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NEW JERSEY ASSOCIATION of COUNTIES

County Government with a Unified Voice!

Business Associates Monthly



County Searches for Savings Buying Through National Agency

By: Al Campbell, Cape May County Herald

Everyone loves a bargain, and that includes the County of Cape May.

Many county residents pride themselves being smart shoppers, scanning ads for a deal, comparing prices on the Internet and in newspapers. That might also describe the county's Purchasing Department. It must follow public bidding and contract laws to the "T," all with an eye toward best price. To date, it is the only county in the state to be utilizing a national agency to get the best price on goods.

For that reason, county Purchasing Agent Kim Allen described for freeholders Tue., June 12 how the county's use of U.S. Communities Government Purchasing Alliance ("U.S. Communities") could be utilized to save tax dollars. Use of the service had been given approvals by County Counsel Barbara Bakley-Marino and Director of Operations Edmund Grant.

U.S. Communities is described on its website as "a nonprofit government purchasing cooperative that offers competitively solicited contracts by lead public agencies to public agencies across the country."

Whether or not the county will "clean up" using the purchasing power of the entity, Allen used one example of the savings gained by using the service. The county has a lot of hands to keep clean, and the present contract for ZEP hand cleaner and is paying \$52,000, said Allen. If the same amount of cleaner was purchased through U.S. Communities the tab would be \$28,000.

"We are not talking a few thousand dollars," Allen said. "That is over \$20,000 the county would save compared with what we are doing now," she said.

Since everything the county purchases, road salt to food for nursing home residents, goods for inmates and light bulbs for traffic signals must first be bought from the lowest responsible bid, there is also another cost, that of advertising for bids. Before that happens those bids must be painstakingly prepared with numerous specifications. That time is saved by use of U.S. Communities, which has been authorized by Gov. Chris Christie, said Allen. A Local Finance Notice has gone to all counties advising of the allowed use of U.S. Communities.

Some public entities that could save by purchasing through U.S. Communities shy away because of that state notice, she said. Once understood, the resultant savings make the effort pay for itself in savings, Allen explained.

Consider, she noted, the vendor, U.S. Foods, that supplies food to Crest Haven Nursing and Rehabilitation Center, at a cost of about \$380,000. By utilizing the same vendor and salesman, but buying through U.S. Communities, the county would save about \$47,000 annually on those items.

"That's great, but does it ignore local mom-and-pop businesses?" asked Vice Director M. Susan Sheppard.

"When we go out to bid, we cannot

(Continued on page 2)

NJAC WELCOMES

NEW BUSINESS ASSOCIATES

Sterne Agee & Leach

Sachin Karamchandani, CFA
Vice President
277 Park Avenue,
24th Floor
New York, NY
10172

SAVE THE DATE:

Night at the Ballpark
August 30, 2012
New Britain Rock Cats
V.
Trenton Thunder

NJAC Foundation
Golf Outing
Mercer Oaks West
West Windsor, NJ
September 24, 2012

Cape May County

(Continued from page 1)

have preference for local vendors,” said Allen. “We cannot put that as a restriction,” she added.

Many vendors have local distributors, added Grant.

Allen added there is a national contract for car parts that will save additional dollars and there is a Marmora area distributorship that could be used.

Like any shopper, Allen said the county can choose between state and national bids, and pick the lower of the two costs. She anticipates savings of over \$100,000 by use of U.S. Communities.

Allen told the board she had been asked to attend a June 25 meeting of South Jersey freeholders to explain how U.S. Communities might save money for their counties. She also hopes to inform local municipalities of the potential savings available through U.S. Communities.

“Hopefully they will benefit, she concluded.

According to its website, U.S. Communities reduces the cost of purchased goods and services for public agencies by offering access to competitively solicited contracts between suppliers and lead public agencies.

Over 42,000 “Participating Public Agencies” are registered for the program. U.S. Communities offers 20 contracts with 29 suppliers of a variety of products and services. Total aggregated purchases in 2009 exceeded \$1.4 billion, with \$214 million in estimated savings to public agencies that year alone.

Participating Public Agencies Cities, counties, school districts, colleges and universities, and state and nonprofit agencies are eligible to participate in the U.S. Communities program.

U.S. Communities offers a variety of products and services to Participating Public Agencies, including office and school supplies, office and education furniture, office machines and printers, technology products and solutions, telecommunications supplies and electrical products.

U.S. Communities aggregates the purchasing power of more than 90,279 public agencies

nationwide by offering Participating Public Agencies the ability to make purchases through existing, competitively solicited contracts between a supplier and a lead public agency.

Each lead public agency awards its contract to a supplier after a competitive solicitation process designed to ensure that Participating Public Agencies receive the highest quality products and services at the lowest possible prices.

Once the lead public agency has awarded a contract with the supplier, the lead public agency through U.S. Communities allows other Participating Public Agencies in need of similar products and services to make purchases through the existing contract, ensuring that all Participating Public Agencies have access to the same terms and conditions of the existing competitively solicited contract.

The supplier pays a minimum 1 percent administrative fee to the U.S. Communities program, and this pays for operating expenses and offsets costs incurred by national and state sponsors. Although U.S. Communities does not issue the solicitation for the contracts or participate in the bid selection process with suppliers, it works with both the lead public agency and the supplier after a contract is in place to ensure that the contract is administered properly through routine audits as well as additional oversight measures to ensure Participating Public Agencies are receiving the quality products and services of the highest quality and at the lowest prices.

U.S. Communities was founded in 1996 as a partnership between the Association of School Business Officials, the National Association of Counties, the National Institute of Governmental Purchasing, the National League of Cities and the United States Conference of Mayors.

For further information contact: *Al Campbell, Cape May County Herald* by going to <http://www.capemaycountyherald.com/user/acampbell>.

CALL TODAY!!

Four Hosting Opportunities at \$750.00 per host, which are available on first come first serve basis. Hosts receive (2) tickets to game, permitted signage, and visibility, and unique networking opportunity.

**NEW JERSEY ASSOCIATION
OF COUNTIES**



New Britain Rock Cats
V.
Trenton Thunder

*Join NJAC for an outstanding night of baseball at
Mercer County Water Front Park.*

CALL KIM NOLAN FOR RESERVATIONS

DATE: AUGUST 30, 2012

TIME: 7:05 P.M.

*County Government with a
Unified Voice!*

150 West State Street
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Telephone (609) 394-3467
www.njac.org



Nationwide® Can you risk retirement? On Your Side

By: Kelly Adams, Senior Marketing Analyst

In retirement, after you can no longer contribute to your <name of plan>, you likely will face some serious risks to your income. For example:

Inflation. It takes about \$26,000 today to pay for what \$10,000 bought in 1980.¹ Think about what that means for retirement money that may need to last for more than 20 years.

Healthcare. According to a 2008 report,² health care now accounts for more than 20 percent of all personal spending, double what it was in 1970, and costs will likely increase at a higher rate compared to overall consumer spending over the next decade. Also, you have a one-in-three chance of needing nursing home care. Even with long-term insurance, if you need such care, it could drain your resources.³

Longevity. Although it seems odd to say it, living longer poses a risk to your long-term financial

security because you can literally outlive your money.

One of the best ways to help offset your financial risks in retirement is to contribute as much as you can to your retirement plan account. And as you approach the end of your working years, Nationwide Retirement Specialist can help you understand the options the plan offers through retirement.

I will...

Look for new ways to contribute more into my retirement plan account today.

For further information contact: *Anthony Sebro, Investment Advisor Representative, NRS 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.*



Important Information

CERTIFICATION DEADLINES - 2012

As statewide leaders in the journey toward a sustainable future, we encourage all of our certified communities to be sure to maintain their Sustainable Jersey certification. Deadlines for this year's certification rounds are:

August 8, 2012 (for recognition at the NJLM Conference and Sustainable Jersey's Annual Luncheon)

January 4, 2013 (for submissions that will be reviewed under the 2012 program standards).

If your municipality was one of the first cohort to be certified in 2009, you are due to renew this year. The initial certification was at 100 points, and the new Bronze standard requires 150 points. Silver certification requires 350 points.

If your community did not make the May deadline, apply in August! If you have any questions, don't hesitate to call us at 609-771-2938 or email us at info@sustainablejersey.com

Is your municipality ready to apply for the 2012 Certification round?

Recycling Awards

The **New Jersey Department of Environmental Protection's** Recycling Awards program recognizes excellence in recycling in several categories. If you have a wonderful and successful program and would like some recognition for it, please submit an award application by July 17, 2012.

For more information, contact *Vicki Kerekes* at victoria.kerekes@dep.state.nj.us

"Great Places in New Jersey" Awards

The **American Planning Association** - New Jersey Chapter is pleased to announce that nominations are now open for "Great Places in New Jersey," the Chapter's new initiative to celebrate neighborhoods, streets, and public spaces of exemplary character, quality, and planning. By showcasing the outcomes of good planning, "Great Places" will document ways to create lasting value and prosperity for New Jersey communities.

Nominations close on Tuesday, July 31, 2012.



**Homeland
Security**

Hurricanes

A hurricane is a type of tropical cyclone or severe tropical storm that forms in the southern Atlantic Ocean, Caribbean Sea, Gulf of Mexico, and in the eastern Pacific Ocean. A typical cyclone is accompanied by [thunderstorms](#), and in the Northern Hemisphere, a counterclockwise circulation of winds near the earth's surface

All Atlantic and Gulf of Mexico coastal areas are subject to hurricanes. Parts of the Southwest United States and the Pacific Coast also experience heavy rains and floods each year from hurricanes spawned off Mexico. The Atlantic hurricane season lasts from June to November, with the peak season from mid-August to late October. The Eastern Pacific hurricane season begins May 15 and ends November 30

Hurricanes can cause catastrophic damage to coastlines and several hundred miles inland. Hurricane can produce winds exceeding 155 miles per

hour as well as [tornadoes](#) and microbursts.

Additionally, hurricanes can create storm surges along the coast and cause extensive damage from heavy rainfall. [Floods](#) and flying debris from the excessive winds are often the deadly and destructive results of these weather events. Slow moving hurricanes traveling into mountainous regions tend to produce especially heavy rain.

Excessive rain can trigger [landslides or mud slides](#). Flash flooding can occur due to intense rainfall.

Between 1970 and 1999, more people lost their lives from freshwater inland flooding associated with tropical cyclones than from any other weather hazard related to such storms.

For further information go to:
<http://www.ready.gov/hurricanes/>



Rx Mission Drive-In/Drop-Off Well-Received In Somerset County

By: Lieutenant Steve SanAntonia, Public Information Officer, Somerset County Sheriffs Office

The Somerset County [Sheriff's Office](#), Somerset County [Solid Waste Management Division](#) and the [U.S. Drug Enforcement Administration](#) recently partnered to hold a new initiative – the Rx Mission Drive-In/Drop-Off, which was well-received by county residents.

"I want to thank the many residents who took part in the program and encourage them to continue to monitor their medicine cabinets and help us spread the word about future collection events," said Sheriff Frank J. Provenzano. "Over 100 pounds of unwanted and/or outdated prescription medicine was collected at this one-day event."

As part of the program, residents were able to drop off unused or expired prescriptions to Somerset County Sheriff's officers, with no questions asked, at a scheduled Somerset County Household Hazardous Waste Drop-off event.

"Among the drugs collected were OxyContin, Perco-

cet, Vicodin, Darvon, Opana, Demerol, Kadian and Ultramand," said Sheriff Provenzano. "The drugs will be taken to a waste burning facility for proper destruction, rather than the possible alternative of falling into the hands of people who might abuse them or sell them."

Additional medicine drop-off opportunities at scheduled Saturday [Household Hazardous Waste Drop-off](#) events will be held from **9 a.m. to 2 p.m.** on **Aug. 4** at the **Franklin Township Sewerage Authority**, located at 70 Commerce Drive, Somerset, N.J. 08873; **Sept. 15** at the **Branchburg Township Public Works Garage**, located at 34 Kenbury Road, Branchburg, N.J. 08876; and **Oct. 27** at the **South County Public Works Garage**, located at 410 Roycefield Road, Hillsborough, NJ 08844.

For more information regarding prescription medicine collection, contact: *Lieutenant Steve SanAntonio at 908-231-7168.*



NACo Board approves dues freeze for 2013

The NACo Board of Directors has approved a dues freeze for the sixth year in a row for 2013 and also okayed a Census adjustment for dues for 2014. Member counties should budget the same amount for dues for 2013 as they paid in 2012.

The decision on the dues adjustment, made at the Board's meeting May 17 at the Western Interstate Region (WIR) Conference, culminated more than a year of research and deliberations that involved the Board, the Finance Committee and the Membership Committee. The board voted to base membership dues for 2014 on the 2010 Census. A county's population is used to calculate its dues.

The 2014 adjustments include:

- The dues multiplier will be lowered to a flat \$0.02 (two cents) from \$0.02136; this number is multiplied by the 2010 Census population for each county member to determine the dues.
- Increases and decreases in dues will be capped at 15 percent.
- Minimum dues will be raised to \$450 from \$400 (counties with populations of 20,000 or below).
- Maximum dues will increase by \$5,000 (counties with populations of 2,360,000 and above); and
- Fixed-dues-amount counties in limited county responsibility states will increase a little over 6 percent (Mass. and N.H. only).

Fairness was cited as the primary reason for updating the dues structure. Currently, 1995 Census numbers are used to calculate dues, and population numbers have changed since then.

Under the new dues structure, some counties' dues will increase and others' will go down. The approved update takes into account many factors and also serves to temper the effects for those counties that have had large population changes.

For questions or more information: *email membership@naco.org or call toll-free, 1.888.407.NACo (6226) and ask for "membership."*

NACo Legislative News

Transportation bill set for signature

Congress passed a 27-month surface transportation bill June 29 that will fund the federal highway program at nearly \$39.7 billion for FY13 and \$40.26 billion for FY14.

Farm Bill passes Senate

The Senate passed the Agriculture Reform, Food and Jobs Act of 2012, S.3240 by a vote of 64-35 after voting on 73 amendments June 21.

Heck, Heinrich introduce Public Land Renewable Energy Act

The Public Land Energy Renewal Act would extend royalties and lease income to states and counties from solar and wind projected developed on federal lands.

For further information go to:

<http://www.naco.org/newsroom/countynews/Current%20Issue/7-2-12/Pages/default.aspx>

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.

Monday	Tuesday	Wednesday	Thursday	Friday
2	3	4	5	6
9	10 Art of the Masters' Somerset Cty.	11 Thera-Tango, Somerset Cty.	12	13 Tribute to Journey, Essex Cty.
16 Summer Camp, Union Cty.	17 Son 9 Quintet, Essex Cty.	18 Cross Culture Club, Essex Cty.	19 Cape May, Cty. 4-H Fair, July 19th thru July 21st.	20 Jazz Under the Stars, Essex Cty.
23 Art of the Masters' Somerset Cty.	24 Mon-mouth Cty. Fair July 25th thru the 29th	25 Marina Boat Rental, Mercer Cty.	26	27 Mercer Cty. 4-H Fair July 28th & 29th
30 All About Animals, Union Cty.	31			

From the Executive Director's Desk

Make sure to mark your calendars for these upcoming NJAC events!

TRENTON THUNDER NIGHT

We had a great time last year, so we're hosting it again. As a valued business associate, you're invited to host a Luxury Box at beautiful Mercer County Waterfront Park at **7:05 P.M. ON AUGUST 30TH** for an outstanding minor league baseball game between the *New Britain Rock Cats and Trenton Thunder*. We offering (4) hosting opportunities at \$750.00 per host, which are available on a first come first serve basis as seating is limited to a maximum of 30. Hosts will receive two tickets to the game, permitted signage and visibility, and a unique opportunity to network with our county officials where you should take advantage of showcasing how your business will save valuable taxpayer dollars. Please contact our office at (609) 394-3467 for additional details.

NJAC FOUNDATION GOLF OUTING

Save the date for the NJAC Foundation's annual golf outing scheduled for **SEPTEMBER 24TH** at the county owned and operated Mercer Oaks West Golf Course in West Windsor, Mercer County. As was the case last year where the NJAC Foundation donated \$12,000.00, the Foundation plans to dedicate 50% of the proceeds from this event to the National Guard State Family Readiness Council (NGSFRC). NGSFRC is 501 (C)(3) non-profit organization dedicated to providing significant assistance to deployed military personnel and their families. We'll make sure to provide you with additional details shortly.

BOARD OF DIRECTORS MEETING

Department of Community Affairs Commissioner Richard Constable is tentatively scheduled to join us at our next board of directors meeting scheduled for **SEPTEMBER 28TH** at the State House in Trenton. We'll make sure to provide you with additional details as we get closer to the meeting, but all business associates are welcome to join us for the 9:30 a.m. networking breakfast.

RUTGERS TRAINING

The New Jersey Association of Counties (NJAC) in cooperation with the Rutgers University Center for Government Services is pleased to announce the first ever "New Jersey County Administrators Certificate Program." This two day training program is open to all local government employees and elected officials that would like to advance their careers in public service. Subject matter experts from across the State will cover essential topics such as public procurement, labor relations, fiscal affairs, and ethics. Courses will take place on **OCTOBER 12TH AND 19TH** at the Rutgers University Center for Government Services located at 303 George Street in New Brunswick, New Jersey. All successful program graduates will receive a certificate from Rutgers University verifying their completion of training.

YEAR-END CONFERENCE

We're in the very early stages of planning an educational and informative year-end conference scheduled for **DECEMBER 7TH**, so any thoughts or suggestions on a topic would be greatly appreciated.