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**GovDeals<sup>®</sup>**  
*A Liquidity Services Marketplace*

**Agencies Generate More Revenue With GovDeals**

*By: Nerissa Charles, Marketing and Communications Specialist*

Government agencies across the US and Canada are looking for innovative ways to generate more revenue and avoid layoffs due to budget cuts. More than 4,300 of these agencies have turned to GovDeals.com, the leading online government auction site, to sell their surplus and confiscated items. GovDeals is designed to enable governmental entities and their agencies the ability to sell surplus and confiscated vehicles, assets, property, and equipment over the Internet. GovDeals provides access to a pool of 297,000 bidders in the US and 110 other countries as well as 1.6 million bidders from other Liquidity Services market places. To date, GovDeals clients have generated over \$500 million for items that were no longer in use. These items include old office furniture, fleet vehicles, and heavy equipment.

Hackensack, New Jersey has been using GovDeals.com to sell surplus property at online auction since August 2007. In that time 58 items have been sold generating 743 bids and bringing in almost \$104,000 in revenue. Of the Top 10 bid items for Hackensack, only three buyers came from New Jersey. Three other bidders were from Pennsylvania, Florida, Georgia, Illinois and Maryland. The average distance traveled by the Top 10 bidders was over 380 miles and one bidder travelled 1,298 miles from Miami, Florida to purchase a 2004 Ford Crown Victoria.

In addition to creating revenue, agencies are using GovDeals.com to avoid costs. The State of Georgia began using GovDeals in November 2004 for surplus property disposition. They are responsible

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**NJAC Welcomes New Business Associates**

**ACS, A Xerox Company**

Rick Ledford  
 7 Cedar Pond Drive,  
 Number 2  
 Warwick, Rhode Island  
 02886

**Security Capital Advisors, LLC**

Ronald W. Bird  
 Director of Finance  
 30 Montgomery Street  
 Suite 1330  
 Jersey City, NJ  
 07302

**SAVE THE DATE**

**NJAC Annual Conference**

June 5th- 8th, 2012

Bally's Park Place  
 Hotel & Casino  
 on the  
 Boardwalk

We Look Forward  
 To Seeing You This  
 Summer!

**2012 NJAC President and Executive Committee Sworn into Office**

*By: Art Charlton, Director, Warren County Public Information Dept.*



Warren County Freeholder Richard D. Gardner was

sworn in as the 71<sup>st</sup> president of the New Jersey Association of Counties (NJAC), becoming the first Warren County official to head the organization since the group was founded in 1921. Freeholder Gardner replaced Salem County Freeholder, Beth E. Timberman who ended her one-year term as President.

"I would be remiss if I did not thank and commend outgoing President Beth Timberman for the tremendous work she did over this past year. Whether it was leading NJAC through difficult policy decisions and legislative issues or work-

ing to make the Annual Conference and Year Seminars successful events, Beth will be a very difficult act to follow."

"I look forward to leading NJAC this year as it continues serving county governments throughout the State with its progressive advocacy, comprehensive research and analysis, and solution-driven approach to addressing complex legislative and regulatory matters," Gardner said, adding, "It's also an honor for me to become the first elected official from Warren County to



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## NJAC President

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serve as President of this terrific organization.”

At a ceremony held in the Senate Chambers of the State House, NJAC’s officers for 2012 were administered the oath of office by former New Jersey Governor Donald T. DiFrancesco. In addition to Gardner, they are Hudson County Freeholder Jeffrey Dublin, 1<sup>st</sup> Vice President; Monmouth County Clerk M. Claire French, 2<sup>nd</sup> Vice President; and Union County Freeholder Angel Estrada, Secretary-Treasurer. Immediate Past President Beth E. Timberman, a Salem County freeholder, rounds out the NJAC Executive Committee.

Following the ceremony, culinary students from Warren County Technical School in Franklin Township catered lunch in the State House for invited guests.



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. NJAC is committed to advocating for legislation, regulations, and policy directives that empower county governments to operate more effectively and efficiently.

“There are so many issues to delve into,” Gardner said later, noting for example that rising health care costs is a significant challenge many counties face.

Gardner said NJAC would work to seek “some creative ideas to try to lessen the impact and expense on counties.”

The organization has a wide variety of issues to look at, Gardner said, explaining NJAC members will try to come up with plans of approach and communicate their views to state legislative leaders.

Gardner said NJAC will continue to examine ways that different governmental entities can reach shared services agreements as a cost-saving move, either county to county or between the county and municipal level.

“I’m honored and pleased to lead the charge of NJAC and our membership for 2012,” Gardner remarked.



## Nationwide<sup>®</sup> Can You Risk Retirement? On Your Side

By: Kelly Adams, Senior Marketing Analyst

In retirement, after you can no longer contribute to your 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.<sup>1</sup> Think about what that means for retirement money that may need to last for more than 20 years.

**Healthcare.** According to a 2008 report,<sup>2</sup> 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.<sup>3</sup>

**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, your 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.

Investing involves market risk, including possible loss of principal.

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## Nationwide

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.*

- <sup>1</sup> Inflation Calculator, U.S. Department of Labor, <http://www.bls.gov/home.htm>, 2008
- <sup>2</sup> "Health Care Costs Drive Up the NRRI", Center for Retirement Research at Boston College, February 2008
- <sup>3</sup> "Long-term Care and the NRRI", Center for Retirement Research at Boston College, March 2009

## GovDeals

*(Continued from page 1)*

ble for surplus of the Department of Transportation, Higher Education, and all State agencies. To date, more than 4,300 items have been sold generating \$5.3 million in revenue and 103,000 bids. While most of the surplus was sold to bidders in Georgia, buyers came an average distance of more than 170 miles away to buy the State's surplus property. In all, 37 US States were represented by the bidders.

In February 2011, the State of Georgia and the University of Georgia Agricultural Research Department were responsible for the disposition of 584 mature trees. The trees were still in the ground and had to be dug up and hauled away. In order to avoid the removal and logistics costs they placed the trees up for auction on GovDeals.com. The trees were divided into seven lots, by species, with special instructions that the winning bidder would need to be equipped to extract, back fill all the holes and haul the trees from the premises. "We were hoping to get about \$2,000 for all seven lots combined," said Steve Ekin, Director of Surplus Property Division. Instead, the trees sold for a total price of \$7,975. "Because of GovDeals's Marketing efforts and large audience of buyers, we were able to get eight times the return on these

## Transportation Investment Generating Economic Recovery (TIGER) grant application process begins

The Notice of Funding Availability (NOFA) can be found by going to <http://www.gpo.gov/fdsys/pkg/FR-2012-01-31/pdf/2012-1996.pdf>.

The Fiscal Year 2012 TIGER grant program will make \$500 million available for projects having significant impact on the nation, a metropolitan area or region. The grant is for capital investments in surface transportation infrastructure and to be awarded on a competitive basis.

### **KEY DATES:**

February 20, 2012 pre-application  
March 19, 2012 final application

For questions contact : *TIGER 2012 NOFA, Aaron Rosenthal at DOT (202) 493-2234.*

trees than we expected." All 584 trees were purchased by a bidder in Nesbit, Mississippi; 407 miles away.

For further information contact: *Mike Baker, Northeast Sales Representative at (609) 713-7888 or mbaker@govdeals.com or (866)-377-1494 or salessupport@govdeals.com.*

## **Ocean County Offers Master Composter Program**

Individuals interested in training as master composters can participate in the Ocean County Master Composter Training Program scheduled for consecutive Saturdays in March.

Offered by Ocean County's Department of Solid Waste Management with support of the Ocean County Board of Chosen Freeholders, the program will be held March 24 and 31 to train individuals as master composters. Those who successfully complete the program then assist with the county's efforts in providing residents with information on managing the organic waste they produce in their homes and the benefits of composting.

The 12-hour training program is provided free of charge to interested Ocean County residents and taxpayers. There is a \$75 fee for non-residents. For more information contact Mary Jerkowicz at (732) 506-5047 by March 9th.

## 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
		1 Seed Starting, Essex Cty.	2 Asm. Quorum	3
6 Asm. Quorum Sen. Quorum	7 HealthEASE "Move Today" Ocean Cty.	8	9 Sen. Quorum	10
13 Legislative Session	14 Valentine's Day	15	16 Legislative Session	17
20 President's Day Observed	21	22	23	24
27 Sen. Quorum	28	29 Senior Skate, Mercer Cty.		

## From the Executive Director's Desk

As we begin preparing for what promises to be an outstanding celebration of county government, please let us know if you would like to serve on NJAC's Conference Committee scheduled for 10:00 a.m. on February 23<sup>rd</sup> at our office in Trenton.

We expect to host a terrific event this year that begins with a Meet and Greet Reception on Tuesday night and ends with the President's Awards Reception early Thursday evening. In between, you'll have the opportunity to network with county officials throughout the State at our Legislative Luncheon, Exhibitors Reception, and educational workshops. For the first time, we also plan to host a County Vocational-Technical School Cook Off, a County Executive Forum, and an informative seminar entitled "Doing Business with County Government" designed specifically for our business associates. Perhaps most importantly, we plan to stagger our workshops and make coffee stations available in the Exhibit Area throughout Conference.

Finally for now, we're officially accepting proposals for workshops. Space is limited, so please submit your proposal no later than **MARCH 30<sup>TH</sup>** to Loren Wizman via e-mail at [loren@njac.org](mailto:loren@njac.org). We plan to apply to the appropriate state departments for continuing education credits, so please note the following as workshops approved for such credits will be given priority.

1. Workshops should be educational.
2. Workshop sessions should be 50-60 minutes long.
3. Proposals should include the name, title, and company information of those presenting.
4. Proposals should also contain a title and one-page informative summary of the workshop, so that we may include these details in our Conference Journal.
5. Proposals should be submitted by **MARCH 30<sup>TH</sup> 2012**.

We will notify you in writing of the time, location, and other important details concerning your workshop well in advance of the Conference.

Thank again you for your time and consideration, and please do not hesitate to contact us with any questions or concerns.