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## NJAC WELCOMES NEW BUSINESS ASSOCIATES

### North American Video

Kevin Myren  
Vertical Sales Director,  
One Blue Hill Plaza  
Pearl River, NY  
10965

## NJAC Congratulates

Francis Giantomasi,  
Partner,  
Genova Burns Giantomasi  
& Webster  
&  
John Nietzel,  
Vice President  
Business & Govt. Banking  
Community Development,  
Investors Bank  
for  
being handpicked to work  
on the  
Grater Newark  
Holiday Fund

# NEW JERSEY ASSOCIATION of COUNTIES

County Government with a Unified Voice!

## Business Associates Monthly



### Are you Accepting Credit, Debit & PIN Debit cards for payments to your County Government departments? Why Not?

By: Sharon Smith, Vice President National Sales Manager

Are you Accepting Credit, Debit & PIN Debit cards for payments to your County Government departments? Why Not?

Many Payers **prefer to pay their bills** by Credit and Debit cards...

By allowing your office to accept Credit and Debit cards your office **may see a decline in bad checks!**

Payers earn "**Reward**" miles and points when using a Credit or Debit Cards – So, they **are happy and willing to pay with** Credit or Debit...

**Writing checks** (paper) is becoming the "payment method" of the past...

**Update your office** and begin accepting another form of payment, Credit, Debit and/or PIN Debit cards...

**Change is good!**

Thank you for the opportunity to provide you with information about Convenient Payments LLC, dba **GovTeller**.

**GovTeller** is a payments platform that allows government agencies to accept multiple forms of card payments (i.e. MasterCard, Visa, Discover, American Express and eCheck) with no processing costs to government agencies. Cardholders are notified that they can pay using a bankcard for a small Consumer Convenience fee.

Accept Credit & Debit Cards ONLINE with no costs to your Government County departments

Allow your payers to make payments ONLINE anytime of day, or limit payments to only certain times of day/year, or payments "In-person" only, **OR BOTH!**

When accepting payments Online - your office may experience a decline in traffic at your front counter!

For more information about this or other GovTeller programs, contact Tony Miller 502-473-0393, send an email to [bassmiller1@aol.com](mailto:bassmiller1@aol.com) or contact Sharon Smith 877-829-7294, send an email to [sharons@usms.com](mailto:sharons@usms.com).

### UPCOMING EVENTS

[www.sustainablejersey.com](http://www.sustainablejersey.com)

**Don't Panic—Important Information for Communities That Are Planning to Apply for Certification in January 2013.** December 18, 2012 1:00 p.m.—2:30 p.m. (Webinar)

**Forums on Climate Adaption Efforts**  
January 16, 2013 9:00 a.m. - 12:00 p.m.  
January 18, 2013 9:00 a.m. - 12:00 p.m.





## Surrogate Frank Bruno to Visit Wounded Soldiers

*By: Somerset County Public Information*

Somerset County Surrogate Frank G. Bruno will be making his annual trip to visit wounded soldiers at Walter Reed Bethesda Medical Center in Washington, D.C., on Dec. 13.

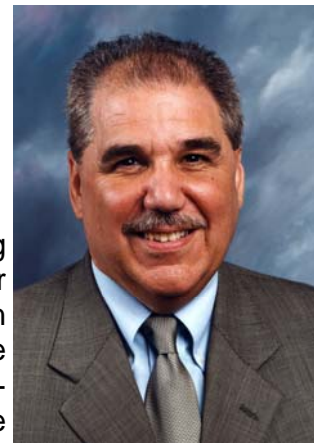
"I am honored to represent the many people throughout New Jersey who each and every year send gift cards to be delivered to these brave men and women," Surrogate Bruno said. "They have accumulated in the tens and thousands of dollars. One-hundred percent of these gift cards go directly to the soldiers with some of the most serious injuries.

"I let each soldier know that New Jersey residents have not forgotten them," he said. He presents a donated gift card for whatever the soldier's needs may be.

"I have been making this annual visit for over five years and in all that time I have never heard a complaint from any of the soldiers, even the ones with the most serious injuries," he said. "Their only desire is to get back to help their fellow soldiers.

"In our mass media today, the war and the soldiers are almost forgotten," he added. "So during this season I want to bring holiday cheer on behalf of New Jersey citizens."

For more information about this or other Somerset County Surrogate Office programs, contact the Surrogate's Office at 908-231-7005.



## HELP WANTED

The **County of Morris** is seeking an innovative, visionary information technology professional to fill the newly-created position of Chief Information Officer. Responsibilities include fulfilling the County's vision of leadership in connecting and empowering Morris County through the innovative use of technology; implementing the County's IT Strategic Plan; overseeing and managing all County IT functions, interfacing with all County Departments and constitutional offices, including law enforcement and public safety; implementation of the IT Governance Committee; supervising all IT staff and budgets (operating and capital); and serving as the County's technology advocate. All interested candidates can visit the County's website at [www.co.morris.nj.us](http://www.co.morris.nj.us) under Employment for the full job description and salary range.

The **County of Hunterdon** is seeking a Division Head for the Division of Senior, Disabilities and Veterans Services. Under the direction of the Human Services Department Head, the Division Head assists in providing leadership in the development and implementation of the work of a local Office on Aging; assists in coordinating community resources and services relating to concerns of older people; assists in maintaining liaison with state and local agencies and organizations concerned; does other related duties as required. Administers the money through the AAA grant, conducts funding allocation, program monitoring and understands every aspect of this grant in terms of fiscal accountability, programmatic implementation and record keeping via SAMS, HEMIS, SAGE etc. Oversees the activities and programs of the HC senior center. Completing grants as needed to offset programmatic expenses and conducting market research as needed to expand programming. Assembles, disseminates, and publicizes information of value to the general public and to all groups concerned with the diverse subject of aging. Oversees the annual public hearing. Oversees the Disability Planner and mesh disability services into the ADRC. Expand outreach to Veterans Services to offer full continuum of veterans supports. All interested candidates can visit the County's website at [www.co.hunterdon.nj.us](http://www.co.hunterdon.nj.us) under Employment Information.

## Summit on Emergency Management and Preparedness

On behalf of the board of directors of the New Jersey Association of Counties we would like to take this opportunity to thank everyone who participated at the NJAC Summit on Emergency Management and Preparedness.

We would like to make a special point of thanking our many hosts for the event. Verizon our corporate host; Millennium Communications Group Inc., and PSEG our luncheon hosts; Conti, Johnston Communications, The Louis Berger Group, Inc., PNC Bank, and United Water our breakfast hosts; whose generous participation makes it possible for our organization to be more effective, more influential and better able to represent the interests of New Jersey's county governments.

These panelists discussed some of the hottest issues in the state, and one that has a very large impact on county government in New Jersey. Regardless of your level of interest in county government or emergency management and preparedness procedures, you found something of interest and real value.

We had numerous exhibitors who were eager to show off their products and services, which included: ACCSES/CNA Services of NJ, Aspire Technology Partners, Computer Systems & Methods, Government Technologies Group, Honeywell Building Solutions, Maxons Restorations, Mutualink, Inc., NACo, NAV Integrated Security Technology, Premier Healthcare Resources, and Tectonic Engineering. All of these members represent the backbone of New Jersey's economy, and they all had a great story to tell about their businesses.

Our Keynote Speaker Lynn Gilmore Canton, Region II Administrator, FEMA was extremely interesting and conveyed a timely message on emergency management and preparedness – with a particular focus on the most recent storm.

Thank you all for attending and we hope that you had an educational and productive time.



*l to r: Captain Thomas Scardino, Executive Director, NJ Office of Emergency Management, NJ State Police; Paul McCall, Director, Public Works, Somerset County; Steve Gutkin, Chief Planning & Project Management Bureau, NJ State Office of Homeland Security & Preparedness; Esmeralda Diaz Cameron, Metro NY/NJ Public Relations Manager & Spokesperson, Verizon Wireless; Vincent Jones III, Director, Public Safety Department & Office of Emergency Preparedness, Atlantic County; & Kevin McArdle, NJ State House Correspondent*

We had a fantastic array of panelists from which consisted of County and State Leaders, as well as Utility Leaders. Our moderator was Kevin McArdle, NJ State House Correspondent, who is a very well-known, state expert that you have probably heard on NJ 101.5.



*Lynn Gilmore Canton, Region II Administrator, Federal Emergency Management Agency (FEMA)*





## Nationwide<sup>®</sup> On Your Side

### How asset allocation may help you be a more successful investor

By: Kelly Adams, Senior Marketing Analyst

Have you noticed that street vendors often sell seemingly unrelated products – such as umbrellas and sunglasses? When it's raining, it's easier to sell umbrellas but harder to sell sunglasses. When it's sunny, the reverse is true. By offering both, the vendor can reduce the risk of losing money on any given day.

That's the idea behind **asset allocation**, the process of dividing an investment portfolio among different asset categories, such as stock funds, bond funds and cash equivalents. It can be a useful strategy because market conditions that cause one asset category to do well often cause another asset category to have average or poor returns.

While it can be a useful investment strategy, please remember that no strategy – including the use of asset allocation – assure a profit or protect against loss in a declining market.

Some investments may lose or grow faster than others. By regularly rebalancing – returning your portfolio to your original asset allocation mix – you'll ensure it does not overemphasize one or more asset categories, and return it to a level of risk that's comfortable for you.

The process of determining which mix of assets to hold is a very personal one. The asset allocation that may work for you will depend largely on your time horizon and your ability to tolerate risk.

If you have questions about asset allocation, contact *Anthony Sebro, Investment Advisor Representative, at (800) 675-6244 or SEBROA@nationwide.com* or *David M. Sarmir, CRC, Sr. Retirement Specialist at (877) 677-3678 x43390 or Sarmird@nationwide.com*.



### Ocean County to Provide Aerial Images of Properties to Tax Assessors

By: Donna Flynn, Director, Public Information, County of Ocean

Ocean County will provide local tax assessors from towns most affected by Hurricane Sandy with before and after aerial images of properties to help in identifying storm damage that is underway.

"These high level resolution images will give local tax assessors a good idea of the extent a property may have been damaged," said Freeholder John C. Bartlett Jr., who serves as liaison to the Ocean County Board of Taxation. "The comparison of before and after will assist in the task of reassessing properties."

With funding from the Ocean County Board of Taxation, the Board entered into a contract with Pictometry of Rochester, N.Y. earlier this year in order to provide property data to local tax assessors free of charge.

As part of the contract, Pictometry, during natural disasters agreed to do a flyover of the County.

"The company performed a flyover over the barrier islands and low lying areas east of the Garden State

Parkway," Bartlett said. "Aerial images from the flyover will be made available to towns in order to contrast properties before and after the storm.

"This will be a very good inspection tool for our towns," he said. "With these images, assessors can see all sides of the structure."

For more information about this or other Ocean County programs, contact Donna Flynn 732-929-3000, send an email to [dflynn@co.ocean.nj.us](mailto:dflynn@co.ocean.nj.us).

## **SAVE THE DATE**

**NJAC ANNUAL CONFERENCE  
MAY 8 — MAY 10, 2013  
CAESARS  
ATLANTIC CITY**



## Helping the Public Sector Deliver Better Services, More Efficiently through Smarter IT Investment

By: Tom Mastrangelo, Director of Government Sales

Like their counterparts in the private sector, executives in government agencies are challenged with doing more, better, with less! New Jersey-based value added solutions provider TechXtend has a unique approach that merits close attention!

With a 25-year history in serving Public Sector professionals, TechXtend has a clear understanding of how organizations plan and manage their investments in technology. We have excellent insights into how and where license overspending and budget wastage occur. We find our clients are invariably facing increasing software maintenance costs, are under pressure to deliver more services – with fewer resources, are deferring important projects due to budgetary limitations, and are unable to track true application usage across their networks.

### TechXtend Focus: Technology Investments to Help Deliver Better Services

TechXtend begins by helping our client identify under-utilized assets, uncover areas where IT spending can reduce and recover budget that can be returned to stakeholders – or used to fund critical information technology projects. Typically, savings can be found between \$200-\$300 per end-user.

So what would you do if you could recover that amount of money back into your IT budget – without negatively impacting staff or infrastructure? How and where would you reinvest so you could **deliver better services, more efficiently** to your tax payers?

TechXtend specializes in infrastructure solutions for **virtualization/cloud computing, storage and data management, and business intelligence/information management.**

### Cloud Computing/Virtualization Solutions

TechXtend consultants help clients with virtualization solutions from desktop, to servers, storage and applications. We work with VMware, Hyper-V, and other virtualization platforms. TechXtend's cloud computing/virtualization practice works with over 900 VMware platform customers. TechXtend is a VMware Authorized Consultant (VAC) and we were one of VMware's first five Enterprise Premier Partners.

### Storage and Data Management Solutions

As information storage has moved 'center stage' for IT executives, storage technology continues to evolve to meet customer needs. Designing and managing a storage infrastructure is not easy! TechXtend solutions help clients navigate the complex issues of optimizing their storage networks for availability and security, scalability and performance, capacity and manageability.

### Business Intelligence/Information Management Solutions

With the Big Data "tsunami" threatening to overwhelm many organizations, TechXtend business intelligence and information management services can help public sector clients realize business value from their data resources. Our consultants can assist in a broad range of projects including traditional database design, data warehousing, Master Data Management (MDM) initiatives, and more. As a CA Enterprise Solution Provider, TechXtend provides consulting and training services for the CA ERwin Data Modeling suite, as well as for CA's storage solutions

For further information contact *TechXtend* at (732) 389-8950 X7246 or [state.gov@techxtend.com](mailto:state.gov@techxtend.com).





# Summit on Emergency Management and Preparedness

For More Photos Visit: [www.njac.org/photogallery](http://www.njac.org/photogallery)

*NJAC Executive Director  
John G. Donnadio, Esq.*



*FEMA Region II Administrator  
Lynn Gilmore Canton*



*l to r: Kim Wood, Deputy Administrator & Ken Mecouch, Administrator, Cumberland County; Blanquita Valenti, Freeholder & Elaine Flynn, County Clerk, Middlesex County; & Clair French, County Clerk, Monmouth,*



*l to r: George Sode, Sr. Account Executive & Steven Mullen, Vice President, Johnston Communications; Jeffrey Dublin, NJAC 1st Vice President & Hudson County Freeholder*



*center: Assemblyman Robert Clifton, NJ Legislative District 12 & Guests*



*Esmeralda Diaz Cameron, Verizon Wireless visits with The Conti Group*



*l to r:  
Anthony DeNova,  
Passaic County  
Administrator;  
Geoffrey Perselay,  
President,  
Perselay  
Associates, Inc.; &  
Abraham Antun,  
Hudson County  
Administrator*

*l to r:  
Angel Estrada,  
NJAC Secretary-  
Treasurer, Union  
County  
Freeholder;  
Samuel Delgado,  
Director, External  
Affairs, Verizon;  
& Guest*



## Testimonial



We are saddened to hear of the passing of long-time Ocean County Sheriff William Lee Polhemus

He was elected for the first time in 1985 and continued to serve Ocean County as Sheriff. Sheriff Polhemus brought 27 years of dedicated service to the Constitutional Office of the Sheriff. Sheriff Polhemus has brought

to the Sheriff's Office a strong background in Law Enforcement.

In 1992 the Board of Chosen Freeholders appointed Sheriff Polhemus to a 3-year term as County Emergency Management Coordinator. He has since been re-appointed continuously as Coordinator.

For further information:

<http://www.ocean.nj.us/PressRelease>

**"NJAC has served as a vehicle of valuable networking while providing opportunity to participate in grassroots advocacy and to be part of a proactive and innovative voice committed to assisting county government operate more effectively and efficiently."**

***Colleen Burns,  
Vice President  
Premier Healthcare  
Resources***



## National Association of Counties (NACo)

### **NCGM theme: Smart Justice: Creating Safer Communities**

The 2013 theme for National County Government Month (NCGM), which will be held in April, is "Smart Justice: Creating Safer Communities." It complements NACo President Chris Rodgers' Smart Justice presidential initiative, which aims to highlight innovative county government justice system policies and practices nationwide. NACo is currently developing information and materials to assist counties in celebrating NCGM.

Contact: [Jim Philipps](#) • 202.942.4220

### **SC2 economic development funds available**

The Strong Cities Strong Communities (SC2) National Resource Network program will provide approximately \$10 million to help strengthen distressed communities through building capacity and spurring economic development. The SC2 program connects local communities with experts. Counties can apply in partnership with other community organizations by Jan. 28.

Click [here](#) and enter "14.534" under the heading for CFDA Number.

Contact: [James Davenport](#) • 202.661.8807

### **Get national recognition for your county programs**

Applications for the 2013 Achievement Award Program are now available online. The non-competitive awards recognize innovative county government programs. Applications are being accepted through Feb. 21.

Click [here](#) to apply.

Contact: [Katie Bess](#) • 202.942.4215

### **NACo offers disaster-resilience resources**

Motorola Solutions Foundation has awarded NACo an \$80,000 public safety grant to promote "County Leadership for Flood Preparedness and Community Resilience." NACo will offer county officials in flood-prone areas new information, training and assistance in 2013 and 2014.

Contact: [Stephanie Osborn](#) • 202.942.4235



## Five Star/ Urban Waters Restoration Grants

### What is Five Star?

Five Star provides \$20,000 to \$50,000 grants on a competitive basis to support community-based wetland, riparian and coastal habitat restoration projects that build diverse partnerships and foster local natural resource stewardship through education, outreach and training activities.

Project sites may be public land - parks, streams, school campuses - or private land such as corporate facilities. Because public participation is paramount in community-based restoration, these sites should be accessible to the community.

The Five Star Restoration Program is a partnership among the National Association of Counties (NACO), the National Fish and Wildlife Foundation (NFWF), the Environmental Protection Agency (EPA), the National Oceanic and Atmospheric Association (NOAA), the Wildlife Habitat Council (WHC), and corporate sponsors Southern Company and Pacific Gas and FedEx.

**2013 NOW AVAILABLE!!** To learn how to apply, read the RFP [here](#).

**Five Star Projects have several key components ensuring successful, community-based restoration:**

### Key Partnerships

- Project partners are innovative, diverse and include at least five participants. Local governments, businesses, schools and youth groups as well as environmental and citizen organizations may apply as grantees or as part of a partnership.

**Partner contributions can be cash or in-kind donations and should match the grant funds at a ratio of about 1:1. Our most competitive projects leverage grant funds at a rate of 2:1 or higher.**

### Key Project Elements

- On-the-Ground Restoration Ecological habitat restoration (wetland, riparian, in stream, coastal)
- Environmental Education Meaningful community participation and/or school curriculum integration
- Partnerships Engagement of diverse community partners to achieve project objectives
- Measurable Results  
Ecological and educational/social benefits that can be measured

### Keys to Success

Five Star projects create stream buffers to improve local water quality and habitat. These grants build riverfronts, wetlands or coastal habitats for outdoor classrooms, ecotourism and recreation and restore natural function and community value to native ecosystems by enhancing parks and natural areas. These projects empower communities to support spaces for learning, recreation and growth while protecting vital resources and fostering stewardship of our local landscapes.

Contact James Davenport, AICP Program Director at (202) 661-8807





## **Hurricane Sandy Recovery: Ready to Assist with Technology Issues**



TechXtend, a Monmouth County based company, would like to help you address your County's technology challenges caused by Hurricane Sandy.

We are ready to engage personnel to assist you to obtain technology assets — with flexible terms.

Our public sector customers have always relied on us for value, selection, and great service. Please rely on TechXtend now to support your agencies' efforts to assist our fellow New Jersey residents and municipalities in an effective and strong recovery from this storm.

— Shawn Giordano, Vice President  
[nj.recovers@techxtend.com](mailto:nj.recovers@techxtend.com)



**Serving the Public Sector for 30 Years**  
**[techxtend.com](http://techxtend.com) | 800.599.4388**

1157 Shrewsbury Ave., Shrewsbury, NJ 07702  
TechXtend is a subsidiary of Wayside Technology Group®, Inc. (NASDAQ: WSTG).

### Photos Continued



*l to r: John O'Marra, Manager of Health, Safety, & Security, United Water; Paul Sullivan, Region President, NJ Verizon Telecom; Commissioner Nicholas Asselta, Board of Public Utilities (BPU); Art Guida, Director of External Affairs, Public Service Electric and Gas (PSEG); & Kevin McArdle, NJ State House Correspondent*



*l to r: Lenora Boninfante, Communications Director, Cape May County; Hudson County Freeholder & NJAC 1st VP Jeffrey Dublin; & Colleen Burns, Vice President, Premier Healthcare Resources*



*John G. Donnadio, Esq., NJAC Executive Director thanks panelists of County and State Leaders for presenting*



*Moderator and Panelists of Utility Leaders*




*l to r (standing): Dave Hollenbeck, Public Affairs Manager, PSEG; Tom Metzler, Manager, Borough of Fairlawn; Loren Wizman, Director of Business Development, NJAC; l to r (seated): Ed Trawinski, Administrator, Bergen County; Lynn Gilmore Canton, Region II Administrator, FEMA*



**Mission Statement**

NJAC is committed to advocating for legislation, regulations, and policy directives that empower county governments to operate more effectively and efficiently. As a non-partisan organization that represents the only true regional form of government in the State with a unified and proactive voice, NJAC is dedicated to advancing innovative programs and initiatives for the sole purpose of saving valuable taxpayer dollars.

<b>December 2012</b>				
Monday	Tuesday	Wednesday	Thursday	Friday
3 National Influenza Vaccination Week. Dec. 2nd-8th.	4	5	6	7 NJAC Summit on Emergency Mgt. & Preparedness
10 Free eye screening clinic, Monmouth Cty. Health Dept.	11 Basic Pesticide Training CORE, Monmouth Cty.	12	13	14 Winter Birding, Burlington Cty.
17 Skylands Ride offers Saturday services, Sussex Cty.	18 McFaul's Movie: Nat.'l Geo., Bergen Cty.	19 Computer Basics, Library, Atlantic Cty.	20 Child Health and Wellness, Gloucester Cty.	21
24	25 	26 Winter Holiday Hockey 26th-30th, Essex Cty.	27	28 Arts of the Masters Program, Somerset County
31 New Year's Eve				

**From the NJAC Executive Director's Desk . . .**

FOR MORE INFORMATION VISIT [WWW.NJAC.ORG](http://WWW.NJAC.ORG)

On behalf of the board of directors of the New Jersey Association of Counties, I would like to wish you and your families a happy, healthy, and safe holiday season. I would also like to thank you for your support this past year; and, look forward to seeing you at our reorganization meeting on January 29th and at our annual celebration of county government on May 8th through May 10th at Caesars in Atlantic City.



*John G. Donnadio, Esq.*

Best Wishes,