

April 3, 2025

Via Email: [jacton@scianj.org](mailto:jacton@scianj.org)

Julie Acton, Executive Director  
Salem County Improvement Authority  
P.O. Box 890  
286 Welchville Road  
Alloway, NJ 08001

RE: Giordano's Vineland Scrap Material, LLC  
107 Tilbury Road  
Block 47, Lots 2, 4 & 5  
Salem, New Jersey  
Our File No. 13743-3

Dear Ms. Acton:

*Julie*

Thank you for all your courtesies concerning the meetings that took place before the Solid Waste Advisory Council concerning the above-referenced project. One of the conditions imposed by the Council was submission of the original County presentation prepared by Giordano's as well as the boards presented. They are all attached hereto for filing. I am providing a copy to the Council's engineer, James McKelvie and attorney, Michael Aimino.

If you require anything further, please do not hesitate to let me know. Thank you.

Very truly yours,

NEHMAD DAVIS & GOLDSTEIN, P.C.

By: \_\_\_\_\_

*[Signature]*  
KEITH A. DAVIS  
[kdavis@ndglegal.com](mailto:kdavis@ndglegal.com)

*Thanks!*

KAD/km

Enclosure

- c. James H. McKelvie, PE, CME (w/ encl. -- via email: [jmckelvie@alaimogroup.com](mailto:jmckelvie@alaimogroup.com))  
Michael Aimino, Esquire (w/ encl. -- via email: [maimino@aimino-dennen.com](mailto:maimino@aimino-dennen.com))  
Brad Giordano (w/ encl. -- via email: [bradgiordano@comcast.net](mailto:bradgiordano@comcast.net))  
Will Gruccio, President (w/ encl. -- via email: [will@renatisolutions.com](mailto:will@renatisolutions.com))  
William Parkhill, PE, CEO (w/ encl. -- via email: [wjp@midatlanticeng.com](mailto:wjp@midatlanticeng.com))

# SITE AVAILABLE FOR REDEVELOPMENT



The **City of Salem, New Jersey** is seeking Expressions of Interest (EOI) for the redevelopment of the Salem Landfill Site, 41-acre vacant capped open space area in Salem's riverfront district. Located on Tilbury Road, in close proximity to the Salem River and the Port of Salem, this site offers an outstanding opportunity for transformative development. With its strategic South Jersey location, proximity to major highways, and inclusion in a federal Opportunity Zone, this is an opportunity you don't want to miss

## Site

- **Size:** Sprawling across 41 acres, this expansive site provides ample space for various development projects.
- **Utilities:** Water, sewer, electricity, gas, fiber optic connections, and even rail service, ensuring hassle-free operations
- **Zoning:** Warehousing and manufacturing, making it ideally suited for industrial, commercial marine services, port logistics support, warehousing or data center endeavors
- **Land Availability:** Lot 2 encompasses 9 acres of prime industrial land, while Lot 4 features an additional 32-acre vacant industrial lot within the capped landfill, frontage on Tilbury Road with high visibility building pad and paved access road.

## Opportunities

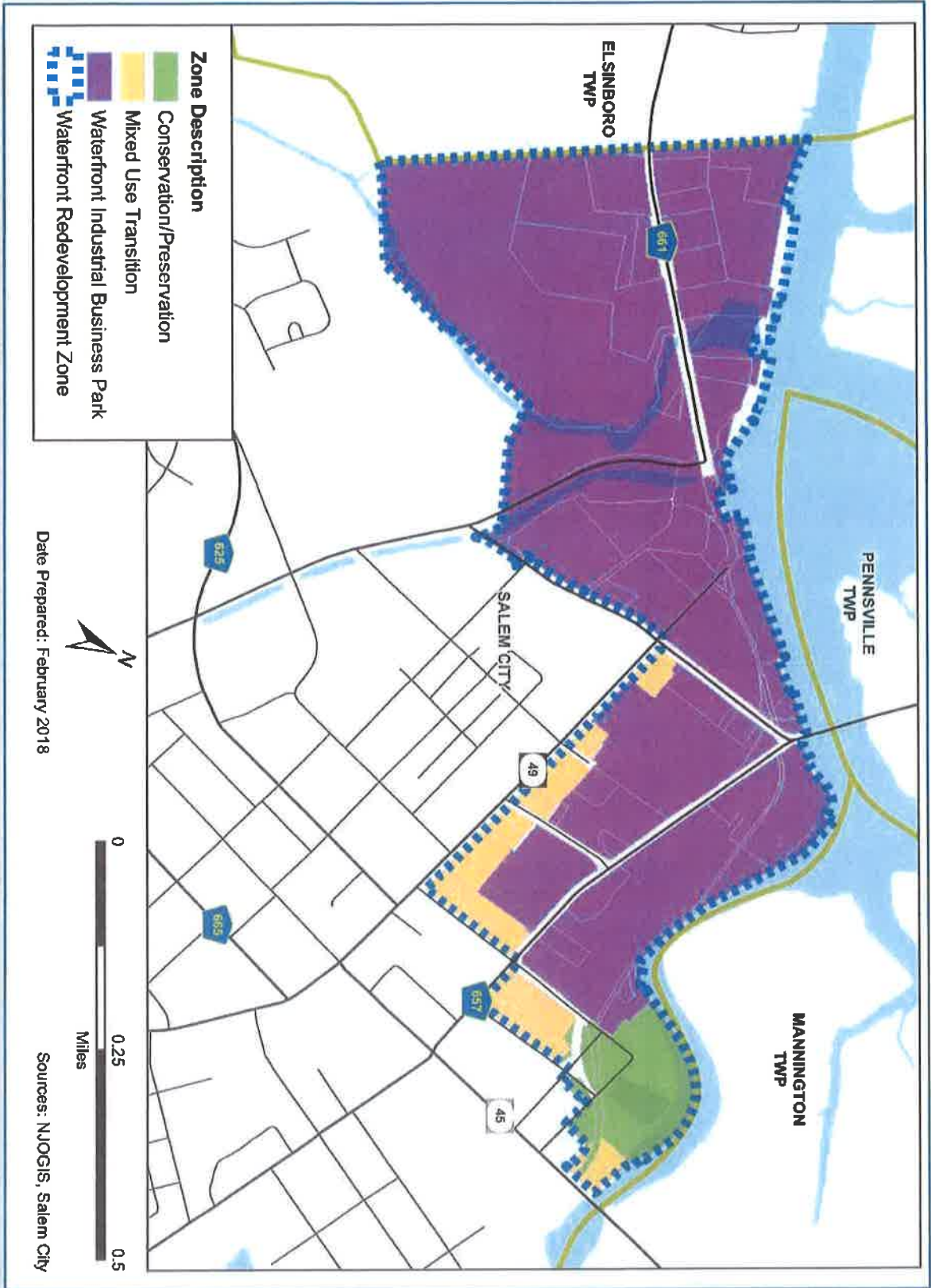
- 01 Prime South Jersey location for businesses, with available light industrial properties ready for development and expansion.
- 02 Adjacent to the Port of Salem, opening up possibilities for diverse industries and international trade
- 03 Owned by the City of Salem and immediately adjacent to the South Jersey Port Corp. and Port of Salem.
- 04 Seamless connectivity to all major highways and transportation hubs-45 miles from Philadelphia and 125 miles from New York City
- 05 Foreign Trade Zone  
Waterfront Redevelopment Zone  
Salem County Energy Sales Tax Exemption  
Local Aid and Economic Development  
State Trade Expansion Program  
Tax Abatements (PILOT)  
Economic Redevelopment Growth Program  
NJ Bond Financing Program  
New Jersey Clean Energy Program

### CONTACT:

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Schedule C - SALEM WATERFRONT REDEVELOPMENT ZONE MAP





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## County Presentation

### About Giordano's

- Founded in 1948, Giordano's currently operates a state-of-the-art recycling facility in Vineland, New Jersey, serving Southern New Jersey from Burlington County to Cape May County, Quakertown, PA to Trenton, NJ, as well as, South Philadelphia, Delaware, and New Jersey Shore points. The family has established international partnerships in China, Germany, India, and beyond, and is recognized throughout the East Coast for their exemplary operations by NJDEP, and by other industry experts and related institutions.
- The Department of Environmental Protection (DEP) utilizes the current site for tours to highlight our standard of operations and dedication to environmental safety.
- Giordano's is 100% family-owned and locally owned.

### Project Overview

- A wet waste facility is a facility that manages and processes organic waste, such as kitchen waste, vegetable peels, food leftovers, bottles, cans, tin, and mixed paper. This type of waste is biodegradable and can be sorted for reuse for natural gas. All leftover material is made into clean recycled compost, soil additive biochar, and recyclable materials being sorted out. Wet waste facilities are essential for efficient waste management, particularly in managing the organic waste generated from households, restaurants, buildings, and factories. Unlike hazardous waste management facilities, which handle hazardous wastes, wet waste facilities focus on treating and recycling biodegradable clean organic waste.
  - Create a stand-alone project, developing a state-of-the-art wet waste organic recycling facility
  - Make the site an Energy Hub: Recycling Campus
  - Buildings are built in conjunction with OEM staff and State Rules and Regulations via DCA
  - The Building will have intense, routine monitoring by the NJDEP
  - Development of the site will consist of Metal Building, Site Work, and Utilization of the existing closed landfill
  - Develop more material through barge and port partnerships
  - Reusing, recycling, and creating energy, with residuals going to landfill expeditiously, or exported via rail.
  - The odor will be large trees and fans where we place around the site non hazardous widespread odors warrant a widespread intervention? Deploy a permanent misting system around your perimeter.
  - Need to spot-treat multiple odor sources? Portable tow-behind systems let you deliver precise doses of odor neutralizer when and where you need it.
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- Flexible Odor control
- Water Mistlers to keep the dust down as needed more on certain days than others.

### **Benefits of the Project**

- Keep Salem City at the forefront of recycling and waste management technologies.
  - Create local, sustainable economic development and jobs.
    - ~15-30 Green Jobs
      - Truck Drivers, Laborers, Mechanics, Electrical
      - Hiring of local staff, based on merit. Consideration of all local applicants inclusive residents with non-violent records or expungements
      - Additional employment growth is projected as part of future operations. Approx. potential FTEs will be 30+. The right to consideration of past offenses will be welcome.
    - Construction jobs during the building process
    - Consumers and clients traveling to the site
    - Host fees to the town - \$2/ton.
      - Long Term **Goal**: 1000 tons / 40-50 loads a day.
        - Equivalent to ~\$48,000 / Month to the municipality during a regular working month
    - Increase in property tax revenue
    - Help improve the recycling rate
      - This leads to a cut down on air pollution, reduces traffic, and helps prolong the life of community streets
    - Ability to help host community with storing capacity, efficiencies in trash collection, storing capabilities
    - Utilizes a closed landfill for economic development purposes and promotes recycling, while creating municipal revenue
      - The processes at the landfill will be heavily managed indoors, minimizing any neighboring concerns about smells on site. Mistlers will be installed both on the interior and exterior of the site as an additional safeguard. Giordano's will be loading any excess material immediately out for shipment by rail and truck to not be sitting stagnant, helping reduce odors as well.
    - Giordano's staff will train and develop young students from local Technical Schools to run and work on recycling equipment, cranes, trucks, and more.
    - As per EPA Standards, this process of managing food waste, Packaging and C&D is a critical component of green recycling.

- Potential for future expansion to include regional headquarters
- Approval Process
  - Municipal Support

### **Approval Process**

- The long process with DEP. We want to be transparent and in communication with the City and county every step of the way.
- City Support
- County Support
- DEP: Air Permitting, Solid Waste Permitting, Storm Water Permitting, EJ

### **Benefits to the County**

- We do not do a lot with Salem County now so we will only add residual tons in for more revenue for Salem if they want more tons.
  - Giordano's can add deals to work with Salem County landfill as we grow our business.
  - It helps underprivileged communities within the county to grow jobs, and 401k pensions and develop areas to add to community well-being!
  - The recycling rate in general goes up for Salem even though tons are out of county
  - Add tons to Salem landfill as needed with brokerage along with helping landfill in any possible to stay viable in future many years to come,
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### **County Support**

- We would like to present this in preparation for full approval from Swac and freeholders to utilize Salem city site landfill for 1,000 tons per day 50 full loads per day Licensed facility MRF for Type 10,27, 13, 13 c, 25! For Giordano's out-of-county customers. With a Class C area for de-casing food for our large customers for biofuels. With Phil Murphy's new food waste recycling targets, NJ needs these sites.
- This is for Giordano's long-term growth. And for the benefits of recycling goals within the State. Along with a metal buy-back center for the community which is town approved for Class A junkyard license.

### **Q & A**

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