

# **SOUTH JERSEY**

## **Economic Development District**

- Established 1979 -

EXECUTIVE COMMITTEE  
**Leonard C. Desiderio**  
Chairman, Cape May County  
**Joseph F. Silipena**  
Vice Chairman, Atlantic County  
**Douglas M. Rainear**  
Treasurer, Cumberland County  
**Beth E. Timberman**  
Secretary, Salem County  
**Gordon K. Dahl**  
Executive Director

August 1, 2006

Gordon K. Dahl, Executive Director  
South Jersey Economic  
Development District  
226 N. High Street, Suite A  
Millville, NJ 08332

Dear Mr. Dahl:

District staff performance has once again provided for a record-breaking year of achievement. On behalf of the Board, I offer congratulations on a job well done. In light of your achievements and those of your staff, the following adjustments to compensation are authorized with an effective date of January 1, 2006. The adjustments approved include a promotion, annual cost of living increase, merit increase and recovery for lost-eligibility within the New Jersey State Pension System. The Board Solicitor and Auditor have developed the Legal and Financial implications at the Executive Boards direction.

The District is in sound financial condition due in large measure to the diligent and creative work of the Director and staff. The increases reflected below are appropriate and can be met with existing resources.

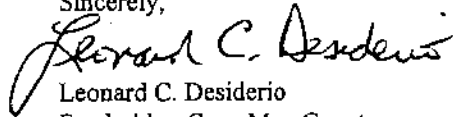
Gordon K. Dahl	
Present Salary	\$79,000.00
COL	\$ 3,200.00
Merit Increase	
To Salary	\$ 7,500.00
One Time Pension	
Contribution	\$ 6,400.00*
New Salary	\$89,700.00
2006 Cost to District	\$17,100.00
On-going Cost	\$10,700.00

Phone (856) 765-9700 FAX (856) 765-9045  
226 N. High Street, Suite A • Millville, NJ 08332  
<http://www.sjedd.com>  
E-Mail: [info@sjedd.com](mailto:info@sjedd.com)

Patricia Trivelli	
Present Salary	\$37,400.00
COL	\$ 1,800.00
Promotion to Executive Assistant	\$ 3,800.00*
One Time Pension Contribution	\$ 3,000.00
New Salary	\$43,000.00
2006 Cost to District	\$ 8,600.00
On-going Cost	\$ 5,600.00

Please implement these adjustments upon receipt.

Sincerely,

  
Leonard C. Desiderio  
Freeholder, Cape May County

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**Douglas M. Rainear**  
Treasurer, Cumberland County  
**Beth E. Timberman**  
Secretary, Salem County  
**Gordon K. Dahl**  
Executive Director

June 14, 2007

Gordon K. Dahl, Executive Director  
South Jersey Economic  
Development District  
226 N. High Street, Suite A  
Millville, NJ 08332

Dear Gordon :


Congratulations to you and your staff on a very successful year.

Based on the volume of business, successful loan administration on the amount of grant monies obtained, I believe you have earned a raise and I hereby authorize salary increases to take effect January 1, 2007 as follows:

Gordon K. Dahl	
Present salary	\$90,600.00
Salary increase 4%	3,600.00
New salary	\$94,200.00
Patricia Trivelli	
Present salary	\$43,000.00
Salary increase 4%	1,700.00
New salary	\$44,700.00
Judith Arnold	
Present Salary	\$65,000.00
Salary increase 4%	2,600.00
New Salary	\$67,600.00

Again congratulations on a wonderful year, keep up the good work.

Sincerely,



Leonard C. Desiderio  
Chairman

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**Douglas M. Rainear**  
Treasurer, Cumberland County  
**Beth E. Timberman**  
Secretary, Salem County  
**Gordon K. Dahl**  
Executive Director

May 7, 2008

Gordon K. Dahl, Executive Director  
South Jersey Economic  
Development District  
226 N. High Street, Suite A  
Millville, NJ 08332

Dear Gordon:

Congratulations to you and your staff on a very successful year.

Based on the volume of business, successful loan administration on the amount of grant monies obtained and the Cape May County annual salary increase structure, I believe you have earned a raise and I hereby authorize the following salary increases:

Gordon K. Dahl  
Present salary \$94,200.00  
Salary increase 4% 3,800.00  
New salary \$98,000.00  
Effective date 1/1/08

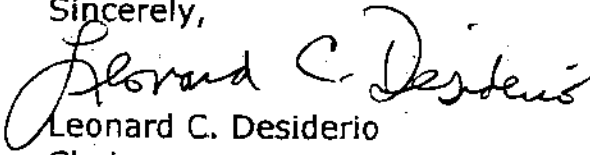
Janet Lynch  
Present salary \$40,000.00  
Salary increase 1,000.00  
New salary \$41,000.00  
Effective date 6/1/08

Judith Arnold  
Present Salary \$67,600.00  
Salary increase 4.5% 3,100.00  
One time Merit Increase 1,000.00  
New Salary \$71,700.00  
Effective date 1/1/08

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Again congratulations on a wonderful year, keep up the good work.

Sincerely,

A handwritten signature in black ink, reading "Leonard C. Desiderio". The signature is written in a cursive style with a large initial 'L' and 'D'.

Leonard C. Desiderio  
Chairman

# **SOUTH JERSEY**

**Economic Development District**

- Established 1979 -

**EXECUTIVE COMMITTEE**

**Leonard C. Desiderio**  
Chairman, Cape May County  
**James Curcio**  
Atlantic County  
**Louis N. Magazzu**  
Cumberland County  
**Beth E. Timberman**  
Salem County  
**Gordon K. Dahl**  
Executive Director

February 5, 2010

Gordon K. Dahl, Executive Director  
South Jersey Economic  
Development District  
226 N. High Street, Suite A  
Millville, NJ 08332

Dear Gordon:

Congratulations to you and your staff on a very successful year.

Based on the volume of business, successful loan administration on the amount of grant monies obtained and the Cape May County annual salary increase structure, I believe you have earned a raise and I hereby authorize the following salary increases:

Gordon K. Dahl  
\$98,000.00 Present salary (since 2008)  
\$3,900.00 (Salary increase 4%  
retroactive for 2009)  
\$3,000.00 Salary increase 3% 2010 (2010)  
\$104,900.00 New Salary  
Effective date 1/1/10


Janet Lynch  
\$41,000.00 Salary (2008)  
\$42,640.00 Salary (2009)  
\$1,700.00 Salary increase (2010 @4%)  
\$3,660.00 Expanded Duties/Responsibilities  
\$48,000.00 New salary  
Effective date 1/1/10

Diana Schiavo New Hire 2/1/10  
\$50,000.00 Present Salary

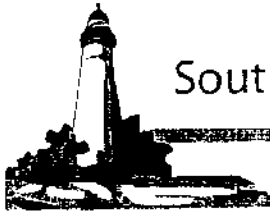
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<http://www.sjedd.com>

Again congratulations on a wonderful year, keep up the good work.

Sincerely,

A handwritten signature in cursive script that reads "Leonard C. Desiderio". The signature is fluid and elegant, with the first letter of each word being capitalized and prominent.

Leonard C. Desiderio  
Chairman



# South Jersey Economic Development District

## EXECUTIVE COMMITTEE

**Leonard C. Desiderio**  
Chairman, Cape May County  
**James Curcio**  
Atlantic County  
**Louis N. Magazzu**  
Cumberland County  
**Beth E. Timberman**  
Salem County  
**Gordon K. Dahl**  
Executive Director

January 11, 2011

Gordon K. Dahl, Executive Director  
South Jersey Economic  
Development District  
226 N. High Street, Suite A  
Millville, NJ 08332

Dear Gordon:

Congratulations to you and your staff on a very successful year.

Based on the volume of business, successful loan administration on the amount of grant monies obtained, I believe you have earned a raise and I hereby authorize the following salary increases:

Gordon K. Dahl

New salary	\$112,000.00
Effective date 1/1/11	

Diana L Schiavo

New salary	\$56,500.00
Effective date 1/1/11	

I am putting forth a Title change from –Senior Operations Officer to Chief Operations Officer

Deborah Dalton

New Salary	\$37,500.00
Effective date 1/1/11	

Monica Kyle

New Salary \$17.00 per hour  
Effective date 1/1/11

Again congratulations on a wonderful year, keep up the good work.

Sincerely,

A handwritten signature in cursive script, appearing to read "Len", written in black ink.

Leonard C. Desiderio  
Chairman