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Boonton.

Feb 1979

Deposition of S  
Charles Garfalo.

pgs 68

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MORRIS COUNTY FAIR HOUSING  
COUNCIL, et als

PLAINTIFF,

VS

BOONTON TOWNSHIP, et als

DEFENDANTS.

.....

DEPOSITION OF:

S. CHARLES GARFALO

TRANSCRIPT OF STENOGRAPHIC NOTES AS TAKEN BY AND BEFORE JILL  
FRIEDBERG, SHORTHAND REPORTER AND NOTARY PUBLIC OF THE STATE  
OF NEW JERSEY, AS TAKEN AT THE OFFICES OF INDUSTRIAL ECONOMIC  
DEVELOPMENT, 3 SCHUYLER PLACE, MORRISTOWN, NEW JERSEY, ON  
WEDNESDAY, FEBRUARY 20, 1980, COMMENCING AT 10:30.

A P P E A R A N C E S :

STANLEY C. VAN NESS, ESQ.,  
PUBLIC ADVOCATE  
BY: STEPHEN M. EISDORFER, ESQ.,  
DEPUTY PUBLIC ADVOCATE  
FOR THE PLAINTIFFS

REPORTING SERVICES ARRANGED THROUGH  
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1 A P P E A R A N C E S :

2

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ASSISTANT COUNTY COUNSEL

5

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BY: ROSLYN S. HARRISON, ESQ.,  
FOR THE DEFENDANT  
CHESTER TOWNSHIP

6

7

8

MESSRS. SHANLEY AND FISHER  
BY: GLENN S. PANTEL, ESQ.,  
FOR THE DEFENDANT  
HARDING TOWNSHIP

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I N D E X

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2	W I T N E S S	DIRECT	CROSS	REDIRECT
				RECROSS
3	S. CHARLES GARFALO			
4	By Mr. Eisdorfer	3		
5	By Mr. Pantel		53	
6	By Mrs. Harrison		60	
7	By Mr. Eisdorfer			64
8	By Mr. Pantel			66

E X H I B I T S

10			
11	NO.	DESCRIPTION	ID.
12	PCG-1	Document consisting of	
		two pages	
13		Dated April, 1979	10
14	PCG-2	Document consisting of	
		two pages	17
15	PCG-3	Document consisting of	
		two pages	17
16	PCG-4	Document consisting of	
		one page	23
17	PCG-5	Document consisting of	
		one page	23
18	PCG-6	Document, Booklet	
		containing 73 pages	29
19	PCG-7	Document consisting of	
		one page	31
20	PCG-8	Document	
		Dated December, 1977	38
21	PCG-9	Handwritten Document	
			46
22			
23			
24			
25			

E X H I B I T S

1	2 NO.	DESCRIPTION	ID.
3	DCG-1	Brochure consisting of 79 pages	60
4	DCG-2	Document Dated November, 1979	60
5	DCG-3	Document Dated March 12, 1979	60
6	DCG-4	Document consisting of two pages	60
7	DCG-5	Document consisting of two pages	60
8	DCG-6	Document consisting of one page	60
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1 S. C H A R L E S G A R F A L O, residing at  
2 13 Midway Court, Rockaway, New Jersey, duly sworn by  
3 the Reporter, testifies as follows:

4 DIRECT EXAMINATION BY MR. EISDORFER:

5 Q Let the record show that this is a deposition  
6 being conducted in the case of Morris County Fair Housing  
7 Council, et al, versus Boonton Township, et al, Docket No.  
8 L 6001-78.

9 Would you state your full name for the record?

10 A S. Charles Garfalo.

11 Q What is your home address?

12 A 13 Midway Court, Rockaway, New Jersey.

13 Q Have you participated in any deposition  
14 previously?

15 A No.

16 Q Let me explain some of the ground rules. Do  
17 you understand that you're testifying under oath?

18 A Aha.

19 Q You have to respond yes or no.

20 A Oh, yes, okay.

21 Q So that the Court Reporter can get everything  
22 down.

23 A All right.

24 Q And do you understand that the evidence you  
25 give may be used at the time of trial in this case?

1 A I do.

2 Q If you don't understand any question that I or  
3 anybody else asks, please indicate that you don't understand  
4 it and I'll try and clarify it. Is that clear?

5 A Very good, sure, clear.

6 Q At times, I may ask you for specific figures  
7 or numbers. If you don't know the specific figure, please  
8 say so and give us your best estimate. Is that clear?

9 A Fine.

10 Q Finally, I'm not really trying to conduct a  
11 test of your memory. If there are documents you'd like to  
12 refer to, please speak up and say I want to refer to such  
13 and such document and we will be happy to pause to let you.

14 A That's fine.

15 Q Would you state your present position?

16 A Director of industrial and economic development for  
17 the County of Morris.

18 Q How long have you held that position?

19 A Since January of 1978.

20 Q What position did you hold prior to that?

21 A You mean in private enterprise or --

22 Q Whatever else you did before.

23 A I was --

24 Q What you did right before that.

25 A I was -- I was manager of community relations for

1 Omelia Advertising.

2 Q How long did you hold that position?

3 A Three years.

4 Q Could you briefly give me your educational  
5 background?

6 A Graduate of Seton Hall University.

7 Q When was that?

8 A 1971.

9 Q What subject was your degree in?

10 A English and minor, I guess, in Communication Arts.

11 Q What other positions have you held since you  
12 graduated from college, prior to your position as Manager  
13 of Community Relations?

14 A I was Regional Director of public information for  
15 Jersey Central Power and Light Company, for approximately  
16 seven and a half years.

17 Q What are your duties and responsibilities,  
18 responsibilities in your present job?

19 A We describe our department as the liaison between the  
20 various levels of government and the business community.

21 Would you like me to be more specific?

22 Q Please.

23 A When someone is seeking to relocate into Morris County  
24 or exploring the possibility or someone who is located here,  
25 within Morris County, is seeking to expand, we will try to



1 act as a catalyst to help them to explore the possibilities of  
2 doing what they would like to do.

3 Q In your present position, to whom do you  
4 report?

5 A I have a freeholder liaison committee.

6 Q How large a staff do you have?

7 A I have one industrial development representative and  
8 a secretary.

9 Q Can you describe what an industrial develop-  
10 ment representative does?

11 A Yes, she is -- she has been with the department since  
12 the inception, in 1961. She is the individual who tries to  
13 get the information that might be sought, for a particular  
14 individual who is looking to do what I mentioned previously,  
15 to locate or expand. She works closely with the industrial  
16 brokers, to get the information from them regarding available  
17 buildings or vacant land.

18 Q Can you describe for us the kinds of things  
19 you do to attract industry in Morris County?

20 A Okay. Well, that word, "attracts" has different  
21 connotations to different people. What we try to do is that,  
22 you know, Morris County has certain qualities we think are  
23 desirable and individuals will find that to be of interest  
24 to them, to either come here, as I say, to relocate from  
25 another area and we will try to respond to those needs.

1 For example, we will try to provide them with the  
2 information that they may need. If an individual were looking  
3 for a specific size of property or a specific size building,  
4 we have an inventory process and we will refer to it. If we  
5 have something of his or her needs or as I mentioned, with  
6 the industrial brokers, we will find out if that information  
7 that is available, will meet those needs and we will go to  
8 other sources for additional information, for example, the  
9 Planning Board, if that's the information that they're  
10 seeking.

11 Q Do you do any advertising?

12 A Very limited advertising. We have a brochure that I  
13 think you've seen and we have limited advertising in trade  
14 periodicals.

15 Q Can you give some examples of the trade  
16 periodical advertising?

17 A Yes, New Jersey Business and -- I can never remember  
18 those abbreviations. APIR? I'll get those specifically for  
19 you, if you like.

20 Q Please. Do you go around and do public  
21 speaking to -- I don't -- conventions or that sort of thing?

22 A No, I don't go to conventions as such. I speak to  
23 Rotary Clubs, Kiwanis, in our county, try to make them aware  
24 of the kinds of services we have available for them. I did  
25 speak once at a seminar sponsored by the Tri State Regional

1 Planning Commission to tell what we do now but, we were not  
2 soliciting. We were simply telling what our department does.

3 Q What is your relationship to the New Jersey  
4 Economic Development Administration?

5 A Our relationship?

6 Q Yes.

7 A We -- we deal -- we work with them. For example, we  
8 mention someone who might be interested in expanding or  
9 relocating. They might be interested in seeking some kind of  
10 other assistance, say, financial assistance.

11 Again, in the liaison capacity, we would bring in a  
12 representative from the New Jersey Economic Development  
13 Department, who is a C. P. A., financial analyst and he would  
14 review their requests and their finances, to see if they would  
15 be eligible for some kind of a governmental program and then  
16 he would supply them with the necessary information, if in  
17 fact they were eligible and interested.

18 Q Are there state agencies that you also  
19 function as a liaison with?

20 A I'm trying to think of -- we might -- we might deal  
21 with the Governor's office, for example, or the SBA, as a  
22 federal agency, Small Business Administration.

23 For example, a year ago, January, we had -- was it  
24 January? I believe it was. We had flooding in Morris  
25 County and other counties and we dealt with the SBA to try to

1 bring relief to the home owners and to some of the businesses  
2 who were affected by the flooding and working with Congressman  
3 Courter's office and Senator Bradley's office and with the  
4 Civil Defense, to help establish a location in Denville,  
5 where the people who were affected with the flooding, hooked  
6 with for this emergency service.

7 Q Do you function also as a liaison with  
8 municipal entities?

9 A In some of the municipalities, they have Economic  
10 Development Committees and we work with them in trying to  
11 help them if they're looking for some assistance.

12 Q Offhand, can you give me a list of municipi-  
13 palities?

14 A Yeah, we have a list of them that I can give to you.

15 Q Okay, I'd like that.

16 MR. O'MULLAN: Off the record.

17 (Whereupon there is a discussion off the  
18 record.)

19 MR. HARRISON: We would like a copy of all  
20 these. Thank you.

21 MR. PANTEL: Same here. Thank you.

22 THE WITNESS: Sure.

23 Q In addition to Municipal Economic Development  
24 Committees, do you make any contacts with Boards of Adjust-  
25 ments?

1 A No.

2 Q Planning Boards?

3 A No.

4 Q With any other municipal agencies, building  
5 inspectors?

6 A No. What we did when I took over this department back  
7 in '78, I did communicate with the Mayors and Councils, to  
8 let them know of our availability and I did speak to some of  
9 them.

10 Q Do you have an occasion to attend meetings  
11 of municipal governing bodies, town councils?

12 A To do what? We mentioned, you know, when we spoke  
13 before. Otherwise, there is no purpose.

14 MR. EISDORFER: For clarity, let's mark this  
15 for identification. PCG-1 for identification.

16 (Whereupon, a Document entitled Morris County  
17 Department of Industrial and Economic Development-  
18 Industrial and Economic Committees, consisting of two  
19 pages, dated April, 1979, marked PCG-1 for  
20 identification.)

21 Q Mr. Garfalo, I show you the document marked  
22 CPG-1 and ask you to identify that, if you can.

23 A That's a listing of the -- '79 listing of towns and  
24 has Economic Development Committees.

25 Q Now, are there specific types of industry that

1 you supply to encourage development of --

2 A We don't encourage any development of any industry.  
3 The individuals who come to this office, come here because  
4 they're interested in Morris County, at least for considera-  
5 tion.

6 Q Yes.

7 A When they come here, we try to provide them with the  
8 information that they're seeking. They'll make the judge-  
9 ment on -- whether they come or not come, because apparently  
10 when they do come to us, they're going to other places as  
11 well in trying to fulfill whatever their needs are. We're --  
12 we're the liaison. We're not selling anything, outside of  
13 the quality of Morris County and therefore, they'll make the  
14 final judgement.

15 Q Are there some types of enterprises that you  
16 sell with more enthusiasm than others?

17 A I don't sell any of them with any enthusiasm, so to  
18 speak. We're not in a sales business. We are a quality  
19 county we believe and we find that the individuals who come  
20 here, have specific interests in coming here, at least for  
21 exploration purposes and we'll try to deal with their needs.

22 Q Are there any types of enterprises that -- I'm  
23 trying to find the right shading of words, that you deal with  
24 less enthusiasm than others?

25 A You seem to refer back to this enthusiasm, however, we

1 will try to accommodate any inquiry that comes to us. We have  
2 people who are in the small business community, who are  
3 looking for some kind of assistance. We have people who are  
4 looking for office buildings, people who are looking for  
5 manufacturing type structures or land to do this kind of work  
6 and we will try to help them in any way we can. On some  
7 occasions, we just can't find what they are looking for but,  
8 we will certainly make the effort on their behalf.

9 Q Now, what I'd like you to do for me is  
10 imagine yourself or rather, imagine myself as someone who's  
11 coming into your office and let us suppose I'm -- I'm a  
12 manufacturer of electronic equipment, let us say. What kind  
13 of reasons would you suggest to me, as reasons why I might  
14 want to locate in Morris County?

15 A You might approach these reasons to me. You're  
16 telling me you want a certain kind of facility. You need a  
17 certain footage or so much land to build a certain structure.  
18 You might ask about the highway availability, that kind of  
19 thing but, you'll be telling us primarily what you're looking  
20 for and we will try to find it for you.

21 Q Well, but, I come in and I say, "well, gee,  
22 I'm considering sites in Morris County and Somerset County  
23 and Essex County and Hudson County." Why should I favor  
24 Morris County?

25 A That's his judgement to make.

1 Q You don't even suggest any reasons why he  
2 should choose Morris County?

3 A No, really if we have availability, we like to see  
4 them make the choice that they so choose and however, if we  
5 can accommodate the individuals needs, I'm sure as a business  
6 person, they are going to find them wherever it is available.  
7 You see, what happens in the business world, generally  
8 speaking, is that when a certain person or company is looking  
9 somewhere, they generally feel the environment will provide  
10 the kinds of need they're looking for, whether it be work  
11 force or land, whatever it is, they generally have that  
12 attitude, it appears, coming here.

13 We try to act as a liaison because we're not selling  
14 anything. We provide them with the information that they're  
15 seeking or at least we try to.

16 Q Suppose, again, putting myself in this role,  
17 I come to you with a specific set of concerns about possible  
18 location in Morris County. Concerns about the transportation  
19 system or what have you.

20 A Yes?

21 Q Would it be your responsibility to provide the  
22 information in trying to lay those concerns?

23 A We will try to get you all of the information that you  
24 seek. We will even bring in an individual, like our  
25 transportation director, into the meeting, if necessary, to



1 discuss the transportation so, that you can get a valid  
2 answer that you're seeking so that hopefully, you know, you'll  
3 make a judgement based on all of the criteria that you're  
4 seeking. If we don't have the information and we can't get  
5 it, we will tell you that, too.

6 Q Tell me what you would tell me as a perspective  
7 business considering moving into the county about, say, the  
8 dimensions of the available labor pool?

9 A The dimensions of the --

10 Q Yes.

11 A What does that mean specifically?

12 Q Well, how many and what kinds of people are  
13 there available to fill -- to be employees?

14 A Well, we wouldn't necessarily have specific informa-  
15 tion. We do have some information on labor force, but,  
16 however, the number, we couldn't be specific about.

17 Q What kind of information do you have?

18 A We have the wage information.

19 Q What sort of information do you have?

20 A I'll show you that, too. Just give me a second. Let  
21 me just -- somewhere.

22 Two papers here. This is a salary survey that was  
23 done by the Chamber of Commerce. That question would not  
24 necessarily be asked by a client or a prospect.

25 Q Perhaps it's just my naivety but, it would seem

1 to me that someone coming in, say, who is going to run, say,  
2 an assembly line for a light industry, would want to know,  
3 are there people available to be hired, to work on that  
4 assembly line.

5 A Yes.

6 Q And what kind of information would you be able  
7 to give?

8 A We don't have anything outside of this kind of a  
9 statistic. We are not in the business of providing that kind  
10 of information. If it's available, we'll try to get that  
11 information for people. We're a liaison. Again, I keep  
12 repeating that word. We have a limited staff. We can only  
13 provide certain kinds of information. We will get that from  
14 various sources if they're available.

15 Q Where would you seek that kind of information?

16 A Wherever it's available.

17 Q Well --

18 A I might even go to you, if you had some information  
19 that might be pertinent or what other sources? For example,  
20 if you had some information that someone might be seeking.

21 Q Well, let's talk specifically.

22 A Well, Planning Board, Tax Board, Chamber of Commerce,  
23 wherever.

24 Q What would the Tax Board have information on?

25 A Local taxes.

1 Q Oh, you know, availability of labor force?

2 A No, I'm talking about different information that  
3 people might be requesting, that we're talking about. You  
4 know, you might ask about local taxes. You might ask about,  
5 as you mentioned, salary, general salaries in the area but,  
6 we don't have the total labor force availability.

7 Generally, a company that's going somewhere, does its  
8 own research to the point that they think or are pretty well  
9 aware that that labor force is available to them.

10 Q So, that's an issue that you ordinarily  
11 would not deal with?

12 A Not necessarily.

13 Q I'm not sure I --

14 A Well, I mean, if somebody asks for information that we  
15 can get, we will try to get it for them. If we can't, then  
16 we can't provide it.

17 Q Suppose I ask for that kind of information?

18 A I probably couldn't provide it for you. We certainly  
19 would try to answer any question that is asked. No  
20 question of that.

21 MR. EISDORFER: Let's mark these documents  
22 for identification.

23 MR. PANTEL: Excuse me, may I see one of these,  
24 please? Are they both the same or are they two  
25 different documents?

1 MR. EISDORFER: They're two different  
2 documents. Let me mark them first. PCG-2 and 3 for  
3 identification.

4 (Whereupon, the above mentioned Document,  
5 entitled Morris County Department of Industrial and  
6 Economic Development-Salary Survey, consisting of two  
7 pages, marked PCG-2 for identification.)

8 (Whereupon, the above mentioned Document,  
9 entitled Morris County Department of Industrial and  
10 Economic Development-Wage Survey, consisting of two  
11 pages, marked PCG-3 for identification.)

12 MRS. HARRISON: Off the record.

13 (Whereupon there is a discussion off the  
14 record.)

15 MR. EISDORFER: On the record.

16 Q Let me ask you to identify the document marked  
17 as PCG-2. Describe for us what that is?

18 A It's, right, it's a salary survey.

19 Q And do you know who prepared this survey?

20 A Off the record for a minute?

21 Q Yes.

22 (Whereupon there is a discussion off the  
23 record.)

24 MR. EISDORFER: On the record.

25 A Chamber of Commerce.

1 Q Do you know how it was --

2 A No, I don't.

3 Q -- how it was done?

4 A No.

5 Q Okay.

6 A I can make an assumption that since it is a salary  
7 survey, that it was done by a survey process.

8 Q Let me show you the document marked as PGG-3  
9 and ask you to identify that document?

10 A That's a continuation of that. Called a wage survey,  
11 if you will, by the -- apparently by the Chamber of Commerce.

12 Q Now, to your knowledge, during the period that  
13 you have been in your present position, have there been  
14 prospective employers who have decided not to move into  
15 Morris County because of doubts of availability of the labor  
16 force?

17 A I couldn't answer that for anybody else. I can't  
18 speak for anybody who has made that judgement.

19 Q Has, in your dealings with prospective  
20 employers, have any communicated that concern to you?

21 A No, not that I can recall, anyway.

22 Q Now, you indicated early on, that you thought  
23 that Morris County was a desirable -- a desirable place for  
24 prospective businesses or industry. Why?

25 A Because it has great diversity. It has an excellent

1 educational system. It has a recreational availability,  
2 possibly one of the best park systems in the country. We have  
3 everything from lakes to ski resorts. It's a lovely  
4 community as a whole.

5 Q When you say "great diversity" what do you  
6 mean by that?

7 A I thought I just described it previous to making that  
8 comment. That it has so much to offer in overall atmosphere.

9 Q Does it have -- tell me if I'm fairly  
10 characterizing the things you described to me.

11 A Wonderful people.

12 Q Tell me if I'm fairly characterizing kinds of  
13 things you listed as being things making Morris County a  
14 desirable place to live in?

15 A And to work in.

16 Q Are the features that Morris County, that make  
17 it desirable, specifically from the point of view from  
18 locating a business in the county, what are they?

19 A Or to just live here? You mean something beyond what  
20 I just said?

21 Q Yes, it strikes me that the things you  
22 described are things that describe Morris County as an  
23 attractive place to live.

24 A And to work in.

25 Q I'm asking if there are items beyond its

1 general desirability as a place to live, that make it  
2 desirable to employers, to locate a business in.

3 A I don't know what else to add beyond that.

4 Q Nothing to do with the transportation system  
5 or --

6 A It's a judgement somebody else has to make. You see,  
7 I can't make those judgements for these people. We will give  
8 them the information that they seek. Then, they'll make the  
9 judgement.

10 MR. O'MULLAN: Off the record.

11 (Whereupon there is a discussion off the  
12 record.)

13 MR. EISDORFER: I'll go back on the record.

14 Q You indicated earlier that you do an inventory  
15 of sites. Can you describe what that is?

16 A Yes, we have two forms. One is for acreage and one  
17 is for existing buildings. We have listings from industrial  
18 brokers, from municipalities, that own land or individuals  
19 who are interested in selling or leasing these properties and  
20 this is that from which we work.

21 Q How do you distribute these forms?

22 A We distribute them based on a request. If an  
23 individual calls us and asks for specific information, then  
24 we will look to our inventory and try to find that  
25 information.

1 Q I'm sorry, I wasn't clear in my question. How  
2 do you distribute these forms to prospective leasors or  
3 sellers of properties?

4 A Well then, if we have them vacant, we make them  
5 available to them.

6 Q So, those are also distributed strictly on  
7 the basis of requests?

8 A Of requests, yes. Generally, we gave them out at one  
9 time, you know, as well, but, the department is -- has been  
10 here since 1961 so, it's not new to the community as such,  
11 you know, the brokers and to the community as a whole.

12 Q Now, at any one time, approximately how many  
13 sites do you have in your inventory?

14 A It will vary essentially from day to day.

15 Q Approximately how many do you have at the  
16 present time? More than a thousand?

17 A Oh, no, a small number.

18 Q More than a hundred?

19 A Can I pause briefly?

20 MR. EISDORFER: Off the record.

21 (Whereupon there is a discussion off the  
22 record.)

23 MR. EISDORFER: On the record.

24 Q Let me ask you the question again for the  
25 record. Approximately how many sites do you have in your --



1 A About 75 land and 40 buildings.

2 Q And I understand it varies from day to day.

3 A It varies from day to day. We'll open the mail and  
4 we'll find information in there and of course, they're moving  
5 all the time so, we try to keep them as up to date as we  
6 possibly can. We have a limited staff so, it's not always  
7 easy to do.

8 Q Are the numbers that you've just given us,  
9 typical numbers?

10 A I would think they're typical, yes. As I say, they  
11 vary so, I don't know what typical really means. But, it  
12 does fluctuate.

13 Q Physically, in what form do you maintain  
14 these records? Is it just in the form of these slips?

15 A Well, it's a very specific instrument. It asks all  
16 kinds of questions on the property so that that makes it very  
17 easy for us to determine specifically what it says so, when  
18 somebody asks for 25 acres of land, we can look at it and see  
19 that that particular listing is for 25 acres.

20 Q Do you keep an index?

21 A We have an index by municipality.

22 Q So, in effect, if someone came and said, "I'm  
23 looking for a site of -- available -- available site of 25  
24 acres," you would -- without any specific location in mind  
25 within the county, you would simply leaf through all the land

1 sites?

2 A Depending on what the individual says he or she is  
3 looking for.

4 Q Suppose he or she comes in with that request?

5 A See, the request is usually more than just 25 acres.  
6 They may ask any number of questions, convenience to a major  
7 highway, those kinds of things so, we try to explore that for  
8 them.

9 MR. EISDORFER: Let me take these documents  
10 and mark them for identification. PCG-4 and 5 for  
11 identification.

12 (Whereupon, the above mentioned Document,  
13 entitled Department of Industrial and Economic  
14 Development-Acres, green form, consisting of one page,  
15 marked PCG-4 for identification.)

16 (Whereupon, the above mentioned Document,  
17 entitled Department of Industrial and Economic  
18 Development, Property Listing and Building, yellow  
19 form, consisting of one page, marked PCG-5 for  
20 identification.)

21 A I think your associate who was here initially, a few  
22 months ago, has copies of those.

23 Q Let me show you the document marked for  
24 identification as PCG-4.

25 A This is for acreage.

1 Q Please describe more fully what that is.

2 A It's a document that we ask individuals or industrial  
3 brokers who are owners, to fill out and to put into our  
4 inventory of available acreage.

5 Q And this is basically for vacant land?

6 A Yes, this is vacant land. This is acreage.

7 Q Let me show you PCG-5.

8 A Right, this is a document for -- called property  
9 listing for buildings and this is also -- would go into our  
10 inventory, filled out by those individuals mentioned  
11 previously.

12 Q Are these files open to the public?

13 A Oh, sure, they'll come in here.

14 Q If I want to come in and just sort of review  
15 and see what's available --

16 A If you're interested in locating in Morris or expanding  
17 in Morris, certainly.

18 Q In addition to this running inventory that you  
19 maintain, do you maintain any other kinds of information on  
20 available sites, developable land?

21 A My main associate, Jane Correale, who I mentioned  
22 earlier, my industrial representative, communicate with the  
23 brokers, if in fact there is a request for a piece of  
24 property. It may be available somewhere but we may not have  
25 it in our inventory at that given time.

1 Q So, for a specific request, she may call  
2 around?

3 A Not call around. She knows about the possibility of  
4 availability of lands, that we may not have in our inventory  
5 at the moment, she may try to find it.

6 Q Is there any other data that you maintain or  
7 that you refer to for information on developable land?

8 A Information?

9 Q Yes.

10 A I can't think of anything else from our own point of  
11 view. We work very closely with the State Department of  
12 Economic Development representative from Morris, Sussex and  
13 Warren Counties. He maintains a desk here in this office so,  
14 we work closely with him.

15 Q And what kind of assistance does he provide  
16 you in this context or vice versa?

17 A We -- he cooperates with us on locations that people  
18 may be interested in seeking within the county.

19 Q Now, can you describe more fully the kind of  
20 work you do with economic committees of municipal governing  
21 bodies?

22 A No but, if they have any listings that they would like  
23 to give us or they have any individuals who might want to  
24 contact us, they may call us. They may call us to try to  
25 deal with them.

1 Q Is that your only relationship with those  
2 committees?

3 A Essentially, it's economic development. If they need  
4 any service, we're more than pleased to help them. We've  
5 gone out to speak to a number of them as a group.

6 Q On what subjects?

7 A Economic development.

8 Q Aside from that kind of general information  
9 and dealings with specific pieces of property that  
10 municipalities may want to list, what other kinds of services  
11 do you receive requests for from these committees?

12 A That's essentially it. They may have, you know --  
13 that kind of information is generally what they involve me  
14 with. We let them know about the availability of the  
15 Federal and State programs, if they're interested in they  
16 generally are. That kind of thing.

17 Q What kinds of Federal and State programs?

18 A Like the Farmers Home Administration or the New Jersey  
19 Economic Development authority tax free developments, tax  
20 free industrial bond or SBI.

21 Q In the past two years, can you tell me which  
22 municipalities you would provide that kind of  
23 information to?

24 A That we've spoken to?

25 Q Yes.

1 A Oh, Randolph -- I'm trying to think now of all the ones  
2 we've spoken to -- Roxbury.

3 Q Do you want to use that list to refresh your  
4 recollection?

5 A Washington Township, if I recall we spoke to them,  
6 Par Troy Economic Development Group, I think we spoke to them  
7 last year. I believe that's all I can think of at the moment.

8 Q Now, how do you know when you've been  
9 successful, by what criteria do you measure the success of  
10 this office?

11 A Well, we're not measuring the success of this office,  
12 really. We are not in any kind of competition or anything  
13 like that. We're providers of information. When we find out  
14 that a building is completed or it's occupied, then we will  
15 simply identify that fact. We don't broadcast it as such.  
16 We don't make announcements, that so and so is moving into a  
17 building or that kind of thing.

18 That's something we leave to the individual company  
19 but, our information comes back to us, that the building has  
20 been sold or it's occupied and then we will identify the fact  
21 that it is.

22 Q Well, periodically, you have to justify your  
23 existence to somebody that pays for it.

24 A We continually justify our existence by continuation  
25 of liaison representatives. We keep them informed on

1 essentially a daily basis. We send them information that  
2 we're getting or that kind of thing, to keep them informed  
3 and then I meet with the liaison on a periodic basis,  
4 individually and then, as a total group and at that portfolio  
5 of planning and economic development we all describe our  
6 happenings.

7 Q But, presumably and tell me if I'm wrong,  
8 you're funded by the County Board of Freeholders?

9 A Yes, we are a Department of County Government.

10 Q And, you have to, at budget time each year,  
11 you have to justify your existence then?

12 A We justify it on a continuous basis. We only -- no  
13 organization would work for me justifying on a yearly basis  
14 of our existence. We're dealing with it on a constant  
15 communication with our liaison by the very fact that we meet  
16 as a freeholder calls these -- the freeholder liaison. They  
17 hold these meetings, at least on a quarterly basis to  
18 describe the activities but, I keep them informed.

19 Q What do you say to the freeholders to justify  
20 their refunding you?

21 A That we're dealing on a daily basis with the portfolio,  
22 with which we've been designated so, that if you're to be  
23 satisfied with the kind of job that we're doing--

24 Q Well, if no business has moved to Morris  
25 County --

1 A That's not the indication.

2 Q Well, that's what I'm trying to explore. Is  
3 the fact that businesses move to Morris County, is that an  
4 indication that you're succeeding at your job?

5 A That's for somebody else to -- you're asking me what  
6 they would think? I assume that they feel we're doing a  
7 reasonable job in our portfolio and that judgement is theirs  
8 to make, as it is the judgement for the company to make to  
9 move here, as I've mentioned before.

10 Q Now, do you keep track of businesses that move  
11 to Morris County?

12 A Yes, we have an industrial directory that I think you've  
13 seen, which identifies the companies on an annual basis, as  
14 conditions make us able to do it. We send out a form to the  
15 different companies and we ask them to fill it out and then,  
16 we will identify them within this industrial directory.

17 MR. EISDORFER: Let's mark this document for  
18 identification, PCG-6.

19 (Whereupon, the above mentioned Document,  
20 entitled Morris County, New Jersey-we've put it all  
21 together, 1979-1980, Industrial Directory, booklet  
22 containing 73 pages, marked PCG-6 for identification.)

23 Q Let me show you the document that has been  
24 marked as PCG-6 for identification.

25 A This is our Morris County Industrial Directory for



1 1979-80.

2 Q Is this the document you just made reference  
3 to?

4 A Right, it's one method we have of identifying the  
5 companies within Morris County.

6 Q Are there other methods?

7 A As I mentioned to you previously, when the companies  
8 located within the County, when we learn of their taking  
9 occupancy or moving in, if you will, then we will put them on  
10 record and send them one of these forms for our next directory.

11 Q How typically would you learn that a company  
12 would move in?

13 A How typically?

14 Q How?

15 A How would we learn?

16 Q Yes.

17 A I think I mentioned that previously. We would know  
18 either through the broker or some other communication or the  
19 municipality, that the building has been occupied.

20 Q Do you know how many businesses moved in  
21 Morris County last year?

22 A I don't have any specific number.

23 Q Does this office compile that kind of  
24 information?

25 A We try to keep a record. As I said, we have a limited

1 staff and we try to keep as many records as we can. We will  
2 generally know, as I mentioned to you, of a building being  
3 occupied. Then we will know who it is that occupies that and  
4 after they fill out the form and most do, we know specifically  
5 the number of employees and the nature of their business.

6 Q Do you have samples of the forms you send for?

7 A Sure, we can get those for you. Can I go off the  
8 record to explain?

9 Q Yes.

10 MR. EISDORFER: Off the record.

11 (Whereupon there is a discussion off the  
12 record.)

13 MR. EISDORFER: Let's go back on the record.  
14 I'd like this document marked for identification.  
15 PCG-7.

16 (Whereupon, a Document entitled Questionnaire-  
17 Industrial Directory, consisting of one page, marked  
18 PCG-7 for identification.)

19 Q Let me show you the document that's been  
20 marked as PCG-7 for identification and ask you to identify it.

21 A This is the questionnaire that we sent to the  
22 industrial community for information to be included in our  
23 Industrial Directory.

24 Q Now, are there any other kinds or compilations  
25 of statistics that you make from this document -- for this

1 document, aside from the Industrial Directory?

2 A Other kinds of compilations? We might identify the  
3 kind of companies that are in Morris County as a result of  
4 that, yes.

5 For example, you see in the back, you'll see different  
6 communities, you know, and they're listed by community as well.

7 Q So, do you generate a listing of companies by  
8 type of business?

9 A No, not necessarily. Just the types of businesses  
10 that are represented in the County.

11 Q And do you break that up by the number of  
12 each type of business --

13 A No.

14 Q -- or just a long list?

15 A It's just a list of the kinds of businesses that are  
16 here. Not during my tenure anyway, has there been any number  
17 put on it.

18 Q What types of businesses are included in the  
19 Industrial Directory?

20 A All kinds.

21 Q All kinds? Well, for example, looking through,  
22 I didn't see any banks.

23 A No, there are no banks. These are -- this is an  
24 Industrial Directory. These are companies providing product  
25 and in some cases, a service.

1 Q And do you compile directories of any other  
2 kinds of businesses?

3 A No.

4 Q Do you maintain any statistics on employment?

5 A On what?

6 Q On employment.

7 A Unemployment?

8 Q No, employment.

9 A Employment, we do -- what we have is a state -- the  
10 State puts out information on employment in the various  
11 counties and I have some information here that you might find  
12 rather interesting.

13 Q Please.

14 A For example, in 1975, the unemployment rate was shown  
15 to be 9 per cent. In 1976, it was shown to be 8.1 per cent.  
16 In 1977, it was shown to be 6.9 per cent. In 1978, it was  
17 shown to be 5.1 per cent and as of November of '79, it was  
18 shown at 3.9 per cent so, we think that the people living  
19 in Morris County are working in Morris County and I think  
20 these statistics from the Division of Planning and Research  
21 Office of Labor Statistics for the State, they're not my  
22 numbers --

23 Q Would you explain to me how you reach the  
24 conclusion from these figures that people that live in Morris  
25 County work in Morris County?

1 A Well, the point is, the unemployment rate is going  
2 down so, it's an assumption. It's an assumption that we think  
3 the Morris County people are working here.

4 Q Well but, how from these figures do you know  
5 that these people aren't all working in Essex County, for  
6 example?

7 A I beg your pardon?

8 Q How do you know that these people aren't  
9 working in Essex County?

10 A Well, seeing the unemployment rate going down in  
11 Morris County, these are numbers from Morris County, not for  
12 Essex County.

13 Q These are numbers of people residing in Morris  
14 County or working in Morris County?

15 A I assume they are working in Morris County. I don't  
16 know that they necessarily do. I think they do because  
17 they're going by, you know, each municipality, as you can see  
18 from that list.

19 Q How do you know these are not people in  
20 Essex County?

21 A If you heard me correctly, I said I made the assump-  
22 tion that they're going by, you know, municipality. I think  
23 that's pretty accurate but however, you make your own  
24 judgement or understanding.

25 Q Your understanding is that this is based on

1 people working in Morris County?

2 A This is a listing of each municipality in Morris  
3 County and the unemployment rate in these municipalities and  
4 this is why I'm making that kind of an assumption.

5 Q Yes, okay. Do you know what proportion of  
6 the people in Morris County work outside Morris County?

7 A No, I don't.

8 Q Do you know what percentage of the jobs in  
9 Morris County, are held by people who live outside of Morris  
10 County?

11 A No, I don't. Based on that listing that I have  
12 identified, the municipalities in Morris County, that is the  
13 only criteria I can use to indicate the assumption that I made.

14 Q Do you have any information concerning the  
15 break down of the work force in terms of the white collar and  
16 blue collar workers?

17 A No, I don't. You can get that, I'm sure, from that.

18 MRS. HARRISON: The Office of Labor Statistics,  
19 Division of Planning and Research?

20 THE WITNESS: The State of New Jersey, I'm  
21 sure they can give you those numbers.

22 MRS. HARRISON: The Department of Labor?

23 THE WITNESS: Yes, I believe they're located  
24 in Newark.

25 MR. O'MULLAN: May I interrupt at this point?

1 I think you're asking questions on one level and he's  
2 answering on another. As I understand his answer, he's  
3 saying that as a result of new business coming into  
4 Morris County over the past five years, the result  
5 has been a decrease in Morris County unemployment  
6 statistics.

7 THE WITNESS: That's a --

8 MR. O'MULLAN: So, in other words, the  
9 business coming in, the affect of people coming in  
10 here, to put people that live here, to work here and  
11 that is reflected in the decrease in unemployment.

12 THE WITNESS: Right.

13 MR. O'MULLAN: I think that's what he was  
14 saying.

15 THE WITNESS: That was what I was attempting  
16 to say.

17 MR. EISDORFER: I'm trying to pin down the  
18 intermediate steps in that reasoning.

19 MR. O'MULLAN: Fine.

20 Q Do you have any information of the number of  
21 new jobs created in Morris County over that interval, '76 to  
22 '79?

23 A We can only base -- there's a national criteria of  
24 five people per thousand square feet of space and it's  
25 nationally accepted as a criteria and that methodology is

1 the only one we can use to imply new jobs.

2 Q Do you have any information on the number of  
3 feet of new space that has been added?

4 A Yes, we do. There's some overlapping, of course,  
5 something starts in one year and is completed in another but  
6 generally speaking, in round figures, in 1978, we showed a  
7 figure of one million seven hundred and twenty-one plus of  
8 new space -- one million seven hundred twenty-seven thousand  
9 plus and in 1979, again with that overlapping possibility,  
10 of two million two hundred and eleven plus square feet so,  
11 if your mathematics are good, five ~~into~~ a thousand --

12 Q Can you break down these figures for me in  
13 terms of manufacturing versus office?

14 A Essentially, it's office type, essentially. There's  
15 some manufacturing but, essentially it's office.

16 Q Now, where do these figures come from?

17 A They come from a list that we have of -- that we know  
18 of proposed or under -- proposed under construction  
19 buildings.

20 Q Where does that list come from? How is that  
21 generated?

22 A From the information we gain from the various sources,  
23 as I mentioned and as a matter of fact, I can give you a  
24 copy of --

25 Q I'd appreciate that.



1 A Of the numbers. 1979, they say there's -- there is  
2 some overlapping, as I said.

3 MR. EISDORFER: Let's mark this for identifica-  
4 tion.

5 A I can make copies of that.

6 MR. EISDORFER: ~~PCG~~-8 for identification.

7 (Whereupon, the above mentioned document,  
8 entitled 1979 Building Completed and/or Under  
9 Construction, consisting of one page, dated December,  
10 1979, marked ~~PCG~~-8 for identification.)

11 Q Let me ask you to identify, for the record,  
12 I show you a document marked as ~~PCG~~-8 for identification and  
13 ask you to identify that, please.

14 A Right, this is our 1979 listing of buildings completed  
15 and/or under construction in Morris County.

16 Q And this is a list that was generated with  
17 this office?

18 A Yes, it was.

19 Q Now, is this computation that you've outlined  
20 for us, which is taking the number of new square footage of  
21 space and multiplying it by five per thousand, is that the  
22 only method you use for computing new jobs?

23 A Yes, new jobs.

24 Q Does that methodology permit you to  
25 differentiate between covered jobs and uncovered jobs?

1 A What's "uncovered and covered," mean?

2 Q Covered, being jobs that are covered by  
3 Unemployment Compensation and are therefore the basis for  
4 unemployment figures.

5 A I don't think I understand your question. It's a  
6 generalization, a nationally accepted generalization of five  
7 people per thousand square feet. Whatever else it also means,  
8 I couldn't say.

9 Q Do you compile any statistics using this  
10 methodology or any other of where the new jobs occur in terms  
11 of location within the county?

12 A Well, we would know by the building, the area in which  
13 the building is constructed. That would be the -- presumably,  
14 the place where the jobs are.

15 Q Can you, for example, tell me how many new  
16 jobs were created in the last year, in, say, Harding Township?

17 A No, I couldn't say but, you could probably do that by  
18 finding out how many buildings were built and the square  
19 footage and make that assumption, using the criteria.

20 Q You've given me figures for 1979, for square  
21 footage. Do you have an aggregate figure for '76 or '77?

22 A My tenure is from 1978. From '78 and '79, I'm sure  
23 I can get you that. If necessary, we'd be more than pleased  
24 to get it for you.

25 Q Do you make any projections of future growth

1 and job opportunities?

2 A This is an unpredictable business. The economics have  
3 a great deal to do with it. Anybody can use any methodology  
4 to project. We don't like to project because it -- it's only  
5 an assumption so however, we can, by using the method that  
6 is presented in that other document of the proposed or under  
7 construction, we can get some guesstimates of what we might  
8 see the coming year but, it's still a guesstimate because of  
9 the economics, so, it really is not terribly accurate in a  
10 sense that you can say that this is exact.

11 Q Let me again make sure I understand the  
12 methodology. That's again, taking the uncompleted buildings --

13 A Or --

14 Q Well --

15 A I'm sorry.

16 Q -- projected?

17 A Projected and/or completed.

18 Q This is by multiplying this five per thousand  
19 square feet?

20 A Right, by the end of the year we will try to determine  
21 all that were built and use that methodology. However, some  
22 are started and not totally completed but, they're under  
23 way, you see, in that year?

24 Q So now, the figures you've given me for '78  
25 and '79, those are based on a footage actually built?

1 A For the most part. As I said, there's a certain amount  
2 of overlapping. However, it's basically constructed.

3 Q Based on this methodology, can you give me  
4 projections for 1980?

5 A I couldn't and I wouldn't. It wouldn't be fair to you  
6 to do that.

7 Q Why not?

8 A Because it has no real value because it's strictly  
9 a matter of guesstimating. We can tell you that -- it could  
10 be two million square feet in 1980 but, however, as I  
11 mentioned, it may not be totally accurate. I may have even  
12 projected that somewhere in the past.

13 Q Now, do you maintain any statistics on  
14 available housing to house?

15 A No, no, we don't. We're not in the housing business.  
16 We're not in the zoning business. Municipalities will zone  
17 their communities accordingly. Within that framework there  
18 is availability and if the listings come to us for that  
19 availability, it means that they're looking to find a  
20 desirable ratable. If we get someone who is interested in  
21 the information that's presented in that listing, then we  
22 will attempt to direct them in that area but, however, that's  
23 the only way we have information.

24 Q During your tenure in this position, have any  
25 prospective employers expressed concern to you about possible

1 availability of housing opportunities for their employees?

2 A It's hard to say. It's possible but, I'm not in the  
3 housing area so, I really can't answer that for them.

4 MRS. HARRISON: I don't --

5 Q I'm not asking you if the concern was valid.  
6 I'm asking if anybody expressed any concern.

7 A It's possible they may have.

8 Q Can you give any specific examples?

9 A No, I say it's possible. I don't recall anyone in  
10 particular raising the question but, it may be a possibility  
11 that someone might have projected that but, knowing that we  
12 are not -- we are only in the inventory housing -- pardon me,  
13 of inventory of vacant land and buildings. It would not be a  
14 normal one.

\*\*\*

15 Q Again, during your two year tenure, have any  
16 prospective businesses expressed a concern to you about  
17 inadequacies, possible inadequacies in the transportation  
18 system?

19 A That's possible, too. I don't recall any particular  
20 one however, as I mentioned, if there is a transportation  
21 question, we would either direct it to the transportation  
22 director or have him come in to speak to him.

23 Q What kind of solutions would you propose?

24 A That's something that he would have to answer.

25 Q Now, you've described your role with regard to

1 businesses moving into the community --

2 A Or expanding.

3 Q Expanding?

4 A Yes.

5 Q Do you have any businesses that are considered  
6 moving out?

7 A Not to my knowledge, at the moment anyway. I'm not  
8 familiar with one. It's possible that it exists, but, I  
9 don't know of any.

10 Q I'm not sure you understand the question.  
11 You're saying you don't have any role?

12 A No, I don't know of any.

13 Q You don't know of any?

14 A No, I don't know of any. Outside -- maybe I ought to  
15 clarify that in the sense that we had a company that recently  
16 sold its product line but, that was based on, apparently --  
17 apparently on an internal situation. That's Industrial Timer  
18 in Parsippany but, the reason for those things, I don't have  
19 the answer for.

20 There's an internal situation with the paper company  
21 here but however, it's internal again. But, as far as -- as  
22 far as my interpretation of your question, is there a company  
23 here that says, I'm leaving Morris County and has told that to  
24 me?

25 Q Yes.

1 A My answer stands. I don't know of any in that context.

2 Q Now, have any prospective businesses expressed  
3 concern to you about the availability of water and sewage?

4 A They may ask that question when they come in to us,  
5 seeking an existing property or an existing piece of land and  
6 our inventory will show whether in fact there is water and  
7 sewers at that location and then we will give them, you know,  
8 whatever listings we have and they'll make their judgement  
9 from that point.

10 Q Now, let me see if I understand the process by  
11 which you deal with people. Someone will come to you with a  
12 set of questions --

13 A Or requests, yes.

14 Q Or requests?

15 A Yes.

16 Q Do you have any contact with them beyond that  
17 initial -- initial contact?

18 A Oh, we could have, sure. If they come in or they call  
19 us or write us for information, we will send them the  
20 information, communicate with them by that method or by  
21 telephone, to be sure that we know specifically what they're  
22 looking for and then, we will send it out to them and we will  
23 follow it up eventually to see if the criteria we gave was  
24 sufficient or if they have any questions.

25 Q Do you consider following up, until the deal

1 is dropped?

2 A No, no, not necessarily. That is because, we are not  
3 in the selling business. We are the liaison. Many times they  
4 will come back to us for additional information. We will try  
5 to set up the necessary meetings, like I mentioned before, for  
6 financial assistance or something like that, to help get the  
7 answers to their questions.

8 Q Now, you've indicated that as part of your job,  
9 it is essentially trying to maintain touch with businesses  
10 that are coming in and trying to maintain touch when buildings  
11 are actually completed and people move in. Is that correct?

12 A We try to keep in touch?

13 Q You try and stay on top of --

14 A We try to keep the information up to date. If we know  
15 that a building is being proposed, we will try to keep up  
16 the information to see if it's constructed and to see if it's  
17 occupied.

18 Q Can you list for me, say, a half dozen largest  
19 or most significant properties that are under way now?

20 A You have a listing there of some of the properties that  
21 are under way in 19 -- I think you do anyway.

22 MR. O'MULLAN: '79.

23 THE WITNESS: '79-'80. Can I go off the record  
24 for half a minute?

25 MR. EISDORFER: Yes.



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(Whereupon there is a discussion off the record.)

MR. DISBORGER: To the record.

**A** We started -- Jane started to put together a proposed construction for 1980 and here is a handwritten copy of it that she -- it's early 1980 now. So, we're just in the process of trying to gain that information.

MR. DISBORGER: Let me also have this marked for identification. That will be PCG-9 for identification.

(Whereupon, the above mentioned Handwritten Document, entitled Proposed Construction-1980, consisting of one page, marked PCG-9 for identification.)

Let me show you a document marked as PCG-8 for identification and ask you to identify that, if you can.

**A** This is our proposed construction for 1980 in Harris County. It's handwritten because it's in a preliminary stage, prepared by my staff.

Now, are you familiar with the Mount Olive --  
International  
proposed Mount Olive / Free Trade Zone?

**A** Yes.

Does your office have estimates of what in fact that's likely to make in terms of the new business and employment?

They're guessimated again, because we don't have any

1 real methodology of dealing with it but, based on what the  
2 developer is saying and the potential that's in there, there  
3 are various numbers going around, initially 700 to 750 jobs,  
4 to eventually between \$2,500 and \$3,000.

5 Essentially, that's warehousing, assembly types of jobs,  
6 when they're essentially completed.

7 Q So, this would primarily be blue collar jobs?

8 A That's the implication. I'm sure there will be some  
9 white collar, obviously but, it's assembly and warehousing.  
10 I would guess that's the bulk of it. It would be so-called  
11 blue collar.

12 Q Had your office had any involvement with the  
13 project at all?

14 A Only in the sense that we are interested in what's  
15 happening there. We have kept an eye on it. We were down in  
16 Washington when the grant was given to the State of New Jersey,  
17 who in turn gave it, if you will, to Lakeland Industrial Park  
18 Development, the first foreign trade zone in New Jersey and  
19 we've kept communication with them to find out how things are  
20 progressing, that kind of a thing.

21 We went to a meeting last year in Mount Olive, where  
22 the developers gave a summary of what they were planning to  
23 do to the -- I believe, to the council and to the economic  
24 development. I'm really not sure what the two groups were  
25 but, there was an overall implication of what they were planning

1 to do with the -- within the zone.

2 Q To your knowledge, are there any other projects  
3 in Morris County that have received any grants?

4 A Grants, you mean from the point of view of dollars?

5 Q Yes.

6 A There are individual companies who have sought the  
7 EDA Tax Free Industrial Bond Program, which is not the actual  
8 issuance of dollars. It's tax free industrial bonds, to a  
9 lending institution who in turn will use the interest at the--  
10 tax free and give a lower interest rate to the client.

11 That has happened. I can get you some kind of a list  
12 for you, if you like. We'll try to gather one for you in the  
13 next week or so. That's the best we can --

14 Q I would appreciate that. If you would send  
15 that to Mr. O'Mullan, that will be satisfactory.

16 MR. PANTEL: We will appreciate a copy too.  
17 I'll give you my card.

18 MRS. HARRISON: We would like a copy too.

19 THE WITNESS: Fine.

20 Q Can you describe for me briefly, the process  
21 by which one applies for those?

22 A Tax free industrial bonds?

23 Q Yes.

24 A As I mentioned to you, we have had meetings in this  
25 office where we would bring the representative from the State,

1 the financial analyst and he will explore the individual's  
2 proposal and look over their finances and make a judgement  
3 whether they would be eligible for this kind of a program.  
4 Then, it becomes a situation between the individual and the  
5 lending institution that might be in the market for New Jersey  
6 EDA Tax Free Industrial Bonds and then they would make their  
7 arrangements, subject to New Jersey EDA approval and then  
8 they would make their application.

9 The EDA Board would make a judgement and then, either  
10 accept or reject the proposal and then, eventually, a process  
11 would take place where the bonds would be issued.

12 Q Do any municipal agencies play a role in this  
13 process at any point?

14 A They could but, I don't know of any offhand now, that's  
15 only here. Now, this is happening throughout the entire  
16 State. I'm sure you understand.

17 Q I'm only asking about Morris County.

18 A And I'm sure that the financial specialists are also  
19 going to companies directly and dealing with them but,  
20 however, a list would be available of all the companies in  
21 Morris County that did in fact receive an assistance, if you  
22 will, last year and we'll, as I say, we will get it. We will  
23 see that you all get a copy.

24 Q Okay, thank you.

25 Now, did you make any estimates of the number of

1 secondary jobs that are generated by new developments?

2 A No, not really. I mean, it's a guesstimate. Again,  
3 the foreign trade zone, for example --

4 Q Yes?

5 A -- the implication is that the jobs outside the zone,  
6 might be, as many as inside the zone but, that's guesstimates.  
7 There's no methodology that could really indicate that  
8 because we don't know how construction is going to take place  
9 and so on so, it's really very difficult but, there have been  
10 indications that jobs will be generated outside the zone,  
11 that could be of the same equivalent as inside the zone.  
12 Whether it's a fact or not, I really couldn't say.

13 Q You don't have a rule of thumb comparable to  
14 your five per thousand square foot rule of thumb?

15 A No, because it's difficult to say what's going to be  
16 constructed.

17 Q Do you make any estimates of the number of  
18 residences or households generated by --

19 A No, we don't.

20 Q You don't have a rule of thumb for estimating  
21 that?

22 A That would be process for planning, I would think.  
23 Then again, it's probably a guesstimate because we<sup>don't</sup> have the  
24 latest census. That census is the 1970 so, we're almost to  
25 the new one so perhaps after the 1980 census, we'll have a

1 lot more statistics in all kinds of areas.

2 Q Now, do you have any involvement with incentives  
3 given by municipalities? Tax abatements.

4 A No.

5 Q Anything of that sort?

6 A No.

7 Q Do you maintain any information on that?

8 A Not really, no, because we're -- when we give out the  
9 information to the individual or to the -- who's seeking the  
10 information, those judgements are going some place, that's  
11 theirs to make and when they make it, they go to that listing,  
12 whoever has the listing and then, you know, and make their  
13 arrangements for there and they would make whatever judgements  
14 and arrangements during that process.

15 Q As part of the information that you maintain,  
16 does that include information which municipalities have a  
17 history of giving tax abatements, for example?

18 A No, I don't have that information. We're directing  
19 people into areas of which we have listings. They make the  
20 judgement from that point.

21 Q Based on your experience, what limitations  
22 are there on the further economic growth of Morris County?

23 A Based on my experience?

24 Q Yes.

25 A Which relates to the past?

1 Q Right.

2 A What was the second part of your question?

3 Q What limitations are there, what constraints  
4 are there on further economic development in Morris County?

5 A It depends on what the individual's ability is to make  
6 a judgement. If they are financially in a position to move  
7 or they desire to move, they will make that judgement, not us.  
8 So, I really couldn't put any number on it.

9 Q Well, I'm really asking a different question,  
10 which is, are the factors independent of any -- the factors  
11 affecting any individual company, any individual company in  
12 decision making that put a limit on the amount of economic  
13 development that can take place in Morris County?

14 A I don't think I even understand your question. The  
15 company will make a judgement based on whatever information  
16 it has, what we give them, what they got from their other  
17 sources.

18 Q Let me just give you an example. Apparently  
19 I'm not making myself clear. Let us suppose Morris County  
20 essentially had no vacant land. That would put a limit on  
21 people to build factors?

22 A That's a supposition. How can I answer a hypothetical  
23 like that?

24 Q What I'm asking you is, that's a environmental  
25 limitation. If we knew that kind of a limitation existed,

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1 we know there is a very stringent kind of limitation for  
2 development to take place. Do you know of any limitations  
3 of that sort that actually exist?

4 A I would think there would have to be economics of  
5 the time, which would affect not only Morris County but, the  
6 entire country and perhaps, the world.

7 Q But, there's nothing peculiar to Morris County?

8 A No, not that I can put my finger on.

9 MR. EISDORFER: I have no further questions.

10 MR. PANTEL: Do you have any questions?

11 MRS. HARRISON: I do. Why don't you go first?

12 CROSS EXAMINATION BY MR. PANTEL:

13 Q Mr. Garfalo, do you have any data concerning  
14 the extent of industrial, economic or employment growth, in  
15 any area apart from Morris County?

16 A Not really, no, because our portfolio is strictly  
17 Morris County. Now, we may have some information but,  
18 essentially, the information that we have or have an interest  
19 in, would be very simply Morris County.

20 Q You don't attempt to quantify the extent of  
21 employment growth, to provide listings for listing of available  
22 sites for Hudson, Bergen, Essex, or for any other counties,  
23 except for Morris County?

24 A Strictly Morris.

25 Q You don't engage in any analysis of



1 interrelationship between any of those counties in terms of  
2 industrial growth, do you?

3 A No, I don't.

4 Q And you don't engage in any analysis concerning  
5 any interrelationships for transportation or any other  
6 planning considerations, between the eight Northeastern  
7 New Jersey counties, do you?

8 A No, not really. Our interests maybe -- maybe I  
9 misunderstood you. I don't know but, our interests are  
10 strictly Morris County. People will inquire about Morris  
11 County through us and we will respond about Morris County.  
12 If they want information about some other county, they can go  
13 to the county or they can go to the State, perhaps and get a  
14 compilation of other statistics but, our concern is strictly  
15 Morris.

16 Q You're not engaged in what is commonly referred  
17 to a planning, do you?

18 A Planning?

19 Q Yes.

20 A No.

21 Q You're not a licensed planner?

22 A No, I'm not. For planning information, they go to the  
23 Planning Department.

24 Q Right.

25 A Statistics, if we get them, we'll get them from those

1 sources that are in a position to provide them.

2 Q You mentioned earlier that your office has  
3 certain information on site availability in Morris County.  
4 You don't engage in any analysis of environmental constraints  
5 or other considerations which might dictate against develop-  
6 ment of certain pieces of land, do you?

7 A Absolutely not. The information we have on our  
8 inventory files is -- that is put there by the individual  
9 who owns the properties or the listing broker. It is that  
10 information by which we will work. We'll give that information  
11 to the prospect and they'll digest it and make their own  
12 judgements.

13 Q Do you have any real idea or way of knowing as  
14 to what per cent of industrial growth that is in Morris  
15 County, would be channeled through your office?

16 A It's pretty hard to say. The information that we have fro  
17 other people with whom we speak, we can keep that information  
18 but then, we'll gain information from our -- the brokers that  
19 I mentioned, that of buildings that will be ~~anticipated~~ or  
20 completed and we'll try to use that as a compilation but,  
21 essentially, people with whom we deal are the only ones we  
22 can really keep figures, if you will.

23 Q And am I correct in assuming that you're not  
24 privy to any corporate or business decision making processes  
25 where it's decided as to whether or not a company will stand

1 in Morris County or will move elsewhere?

2 A The only way we can know about it is if the information  
3 comes to us by whatever source. If we know that some kind of  
4 company is looking to expand and it becomes -- we become  
5 aware of it, then we will try to deal with their expansion  
6 but, unless we get that information directed to us, we would  
7 really not be able to know.

8 Q Isn't it certain likely that in fact you don't  
9 have any reason to know about a lot of corporate decisions  
10 like that, because companies will make their decisions  
11 without consulting you?

12 A Oh, I'm sure that they'll make decisions without  
13 consulting us. It's just like some of the situations I  
14 projected earlier. Those are internal things, you know, that  
15 we hear about. If we can help them, we certainly will try  
16 because we want to keep the jobs in Morris County plus, we  
17 can not run the companies for them, obviously.

18 Q I refer you to a document which has been  
19 marked as PCG-9, which is the document of proposed construct-  
20 ion in 1980. Would you have a copy of that in front of you?

21 A Yes, I do.

22 Q There are two items in the list for Harding.  
23 Is that for Harding Township?

24 A I believe so, yes.

25 Q This is proposed construction. Do you have

1 any idea of knowing what the nature of the proposal is? Do  
2 you know?

3 Do you know if plans have been approved? Do you know  
4 if building permits have been issued?

5 A No, we don't. It's just proposed. It's just  
6 information that we gained. As a matter of fact, I can ask  
7 my associate to be more specific, if you'd like, the  
8 information, how it was gained and the extent of the informa-  
9 tion. Would you like that information now?

10 MR. O'MULLAN: Why don't we go off the record.

11 Q You may answer that question, on the record.

12 A What was the question?

13 Q The question is, whether you know the extent  
14 of the nature of the proposal in -- for the items in Harding  
15 Township?

16 A Our staff has gained the information that both are in  
17 preliminary stage.

18 Q Do you have any idea about the types of  
19 housing needs, if any, that would be generated by those  
20 projects?

21 A No, I don't.

22 Q Do you have any idea about the nature of  
23 employment need, if any, that would be generated by those  
24 projects?

25 A No, I don't.

1 Q Do you have any idea about the nature of  
2 additional planning processes and professional planning  
3 considerations, which might have to be resolved before those  
4 proposed projects become reality?

5 A No, no, I don't.

6 Q Earlier in your deposition today, Mr. Eisdorfer  
7 made some rather indirect reference to the question of whether  
8 or not you calculated new jobs, which could or have been  
9 generated in Harding Township. You haven't engaged in any  
10 such calculations, have you?

11 A No, we haven't. As I mentioned previously, we can  
12 only make that assumption using the criteria that I mentioned,  
13 five people per thousand square foot overall of the actual  
14 or proposed construction for the year.

15 Q Do you have any idea as to, over the past say,  
16 five or seven years, Hardin Township or any other municipality,  
17 if it has provided for housing, more jobs?

18 A I've only been in this capacity for two years so, I  
19 really can't answer. However, I don't have that statistic.

20 Q In your capacity as the Director of the Morris  
21 County Department of Industrial and Economic Development,  
22 do you have any occasion to study, as to whether it would be  
23 appropriate to locate new housing within Morris County?

24 A No, I haven't.

25 Q Have you considered, from a planning

1 perspective, as to whether it would be appropriate to locate  
2 new industry or new jobs in Morris County?

3 A No, I haven't. As I indicated before, we simply make  
4 the information available. The judgement to locate somewhere  
5 is strictly the decision of the individuals who will eventually  
6 make that move.

7 Q To your knowledge, does Harding Township have  
8 an industrial economic development committee?

9 A Not to my knowledge.

10 Q Is there any reason for you to believe that  
11 there is such a committee?

12 A No.

13 Q Is it true that the 1979 to 1980 Directory of--  
14 Industrial Directory for Morris County, which has been marked  
15 PCG-6, there's no listing of any industry in Harding Township?

16 A No, nothing's there, to my knowledge.

17 Q Are you familiar with the character of Harding  
18 Township or have you studied the character of Harding Town-  
19 ship with respect to whether it would be appropriate to  
20 promote industrial development within Harding Township?

21 A We wouldn't promote industrial development in any  
22 community and I want to -- I want to make that clear, that  
23 we will work within the framework of the municipality.

24 If we have the listing, we will make the listing  
25 available for prospects but, the judgement for local zoning

1 is strictly local.

2 MR. PANTEL: At this point I have no further  
3 questions.

4 CROSS EXAMINATION BY MRS. HARRISON:

5 Q Roslyn I'm b. Harrison/ I'm here on behalf of  
6 McCarter and English, representing Chester Township. Off  
7 the record.

8 (Whereupon, off the record, the following  
9 were marked for identification:)

10 (Brochure entitled We Put it Altogether,  
11 Morris County, New Jersey, consisting of 79 pages,  
12 marked DCG-1 for identification.)

13 (Document entitled Morris County, November,  
14 1979, final CPS, consisting of two pages, marked  
15 DCG-2 for identification.)

16 (Document entitled 1978 Annual Average on 1978  
17 BM CPS, dated March 12, 1979, consisting of two pages,  
18 marked DCG-3 for identification.)

19 (Document entitled 1977 Annual Average on 1977  
20 BM CPS, consisting of two pages, marked DCG-4 for  
21 identification.)

22 (Document entitled 1976 Annual Average on 1976  
23 BM CPS, consisting of two pages, marked DCG-5 for  
24 identification.)

25 (Docu ment entitled 1975 Annual Average on 1978

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1 BM CPS, consisting of one page, marked DCG-6 for  
2 identification.)

3 MRS. HARRISON: On the record.

4 Q Mr. Garfalo, during the course of direct  
5 examination, you made reference to some statistics with  
6 regard to the changes in the unemployment rates in Morris  
7 County. I show you these documents that have been marked  
8 DCG-1, 3, 6 for identification. Are these the documents to  
9 which you were referring in your prior testimony?

10 A Right, these are documents from the Division of  
11 Planning and Research Office of Labor Statistics for the  
12 State of New Jersey, that I acquired through the CETA office  
13 downstairs and presented to you today.

14 Q Can you just place on the record, again, your  
15 explanation of what these statistics show during the period  
16 from 1975 to 1979, in terms of what is happening to unemploy-  
17 ment rates in Morris County?

18 A Well, as I indicated, 1975 showed an unemployment rate  
19 of 9.0. 1976 showed the unemployment rate of 8.1 and in 1977  
20 showed an unemployment rate of 6.9. 1978 showed an unemploy-  
21 ment rate of 5.1 and November of 1979, indicated an unemploy-  
22 ment rate of 3.9.

23 Q Has this office attempted to compare this  
24 unemployment rate, which is decreasing, with the unemployment  
25 rate of New Jersey as a whole?



1 A Not really. I wouldn't and truly know that number but,  
2 it's only a reference that we have in our files for the very  
3 questions you asked on what happens with the unemployment  
4 factor here.

5 Q Do you have any knowledge of any information  
6 that the Division of Planning and Research has compiled to  
7 explain the reason for this decrease?

8 A No, I don't.

9 Q Your previous testimony was, I believe, that  
10 you feel this may be related to decreasing unemployment in  
11 the county.

12 A That's my feeling, yes.

13 Q I show you another document that's been marked  
14 DCG-1 for identification. Can you identify that document?

15 A This is the Morris County brochure for this document.

16 Q Okay. Can you tell us by whom that brochure  
17 was prepared?

18 A We prepared it by an advertising agency for us.

19 Q I see. This department hired an advertising  
20 agency?

21 A Right.

22 Q To produce that?

23 A Right.

24 Q What was the date that it was published? Do  
25 you know?

1 A Just late last year, I believe, '79.

2 Q Referring to the back of the document, there  
3 is a category of industries in Morris County by height. Is  
4 that right?

5 A Yes.

6 Q And just looking at that listing, does there  
7 appear to be a wide range of types of industries in the county?

8 A We believe so, yes.

9 Q Can you just give us some idea of the varying  
10 types of industries that might employ different kinds of  
11 employees?

12 A Fabricated metal products, food and kindred products,  
13 rubber and miscellaneous plastic products, services, of  
14 course, stone, clay and glass products, textile mill products.  
15 Should I go on?

16 Q Well, I think that's enough.

17 MR. EISDORFER: For the record, are you just  
18 reading down the list?

19 THE WITNESS: No, I just picked various ones.  
20 I didn't go down the list but, you have a copy of it.

21 Q And to your knowledge, would these employees,  
22 be both blue collar and white collar as previously labeled?

23 A I think so, definitely.

24 MRS. HARRISON: I think that's all.

25 MR. EISDORFER: I have just a couple of

1           redirect questions.

2   REDIRECT EXAMINATION BY MR. EISDORFER:

3           Q           Making reference to exhibits marked DCG-2  
4   through 6, employment figures --

5   A           Right.

6           Q           -- and you previously indicated that it was  
7   your view that these figures, together with the computation  
8   that you made for us as to the growth in employment,  
9   indicated that Morris residents were being employed in Morris  
10   County. Is that right?

11   A           This is both, as I indicated, by municipality so that  
12   I make that assumption. It's my assumption but, I believe  
13   that to be correct.

14           Q           Aside from that, these two sources of informa-  
15   tion, do you have any other basis for believing that Morris  
16   County residents are being employed in Morris County?

17   A           No, not really, except the companies come and they get  
18   employees so, I can just assume that Morris County people are  
19   going to work in Morris County.

20           Q           Making a reference to exhibit marked DCG-1,  
21   County brochure, I ask you to look at the page that's labeled  
22   on top, "a stable social and economic playmate", do you have  
23   that page?

24   A           Yes, I do.

25           Q           I ask you where your advertising agency obtained

1 the information used to prepare this page?

2 A We gave them the basic information.

3 Q Do the expressions here represent <sup>the opinions</sup> / of  
4 this office?

5 A Yes.

6 Q Now, what is done with this document?

7 A It's made available to whoever wishes to have it. As  
8 a matter of fact, you can take a few with you, if you like.

9 Q Looking at the right-hand column, the one  
10 labeled "excellent labor pool," the first sentence of that  
11 paragraph, "the concentration of a variety of industries from  
12 lighting, manufacturing, to high technology companies, has  
13 found an excellent labor pool here."

14 Can you tell me what the basis -- factual basis for  
15 that statement is?

16 A Well, we see them here and they seem to be continuing  
17 to grow here so we make the assumption that they're finding  
18 the people to meet their needs.

19 Q Is it based on any further information?

20 A Well, if you look at the preceding page, you'll see  
21 "bring accolade from executives who are here."

22 That is an indication that they are apparently finding  
23 satisfaction in Morris County.

24 Q Let me ask you to look at the left-hand  
25 column on that page. That is the paragraph entitled

1 "transportation."

2 A Right.

3 Q And the first sentence there says, "The  
4 situation for moving goods and people across the county from  
5 the county's envious location is excellent."

6 Can you tell me what the factual basis for making that  
7 statement was?

8 A Well, the fact that there are companies here that are  
9 transporting their goods and apparently are having, to our  
10 knowledge, no difficulty in doing it.

11 Q And anything else beyond that?

12 A Not really.

13 MR. EISDORFER: I have no further questions.

14 MR. PANTEL: I have just a few questions on  
15 recross.

16 RE-CROSS EXAMINATION BY MR. PANTEL:

17 Q Mr. Garfalo, your office hasn't conducted any  
18 studies of the transportation need in Morris County, have you?

19 A No.

20 Q You haven't considered whether certain  
21 transportation facilities are currently at or over capacity,  
22 are you?

23 A No, that would be the responsibility of the trans-  
24 portation people.

25 MR. PANTEL: I have no further question.

1 MR. EISDORFER: Thank you very much.

2 (Whereupon, the deposition was adjourned.)

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C E R T I F I C A T E

I, JILL FRIEDBERG

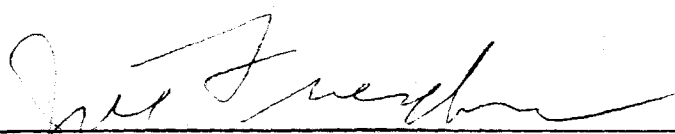
a Notary Public and Shorthand Reporter of the State of New Jersey, do hereby certify that prior to the commencement of the examination

S. CHARLES GARFALO

was duly sworn by me to testify the truth, the whole truth and nothing but the truth.

I DO FURTHER CERTIFY that the foregoing is a true and accurate transcript of the testimony as taken stenographically by and before me at the time, place and on the date hereinbefore set forth, to the best of my ability.

I DO FURTHER CERTIFY that I am neither a relative nor employee nor attorney nor counsel of any of the parties to this action, and that I am neither a relative nor employee of such attorney or counsel, and that I am not financially interested in the action.

  
\_\_\_\_\_  
Notary Public of the State of New Jersey