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# NEW JERSEY ASSOCIATION of COUNTIES

County Government with a Unified Voice!

## Business Associates Monthly



### Low Cost Document Management Services and Solutions

By: Vincent DeTomaso, Regional Sales Manager

For almost 10 years Foveonics Imaging Technologies (FIT), a New Jersey Based Company has provided local, county and state government with innovative, low cost document management services and solutions.

F.I.T. is a New Jersey State Contract provider of microfilm conversion services for the Motor Vehicle Commission successfully producing over 100 million images of microfilm for the state. This multi-year contract involves producing microfilm for over 65 MVC branches throughout New Jersey. NJMVC faced a daunting dilemma of what to do with a mounting backlog of paper. Boxes of paper were stacked in prime real estate space. FIT has helped to eliminate the backlog. The contract has been held for over 5 years by FIT providing exceptional service and quality.

Most recently Foveonics was awarded for a third consecutive time the Somerset County Document Imaging Cooperative. This very large Master Contract Agreement has over 100 participating agencies; which includes over 9 counties in New Jersey, and a few dozen municipalities. The Somerset County Cooperative allows participating agencies to purchase small and large format scanning, indexing, redaction, OCR, 16mm and 35mm microfilm directly from the contract. Over the last couple of years over 50 municipalities and numerous counties looking for a premiere service provider that will save time and money have utilized the COOP.

More and more government entities are faced with having to do more with less. In addition, Open Public Record Act requests are increasing daily and placing a heavy burden throughout the state. Randolph Township building department was facing

a similar situation but did not know where to start. After a thorough review Foveonics Imaging was able to design and implement a plan to increase efficiency and reduce costs.

Brett Radi, Somerset County Clerk was faced with a challenge of deteriorating Index, Mortgage and Deeds books through years of use from the public. Mr. Radi decided to have these books scanned and microfilmed to ensure the integrity of the record remains forever. As a result of his decision he was able to save the county money because the books were acceptable for regular format scanning and did not require a heavy amount of preparation. This would not have been the case in the near future and would have resulted in a much higher price and longer duration project. This is the challenge that many government agencies face and over time as documents age from wear and use it becomes more difficult to scan. Utilizing the Cooperative Somerset County was able to have scanned over 1 million small and large format documents on-site. In addition, this project ensures the safety of the records having the microfilm copy stored at the state.

The Somerset County Cooperative is a 2 year agreement which expires in March 2015. If a county is not a member and has a need to join; the purchasing department in Somerset County can help with the process.

For more information contact Vincent DeTomaso via e-mail at [vdetomaso@FoveonicsImaging.com](mailto:vdetomaso@FoveonicsImaging.com) or call (908) 627-2202. Also visit us at [www.FoveonicsImaging.com](http://www.FoveonicsImaging.com).

**HOP TO IT  
&  
REGISTER  
TODAY**

**NJAC  
ANNUAL  
CONFERENCE**

**included  
on  
pages (8-9)  
or visit  
[www.njac.org](http://www.njac.org)**





## Everyone Benefits When Designers, Management and IT Work Together as a Team

By: Eric Davis, IT Manager, PS&S

As managers grapple to ensure their companies use the best technology in the right ways, sometimes what really matters are the simple human aspects—interactions between technicians, designers and managers—to make sure that we all draw maximum productivity from one another.

As the IT manager at the architectural and engineering firm of Paulus Sokolowski and Sartor, I have learned that there are three key areas where IT leaders and business managers must focus to ensure technology works well in the organization:

- Building Trust—The technology team must build a good working relationship with their end users: engineers, designers and project managers.
- Collaboration—IT and CADD leaders must work together to realize common goals by sharing knowledge, exchanging ideas, and creating a team environment.
- Communicating—IT can only be integral to the business with regular and meaningful interactions between technology leaders and management's executive team.

### Building Trust

To build a good working relationship with engineers, designers and project managers, members of the tech team must truly work as a support team by striving to understand how users do their jobs.

For many, the technologist is just the person you call when you have trouble with your e-mail or need your password reset. But IT is much more effective when the technologist puts down the smartphone and interacts with the engineers and architects being supported.

For example, we learned that our project managers struggled with managing e-mails. Mail needed to be stored in a searchable database accessible to every member of the team. After observing team members spending as much as five minutes to archive a single e-mail, we put in place Newforma software — a project file and e-mail management system which is simple to use. The software cut processing time per e-mail to two seconds by allowing users to drag and drop e-mails into a file system that is searchable by all team members.

Asking simple questions to determine the technical struggles team members encounter can lead to better efficiency and productivity. Understanding how these issues impact the project workflow will make it easier to identify and prioritize core problems, enabling the team to focus on the technical resolutions that can have the greatest impact on a firm. Excellence in this area will instill the trust and confidence of fellow co-workers and increase the tech team's effectiveness and influence across the firm.

### Collaboration

In many AEC firms, CAD and IT Departments have segmented their services, when in fact it is their cooperation that is essential to effectively implement technology solutions.

Today the engineering design and modeling processes are more dependent on technology than ever. The technologies used push processors, memory and storage to the limit as designs switch from two-dimensional flat drawings to three-dimensional models and photo-realistic renderings.

The IT world is also rapidly changing with the maturity of server and desktop virtualization, increased mobility options, and the exploration of cloud technologies. There is now simply too much information for one person to master. That makes working collaboratively among the CAD and IT teams essential.

*(Continued on page 5)*



## UPCOMING SUSTAINABLE JERSEY EVENTS AND TRAININGS

Find complete information on all upcoming events and trainings at [www.sustainablejersey.com](http://www.sustainablejersey.com) "Events and Trainings"

### ENERGY WORKSHOPS:

**Local Leadership on Clean Energy: Incentives and Energy Savings for Residents, Businesses and Local Governments**

**Wednesday, May 1, 2013**

**Hammonton Canoe Club**

100 Sports Drive  
Hammonton Lake Park, NJ 08037

4:00 PM: Register/Network/Light refreshments;

**4:30-6:30 PM: Workshop**

[REGISTER](#)

**Tuesday, May 7, 2013**

**Morristown Town Hall, (3<sup>rd</sup> Floor)**

200 South Street  
Morristown, NJ 07960

3:00 PM: Register/Network/Light refreshments;

**3:30-5:30 PM: Workshop**

[REGISTER](#)

**Options and Incentives to Improve Energy Efficiency in Schools**

**Wednesday, May 9, 2013**

**Livingston Senior/Community Center (LSCC),  
Tahaney Room 3**

204 Hillside Avenue, Livingston, NJ 07039

3:00 p.m. - Networking/Registration/Light Refreshments;

**3:30-5:30 PM: Workshop**

[REGISTER](#)

**NEW SUSTAINABLE JERSEY ACTIONS RELATED TO ARTS AND CREATIVE CULTURE:**

**Using Creative Assets To Achieve Points in the Sustainable Jersey Program**

**May 2, 2013: Arts Day**

**Trenton War Memorial**

**10:00 AM – Noon**

[REGISTER](#)

## NJAC WELCOMES NEW BUSINESS MEMBERS

### **Alternative Utility Services, Inc.**

Fritz Kreiss  
331 Newman Springs Rd.,  
Bldg. 1, 4th Fl., Ste. 143  
Red Bank, NJ 07701

### **File Bank**

Anne Casmano  
Sales Manager  
23 Thornton Road  
Oakland, NJ 07436

### **E.L.E.C.**

Mark Longo  
Executive Director  
65 Springfield Ave., 2nd Fl.  
Springfield, NJ 07081

### **Meridian Property Services, Inc.**

Martha Van Cleve  
President  
3024 S. Broad Street  
Hamilton, NJ 08610

### **NJ Petroleum Council a division of API**

James E. Benton  
Executive Director  
150 West State Street,  
Trenton, NJ 08608



## Helping the Public Sector Deliver Better Services, More Efficiently

By: Jane Ann Altar, Director of Marketing



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 30-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 clients identify under-utilized assets, uncover areas where IT spending can be reduced and recover budget that can be returned to stakeholders – or used to fund critical information technology projects. Typically, savings can be found of 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 & Infrastructure 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 more information contact *TechXtend* (732) 389-8950 x7246 or via e-mail [state.gov@techxtend](mailto:state.gov@techxtend).

## ENR.COM

*(Continued from page 2)*

Regular meetings between IT and CAD leaders create opportunities to learn from one another as they discuss successes, struggles, and emerging technologies. Through this type of collaboration the CAD and IT teams bring their respective skillsets together to solve design challenges. Ultimately, the CAD/BIM manager and IT manager should work side-by-side to coordinate their teams to work together to build solutions not independently obtainable.

For example, on a recent assignment of designing a new dormitory for New Jersey's Montclair State University, PS&S was confronted with significant time and resource constraints. The size of the model required for the project would push beyond the capabilities of the existing workstation configuration, making it appear impossible to meet the shortened deadline.

An easy, but expensive solution would have been to purchase an additional 20 powerful workstations. Because the IT and CAD team had already been working together evaluating production readiness of a new operating system and design software enhancements, they were able to mobilize quickly and provide the required computing power for the Montclair dormitory model by upgrading 20 existing workstations with 64-bit operating systems and additional memory within two weeks.

There were times on the Montclair project, and others, when the computer resources demanded by modeling and rendering made it impossible for designers to use their workstations for any other purpose.

As a result, designers were requesting second workstations at their desks so they could complete simple tasks, such as e-mail or accessing the Internet, while a design program was running. To provide these resources the IT and CADD team collaborated to build a high-performance virtual desktop environment housing more than 25 virtual workstations on only three servers. The new approach allows PS&S to provide project team members on-demand access to the computing resources they need without having to physically provision a second workstation at individuals' desk. It is the cohesion between CAD and IT that enhances the capability to provide strong technology solutions that improve the project delivery process.

### Communication

Successes need to be shared. Regular communication with your executive team is essential for overall IT effectiveness. Put simply, IT leaders must educate the executive team on the ways technology contributes to process improvements and profits. Failing to communicate technologies impact to an organization can result in IT being viewed as only a cost center. IT leaders must learn the language of management and then be able to communicate their vision. A vision where technical change serves to meet specific business goals and investments in new technology can cut costs and boost profits.

A firm is better equipped to meet the changing needs of both employees and clients when management and IT are in synch. Companies that make IT central to design, that build effective teams among middle managers and also ensure effective communications between IT and senior executives, are well served in our dramatically changing tech environment and, in turn, deliver better value to their customers.

*Eric Davis is IT Manager at New Jersey-based Paulus Sokolowski & Sartor, a 50-year old provider of environmental consulting, engineering and architectural services.*





## National Association of Counties (NACO)

### Tell NACO about your National County Government Month activities

Are you ready to celebrate? Be sure to tell NACO what your county has planned in April for NCGM via an online form. Upload your proclamations, photos, videos and calendar of events. [Learn More](#)

Contact: [Jim Philipps](#) · 202.942.4220

### Make It in America Challenge funding available

Federal funding is available to encourage foreign and domestic businesses to build or expand their U.S. operations. Up to 15 awards will be made to accelerate job creation. The deadline is May 31. [Learn More and Apply](#)

Contact: [Brian Brothman](#) · 202.482.4073

### Look for new Creating Healthy Counties newsletter

Through support from the Robert Wood Johnson Foundation and in partnership with the University of Wisconsin Population Health Institute, NACO will publish a bi-monthly newsletter providing background information on the County Health Rankings and Roadmaps and highlighting ways that counties can address community health. [Learn More](#)

Contact: [Katie Bess](#) · 202.942.4215

**The FY2014 appropriations process has begun and there are three House “Dear Colleague” appropriations letters currently being circulated by House members that deal with several NACO legislative priorities. Please contact your House members and ask them to sign onto the Community Development Block Grant (CDBG), HOME Investment Partnerships (HOME), USDA Rural Development and Economic Development Administration (EDA) “Dear Colleague” FY2014 appropriations letters**

House Reps. Robert Brady (D-PA), Lou Barletta (R-PA), Jim McGovern (D-MA), Peter King (R-NY), Emmanuel Cleaver (D-MO) and Chris Gibson (R-NY) are circulating a bipartisan “Dear Colleague” letter requesting \$3.3 billion for the U.S. Department of Housing and Urban Development’s Community Development Block Grant (CDBG) program in FY2014. CDBG has been drastically reduced in recent years, having been cut by nearly 25 percent or \$1 billion since FY2010. Click [here](#) for the NACO Action Alert, links to the “Dear Colleague” letter and NACO legislative policy brief on CDBG. *The deadline for House members to sign onto the CDBG letter is Wednesday, April 17*

House Rep. Marcia Fudge (D-OH) is circulating a “Dear Colleague” letter requesting \$1.6 billion for the U.S. Department of Housing and Urban Development’s HOME program in FY2014. The HOME program has been reduced by 40 percent since FY2010, and is currently funded at \$950 million with the sequestration cut. Click [here](#) for the NACO Action Alert, links to the “Dear Colleague” letter and NACO legislative policy brief on HOME. *The deadline for House members to sign onto the HOME letter is Thursday, April 11.*

House Reps. Michael Michaud (D-ME) and John Duncan, Jr. (R-TN) are circulating a bipartisan “Dear Colleague” letter requesting the FY2012 funding level of \$257.5 million for the U.S. Department of Commerce’s Economic Development Administration (EDA) in FY2014. EDA funding has decreased in recent years, and has been discussed for consolidation and even elimination. Click [here](#) for the NACO Action Alert, links to the “Dear Colleague” letter and NACO legislative policy brief on EDA. *The deadline for House members to sign onto the EDA letter is Friday, April 12.*

Contact: [Daria Daniel](#) 202.942.4212 or [ErikJohnston](#) 202.942.4230



## Atlantic County Executive Levinson Forms Veterans History Museum Committee

*By: Linda Gilmore, Public Information Officer*

Atlantic County Executive Dennis Levinson has announced the formation of a committee to explore the creation of a county veterans history museum located on the grounds of the Atlantic County Park at Estell Manor that includes the county veterans cemetery.

"In Atlantic County our veterans are revered. We believe a museum is not only a fitting tribute to our courageous military heroes, but it will also serve as a wonderful educational resources for our youth as well as visitors of all ages and from all areas of the county and perhaps beyond," said Levinson.

Atlantic County has previously honored its veterans with the creation and publication of "Called to Duty: Recollections of Atlantic County Veterans," that features personal remembrances and photographs from local military heroes and many of their loved ones. Levinson also initiated the Atlantic County Veterans Service Medal and several medal presentation ceremonies.

The county has offered the use of the historic Estell Manor House to house the museum. It is the former home of Rebecca Estell Bourgeois Winston, the first mayor of Estell Manor and the first female mayor in New Jersey. The house was built in 1832 by Winston's grandfather and remodeled to its present Colonial Revival style by Winston in the 1920s. The house was purchased by the county in 1993 but has remained unoccupied while structural repairs were made.

Levinson has appointed former County Executive Richard E. Squires as committee chairperson. Squires is a veteran and is responsible for the creation of the original veterans cemetery which will soon undergo an expansion to accommodate additional veterans and their spouses. Committee members include: Helen W. Walsh, Ike Rucker, Elmer Ripley, Bernie Friedenber, June Sheridan, Joseph Brown, Stuart Lockhart, Donna Smigliani, Marco Smigliani, Karen George, Robert Frolov, Bill Reinert, Cindy Mason Purdie, Glen Mawby and Eric Husta.

One of the first tasks of the committee will be to identify policies and procedures for donated items of interest. This information will be shared with the public as soon as it becomes available.

For more information contact *Linda Gilmore, Public Information Officer, (609) 343-2313 or e-mail [Gilmore\\_linda@aclink.org](mailto:Gilmore_linda@aclink.org)*.

### HELP WANTED

#### CHIEF FINANCIAL OFFICER

COUNTY OF PASSAIC is seeking an experienced individual with excellent managerial skills and who holds state certification for chief financial officer, county certification a plus (successful candidate must be willing to obtain County Certification within 2 years), must have at least a minimum of 5 years' experience. Preferable knowledge of Edmunds Software is a plus. In addition to the current fund, CFO duties include general ledger maintenance, budget preparation, payroll, pension, bank reconciliations and accounts payable and receivables, as well as, any other duties assigned. Passaic County's current fund operating budget is \$400 + million. Cover letter along with resumes can be sent to the County of Passaic, c/o Anthony J DeNova, Administrator, 401 Grand Street, Suite 205, Paterson, NJ 07505.

# 2013 NJAC ANNUAL CONFERENCE

*County Government with a Unified Voice!*

May 8<sup>th</sup> - May 10<sup>th</sup>

## REGISTRATION FORM

Company: \_\_\_\_\_

County/State Government Agency: \_\_\_\_\_

Last Name: \_\_\_\_\_ First Name: \_\_\_\_\_

Title: \_\_\_\_\_

Mailing Address: \_\_\_\_\_

City, State, Zip: \_\_\_\_\_

Telephone: \_\_\_\_\_ Fax: \_\_\_\_\_

Email: \_\_\_\_\_

*I am exhibiting and the contact information of the second full registrant included in the exhibit package is:*

Last Name: \_\_\_\_\_ First Name: \_\_\_\_\_

Title: \_\_\_\_\_

Address (if different from above): \_\_\_\_\_

Telephone: \_\_\_\_\_ Email: \_\_\_\_\_

All exhibitors receive (2) full conference registrations that include continental breakfasts, and admission to all workshops, luncheons, and receptions. Please see the next page for more details. Please note that exhibitors interested in using Wi-Fi in the Exhibit Area must contact Caesar's directly.

	<u>NJAC Member</u>	<u>Non-Member</u>
<u>Individual Registration</u> - <b>Deadline 04/30/2013</b>		
Full	<input type="checkbox"/> \$425.00	<input type="checkbox"/> \$550.00
Thursday	<input type="checkbox"/> \$250.00	<input type="checkbox"/> \$375.00
Friday	<input type="checkbox"/> \$275.00	<input type="checkbox"/> \$400.00
<u>Exhibitor Registration</u> - <b>Deadline 04/30/2013</b>		
Business/Commercial	<input type="checkbox"/> \$1,325.00	<input type="checkbox"/> \$1,850.00
County/State Government Agency		
Package A	<input type="checkbox"/> \$1,050.00	
Package B	<input type="checkbox"/> \$850.00	

**VENDORS ARE PROHIBITED FROM BREAKING DOWN EXHIBIT BOOTH DISPLAYS BEFORE 2:30P.M. ON FRIDAY, MAY 10<sup>TH</sup>.**

**Payment must be received before the event and submitted with this form to:**  
 New Jersey Association of Counties  
 2013 Conference Registration  
 150 West State Street, Suite 220  
 Trenton, NJ 08608  
 T: (609) 394-3467 F: (609) 989-8567  
 Email: [kim@njac.org](mailto:kim@njac.org)

Payment Options  
 Visa  MC  AMEX  Check  
 **County or State Purchase Order**  
 Name on Card: \_\_\_\_\_  
 Acct #: \_\_\_\_\_  
 Exp. Date: \_\_\_\_\_  
 Signature: \_\_\_\_\_

By signing on the line above, you agree to the terms of the contract & authorize payment for →  
**TOTAL:** \_\_\_\_\_

**\*CANCELLATION POLICY:** Registration cancellations must be made via email to [kim@njac.org](mailto:kim@njac.org) no later than **30 days** prior to the event. A 25% administrative fee will apply to any refunds. **No refunds will be given after April 5th.**



# 2013 NJAC ANNUAL CONFERENCE

*County Government with a Unified Voice!*

May 8<sup>th</sup> – May 10<sup>th</sup>

## CALENDAR OF EVENTS

### Wednesday, May 8<sup>th</sup>

9:00 a.m. – 3:00 p.m. Exhibitor Set-up in Exhibit Area  
1:00 p.m. – 7:00 p.m. Registration  
5:00 p.m. – 7:00 p.m. Meet & Greet Reception in Exhibit Area

### Thursday, May 9<sup>th</sup>

8:00 a.m. – 3:00 p.m. Registration  
8:30 a.m. – 11:30 a.m. Exhibit Area Opens  
8:30 a.m. – 10:00 a.m. Continental Breakfast  
9:00 a.m. – 10:00 a.m. Board of Directors Meeting in Exhibit Area  
10:15 a.m. – 12:30 p.m. Workshops\*  
10:15 a.m. – 12:15 p.m. New Freeholders and County Officials' Orientation  
12:00 p.m. – 12:30 p.m. Exhibit Area Closed *to set up for luncheon*  
12:30 p.m. – 2:00 p.m. Legislative Luncheon in Exhibit Area  
2:15 p.m. – 3:30 p.m. Doing Business w/County Gov't (*for vendors*) in Exhibit Area  
2:15 p.m. – 4:30 p.m. Workshops\*  
3:30 p.m. – 4:45 p.m. Exhibit Area Closed *to set up for evening reception*  
5:00 p.m. – 7:00 p.m. Exhibitors' Reception with DJ entertainment in Exhibit Area

### Friday, May 10<sup>th</sup>

8:00 a.m. – 11:30 a.m. Exhibit Area Opens  
8:00 a.m. – 12:00 p.m. Registration  
8:30 a.m. – 10:00 a.m. Continental Breakfast  
9:00 a.m. – 10:00 a.m. Board Tour  
10:00 a.m. – 12:15 p.m. Workshops\*  
12:30 p.m. – 1:15 p.m. County Cook-Off  
1:15 p.m. – 2:30 p.m. President's Awards  
2:30 p.m. – 3:00 p.m. Vendor Breakdown Party w/DJ

*\*Staggered one hour workshops.  
CEU & CLE credits available  
for approved workshops.*

## OUTSTANDING EVENT & ADVERTISEMENT OPPORTUNITIES

*Don't miss the opportunity to host one of our outstanding events or to advertise in our conference journal. Please contact John Donnadio or Loren Wizman at (609) 394-3467 for additional details.*

- |   |   |  |
|---|---|--|
| <input type="checkbox"/> Corporate Host       | <input type="checkbox"/> County Cook-Off        | <input type="checkbox"/> Exhibitors' Reception         |
| <input type="checkbox"/> Legislative Luncheon | <input type="checkbox"/> President's Awards     | <input type="checkbox"/> Coffee Stations               |
| <input type="checkbox"/> Board Tour           | <input type="checkbox"/> Continental Breakfasts | <input type="checkbox"/> Meet & Greet Reception        |
|   |   | <input type="checkbox"/> County Officials' Orientation |
| <input type="checkbox"/> Platinum Page Ad     | <input type="checkbox"/> Gold Page Ad           | <input type="checkbox"/> Silver Page Ad                |
|   |   | <input type="checkbox"/> Full Page Ad                  |
|   |   | <input type="checkbox"/> Half Page Ad                  |

## VALUE ADDED EXHIBIT INFORMATION

### Business Vendors

**(2)** full conference registrations, 6' skirted table, 2 chairs, 110 electrical outlet & wastebasket.

### County/State Government Agencies

**Package A – (2)** full conference registrations, 1 hotel room for 2 nights at Caesar's, 6' skirted table, 2 chairs, 110 electrical outlet & wastebasket.

**Package B – (2)** full conference registrations, 6' skirted table, 2 chairs, 110 electrical outlet & wastebasket.

Please note that all 8' across x 10' deep exhibit booths are assigned on a first come, first serve basis; and that exhibitors should take precautions to adequately secure their exhibits and equipment. Neither NJAC nor Caesar's is responsible for any loss or damage to any materials, supplies, equipment or objects, personal or otherwise used in connection with your exhibit. If you are shipping materials or equipment, please email Loren Wizman at [loren@njac.org](mailto:loren@njac.org), and she will email you contracts for you to complete and fax to AEX Convention Services. **Booth assignments will be emailed to you approximately 2 weeks prior to the conference.**



## WE HELP STATE, COUNTY AND LOCAL GOVERNMENTS MANAGE BUDGET CONSTRAINTS.



Whether your organization is working with consistent budget cuts or facing constraints due to catastrophic events, EmLogis will help. Budget reductions, pay freezes and unplanned events will continue, forcing you to do more with less. Reduce labor cost and discover more efficient ways to manage limited resources with automated employee scheduling. **"Schedule Smarter, not Harder."**

### HERE ARE COMMON **BUDGET PITFALLS**

- Increased overtime due to smaller workforce
- Forced retirement of most experienced workers
- Tenured staff performing menial duties
- Reduced wages decrease quality of talent pool
- Diminished quality of life for employees and their families
- Elevated attrition rates

Contact TechXtend today for more information on how  
EmLogis can help you avoid budget pitfalls:



## MANAGE. AVOID. BENEFIT.

### BUDGET MANAGEMENT

- Control payroll bleeding by easily distributing assignments across the workforce
- Eliminate errors, overlaps, and omissions for multiple employee and location scheduling
- Improve resource allocation covering open shifts
- Schedule based on cost, skill, headcount and performance
- Activity based scheduling covering peak traffic or priority activities

### AVOID DIMINISHED MORAL

- Reduce Payroll costs by balancing overtime and optimizing shift structures
- Introduce balanced shift structures to manage workload
- Float employees from multiple locations or teams
- Provide cloud based portals to manage employee availability, preference, and connectivity
- Improve quality of life with easier shift swaps, PTO requests and calendar sharing

### EMPLOYEE BENEFITS

- Payroll Savings up to 20%
- Roll up Reporting & Analytics
- Automate employee schedules to decrease time and resources needed to manage
- Industry agnostic to cover all employee shift structures
- Manage shift structure, balance shifts, approve shift swaps and schedule changes with Manager Portal
- Increase communication by phone, text or email

DO YOU KNOW HOW YOU ARE GOING TO HANDLE  
**SHRINKING BUDGETS?**

- Constant distractions impede workflow
- Unhappy and employee driven decisions
- Sick Leave increases due to stress
- Savings unrealized while costs continue to grow
- Supervisors suffer reduced availability
- Customer Service decreases
- Quality of life for employees diminishes

Call us: 732.389.8950 x7246  
OR email: [state.gov@techxtend.com](mailto:state.gov@techxtend.com)





## Can You Be Ticketed for Distracted Driving?

In most states, you can be pulled over and ticketed for texting while driving. Some states also ban handheld cell phone use. [Look up the laws in your state and wherever you plan to drive.](#)

Any activity that distracts a driver can lead to a serious accident. Other common distractions include eating and drinking, grooming, reading maps/directions, adjusting the radio, and more. These activities may seem harmless, but the fact is that hundreds of thousands of people in the U.S. are killed or injured every year as a result of

distracted driving.

What can you do? Concentrate on driving when you're behind the wheel--it's not the time for multi-tasking.

Visit [Distraction.gov](#) to get more information about distracted driving.



**Homeland  
Security**

## FEMA Again Extends Deadline to Register for Hurricane Sandy Assistance

Survivors of Hurricane Sandy now have until May 1, 2013, to register for disaster assistance through the Federal Emergency Management Agency (FEMA).

The deadline was extended another month at the request of New Jersey officials.

People with storm losses in all counties in the state can register online at [www.DisasterAssistance.gov](http://www.DisasterAssistance.gov) or via smartphone or tablet at [m.fema.gov](http://m.fema.gov). Registration is also available by calling 800-621-3362, TTY 800-462-7585 or 711/VRS. The toll-free telephone numbers operate from 7 a.m. to 10 p.m. seven days a week.

The disaster registration process serves as a referral point for FEMA programs and those of partner agencies such as the U.S. Small Business Administration, American Red Cross and the Salvation Army.

FEMA disaster assistance for individuals and families can include money for rental assistance, essential home repairs, personal property and other serious disaster-related needs not covered by insurance.

The SBA has also extended to May 1 the date for homeowners, renters and business owners to complete and return SBA disaster loan applications. Visit [www.sba.gov](http://www.sba.gov) or call 800-659-2955, TTY 800-877-8339 for more information



# New Jersey Association of Counties

County Government with a Unified Voice!

## 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.

**April 2013**

Monday	Tuesday	Wednesday	Thursday	Friday
1 National County Government Month	2 Child Abuse Prevention Month	3 Food Drive, Month of April, Monmouth Cty.	4	5
8	9 Free Health Screening, Atlantic Cty.	10 Future Free of Colon Cancer, Somerset Cty.	11	12 National Public Safety Telecommunications Week 4/14-4/20, Burlington, Cty.
15 Collect old scrap tires, Somerset Cty.	16	17 Sheriff's Sale, Hunterdon Cty.	18	19 Job Fair, Monmouth Cty.
22 Free Veteran's ID Cards, Passaic Cty.	23 Sun Safety, Sussex Cty.	24 History Grant Workshop, Union Cty.	25	26 Arbor Day Program, Atlantic Cty.
29	30 Spring Plant Expo, 5/4, Mercer, Cty.			

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

Please visit the following link [Legislative Updates](#) to review the April 12, 2013 edition of the State House News, which contains legislative updates on source separation exemptions, subcontracting and countywide purchasing, early voting, county operated nursing homes, and sex offender registration information.

If you haven't done so already, make sure to visit our website at [www.njac.org](http://www.njac.org) for details about our upcoming annual celebration of county government scheduled to take place from May 8<sup>th</sup> through May 10<sup>th</sup> at Caesar's in Atlantic City. We've worked very hard to put together an outstanding event that includes the State's only county vocational-technical school cook-off challenge; 24 educational workshops approved for continuing education credits in CMFO/CCFO, CCFO, CPWM, RMC, RPPO/RPPS, QPA, CTC, and CLE; and, unique networking opportunities to meet with representatives from all 21 counties and 150 businesses.

I look forward to seeing you next month.



*John G. Donnadio, Esq.*