

LEGISLATIVE HISTORY CHECKLIST
 Compiled by the NJ State Law Library

("New Jersey Purchase First Program"--establishes)

NJSA: 34:1B-101

LAWS OF: 1995 **CHAPTER:** 210

BILL NO: A57

SPONSOR(S): Corodemus and others

DATE INTRODUCED: December 15, 1994

COMMITTEE: **ASSEMBLY:** Economic Development
SENATE: Natural Resources

AMENDED DURING PASSAGE: Yes Amendments during passage
 First reprint enacted denoted by superscript numbers
 Second

DATE OF PASSAGE: **ASSEMBLY:** February 27, 1995
SENATE: June 12, 1995

DATE OF APPROVAL: August 14, 1995

FOLLOWING STATEMENTS ARE ATTACHED IF AVAILABLE:

SPONSOR STATEMENT: Yes

COMMITTEE STATEMENT: **ASSEMBLY:** Yes
SENATE: Yes

FISCAL NOTE: No

VETO MESSAGE: No

MESSAGE ON SIGNING: Yes

FOLLOWING WERE PRINTED:

REPORTS: Yes

HEARINGS: Yes

974.90 New Jersey. Legislature. Assembly. Task Force on Business
 E19 Retention, Expansion & Export Opportunities.
 1994a A new tide of change: blueprint for growth. August, 1994.
 Trenton, 1994.
 [see especially pp. 59, 80-81, 91-92]

974.90 New Jersey. Legislature. Assembly. Task Force on Business
 E19 Retention, Expansion & Export Opportunities.
 1994b A new tide of change: blueprint for growth. Executive
 Summary, August, 1994. Trenton, 1994.
 [see especially Recommendation 20]

974.90 New Jersey. Legislature. Assembly. Task Force on Business
 E19 Retention, Expansion & Export Opportunities.
 1994e Meetings, held 3-29-94, 5-18-94 & 6-14-94, Warren, Trenton,
 1994.

974.90 New Jersey. Economic Master Plan Commission.
 E19 Short and long term recommendations for economic improvement.
 1994g Trenton, 1994.

See newspaper clippings--attached:

"Whitman signs bills to help businesses," 8-15-95, Asbury Park Press.
 KBG:pp

[SECOND REPRINT]

ASSEMBLY, No. 57

STATE OF NEW JERSEY

INTRODUCED DECEMBER 15, 1994

By Assemblymen CORODEMUS, ROMA, Assemblywoman Heck,
Assemblymen Felice, Gibson, Asselta and Warsh

1 AN ACT to establish a program in the New Jersey Department of
2 Commerce and Economic Development to promote and develop
3 markets for State goods and services through the use of State
4 and regional business directories, amending and supplementing
5 Title 52 of the Revised Statutes.

6

7 BE IT ENACTED *by the Senate and General Assembly of the*
8 *State of New Jersey:*

9 1. (New section) This amendatory and supplementary act shall
10 be known and may be cited as the "New Jersey Purchase First
11 Program Act."

12 2. (New section) The Legislature finds and declares that:

13 a. Hearings held by the General Assembly Task Force on
14 Business Retention, Expansion and Export Opportunities revealed
15 that many companies buy products or services from out-of-state
16 businesses because they are unaware that such goods or services
17 are available from companies within this State, often at a
18 substantial discount from the costs of purchasing the same goods
19 or services from out-of-state companies;

20 b. While the Division of International Trade in the Department
21 of Commerce and Economic Development has developed
22 directories useful for trade purposes which highlight certain
23 selected industries in this State, cutbacks in staff and the limited
24 resources of the department impede its efforts to develop and
25 promote a more comprehensive set of State and regional business
26 directories that could promote the sale of New Jersey's goods
27 and services to other companies within the State as well as to
28 companies in other states and foreign locations; ²and²

29 c. Given the importance to the State's economy of
30 encouraging the purchase of goods and services from New Jersey
31 businesses, it is in the public interest for the State to place a
32 priority on ²encouraging² the development and use of
33 comprehensive business directories and to undertake ¹[a]¹
34 public-private ¹[partnership to promote] cooperation in
35 promoting¹ the purchase of products and services produced in this
36 State.

37 3. (New section) There is established, within the Department
38 of Commerce and Economic Development, hereinafter "the
39 department," the New Jersey Purchase First Program,
40 hereinafter "the program." The purpose of the program shall be
41 to promote and develop markets for New Jersey's goods and
42 services by ¹[producing] encouraging private sector businesses to

EXPLANATION--Matter enclosed in bold-faced brackets [thus] in the
above bill is not enacted and is intended to be omitted in the law.

Matter underlined thus is new matter.

Matter enclosed in superscript numerals has been adopted as follows:

¹ Assembly AEA committee amendments adopted January 19, 1995.

² Senate SNT committee amendments adopted March 20, 1995.

1 produce and distribute¹ comprehensive State and regional
2 business directories ¹, hereinafter, the "directories,"¹ and by
3 coordinating its efforts with privately funded campaigns to
4 stimulate and encourage businesses and industries to buy goods
5 and services produced in this State. The program shall be
6 administered by the department in consultation with the New
7 Jersey Economic Development Authority established pursuant to
8 section 4 of P.L.1974, c.80 (C.34:1B-4).

9 4. (New section) a. In order to implement the purpose of the
10 program, the department shall, within one year of the effective
11 date of this amendatory and supplementary act, ¹[develop a State
12 directory and regional directories of New Jersey businesses,
13 hereinafter, the "directories." In developing the directories, the
14 department shall consult with] consult with New Jersey business
15 groups in order to develop ways to stimulate the development of
16 directories by the private sector. The groups to be consulted may
17 include^{2,2} but need not be limited to,¹ the New Jersey Business
18 and Industry Association, the New Jersey State Chamber of
19 Commerce, ¹the South Jersey Chamber of Commerce,¹ municipal
20 chambers of commerce, State and local economic development
21 agencies, other local business groups, regional offices of the
22 department ¹[and industry-specific groups or networks], private
23 sector non-profit entities organized to promote economic
24 development in the State, and community college associations.

25 The department shall provide advice, based on its experience in
26 producing departmental business directories, to business and
27 trade groups and associations in order to facilitate the
28 development of comprehensive business directories, to the
29 greatest extent possible, through private sector financing.¹

30 b. The directories shall include, but not necessarily be limited
31 to, a catalog of New Jersey manufacturing, supply, distribution
32 and service businesses by product or service description, as
33 appropriate, in a manner to be determined by the commissioner
34 of the department ²in consultation with the business groups
35 enumerated in subsection a. of this section² . ¹[The directories
36 shall be updated no later than every three years.]¹ The
37 directories shall be available for purchase by businesses
38 throughout the State and outside the State.

39 c. The department shall ¹[, in conjunction with regional
40 private partnerships,] encourage private sector businesses,
41 private sector non-profit entities, regional groups or partnerships
42 and industry sector networks to¹ make the directories available
43 as soon as practicable and ¹[shall] to¹ implement steps to inform
44 the business community throughout the State of the benefits of
45 using the directories to purchase goods and services from New
46 Jersey businesses. ²As used in this section, "industry sector
47 network" means clusters of two or more businesses that are (1)
48 within an industry that makes or could make an important
49 contribution to the economy of the State, which may include, but
50 need not be limited to, healthcare, pharmaceuticals, chemicals,
51 communications, telecommunications, electronics, software,
52 insurance, tourism, transportation, construction, agriculture, and
53 biotechnology, and (2) working jointly to manufacture, sell or
54 market products, develop technologies or create or disseminate

1 information.²

2 5. Section 21 of P.L.1981, c.122 (C.52:27H-20) is amended to
3 read as follows:

4 21. The Division of Economic Development shall:

5 a. Promote and encourage the location and development of
6 new business, industry, and commerce in the State as well as the
7 maintenance and expansion of existing business, industry, and
8 commerce;

9 b. Promote and encourage the expansion and development of
10 markets for products and services of New Jersey businesses and
11 industries. In promoting and encouraging the expansion and
12 development of those markets, the division shall place a priority
13 on using ¹[the] ^{any}¹ business directories developed pursuant to
14 section 4 of P.L. , c. (C.) (now before the Legislature as
15 this bill) to stimulate the purchase of goods and services produced
16 by New Jersey businesses and industries and shall, to the extent
17 feasible, seek to coordinate the "New Jersey Purchase First
18 Program" established pursuant to section 3 of P.L. , c. (C.)
19 (now before the Legislature as this bill) with partnership
20 campaigns which are privately funded or otherwise supported to
21 promote the purchase of goods and services produced in the State;

22 c. Conduct or encourage research designed to further new and
23 more extensive uses of the resources of the State, and designed
24 to develop new products and industrial processes;

25 d. Cooperate with business service organizations, utility
26 companies, railroads, financial institutions and similar groups and
27 agencies actively engaged in economic development within the
28 State and plan its program of work to supplement and support the
29 programs of such voluntary private organizations and agencies;

30 e. Advise and cooperate with municipal, county, regional and
31 other local agencies and officers within the State, to provide
32 guidance and assistance, when requested, in their efforts toward
33 economic development of their respective areas, and to assist
34 them to make an effective selection of economic promotional
35 activities best suited to their potentialities and needs;

36 f. Cooperate with other State and interstate agencies engaged
37 in formulating and promoting the adoption of interstate compacts
38 and agreements helpful to business, industry and commerce; and

39 g. Investigate, study, and undertake ways and means of
40 promoting ²or² encouraging the prosperous development and
41 protection of the legitimate interests and welfare of New Jersey
42 business and industry within and outside the State.

43 (cf: P.L.1981, c.122, s.21)

44 6. (New section) Within 24 months of the effective date of
45 this amendatory and supplementary act, the commissioner shall
46 report to the Governor and the Legislature on the ¹[success]
47 outcome¹ of the program authorized under this amendatory and
48 supplementary act, ¹[including the cost of the program, the
49 number of businesses assisted by the program, and any] including
50 any¹ recommendations regarding the improvement and expansion
51 of the program.

52 7. (New section) The department ¹[may, by rule or regulation
53 adopted] may adopt¹ ^{2,2} pursuant to the "Administrative
54 Procedure Act," P.L.1968, c.410 (C.52:14B-1 et seq.),

1 ¹[establish such fees, to be charged for copies of the directories
2 and updates thereof, as are necessary to defray the costs of
3 researching, compiling, publishing and distributing the
4 directories] rules and regulations as may be necessary to
5 effectuate the purposes of this amendatory and supplementary
6 act¹.

7 8. This act shall take effect immediately.

8

9

10

11

12 Establishes "New Jersey Purchase First Program;" requires
13 DCED to promote development of State and regional business
14 directories by private sector and purchase of State products.

1 e. Advise and cooperate with municipal, county, regional and
2 other local agencies and officers within the State, to provide
3 guidance and assistance, when requested, in their efforts toward
4 economic development of their respective areas, and to assist
5 them to make an effective selection of economic promotional
6 activities best suited to their potentialities and needs;

7 f. Cooperate with other State and interstate agencies engaged
8 in formulating and promoting the adoption of interstate compacts
9 and agreements helpful to business, industry and commerce; and

10 g. Investigate, study, and undertake ways and means of
11 promoting encouraging the prosperous development and
12 protection of the legitimate interests and welfare of New Jersey
13 business and industry within and outside the State.

14 (cf: P.L.1981, c.122, s.21)

15 6. (New section) Within 24 months of the effective date of
16 this amendatory and supplementary act, the commissioner shall
17 report to the Governor and the Legislature on the success of the
18 program authorized under this amendatory and supplementary
19 act, including the cost of the program, the number of businesses
20 assisted by the program, and any recommendations regarding the
21 improvement and expansion of the program.

22 7. (New section) The department may, by rule or regulation
23 adopted pursuant to the "Administrative Procedure Act,"
24 P.L.1968, c.410 (C.52:14B-1 et seq.), establish such fees, to be
25 charged for copies of the directories and updates thereof, as are
26 necessary to defray the costs of researching, compiling,
27 publishing and distributing the directories.

28 8. This act shall take effect immediately.

29

30 STATEMENT

31

32 This bill establishes the "New Jersey Purchase First Program"
33 within the Department of Commerce and Economic
34 Development. To implement the program, the bill requires the
35 department to develop State and regional directories of New
36 Jersey businesses, organized by product or service description, as
37 appropriate, for purchase by businesses throughout the State.
38 The bill also requires the department to coordinate the "New
39 Jersey Purchase First Program," to the extent feasible, with
40 privately funded programs to promote the purchases of goods and
41 services produced in the State.

42 The bill also requires the department to report to the Governor
43 and the Legislature, within 24 months of the effective date of the
44 bill, on the success of the program and to make recommendations
45 regarding the improvement and expansion of its efforts to
46 promote the purchase of goods and services produced within New
47 Jersey.

48

49

50

51 Establishes "New Jersey Purchase First Program," requiring
52 development of State and regional business directories and
53 coordination with privately funded efforts to promote New
54 Jersey's goods and services.

ASSEMBLY ECONOMIC DEVELOPMENT, AGRICULTURE, AND
MILITARY AND VETERANS' AFFAIRS COMMITTEE

STATEMENT TO

ASSEMBLY, No. 57

with committee amendments

STATE OF NEW JERSEY

DATED: JANUARY 19, 1995

The Assembly Economic Development, Agriculture and Military and Veterans' Affairs Committee reports favorably Assembly Bill No. 57, with committee amendments.

As amended, this bill establishes the "New Jersey Purchase First Program" within the Department of Commerce and Economic Development. To implement the program, the bill requires the department to encourage private sector businesses to produce and distribute State and regional directories of New Jersey businesses, organized by product or service description, as appropriate, for purchase by businesses throughout the State. The bill also requires the department to coordinate the "New Jersey Purchase First Program," to the extent feasible, with privately funded programs to promote the purchases of goods and services produced in the State.

The bill also requires the department to report to the Governor and the Legislature, within 24 months of the effective date of the bill, on the outcome of the program and to make recommendations regarding the improvement and expansion of its efforts to promote the purchase of goods and services produced within New Jersey.

The committee amended the bill to clarify that the department is not responsible for financing the production and distribution of business directories. The committee amendments limit the department's role to providing advice as a consultant to private businesses in order to stimulate the development of the directories solely by the private sector.

SENATE NATURAL RESOURCES, TRADE AND
ECONOMIC DEVELOPMENT COMMITTEE

STATEMENT TO

[FIRST REPRINT]

ASSEMBLY, No. 57

with committee amendments

STATE OF NEW JERSEY

DATED: MARCH 20, 1995

The Senate Natural Resources, Trade and Economic Development Committee favorably reports Assembly Bill No. 57 [1R], with committee amendments.

This bill establishes the "New Jersey Purchase First Program" within the Department of Commerce and Economic Development. To implement the program, the bill requires the department to encourage private sector businesses to produce and distribute State and regional directories of New Jersey businesses, organized by product or service description, as appropriate, for purchase by businesses throughout the State. The bill also requires the department to coordinate the "New Jersey Purchase First Program," to the greatest extent feasible, with privately funded programs to promote the purchases of goods and services produced in the State.

The bill also requires the department to report to the Governor and the Legislature, within 24 months of the effective date of the bill, on the outcome of the program and to make recommendations regarding the improvement and expansion of its efforts to promote the purchase of goods and services produced within New Jersey.

The committee amendments add language to clarify that the contents of directories produced pursuant to the bill are determined by the commissioner of Commerce and Economic Development, in consultation with business groups enumerated in the bill. The amendments also define the term "industry sector networks," so that the term has a meaning consistent with other bills in this economic development package. As amended, this bill is identical to Senate Bill No. 1768, which was also amended and favorably reported by the committee.



OFFICE OF THE GOVERNOR NEWS RELEASE

CN-001

Contact: BECKY TAYLOR
777-2600

TRENTON, N.J. 08625

Release: MONDAY,
AUGUST 14, 1995

Gov. Christie Whitman today signed six business empowerment bills that will provide opportunities to strengthen New Jersey's business climate by making government agencies more responsive and more accessible to local businesses through programs implemented by the Department of Commerce and Economic Development and the Economic Development Authority.

The bills implement recommendations of the Assembly Task Force on Business Retention, Expansion and Export Opportunities. This bipartisan task force was chaired by Assemblyman Joseph Azzolina (R-Middlesex/Monmouth) and included New Jersey business executives from diverse industries, members of the academic community and other representatives from the private and public sectors.

"These bills help us keep New Jersey open for business," said Gov. Whitman. "They will help empower business in our state to expand, grow and succeed."

A12, sponsored by Assemblyman Azzolina and Assemblywoman Maureen Ogden (R-Essex/Union), establishes a public-private regional field office pilot program to promote business retention, attraction and expansion. The pilot will serve as a model for a permanent network of regional field offices, which would work with the Department of Commerce to monitor businesses on the local level and to develop customized "incentive packages" to improve the state's overall business climate.

The Governor line-item vetoed a \$75,000 appropriation from the bill because the program can be implemented using existing department resources, supplemented by the private sector.

A14/S1775, sponsored by Assemblyman Patrick J. Roma (R-Bergen) and George F. Geist (R-Camden/Gloucester) and Senator John P. Scott (R-Bergen/Essex/Passaic), directs the EDA to establish the "New Jersey Micro-Business Assistance Program" to provide financial, technical and training assistance to qualified small businesses.

A17, sponsored by Assemblyman Geist and Leroy J. Jones Jr. (D-Essex), creates industry sector networks to address industry related problems.

-more-

A18/S1770. sponsored by Assemblyman Steve Corodemus (R-Monmouth), Assemblywoman Ogden and Senators Scott and Dick LaRossa (R-Mercer), authorizes the Department of Commerce to establish relocation missions in other states and in foreign countries to attract business to New Jersey.

A19/S1766. sponsored by Assemblymen Azzolina and Corodemus and Senators Joseph Kyriillos Jr. (R-Middlesex/Monmouth) and Jack Sinagra (R-Middlesex), authorizes EDA and other public entities to finance the development of an export finance company to assist in export activities of small and medium sized businesses. The bill also establishes an 11-member Export Finance Company Advisory Council.

A57/S1768. sponsored by Assemblymen Corodemus and Roma and Senators Andrew R. Ciesla (R-Monmouth/Ocean) and LaRossa, establishes a "New Jersey Purchase First Program," to promote and develop new markets for New Jersey goods and services through the private sector development of state and regional business directories.