

VINELAND, NEW JERSEY

By Rachel Hamilton

"Cold storage is off the hook," says Sandy Forosisky, economic development director for the City of Vineland. "We just can't build enough cold storage. Part of it is because we have a lot of food processing and bakeries."

The other part is that "a lot of produce is being brought in from South America, and a lot of our food processors here are packing that. It's a whole new business," Forosisky says. Vineland is about 30 miles from the Philadelphia Port, which is itself "focusing on cold storage."

Vineland Industrial Park is along four-lane Highway 55, which is advantageous for distribution. Relative to much of New Jersey, the land is affordable, as are the municipally-owned utilities.

Food processing and glass production have been Vineland's historic top industries. "We seem to have a niche in scientific glass—vials and different things that need a skilled workforce," Forosisky says.

Vineland has a "triangle" of education to support that need for skilled workforce across all the area industries, according to Forosisky. Cumberland County College, the newly constructed John F. Scarpa Technical Education Center and the Cumberland County Office of Employment and Training work with industry to build curriculum around the needs of existing and incoming companies.

The city is also an urban enterprise zone (UEZ), meaning that businesses can qualify for certain tax exemptions. Vineland also promotes business through its loan program. "We partner with the banks to subordinate loans," Forosisky says. Those loans range in size from "\$5,000 to \$5 million," and "we have a \$70 million loan portfolio."

fixed inputs. For example, labor, land or machinery may be idle at certain points in the year for a single crop. Planting crops with different lifecycles can help maximize resources.

As farmers keep on top of the nutrition demands of consumers, new technologies often requiring new or advanced management techniques (GPS tracking and reporting, using drones to monitor crop growth cycles, deploying yield monitors and variable-rate equipment) – are being adopted.

These new tools allow farmers to better match seed, fertilizer, and pesticide applications to areas within a field where they are most needed. ☒

Perfect Place. Plenty of Space.

With 8 industrial parks (3 are certified Georgia Ready for Accelerated Development) located just north of the intersection of I-75 and I-10, Valdosta is the perfect place to start or relocate a business.

