 7,338 psf
Capital Inv Min	\$ 27 psf
Capital Inv Bonus	0

Cap Inv Bonus (Non Mega/GSGZ)

0 \$	-
1 \$	1,000
2 \$	2,000
3 \$	3,000

Cap Inv Bonus (Mega/GGZ)

0 \$	-
1 \$	1,000
2 \$	2,000
3 \$	3,000
4 \$	4,000
5 \$	5,000

	<u>New</u>	<u>Existing</u>
Capital Investment Mimimum	\$ 120.00	\$ 40.00
GSGZ?	Yes	Yes
South Jersey?	Yes	Yes
Adjusted Capital Inv. Min	\$ 80.00	\$ 26.67

Jobs		Bonus	
-	250	\$	-
251	400	\$	500
401	600	\$	750
601	800	\$	1,000
801	1,000	\$	1,250
1,001	+	\$	1,500



	<u>New</u>	<u>Retained</u>
Job Minimum	25	35
GSGZ?	Yes	Yes
South Jersey?	Yes	Yes
Adjusted Job Minimum	18.75	26.25

Municipal Rehabilitation and E

New Jobs	Capital Investment	Does Project Meet Requirements?	Cap Per Year
35	\$ 5,000,000	Yes	\$ 2,000,000
70	\$ 10,000,000	Yes	\$ 3,000,000
100	\$ 15,000,000	Yes	\$ 4,000,000
150	\$ 20,000,000	Yes	\$ 5,000,000
250	\$ 30,000,000	Yes	No Cap

conomic Recovery Act Scoring

Cap Per Employee	MRERA Calc	Regular Calc	Credit
\$ 8,000.00 \$	140,000.00	\$ 11,000.00 \$	11,000.00
\$ 12,000.00 \$	140,000.00	\$ 11,000.00 \$	12,000.00
\$ 16,000.00 \$	140,000.00	\$ 11,000.00 \$	16,000.00
\$ 20,000.00 \$	140,000.00	\$ 11,000.00 \$	20,000.00
No Cap \$	140,000.00	\$ 11,000.00 \$	140,000.00
Annual Credit Per Employee			\$ 140,000.00

Version	Date Saved
1.01	11/19/2013
1.02	11/25/2013
1.03	12/16/2013
1.04	1/7/2014
1.05	1/13/2014
1.06	3/12/2014

Changes

Initial Version

100% for retained jobs in a Garden State Growth Zone

Added Municipalities with a 2007 MRI > 465

(1) Must meet minimum thresholds for BOTH new and retained jobs in order to count BOTH new and retained job

(1) 100% for retained jobs of Automobile Manufacturer with a mega project in a priority area & (2) Put Cities in M

(1) Added calculation of "% above" for salary & capital inv. (2) Fixed Platinum LEEDS functionality (3) Added comn

is & (2) Correction to the alternate Camden calculation

RI Index list in alphabetical order

nas to numbers on data entry sheet.

**BONDS & INCENTIVES
REQUEST FOR APPLICATION REVIEW**

ALL APPLICATIONS SUBMITTED SHOULD BE LOGGED INTO LMS WITH COPY OF APPLICATION FEE CHECK ATTACHED AND ALL OTHER APPLICABLE DOCUMENTATION ON THE CHECKLIST

ALL PRELIMINARY AND FINAL BOND AND BEIP APPLICATIONS SHOULD BE SUBMITTED BY THE END OF THE FIRST WEEK OF THE MONTH PRIOR TO THE REQUESTED BOARD MEETING.

Date Submitted: 7/11/14

Applicant Name: Lockheed Martin Corporation

Contact: Eric Murray

P#: 39601

Application Fee: \$5000 paid online w/ CC

Development Officer: PCeppi

Bonds & Incentives Officer: Kevin McCullough

BAC Representative: Lloyd Oxford

Customer's Computer File Name:

Organizational Structure: (detailed summary of the type of organization, its ownership structure, and subsidiaries, if any)

Years in Business: 20

Financial Statements: 2013 Annual report located in directory above or @:
<http://www.lockheedmartin.com/content/dam/lockheed/data/corporate/documents/2013-Annual-Report.pdf>

Project Location: 11 Federal St, Camden

Request/Program: \$ [REDACTED] Grow NJ

Requested Board Approval Date: August 2014

Project Description/Timetable:

Lockheed Martin Corporation, a security and aerospace company, is engaged in the research, design, development, manufacture, integration, and sustainment of advanced technology systems, products, and services for defense, civil, and commercial applications in United States and internationally. It also provides management, engineering, technical, scientific, logistic, and information services. The company operates in five segments: Aeronautics, Information Systems & Global Solutions, Missiles and Fire Control, Mission Systems and Training, and Space Systems. The Aeronautics segment offers military aircrafts, such as combat and air mobility aircrafts, unmanned air vehicles, and related technologies. The Information Systems & Global Solutions segment provides advanced technology systems and expertise, integrated information technology solutions, and management services for civil, defense, intelligence, and other government customers. The Missiles and Fire

Control segment offers air and missile defense systems; tactical missiles and air-to-ground precision strike weapon systems; logistics and other technical services; fire control systems; mission operations support, readiness, engineering support, and integration services; and manned and unmanned ground vehicles. The Mission Systems and Training segment provides ship and submarine mission and combat systems; mission systems and sensors for rotary and fixed-wing aircraft; sea and land-based missile defense systems; radar systems; littoral combat ships; simulation and training services; and unmanned systems and technologies. The company is headquartered in Bethesda, Maryland.

Lockheed Martin's Mission Systems and Training (MST) business area has plans subject to certain conditions further outlined below, to locate 250 employees and sublease 47,700 square feet from L-3 Communications at 11 Federal Street in the Garden State Growth Zone of Camden, New Jersey. The sublease will be for an initial term of up to 10 years. The 250 employees will relocate [REDACTED]. Additional, separately leased locations are contemplated with perspective property owners within the proposed Garden State Growth Zone of Camden to accommodate a range of additional potential qualified capital investment. The term of any additional lease is also expected to have an initial term of up to 10 years.

It is expected that any direct lease or sublease will include the appropriate business terms and conditions. Conditioned upon all of the following i) the approval of MST's Grow New Jersey Application by the EDA in August 2014, ii) a mutually acceptable and fully executed NJ EDA and Lockheed Martin Corporation Grow NJ Assistance Program Project Agreement iii) [REDACTED]

[REDACTED] NJ, iv) Lockheed Martin Senior Management approvals related to project investment, and v) mutually acceptable terms and conditions

by both MST and perspective third party property owners in the Garden State Growth Zone of Camden, NJ. The project investment may be up to \$ [REDACTED] by the fourth quarter of 2018. Total project investment is expected to include relocation costs, leased building renovation and fit up, [REDACTED]

[REDACTED] Lockheed Martin intends to complete the project using a combination of company investment, including independent research and development funding, and US Government funds received through contracts. Neither the relocation of the 250 employees nor the projected \$350M million of qualifying capital investment will be placed in Camden, NJ, but specifically without the requested Grow New Jersey Program assistance.

Detailed information on existing jobs/jobs to be created and/or retained:

250 professional & engineering jobs to be relocated to Camden

List of existing EDA assistance provided to applicant and subsidiaries (active AND non-active) including the terms/maturity date/commitment durations and amounts disbursed to date:
Legacy Grow of \$40MM

Public Purpose: (number of new jobs, average salaries, local considerations (if applicable), potential increased programming for 501(c)(3) applicants, rate savings for individuals on utility projects (if applicable)): Up to \$350MM of investment in addition to the relocation of 250 professional & engineering jobs w/ an average salary of \$98k to be relocated to Camden

GROW NJ Material Factor: Summary of the rationale provided by applicant to demonstrate they have met the Material Factor requirement (Cost Benefit Analysis MUST be attached – review to ensure data is complete and makes sense). List any issues with Cost Benefit Analysis or material factor.

Applicant states that w/o the Grow, the investment will not happen in Camden.

Summary of discussion with Applicant if Applicant is relocating from one Municipality to another within NJ: (Has the applicant informed the municipality they may be relocating to another location outside of that municipality? If not, confirm they are aware the EDA will do so).

GOOGLE SEARCH OF APPLICANTS/OWNERS: (list any issues)

Outstanding Items and issues needing clarity (list detail of issues and how they are being resolved):

Need further information on project costs (requested)

CEO cert not signed by CEO- Previously communicated that the chain of command process will not be acceptable.

TO THE BUSINESS DEVELOPMENT OFFICER/COMMUNITY DEVELOPMENT OFFICER: PLEASE ENSURE THE APPLICATION MEETS ALL REQUIREMENTS OF THE PROGRAM OR IDENTIFY ANY ISSUES ABOVE BEFORE SUBMITTING THIS APPLICATION PACKAGE. BY SIGNING BELOW, YOU CONFIRM YOU HAVE REVIEWED THE APPLICATION PACKAGE AND, TO THE BEST OF YOUR KNOWLEDGE AND EXCEPT AS NOTED ABOVE, HAVE FOUND NO OTHER OUTSTANDING ISSUES WHICH COULD AFFECT THE ELIGIBILITY OF THE APPLICANT FOR THE PROGRAM.

Business/Community Development Officer: _____

Signature

Director: _____

Signature

ATTACHMENTS TO APPLICATION - INCENTIVE PROGRAMS	
Job Creation Criteria	☒ Yes ☐ No Expected Receipt Date _____
Jobs Breakdown	250 engineering/professional jobs
Company Economic Viability Criteria	☒ Yes ☐ No Expected Receipt Date _____
Health Benefits Criteria	☒ Yes ☐ No Expected Receipt Date ____
Legal Issues	☐ Yes ☒ No Expected Receipt Date ____ Nothing identified
Evidence of Project Site Control: Purchase Option or Contract w/Property Owner (contingent on EDA Approval)	☐ Yes ☐ No Expected Receipt Date ____ ☐ Draft ☐ Executed _____ N/A
Lease Agreement w/Property Owner (contingent on EDA Approval)	☐ Yes ☐ No Expected Receipt Date ____ ☐ Draft ☐ Executed _____ N/A
Financial Statements	☒ Yes ☐ No annual report in directory
Non-Refundable Application Fee of \$5000	☒ Yes ☐ No Expected Receipt Date ____ pd online w/ credit card
CEO Certification	☒ Yes ☐ No but signed by designee
Green Building Standards-	☒ Yes ☐ No acknowledged
Notice of Construction- PA/AA form	☒ Yes ☐ No
OPA Mapping information	☒ Yes ☐ No
Tax Credit Calculator	☒ Yes ☐ No

LOCKHEED MARTIN CORPORATION

Certificate of Assistant Secretary

I, Kathy Lista Allen, do hereby certify that I am a duly appointed, qualified and acting Assistant Secretary of LOCKHEED MARTIN CORPORATION., a Maryland corporation (the "*Corporation*"), whose office is located at 6801 Rockledge Drive, Bethesda, Maryland 20817, United States. I also certify that I am authorized to execute and deliver this certificate on behalf of the Corporation. I further certify that:

That the following resolution was duly adopted by the Board of Directors of the Corporation on March 15, 1995, as amended December 2, 1999, September 25, 2003, and October 25, 2013, and that such resolution remains in full force and effect and has not been amended or rescinded on the date of this Certificate:

RESOLVED, that the Chairman of the Board and Chief Executive Officer and the President (the "*Executive Office*") be, and each hereby is authorized, with the authority to delegate such authorizations, in writing, including the authority to redelegate such authorization with such limitations as considered appropriate, to take such action as necessary or advisable in conducting the business, operations and affairs of the Corporation;

Based on the authority granted in the foregoing resolution, a standing delegation of authority has been adopted by the Executive Office delegating authority to the Vice President and Treasurer to pursue Economic Development Opportunities and appears on the Corporation's Delegation of Authority dated February 3, 2014. Such delegation remains in full force and effect and has not been amended or rescinded as of the date of this Certificate.

I further certify that Kenneth R. Possenriede is the duly elected, qualified and acting Vice President and Treasurer of the Corporation. Pursuant to the authority granted to him by the Board of Directors and the Executive Office of the Corporation to redelegate his authority, and pursuant to a special delegation of authority dated July 8, 2014, Charles O. Hubbs is authorized and empowered with the authority to pursue certain Economic Development Opportunities, with the power to redelegate such authority, and to execute and deliver all instruments and documents, and to do all other such acts and things, and take such further steps as may be necessary or advisable or convenient or proper in order to fully carry out the intent of such authority for the Corporation.

WITNESS my and seal of the Corporation, this 9th day of July, 2014.

LOCKHEED MARTIN CORPORATION

BY: Kathy Lista Allen
Kathy Lista Allen
Assistant Secretary





Via e-mail: pceppi@njeda.com

July 10, 2014

Mr. Paul Ceppi
Business Development Officer
New Jersey Economic Development Authority
36 West State Street
PO Box 990
Trenton, NJ 08625-0990

Re: Lockheed Martin Corporation Grow New Jersey Program Application

Dear Paul:

Lockheed Martin Corporation is pleased to present its application for review and consideration under the Grow New Jersey Program (the "Program"). As you step through the application, we would like to point out particular areas for your review and request that the information contained herein be considered [REDACTED]

The project can be briefly described as follows:

- a. It will be primarily based at 11 Federal Street, Camden, NJ including additional future locations accommodating [REDACTED]
- b. It is in support of [REDACTED]
- c. It will include the retention and relocation of [REDACTED] full time jobs from within New Jersey; and
- d. It may provide for up to [REDACTED] qualifying capital investment, pursuant to Program requirements, to be made no later than September of 2018.

The jobs and capital investment are associated with the specific Lockheed Martin Corporation "Business Unit" [REDACTED]. This [REDACTED] Business Unit accounts for [REDACTED] full time jobs and a [REDACTED] per year payroll (as of June 24, 2014), out of the total Lockheed Martin Corporation and all subsidiaries/affiliates full time statewide employment of [REDACTED] and [REDACTED] Million per year payroll.

The benefits of the Program are [REDACTED] to the [REDACTED] Business Unit in New Jersey and, if approved, the [REDACTED] in tax credit economic incentives [REDACTED]

With the magnitude of [REDACTED] proposal and the positive impact for both Camden and throughout New Jersey, we look forward to your review and the subsequent grant of the full amount of tax credits under the Program.

If you have any questions, please call me directly at 410-468-1016.

Very truly yours,



Eric Murray
Manager, Economic Development

Enclosures:

1. Application for Grow New Jersey Program;
2. New Jersey Economic Development Authority Development Subsidy Job Goals Accountability Act Application Requirements;
3. Current Tax Clearance Certificate – Business Assistance and Incentives;
4. Site Map of the proposed Camden, NJ location;
5. Additional Grow NJ Application Questions;
6. Affirmative Action and Prevailing Wage document;
7. Chief Executive Officer Certification; and
8. Lockheed Martin Corporation Certificate of Assistant Secretary (evidencing authorization to Charles Hubbs, Vice President, to sign enclosed Grow New Jersey Program application).

cc: Charles Hubbs and Robert C. Regensburger – Lockheed Martin Corporation
Nicole M. Folks, Esq. – Kelliher & Salzer, LLC



STATE OF NEW JERSEY
DEPARTMENT OF THE TREASURY
DIVISION OF TAXATION
PO BOX 272
TRENTON, NJ 08695-0272

March 11, 2014

LOCKHEED MARTIN CORPORATION
199 Borton Landing Road
Moorestown, NJ 08057

BUSINESS ASSISTANCE OR INCENTIVE
CLEARANCE CERTIFICATE

Re: New Jersey Board of Public Utilities
ID No. XXX-XXX-632/000

The Director of the Division of Taxation, in accordance with Chapter 101, Laws of N.J. 2007, has reviewed the records of the above Applicant for Business Assistance or Incentive from your agency. This review shows that the Applicant is in compliance with this act.

This certificate indicates the Division of Taxation has no objections to the issuance of said Assistance or Incentive. This certificate does not constitute a waiver of authority to demand resolution of any other deficiencies and delinquencies and shall not prevent further audit or the assessment of additional taxes, penalties, interest or fees as may be provided by law.

This certificate is valid for 180 days from the date of issuance.

A handwritten signature in black ink, appearing to read "Michael J. Bryan".

~~Michael J. Bryan~~
Michael J. Bryan
Director

**New Jersey Economic Development Authority
The Development Subsidy Job Goals Accountability Act
Application Requirements**

P# 206788

Applicant Name Lockheed Martin Corporation

Start Date: October 2014

End Date: September 2018

1) Name of Chief Officer Charles O. Huber, Vice President, acting on behalf of Lockheed Martin Corporation

If applicable, name of Chief Officer of parent company Same

2) If receiving or requesting subsidies from other State agencies, please list them below with the amount of the subsidy:

State Agency	Name of Subsidy Program	Requested/Approved	Amount
NJ Economic Development Authority	Grow New Jersey Program	Requested	██████████
			Total: ██████████

3) Number of Employees:

	Full Time	Part Time	Temporary	Average/ Anticipated Average Annual Wage and Benefit Rate	Number Provided with Health Care Benefits	Number Represented by Collective Bargaining Agreement
At application	Collected in EDA application	Collected in EDA application	N/A	██████████	All FTE have access	██████████ 85 of 6/24/14
Retained as result of subsidy	██████████	N/A	N/A	██████████	N/A	N/A
New jobs created at project site as a result of the subsidy	Collected in EDA application	Collected in EDA application	N/A	N/A	N/A	N/A

4) The average total number of individuals employed in New Jersey during the calendar year preceding the submission of the application by the applicant's corporate parent and all subsidiaries thereof:

Full time Part time N/A Temporary N/A

5) Will the development subsidy reduce employment at any other site controlled by the applicant or its corporate parent, inside New Jersey, resulting from automation, merger, acquisition, corporate restructuring or other business activity? Please explain:

████████████████████ The exact sites are under review and pending as of the date of this application.

6) Will the project involve the relocation of work from another address? If so, provide the number of jobs to be relocated and the address from which they are to be relocated. Please explain:

Same as #5.

I, Charles O. Hubbs, Vice President (Chief Officer or authorized representative), certify that the information provided is correct and meets the requirements of the Development Subsidy Job Goals Accountability Act. (http://www.njleg.state.nj.us/2006/Bills/PL07/200_.PDF)

ALL

Signature _____

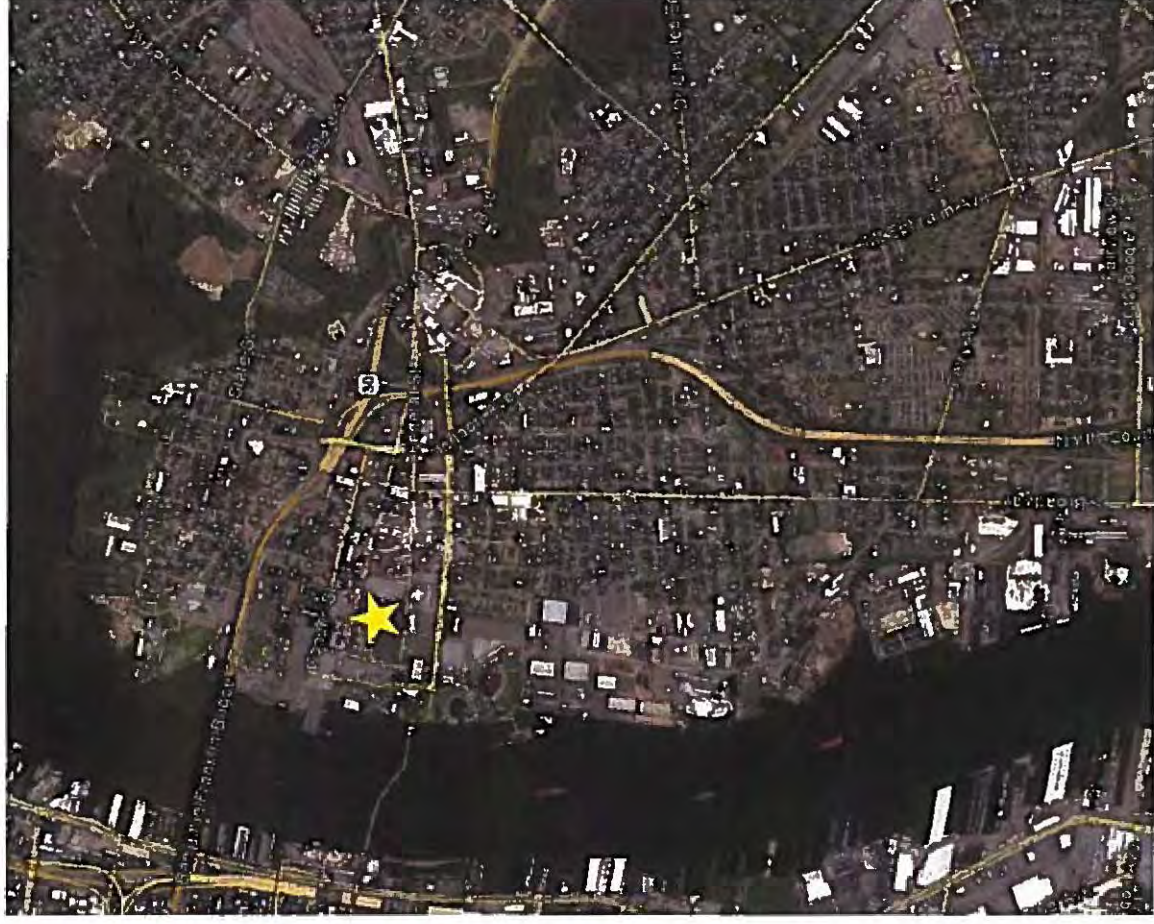
10 July 2014
Date

Date _____

SITE MAP

NJ EDA Complex, Camden NJ

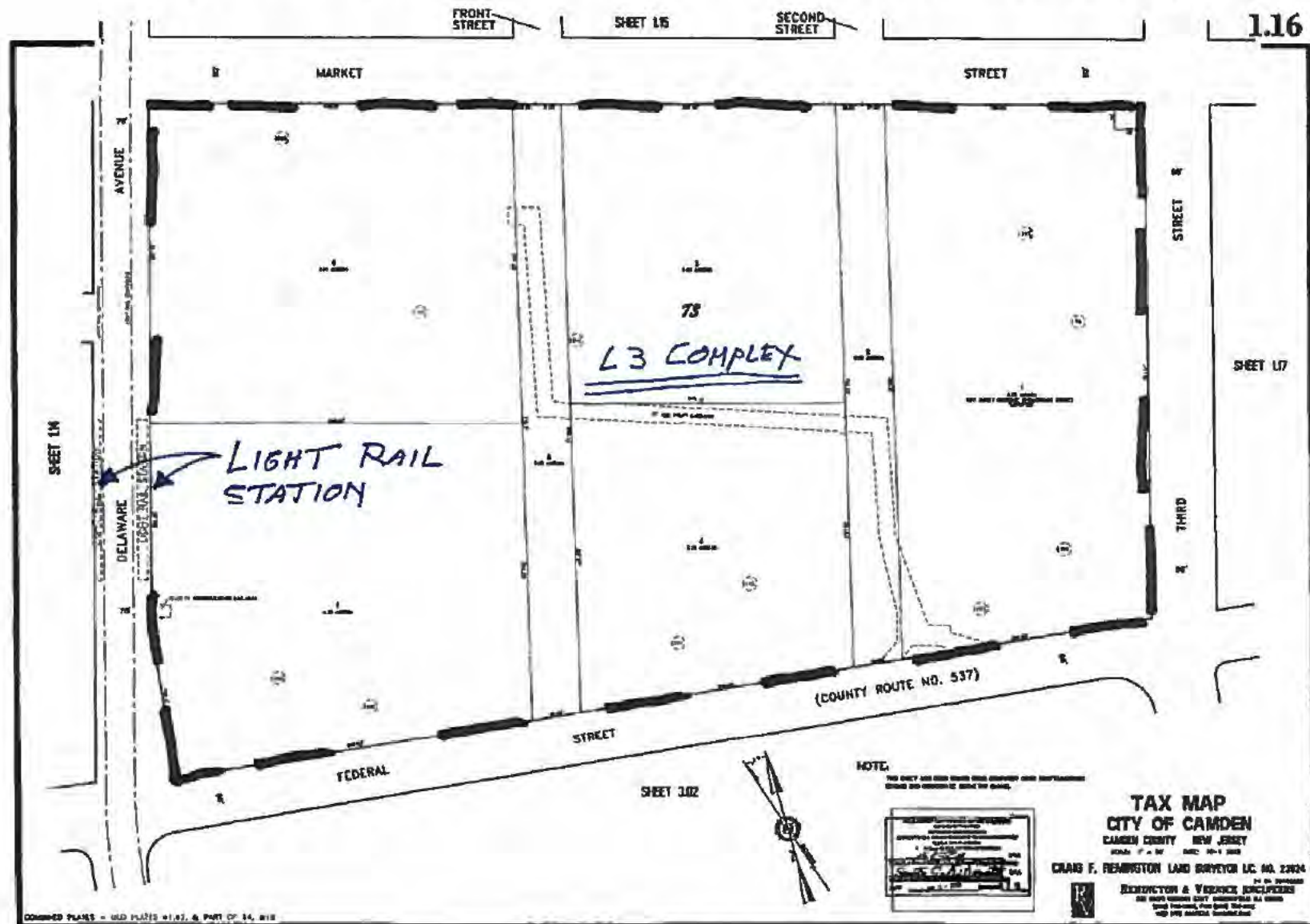
(L-3 Building located at 11 Federal Street, Camden New Jersey)



**NJ EDA Complex, Camden NJ – Current Configuration
(L-3 Building located at 11 Federal Street, Camden New Jersey)**



SITE MAP
NJ EDA Complex, Camden NJ
(L-3 Building located at 11 Federal Street, Camden New Jersey)



**CEO Certification
GROW NJ
FOR CITIES THAT ARE A GARDEN STATE GROWTH ZONE THAT
QUALIFIES UNDER THE MUNICIPAL REHABILITATION AND
ECONOMIC RECOVERY ACT**

1. I, the undersigned, certify that the provision of the tax credits under the program is a material factor in the business decision to make a capital investment and locate in Camden.

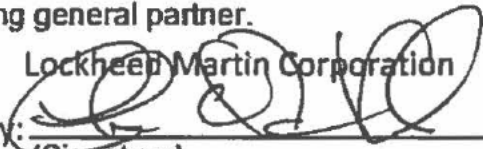
2. I, the undersigned, certify under penalty of law that the representations contained herein are accurate; that I am familiar with the information submitted in this document, including all attachments, and have personally exercised an appropriate degree of due diligence to reasonably ensure that the information contained in this document, and all attachments are true, accurate, and complete. I am aware that there are significant penalties for submitting false information, including the possibility of fine and imprisonment. I understand that, in addition to criminal penalties, I may be liable for civil administrative penalties and that submitting false information or submitting materially inaccurate information may be grounds for denial, revocation or termination of any award of tax credits for which I may be seeking approval or now hold.

3. I, the undersigned, acknowledge that if the company's award is greater than \$4 million annually, the company will be required to remit to the NJEDA an approval fee equal to $\frac{1}{2}$ of 1% of the amount of the incentive award amount, up to the maximum of \$500,000, by the first of the month prior to the NJEDA Board meeting in which the request will be submitted for approval. Failure to submit this fee in the time frame outlined above will result in the company's request for approval not moving forward to the NJEDA Board. Upon satisfactory completion of the entire review process, and if the award will be proposed in amount greater than \$4 million annually, no earlier than 10 days prior to the first of the month, I will be notified by a representative of the NJEDA of the projected NJEDA Board meeting date and the exact amount of the approval fee to facilitate this remittance.

The approval fee will be held in escrow by the NJEDA pending approval of the award by the NJEDA Board. If, for any reason, the NJEDA Board does not approve the award, or the Governor vetoes the minutes of the NJEDA meeting and the approval is denied, the NJEDA will return the entire approval fee to the company within ten (10) business days.

4. The certifications above shall be signed by the Applicant's highest level authority as follows:

- i. For a corporation, by the Chief Executive Officer;
- ii. For a partnership, by the managing general partner.

Lockheed Martin Corporation
By: 
(Signature)

Vice President

(Title)

Charles O. Hubbs

(Name, please print)

10 July 2014
(Date)

LOCKHEED MARTIN CORPORATION

Certificate of Assistant Secretary

I, Kathy Lista Allen, do hereby certify that I am a duly appointed, qualified and acting Assistant Secretary of LOCKHEED MARTIN CORPORATION., a Maryland corporation (the "*Corporation*"), whose office is located at 6801 Rockledge Drive, Bethesda, Maryland 20817, United States. I also certify that I am authorized to execute and deliver this certificate on behalf of the Corporation. I further certify that:

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RESOLVED, that the Chairman of the Board and Chief Executive Officer and the President (the "*Executive Office*") be, and each hereby is authorized, with the authority to delegate such authorizations, in writing, including the authority to redelegate such authorization with such limitations as considered appropriate, to take such action as necessary or advisable in conducting the business, operations and affairs of the Corporation;

Based on the authority granted in the foregoing resolution, a standing delegation of authority has been adopted by the Executive Office delegating authority to the Vice President and Treasurer to pursue Economic Development Opportunities and appears on the Corporation's Delegation of Authority dated February 3, 2014. Such delegation remains in full force and effect and has not been amended or rescinded as of the date of this Certificate.

I further certify that Kenneth R. Possenriede is the duly elected, qualified and acting Vice President and Treasurer of the Corporation. Pursuant to the authority granted to him by the Board of Directors and the Executive Office of the Corporation to redelegate his authority, and pursuant to a special delegation of authority dated July 8, 2014, Charles O. Hubbs is authorized and empowered with the authority to pursue certain Economic Development Opportunities, with the power to redelegate such authority, and to execute and deliver all instruments and documents, and to do all other such acts and things, and take such further steps as may be necessary or advisable or convenient or proper in order to fully carry out the intent of such authority for the Corporation.

WITNESS my and seal of the Corporation, this 9th day of July, 2014.

LOCKHEED MARTIN CORPORATION

BY: Kathy Lista Allen
Kathy Lista Allen
Assistant Secretary



**GROW NJ ASSISTANCE PROGRAM
ADDITIONAL APPLICATION QUESTIONS**

Directions: Answer all the questions listed below and attach to the project on-line application. For definitions of terms, see the Definitions listed at the bottom of the Grown NJ product page on NJEDA's website, or visit the following address:
<http://www.njeda.com/web/pdf/GrownNJDefinitions.pdf>.

Lockheed Martin Corporation's responses are provided below in blue.

- 1) Is the project going to generate at least 50% of electricity needs via solar? NO
- 2) Is the project on an industrial premises and will the project be for industrial use? The project is proposed to be located partially in a mix of office and [REDACTED] and may have a portion of the project located in an industrial zone at some future date which is subject to future needs.
- 3) To what LEED Standard will the project be built? TBD based upon final designs and specifications
- 4) Is the project located in a mixed use development that incorporates sufficient moderate income housing to accommodate at least 20% of the full-time employees of the business? NO
- 5) Is the project a marine terminal development? NO
- 6) Is the project a Mega Project? Yes
- 7) Is the applicant a United States headquarters of an automobile manufacturer, retaining at least 400 jobs, and located in the municipality in which it was located immediately prior to the filing this application? NO
- 8) Is the project a Qualified Incubator Facility? NO
- 9) Is the project in one of the following Targeted Industries? If yes, which one? Transportation, Manufacturing, Defense, Energy, Logistics, Life Sciences, Technology, Health, or Finance, excluding a primarily warehouse or distribution business. Yes, Defense
- 10) Is the project a Tourism Destination Project? NO
- 11) Is the project a Transit Oriented Development? NO



NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY
INTERNAL PROCESS MANAGEMENT DEPARTMENT
OFFICE OF AFFIRMATIVE ACTION

NJEDA WEB www.njeda.com/affirmativeaction
NJEDA EMAIL affirmativeaction@njeda.com
NJEDA PHONE (973) 855-3447

NOTICE REGARDING AFFIRMATIVE ACTION/PREVAILING
WAGE AND GREEN BUILDING REQUIREMENTS

FOR INTERNAL USE ONLY:

PROJECT NAME: _____

PROJECT NUMBER: _____

THIS PROJECT MAY BE SUBJECT TO NJEDA AFFIRMATIVE ACTION/PREVAILING WAGE AND GREEN BUILDING REQUIREMENTS. THE TERM CONSTRUCTION INCLUDES ANY CONSTRUCTION, RECONSTRUCTION, DEMOLITION, ALTERATION, REPAIR WORK, RENOVATION, OR CONSTRUCTION/RENOVATION WORK RELATED TO THE INSTALLATION OF EQUIPMENT. IN ADDITION, IF THIS PROJECT IS AN INCENTIVE PROJECT IT MAY BE SUBJECT TO GREEN BUILDING REQUIREMENTS. WE ENCOURAGE YOU TO VISIT www.njeda.com/affirmativeaction AND www.njeda.com/crm TO LEARN MORE ABOUT THESE REQUIREMENTS. PLEASE CONTACT YOUR BUSINESS DEVELOPMENT OFFICER SHOULD YOU HAVE ANY QUESTIONS OR CONCERNS.

TYPE OF ASSISTANCE APPLIED FOR:

Grow New Jersey

AMOUNT:

██████████

APPLICANT CONTACT INFORMATION, INCLUDING EMAIL
AND MAILING ADDRESS:

Lockheed Martin Corporation
Attn: Eric Murray, Manager Economic Development
100 S. Charles Street, Ste 1400
Baltimore, MD 21201
email: eric.d.murray@lmco.com

APPLICANT PHONE NUMBER: 410-468-1016

COMPLETE AND RETURN THIS FORM WITH THE APPLICATION

CONTACT PERSON FOR AA/PW:

NAME: Danielle Shah, Sr. Finance Manager

ADDRESS: Lockheed Martin Corporation
Attn: Danielle Shah, Sr. Finance Manager
199 Borton Landing Road (M/S 127-201)
Moorestown, NJ 08057

PHONE NUMBER: 856-722-2082

EMAIL ADDRESS: danielle.shah@lmco.com

CHECK WHICH STATEMENTS APPLY AND COMPLETE DATES:

☒ DATE CONSTRUCTION IS EXPECTED TO BEGIN 10/1/14 ☐ DATE CONSTRUCTION STARTED _____

☐ SIGNED CONSTRUCTION CONTRACT WHICH INCLUDES
NJEDA AA/PW REQUIRED LANGUAGE ☐ THIS PROJECT DOES NOT INCLUDE CONSTRUCTION.

☒ ESTIMATED # OF TOTAL CONSTRUCTION JOBS 25

☒ OTHER: NONE OF THE BOXES ABOVE APPLY BECAUSE: (EXAMPLES OF EXPLANATIONS MAY INCLUDE: 1) HAVE NOT SELECTED A GENERAL CONTRACTOR; OR 2) HAVE NOT SELECTED A LOCATION)

Please be advised that a general contractor has not been selected and location considerations are subject to future negotiations and the NJ EDA pending application for assistance.

(Please provide signature below)

NAME Eric Murray

TITLE Manager, Economic Development

MAILING ADDRESS | PO BOX 990 | TRENTON, NJ 08625-0990

38 WEST STATE STREET | TRENTON, NJ 08625 | 609 858-8700 | e-mail: njeda@njeda.com | www.njeda.com

Revised 10/23/13



Online Application for Financial Assistance

INITIAL APPLICATION SUBMISSION - 7/10/2014

FIRST UPDATE 8/29/14

FINAL VERSION 10/3/14

APPLICATION NUMBER: 206788

Application Date:	Original Application Date 7/10/2014 Amended Application 10/3/14
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Who is your NJEDA contact?	Paul Ceppi
----------------------------	------------

Products Selected:	Grow New Jersey Program
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Applicant Organization Information

Applicant Organization Name: (legal name without abbreviations)	Lockheed Martin Corporation
--	-----------------------------

Federal Employer's I.D. No. (FEIN):	52-1893632
-------------------------------------	------------

Doing Business As Name:	N/A
-------------------------	-----

Holding Company Name:	Lockheed Martin Corporation
-----------------------	-----------------------------

Authorized Representative:	Eric Murray
----------------------------	-------------

Authorized Representative Title: Manager Economic Development

Is the Organization's address the same as the Contact's address? NO

Street Address: 6801 Rockledge Dr

Address Line 2:

City/Town: Bethesda

State: MD

ZIP Code: 20817

County: Montgomery

Telephone Number: (410)468-1016

Website Address: www.lockheedmartin.com

Number of Employees: 113,000

NAICS Number: 339999

Nature of Business:

Lockheed Martin Corporation, headquartered in Bethesda, Md., is organized around core business areas of Aeronautics, Mission Systems and Training, Missiles and Fire Control, Information Systems & Global Solutions, and Space Systems.

Please provide a brief history and description of the applicant's business (including principal products and services) :

Lockheed Martin Corporation, a security and aerospace company, is engaged in the research, design, development, manufacture, integration, and sustainment of advanced technology systems, products, and services for defense, civil, and commercial applications in United States and internationally. It also provides management, engineering, technical, scientific, logistic, and information services. The company operates in five segments: Aeronautics, Information Systems & Global Solutions, Missiles and Fire Control, Mission Systems and Training, and Space Systems. The Aeronautics segment offers military aircrafts, such as combat and air mobility aircrafts, unmanned air vehicles, and related

technologies. The Information Systems & Global Solutions segment provides advanced technology systems and expertise, integrated information technology solutions, and management services for civil, defense, intelligence, and other government customers. The Missiles and Fire Control segment offers air and missile defense systems; tactical missiles and air-to-ground precision strike weapon systems; logistics and other technical services; fire control systems; mission operations support, readiness, engineering support, and integration services; and manned and unmanned ground vehicles. The Mission Systems and Training segment provides ship and submarine mission and combat systems; mission systems and sensors for rotary and fixed-wing aircraft; sea and land-based missile defense systems; radar systems; littoral combat ships; simulation and training services; and unmanned systems and technologies. The company is headquartered in Bethesda, Maryland.

Year Established: 1994

Ownership Structure: C Corporation

State of Incorporation/Formation: MD

List all Officers, Directors or Owners with a 10 % or more interest.

Name	SSN	Position	US Citizen	Permanent Resident
See LMT ticker symbol on NYSE	N/A	For profit Organization	NA	NA

Principal Bank Reference Information

Bank Name	Contact Name	Contact Telephone Number
CITI	Charles Rossi	(302)325-5689

Legal Information

Name of counsel to applicant: Theresa Shea

Address: 100 S Charles St. Suite 1400 Baltimore, MD 21201

Telephone: (410)468-1020

Accountant Information

Accountant name: Ed Litsky

Address: 199 Borton Landing Road Moorestown, NJ
08057

Telephone: (856)722-4876

Has the applicant, or any related parties, previously received EDA assistance? YES

Applicant Contact Information

Salutation: Mr.

First Name: Eric

Middle Initial:

Last Name: Murray

Suffix:

Title: Manager Economic Development

Company: Lockheed Martin Corporation

Mailing Address: 100 South Charles Street

Address Line 2: Suite 1400

City/Town: Baltimore

State: MD

ZIP Code:	21201
Telephone Number:	410-468-1016 Ext.
Fax Number:	410-468-1078
Email Address:	eric.d.murray@lmco.com

Consultant Contact Information

Contact Name:	NA
Contact Title:	NA
Company:	NA
Address:	NA
Address Line 2:	NA
City:	NA
State:	NA
ZIP Code:	NA
Phone:	NA
Email:	NA

Project Information

Project Locations #1 and #2

Street Address:	Property #1: 11 Federal Street and Property #2: 200 Federal Street
-----------------	---

Address Line 2:

City/Town: Camden City (Both Property #1 and #2)

State: NJ

ZIP Code: 08103

County: Camden

Block	Lot
73	1

Census Tract: 340076103.00

Is the project located on property that was wholly or substantially damaged or destroyed as a result of a Federally-declared disaster? NO

Project Description

Please provide a narrative description as fully and precisely as possible of the project, including acquisition, lease and renewal terms, construction or expansion plans, current and future uses by the applicant, size of existing and proposed facility, and/or project occupant(s) of the building(s) and/or equipment to be acquired or upgraded:

Lockheed Martin's [REDACTED] business area has plans subject to certain conditions further outlined below, to locate [REDACTED] employees and sublease [REDACTED] square feet from L-3 Communications at 11 Federal Street and direct lease [REDACTED] square feet of office and additional [REDACTED] from the New Jersey Economic Development Authority (NJEDA) at 200 Federal Street in the Garden State Growth Zone of Camden, New Jersey. The L-3 sublease and the NJEDA direct lease will each be for an initial term of up to 10 years. [REDACTED]. It is expected that the direct lease and sublease will include the appropriate business terms and conditions. This project is contingent upon all of the following i) the approval of [REDACTED] Grow New Jersey Application by the EDA in [REDACTED], ii) a mutually acceptable and fully executed NJ EDA and Lockheed Martin Corporation Grow NJ Assistance Program Project Agreement iii) [REDACTED], iv) [REDACTED]

[REDACTED], and v) mutually acceptable terms and conditions between [REDACTED] and L-3 and separately [REDACTED] and NJEDA related to the respective sublease and direct lease. The project investment may be up to [REDACTED] by the [REDACTED]. Total project investment is expected to include relocation costs, leased building renovation and fit up, [REDACTED].

[REDACTED] Lockheed Martin intends to complete the project using a combination of [REDACTED]. Neither the relocation of the [REDACTED] employees nor the projected [REDACTED] of qualifying capital investment will be placed in Camden, NJ, but specifically without the requested Grow New Jersey Program assistance.

Will the project facility be occupied or used by any party other than the applicant? NO

Is it anticipated that the project location will be purchased or leased? LEASE

Landlord Contact Information

Contact Name:	Property #1 Property #2	John Tierney New Jersey Economic Development Authority / Donna Sullivan
Contact Title:	Property #1 Property #2	Vice President Operations Director of Real Estate
Company:	Property #1 Property #2	L-3 Communication Systems – East New Jersey Economic Development Authority
Address:	Property #1 Property #2	1 Federal Street PO BOX 990
Address Line 2:		
City:	Property #1 Property #1	Camden Trenton

State: Properties #1 and #2 NJ

ZIP Code: Property #1 08103
Property #2 08625

Phone: Property #1 (856)338-3645
Property #2 (609) 858-6678

Email: Property #1 John.Tierney@L-3Com.com
Property #2 DSullivan@njeda.com

Useable Square Footage leased by the tenant: Property #1: [REDACTED]
Property #2: [REDACTED]

Total Useable Square Footage of the building: Property #1: 205,148
Property #2: 100,000

Asset Type:	Gross Leasable Area (GLA))	Useable Square Feet (USF)
Office	Property 1: [REDACTED] [REDACTED] Property 2: [REDACTED] [REDACTED]	Property 1: [REDACTED] [REDACTED] Property 2: [REDACTED]
Industrial	Property 1: [REDACTED] [REDACTED]	[REDACTED]
Other - Office, Land and Rooftop	Property #2 [REDACTED]	Property #2 [REDACTED] [REDACTED]

Describe how the green building standards posted on EDA's website, here www.njeda.com/GreenBldgGuidance1 and here www.njeda.com/GreenBldgGuidance2, will be incorporated into the proposed project. Also include how renewable energy, energy efficiency technology, and non-renewable resources will be incorporated into the project to reduce environmental degradation and to encourage long-term cost reduction.

Building capital investments will comply as appropriate with the green building standards to

be set forth in the green building manual or addendum prepared by the Department of Community Affairs and consistent with Lockheed Martin's internal corporate functional procedure. Lockheed Martin has adopted the United States Green Building Council's (USGBC) Leadership in Energy and Environmental Design (LEED®) as the minimum standard for renovations, and/or retrofit projects. LEED shall apply to all building projects in the U.S. that meet the following thresholds: Lockheed Martin Leased Facilities- (LEED CI-Certified at a minimum) when all of the following occur: (a) Prior Government concurrence for implementation at Government Owned Contractor Operated (GOCO) facilities, and (b) The estimated cost of design and construction is \$5 million or more and (c) At least four of the seven major building systems will be affected and (d) The lease term is five years or more and (e) The utilities to the leased space are separately metered and billed to Lockheed Martin. If a construction, renovation and/or retrofit project in the U.S. does not meet the thresholds in paragraph 5.1, then the Lockheed Martin Green Building Occupancy Standards (see Appendix 1) shall apply. Appendix 1. Lockheed Martin Green Building Occupancy Standards ANSI/ASHRAE/IESNA Standard 90.1, Energy Standard for Buildings Except Low-Rise Residential Buildings Obtain an Environmental Protection Agency (EPA) Portfolio Manager Energy Star Rating if in an EPA-designated ratable space Efficient plumbing fixtures that reduce water consumption by another 30% above Environmental Protection Agency Act (EPA) standard of 1992 Non or Low Volatile Organic Compound (VOC)-emitting products and materials, including furnishings* GS-11, Green Seal? Environmental Standard for Paints and Coatings Paints GC-03, Anti-Corrosive Paints* GS-37, Green Seal? Environmental Standard for Industrial and Institutional Cleaners South Coast Air Quality Management District (AQMD) Standards for adhesives Carpet and Rug Institute Green Label Plus Standard Recycled/reclaimed content materials per ISO 14021, Environmental labels and declarations Cool roof or ENERGY STAR roofing system as appropriate to the region and the building design Construction and demolition waste management program to divert from landfill Follow USGBC guidelines as appropriate for existing buildings

Will the project generate solar energy on the site? NO

Project Costs

Please enter applicable costs:

Estimated Project Costs

Land Acquisition					\$	-
Building Acquisition					\$	-
Site Preparation					\$	-
Construction					\$	
Building Renovations					\$	
Equipment Purchased from Vendor					\$	
Machinery Purchased from Vendor					\$	
Furnishings					\$	
Office Equipment					\$	
Redevelopment and Relocation Costs					\$	
Professional Services					\$	
Salaries - Lab Design & Operational Certification					\$	
Other - Security / Entrances / Classified Spaces - L-3					\$	
Other - Security / Entrances / Classified Spaces - L-3 (2nd Flr)					\$	
Other - IT Data Closet / Interface Controls / Install L-3					\$	
Other - Secure Communications & Security Devices					\$	
Other - General Contractors Fees					\$	
Other - Please Provide Description					\$	
Other - Please Provide Description					\$	
Other - Please Provide Description					\$	
			Total Project:		\$	

Prevailing Wage

Be advised that projects utilizing financial assistance for construction related costs are subject to state prevailing wage requirements. For further information regarding prevailing wage requirements, please visit the New Jersey Department of Labor and Workforce webpage on prevailing wage requirements located at http://lwd.dol.state.nj.us/labor/wagehour/wagerate/prevailing_wage_determinations.html. Please contact Paul if you have any questions.

Project Costs - Land Acquisition – No longer Applicable. Applicant does not plan to acquire Land as part of the project

If the applicant is not now the owner of the project site, does the applicant have an option to purchase the project site? NO

Date the option was signed with the owner:

Purchase price of project site:

Expiration date of option or contract:

If the applicant is not now the owner of the project site, does the applicant now lease the project site or any buildings on the site? NO

Is there a relationship legally or by virtue of common control between the applicant or proposed occupant of the project and the present owner of the project property? NO

Describe the relationship:

Project Costs - Existing Building Renovation or Addition

Be aware that Renovation and Additions may trigger Prevailing Wage. Please contact Paul if you have any questions.

Provide a brief description of the size and nature of the renovations and/or addition:
Planned capital investment associated with tenant improvement located 11 Federal Street in Camden, NJ to prepare the subleased space for occupancy of [REDACTED] Lockheed Martin employees. Additional renovations to include tenant improvements associated with 200 Federal Street in Camden, NJ accommodating [REDACTED]
[REDACTED]

Square feet of the building and amount to be leased by applicant:

Property #1: [REDACTED]

Property #2: [REDACTED]

Describe all approvals for this project	Status	Date
1. Site Plan Approval	Anticipated	[REDACTED]
2. Schematic Drawings	Anticipated	[REDACTED]
3. Design Drawings	Anticipated	[REDACTED]

4. Construction Drawings	Anticipated	
5. Construction Permits	Anticipated	
6. Historic Review	NA	NA
7. Traffic/Offsite Improvements	NA	NA

Project Costs - Existing Building Renovation or Addition

Has construction work begun on project? NO

Do you have an Architect under contract at the time of this application? NO

Do you have an Construction Manager under contract at the time of this application? NO

Do you have an General Contractor under contract at the time of this application? NO

Project Costs - New Equipment/Machinery Purchase

List each item of new equipment/machinery to be purchased as part of the project:

New Equipment/Machinery Purchases - - Description: Purchases of equipment and materials used in the

1. Given the specialized purposing of the

2. By way of further explanation, the expenditure is segmented into the following categories:

a.

b.

c.

[REDACTED]

■ [REDACTED]

■ [REDACTED]

■ [REDACTED]

■ [REDACTED]

3. Using the above categories, the equipment expenditure as previously provided ([REDACTED]) is broken out as follows:

a. [REDACTED]

■ [REDACTED]

b. [REDACTED]

[REDACTED]

c. [REDACTED]

[REDACTED]

Sources of Funds

Sources should include categories such as owner's equity, bank financing, and other government support used to finance the completion of the project. The EDA grant request, if successful, should **not** be considered a project financing source since it will be available over time.

Source Name	Source Amount
Amount of NJEDA Assistance Requested	\$107,000,000
Total:	\$107,000,000

Grant Amount Requested: \$107,000,000

Describe how the request was calculated:

Based upon the level of qualifying capital investment proposed for the project.

Desired Grant Term 10

Grow New Jersey Program

Location of Corporate headquarters

Address: 6801 Rockledge Dr

Address Line 2:

City: Bethesda

State: MD

ZIP Code: 20817

County: Montgomery

Country: US

State of Incorporation: MD

New Jersey Operations

Job Type	Number of Employees	Employment	Relocating to Proposed Site	Current Location of Positions	Employee Type	Number of Hours Per Week
Professional, scientific and technical services	█	█	YES	New Jersey	W-2	40
	Total: █					

Does the company provide employee health benefits under a group health plan as defined under section 14 of P.L. 1997, c. 146 (C.17B:27-54), a health benefits plan as defined under section I of P.L. 1992, c.162(C.17B:27A-17), or a policy or contract of health insurance covering more than one person issued pursuant to Article 2 of Title 17B of the New Jersey Statutes?

YES

Number of existing full-time jobs in NJ to be relocated to the proposed site:

█

Are any jobs listed in the application at risk of being located outside of New Jersey:

YES

Date or dates that the jobs at risk would be expected to leave the State:

█

Number of new full-time jobs to be created at the proposed site:

█

Number of Construction jobs working on this project:

25

List other states New Jersey is in competition with:

█

What is the approximate start date for the project?

11/1/2014

What is the approximate date of completion for the project?

██████████ This date which may require an extension in the event of extraordinary circumstances.

Date that company commenced operations in New Jersey:

January 1994

Are any of the employees or capital investment referenced in the application currently subject to a BEIP, BRRAG or HUB agreement?

NO

Total number of full time NJ employees:

██████████ (as of August 28, 2014)

Estimated Total Gross Payroll at the project site:

██████████

Average Annual Salary for Eligible Employees:

██████████

Median Annual Salary for Eligible Employees:

██████████

I certify that my business is not in default with any other program administered by the State of New Jersey:

YES

List the exact names of all tax-paying entities below that will pay withholdings for eligible employees under the Grant together with their New Jersey tax identification number (all entities paying withholding taxes for eligible employees will be required to execute the grant agreement). Any companies that are not wholly owned subsidiaries of the Recipient will be required to submit an application for inclusion in the Grant.

Tax Entity

ID #

Lockheed Martin Corporation



Additional Background Information

Businesses applying for eligibility for NJEDA programs are subject to the Authority's Disqualification/Debarment Regulations (the "Regulations"), which are set forth in N.J.A.C. 19:30-2.1, et seq. Applicants are required to answer the following background questions pertaining to the commission of certain actions that can lead to debarment or disqualification from eligibility under the Regulations.

All capitalized terms used in this Questionnaire, except those defined elsewhere herein, shall be defined at the bottom of this form.

1. Commission of a criminal offense as an incident to obtaining or attempting to obtain a public or private contract, or subcontract thereunder, or in the performance of such contract or subcontract.	NO
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2. Violation of the Federal Organized Crime Control Act of 1970, or commission of embezzlement, theft, forgery, bribery, falsification or destruction of records, perjury, false swearing, receiving stolen property, obstruction of justice, or any other offense indicating a lack of business integrity or honesty.	NO
--	----

3. Violation of the Federal or State antitrust statutes, or of the Federal Anti-Kickback Act (18 U.S.C.874).	NO
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4. Violation of any law governing the conduct of elections of the Federal Government, State of New Jersey or of its political subdivision.	NO
--	----

5. Violation of the "Law Against Discrimination" (P.L. 1945, c169, N.J.S.A 10:5-1 et seq., as supplemented by P.L. 1975, c127), or of the act banning discrimination in public works employment (N.J.S.A 10:2-1 et seq.) or of the act prohibiting discrimination by industries engaged in defense work in the employment of persons therein (P.L. 1942, c114, N.J.S.A 10:10, et seq.).

NO

6. To the best of your knowledge after reasonable inquiry, violation of any laws governing hours of labor, minimum wage standards, prevailing wage standards, discrimination in wages, or child labor.

NO

7. To the best of your knowledge, after reasonable inquiry, violation of any law governing the conduct of occupations or professions of regulated industries.

NO

8. Debarment by any department, agency, or instrumentality of the State or Federal government.

NO

9. Violation of any of the following prohibitions on vendor activities representing a conflict of interest, or failure to report a solicitation as set forth below:

- i. No person shall pay, offer or agree to pay, either directly or indirectly, any fee, commission, compensation, gift, gratuity, or other thing of value of any kind to any Authority officer or employee or special Authority officer or employee, as defined by N.J.S.A 52:13D-13(b) and (e), with which such person transacts or offers or proposes to transact business, or to any member of the immediate family as defined by N.J.S.A 52:13D-13i, of any such officer or employee, or partnership, firm or corporation with which they are employed, or associated, or in which such officer or employee has an interest within the meaning of N.J.S.A 52:13D-13g.
- ii. The solicitation of any fee, commission, compensation, gift, gratuity or other thing of value by any Authority officer or employee or special Authority officer or employee from any person shall be reported in writing by the person to the Attorney General and the Executive Commission on Ethical Standards.

- iii. No person may, directly or indirectly, undertake any private business, commercial or entrepreneurial relationship with, whether or not pursuant to employment, contract or other agreement, express or implied, or sell any interest in such person to, any Authority officer or employee or special Authority officer or employee having any duties or responsibilities in connection with the purchase, acquisition or sale of any property or services by or to the Authority, or with any person, firm or entity with which he or she is employed or associated or in which he or she has an interest within the meaning of N.J.S.A 52:13D-13g. Any relationships subject to this subsection shall be reported in writing to the Executive Commission on Ethical Standards, which may grant a waiver of this restriction upon application of the Authority officer or employee or special Authority officer or employee upon a finding that the present or proposed relationship does not present the potential, actuality or appearance of a conflict of interest.
- iv. No person shall influence, or attempt to influence or cause to be influenced, any Authority officer or employee or special Authority officer or employee in his or her capacity in any manner which might tend to impair the objectivity or independence of judgment of the officer or employee.
- v. No person shall cause or influence, or attempt to cause or influence, any Authority officer or employee or special Authority officer or employee to use, or attempt to use, his or her official position to secure unwarranted privileges or advantages for the person or any other person.

NO

10. Has any member of the Controlled Group been found guilty, liable or responsible for the violation in any Legal Proceedings of any State, Federal or foreign law that may bear upon a lack of responsibility or moral integrity, or that may provide other compelling reasons for disqualification. (Your responses to the foregoing question should include, but not be limited to, the violation of the following laws, without regard to whether any monetary award, damages, verdict, assessment or penalty has been made against any member of the Controlled Group, except that any violation of any environmental law in category (v) below need not be reported where the monetary award damages, etc. amounted to less than \$1 million).

- i. Laws banning or prohibiting discrimination or harassment in the workplace on the basis of gender, race, age, religion or handicapped status.
- ii. Laws prohibiting or banning any form of forced, slave, or compulsory labor.
- iii. Laws protecting workers who have reported the wrongdoing of their employers to governmental authorities, commonly referred to as "Whistleblower Laws".
- iv. Securities or tax laws resulting in a finding of fraud or fraudulent conduct.
- v. Environmental laws.
- vi. Laws banning the possession or sale of, or trafficking in, firearms or drugs.

- vii. Laws banning anti-competitive dumping of goods.
- viii. Anti-terrorist laws.
- ix. Criminal laws involving commission of any felony or indictable offense under State, Federal or foreign law.
- x. Laws banning human rights abuses.
- xi. Laws banning the trade of goods or services to enemies of the United States.
- xii. The New Jersey Conflicts of Interest Law, N.J.S.A 52:13D-1, et seq.

NO

11. To the best of your knowledge, after reasonable inquiry, is any member of the Controlled Group a party to pending Legal Proceedings wherein any of the offenses or violations described in questions 1-10 above are alleged or asserted against such entity or person? NO

If the answer to any of the foregoing questions is affirmative, you must provide the following information as an attachment to the application: (i) the case and court in which such matters were tried or are pending; (ii) the charges or claims adjudicated or alleged; and (iii) a brief explanation of the circumstances giving rise to such matters. Also, for affirmative answers to question 1-10, copies of the final judgments, consent orders or administrative findings, as the case may be, that were entered or made in such matters must be attached.

The terms set forth below shall be defined as follows:

"Affiliates" means persons having an overt or covert relationship such that any one of them directly or indirectly controls or has the power to control another.

"Legal Proceedings" means any State, Federal or foreign civil, criminal or administrative proceeding in a court or administrative tribunal in the United States, any territories thereof or foreign jurisdiction.

The Authority reserves the right to require additional clarifying or explanatory information from the applicant ("Applicant") regarding the answers given. If, at any time prior to board action on this application, or, at any time between the date of such action and the execution of a grant agreement with the Authority, the Applicant should become aware of any facts that materially alter or change such answers, or render any of them incomplete, the Applicant shall have a duty to immediately report such facts to the Authority in writing.

Certification of Application

PLEASE NOTE:

Eligibility of financial assistance by the New Jersey Economic Development Authority is determined by the information presented in this application and the required attachments and schedules. Any changes in the status of the proposed project from the facts presented herein could disqualify the project, including but not limited to, the commencement of construction or the acquisition of assets such as land or equipment. Please contact the staff of the EDA before taking any action which would change the status of the project as reported herein. The EDA's regulations and policies regarding the payment of prevailing wages and affirmative action in the hiring of construction workers require the submission of certain reports and certificates and the inclusion of certain provisions in construction contracts. Please consult with the EDA staff for details concerning these matters. (Forms can be found on our website www.njeda.com/forms)

Only Board Members of the governing board of the particular program for which you are applying, by resolution, may take action to determine project eligibility and to authorize the issuance of funds.

I, THE UNDERSIGNED, BEING DULY SWORN UPON MY OATH SAY:

1. I have received a copy of the "Regulation on Payment of Prevailing Wages" and the "Affirmative Action Regulation" and am prepared to comply with the requirements contained therein.
2. I affirm, represent, and warrant that the applicant has no outstanding obligations to any bank, loan company, corporation, or individual not mentioned in the above application and attachments; that the information contained in this application and in all attachments submitted herewith is to the best of my knowledge true and complete and that the bond/loan applied for herein is not for personal, family, or household purposes.
3. I understand that if such information is willfully false, I am subject to criminal prosecution under N.J.S.A. 2C:28-2 and civil action by the EDA which may at its option terminate its financial assistance.
4. I authorize the New Jersey Department of Law and Public Safety to verify any answer(s) contained herein through a search of its records, or records to which it has access, and to release the results of said research to the EDA.
5. I authorize the EDA to obtain such information including, but not limited to, a credit

bureau check as it may require, covering the applicant and/or its principals, stockholders and/or investors.

6. I authorize the EDA to provide information submitted to it by or on behalf of the applicant to any bank or State agency which might participate in the requested financing with the EDA.



I am Authorized Signer and I accept the terms and conditions.

Required Attachments

- Application for Tax Clearance (See Separate Attachment)
 - [Download Application for Tax Clearance - Division of Taxation](#) (Instructions: Please only complete the information above the dotted line on the application and sign and date at the bottom of the form.)
 - [Link to Treasury](#)
 - [P.L.2007, C.101](#)
- The Development Subsidy Job Goals Accountability Act (See Separate Attachment)
 - [Application Addendum](#)
 - [P.L.2007, C.200](#)
- 3 Years of Financial Statements Annual reports can be found on <http://www.lockheedmartin.com/us/news/annual-reports.html>
- Professional Engineer certification for solar claims, if applicable N/A
- Site Map according to [Site Map Specifications](#) (See Separate Attachment)
- PDF of the on-line mapping tool found at http://njgin.state.nj.us/OIT_BusinessMap2 with applicant's proposed determination of project eligibility and associated report (See Separate Attachment)
- [CEO Certification](#) (See Separate Attachment)
- [Additional application questions](#) (See Separate Attachment)
- List all local and/or state financial assistance being utilized in the proposed project including development subsidies being requested or receiving, other state assistance, low interest rate loans, infrastructure improvements, property tax abatements and exemptions, and training grant assistance. Please specify

program name, granting body, dollar amounts or value, terms and status of application. N/A

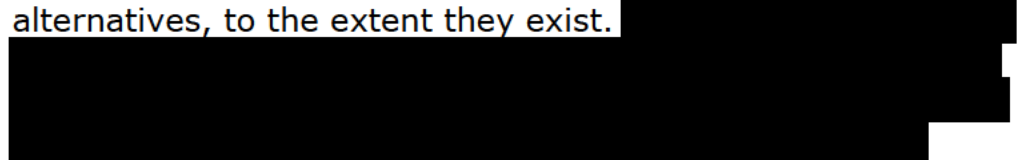
- Material Factor - The provision of a grant from the Grow New Jersey Program must be a 'material factor' in a company's decision to retain/relocate/expand operations in New Jersey.

- A.** A full economic analysis of all locations under consideration including such components as, but not limited to the cost effectiveness of remaining in this State versus relocation under alternative plans (e.g. Real Estate listings, Tax or other State/Local financial incentives offered to the applicant and [Cost - Benefit Analysis](#), which may include cost per square foot, real estate tax, tax incentives, training incentives, labor costs, etc.) **In accordance with P.L. 2013 Chapter 161, the provision of tax credits under the Grow NJ program is a material factor in Lockheed Martin's decision to make a capital investment and locate [REDACTED] jobs in Camden, NJ, a Garden State Growth Zone.**
- B.** All lease agreements, ownership documents, or substantially similar documentation for the business's current in-State locations. **See chart below**

Location City	Location Address
Atlantic City	ACY WJ Hughes Technical Center, 316
Bridgeport	405 Heron Drive
Burlington	1900 River Road
Cherry Hill	2339 Route 70
Cherry Hill	3 Executive Campus
Clifton	77 River Rd
Dover	Bldg 171 Picatinny Arsenal
Edison	2890 Woodbridge Ave.
Egg Harbor Township	501 Scarborough Dr
Lebanon	Lockheed Road
Marlton	10000 Sagemore Dr
Marlton	3000 Lincoln Drive

McGuire Air Force Base	3458 Neely - HQ AMC SSG 305th Med
Moorestown	199 Borton Landing Road
Moorestown	223 Strawbridge Drive
Moorestown	844 Lenola Road Suite #1
Mount Laurel	300 Centerton Road
Mount Laurel	2000 Midlantic Drive
Mount Laurel	4000 Midlantic Drive
Mount Laurel	6000 Midlantic Drive
Mount Laurel	8000 Midlantic Drive
Mount Laurel	13000 Midlantic Drive
Mount Laurel	750 Centerton Road
Mount Laurel	760 Centerton Road
Mount Laurel	770 Centerton Road
Mount Laurel	780 Centerton Road
Mount Laurel	790 Centerton Road
Newark	118 Flagpole Rd
Pennsauken	8500 Remington Avenue
Phillipsburg	450 River Road
Robbinsville	422 Walden Cir
Teaneck	Glenpointe Centre East
Tinton Falls	106 Apple Street
Wall Township	1800 Route 34

- C. All lease agreements, ownership documents, or substantially similar documentation for the potential out-of-state location alternatives, to the extent they exist.



- D. A description of the 'at risk' nature of the employees that may be leaving the State. Include how such issues as the following will be addressed: mobility, labor and regulatory requirements as applicable (e.g., is the lease at the current facility expiring, will there be stranded assets if the business leaves; is the business' labor force required to be in the State; is a union contract required; is a license required to operate in the State).



- E. A specific statement on the role the grant will play in the company's decision-making process to relocate in New Jersey

[REDACTED]

- Additional Project Information

- A. Project schedule that identifies projected move dates for each site. **See prior reference in this application.**

- B. A schedule of short-term employment projections of the business in the State based upon the relocation

[REDACTED]

- C. An estimate of the projected retained State tax revenues resulting from the relocation. **It is estimated that for the 250 retained jobs approximately [REDACTED] in State tax revenues will be retained.**

- D. A description of the type of contribution the business can make to the long-term growth of the State's economy and a description of the potential impact on the State's economy if jobs are not retained, etc.

[REDACTED]

In addition, Lockheed Martin has a New Jersey based supply chain of up to [REDACTED] non-Lockheed Martin jobs potentially at risk but for the approval by NJ EDA's of this economic incentive.

- E. A description of any capital investments made by the business at the new business location. **See Capital Investment information provided earlier in the application.**

- F. Applicants can designate different companies to receive the tax credit; however the recipients must be part of the applicant's 'controlled group' approved by the EDA. Controlled group is defined pursuant to section 1563 of the Federal

Internal Revenue Code of 1986, 26 U.S.C.A. § 1563. As such, all companies receiving the allocation must be part of the Project Agreement thereby approved by the EDA. If applicable: **Lockheed Martin Corporation is to receive any tax credit for which it is eligible.**

- a. Attach a list noting the percentage (%) allocated to each member of the controlled group of corporations.

Lockheed Martin Corporation = 100 %

- Notice Regarding Affirmative Action/Prevailing Wage, and Green Building Requirements, [click here](#) for form. **See Attached**
- Executed copy of the option agreement or contract (Land Acquisition) **N / A**
- Executed copy of lease (Land Acquisition) **N / A**
- Copies of permits (Existing Building Renovation or Addition) **N / A**
- Invoices, if any of the new equipment has been ordered or delivered (New Equipment/Machinery Purchase) **N / A**