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NJAC WELCOMES NEW BUSINESS ASSOCIATES

Global Companies, LLC

Anthony Fornarotto
Regional Sales Director,
704 Deerfield Lane
Asbury, NJ
08802

Mutualink, Inc.

Rob Wright
Regional Proj. Dev. Mgr.,
1269 South Broad Street
Wallingford, CT
06492

NJAC Congratulates

John Sartor,
Named President of
Paulus, Sokolowski & Sartor
(PS&S)

Roy L. Hendricks, Warden
Essex County Correctional
Facility as 2013
President of the
NJ County Jail Wardens
Association

NEW JERSEY ASSOCIATION of COUNTIES

County Government with a Unified Voice!

Business Associates Monthly



Recover Agency Overspend on Software to Fund Your Projects

By: Jane Ann Altar, Director of Marketing

Studies of enterprise IT environments have shown that U.S. enterprises overbuy licenses for 60% of their software portfolios and are non-compliant on another 30% of their software assets. In particular, enterprises – including government agencies – over-spend on desktop applications. For example, the studies show that, on average:

82% of the PCs that have Microsoft Office Professional installed don't need all of the applications of this expensive high-end suite.

84% of the PCs that have the full Microsoft Visio package installed use it in read-only mode or not at all and could suffice with a free document viewer.

90% of the PCs that have Microsoft Project installed don't need it at all.

92% of the PCs that have the full package of Adobe Acrobat don't need it at all and could suffice with a free document viewer.

For Microsoft Office, Visio, Project and Adobe Acrobat alone, savings of between \$200-\$300 per end-user can be found. Recovery of this overspend offers government agencies the chance to deliver improved services to taxpayers, without incremental budget.

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. TechXtend uses IT asset management technology to uncover precisely where an agency is wasting money on software licenses. This information has helped reduce actual IT budgets by

20 to 40 percent in the first year alone.

The asset intelligence tool used by TechXtend provides a business view of the hardware and software agencies have installed.

The reports give the insight the agencies need in order to stop overbuying software licenses, to remove the cost of maintaining and supporting under-utilized software and hardware, to get fair value from annual software license reviews and "true-up" negotiations, and much more.

TechXtend Focus: Technology Investments to Help Deliver Better Services

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.**

For more information contact *TechXtend* 732-389-8950 x7246 or e-mail state.gov@techxtend.

Five Steps to Recovering Agency Budget

1. Conduct a free TechXtend assessment
2. Deploy survey tool in the agency
3. Reallocate and retire licenses
4. Implement purchasing policies
5. Track your savings



CHA Acquires Coler & Colantonio

By: Scott Keating, Communications Manager

CHA Consulting, Inc. (CHA) has acquired Coler & Colantonio, Inc., one of Boston's largest engineering firms, creating a 1,400-person global firm.

Coler & Colantonio has 175 staff in eight offices in Massachusetts, Maine, New Hampshire, Texas, and Vermont. They offer energy infrastructure, land development, geospatial, government, environmental, water and wastewater design and operation, and specialty high order survey engineering. They also have proprietary utility asset management software.

"Coler & Colantonio's staff have a skill set that meshes well with ours," said Ray Rudolph, PE, CHA's CEO. "They bring tremendous expertise to the table, particularly in utility infrastructure." Notably, Coler & Colantonio offers asset management tools, including their flagship *INTREPID*[™] software, that allow utilities to efficiently and cost-effectively manage their infrastructure.

"Our combined talent sets us apart," said Jim Colantonio, Coler & Colantonio's President. "Clients don't hire firms; they hire experts. Both firms have some of the most respected professionals in

a wide range of subject matters. Working together, the possibilities are endless." He noted that the acquisition will allow their clients to benefit from CHA's full range of architecture, engineering and construction services.

Despite the difficult economy of the past four years, CHA is on track to achieve its growth targets. "The acquisition of Coler & Colantonio reinforces our commitment to grow by adding expertise that creates value for our clients," Rudolph noted. The firm anticipates having a workforce of 2,000 by 2016.

CHA is a highly diversified, full service engineering and construction management firm providing a wide range of planning and design services to public, private and institutional clients worldwide. Recently, the firm was selected by *ENR-NY* as their 2012 Design Firm of the Year.

For more information, visit www.chacompanies.com or contact Raymond L. Rudolph Jr., PE, Chief Executive Officer at rrudolph@chacompanies.com.



Nationwide[®]
On Your Side

Five Retirement—Planning Steps to Consider

By: Kelly Adams, Senior Marketing Analyst

Five retirement-planning steps to consider

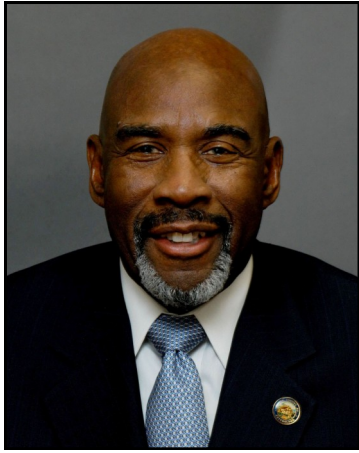
Have a vision. What will life in retirement be for you?

Plan ahead. How will you be prepared for life in retirement?

Spend wisely. Consider the value you get, short and long term, from what you buy.

Save and invest. Consider possible short- and long-term needs.

Seek help. 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.*



In Memory of Chester Holmes

The NJAC family was saddened to hear of the passing of former Union County Freeholder and NJAC Board of Director Chester Holmes. Chester gave generously of his time, energy, knowledge and ex-

perience as a valued member of the Association. He served as a member of the NJAC Board of Directors and as Chairman of the Association's Public Relations and Information Committee to which he brought sincerity, good cheer and dedication.

"Chester was a gentleman and friend to all. He had a unique style, with a tremendously engaging and comforting personality. He truly lived his life to the fullest and was always in good spirits. Chester was also an amazing elected official and public servant who made remarkable contributions to the greater Union County

community during a 49-year career. We are deeply saddened by the news of his passing, and will miss him greatly," said Union County Freeholder Alexander Mirabella.

Holmes was a popular Rahway resident who served more than 49 years in the public sector as a former police officer, former Rahway Councilman, former Council Chairman, and Union County Freeholder who left the board at the end of his fourth term on Dec. 31st, 2009.

After leaving elected office Chester continued to work on his private security business, Holmes Security and Investigations Inc., as well as doing what he did his entire life, advocate for Union County.

Chester was one of the most decent, down to earth, approachable individuals with a calm, soothing presence on the Board, and someone who also provided great leadership in many different areas, especially, public safety and homeland security.

He will be missed by all.



Essex County Executive DiVincenzo and Zoological Society of NJ Announce Investors Bank Support of Essex County Turtle Back Zoo

By: Anthony Puglisi, Director, Public Information, County of Essex

Essex County Executive Joseph N. DiVincenzo, Jr. and the Zoological Society of New Jersey Announced that Investors Bank and Investors Foundation, a charitable entity that supports nonprofit organizations in the communities served by Investors Bank, are contributing \$125,000 each (for a total of \$250,000) to support Essex County Turtle Back Zoo. The grant will be used to expand the animal-themed playground and children's play area at the zoo.

"Turtle Back Zoo is recognized for its quality educational programming that provides people of all ages with exciting and interactive opportunities to

learn about nature, animals and the importance of conservation. The zoo is a great destination for children and families to have a fun-filled afternoon while learning how to become stewards for our future," DiVincenzo said. "On behalf of the County of Essex, I extend my sincere thanks to Investors Bank and the Investors Foundation for their generous support of the Turtle Back Zoo," he added.

"In 2012, the Turtle Back Zoo hosted 560,000 visitors, and in 2013 we expect to break attendance records for the ninth straight year," said Adam J. Kerins, Executive Director of the Zoological Society. "This new play area, which

(Continued on page 7)



County and Municipal Consumer Agencies of New Jersey Holiday Happenings

By: Harold Spence, President,

The statewide organization of County and Municipal Consumer Agencies of New Jersey (**CAMCA**) recently announced their annual monetary and food donations to the Monmouth County Food Bank.

At their December meeting and holiday luncheon, CAMCA Directors and investigators from around New Jersey attended the event to also help provide a special delivery for needy families. During the meeting the membership collected monetary donations accompanied by 5 large parcels of assorted food items.

CAMCA President Harold Spence said “in light of the recent battering that New Jersey has taken, especially our neighbors in shore communities, we felt that help was, and is, still needed there”. CAMCA has been collecting items for consumers in need for the past several years and as a statewide group, alternate each year on different areas of the state.

Also at this meeting, Vice President Donna Giovannetti, Director of Mercer County Consumer Affairs added “our friends and family are very important to us and Hurricane Sandy reminded us once again that as a community, we can make a big difference in a lot of people’s lives in these little acts of kindness.



I to r: Harold Spence, President of CAMCA, Jeanne Ferrari, Director Hunterdon County Consumer Affairs & Eileen Popovich, Director Somerset County Consumer Affairs.

Also discussed at this year-end meeting were CAMCA accomplishments as the recent Used Car Task Force and education seminars for consumers from Foreclosure Scams and Consumer awareness seminars held throughout the state

Mr. Spence concluded the meeting with wishing everyone a happy holiday and a safe and consumer friendly New Year.

If you have questions about CAMCA, contact *Harold Spence, President at (856) 384-6855 or hspence@co.gloucester.nj.us.*



UPCOMING EVENTS

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.

www.sustainablejersey.com

SAVE THE DATE

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



National Association of Counties (NACo)

NACo Releases New Analysis on Fiscal Cliff Deal

The National Association of Counties has released a new summary of the fiscal cliff deal signed by President Obama today. After weeks of negotiation, Congress approved legislation (H.R. 8) on New Year's day that delays the across-the-board sequestration cuts for two months, extends most of the Bush era tax cuts and extends the Farm Bill for another year. The measure passed the U.S. House of Representatives late on January 1 after the U.S. Senate had approved it overwhelmingly earlier that same day. While the passage of this measure will temporarily avert and delay various elements of the fiscal cliff, Congress and the administration are already opening talks on the next round of federal debt and deficit issues that may have significant consequences for counties.

Under the most recent fiscal cliff deal, there are several key issues impacting counties:

- Deduction of state and local taxes extended
- No major reform to entitlements, including Medicaid
- Farm Bill extension fails to extend funding for rural development
-

To view the NACo fiscal cliff summary, please click [here](#) to view the full report.

EPA readies proposed regulations for release

Prior to the election, the Environmental Protection Agency drafted a number of regulations that could change the regulatory landscape for counties. Among these are several air and water quality regulations. Following are select highlights of the pending regulations.

Particulate Matter (PM) Standards; Boiler MACT; Ozone; Stormwater Regulations; Waters of the U.S. ; and Stormwater Runoff from Logging Roads.

To view the highlights of the above pending legislation please click [here](#) .

National County Government Month (NCGM)

The National County Government Month will be held in April of 2013. The theme for NCGM will be "Smart Justice: Creating Safer Communities." and extends the Farm Bill for another year.

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

HELP WANTED

Hospital Administrator/Hospital Director, Essex County Hospital and Institute for Mental Health Policy, Research and Treatment is seeking to hire a full-time Administrator/Director. This 186 bed psychiatric hospital is located in Cedar Grove, NJ

Responsibilities include but are not limited to: The leadership and day to day operations of the hospital, for application and implementation of established policies; Acts as liaison among the governing authority, medical staff, and personnel of the hospital; Establishes formal means of accountability from those to whom he/she has assigned duties. Regularly schedules inter-departmental and departmental meetings, to maintain liaison between the medical staff and other departments; Names appropriate departmental representatives to the multi-disciplinary committee of the hospital; Develops standards and methods for measurement of hospital activities; Long term planning, development of operating objectives and budget; Review financial reports, contracts; and, Recruiting, hiring and maintaining personnel.

Requirements are minimum 5 years experience in the management and supervision of various departments in a hospital or other health care facility. A Master's degree in Hospital Administration, Health Sciences or Public Administration.

Excellent benefits package. Please email CV to AAbramowitz@admin.essexcountynj.org

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 under Employment Information.



The Friends of the **DREAM Park**, a local not-for-profit organization that assists with fundraising events for the DREAM Park, is the recipient of a \$7,000 donation that will be used to help purchase equipment for a therapeutic riding program to begin later this year.

The \$7,000 donation is from the Atlantic Riding Center for Health (ARCH), a non-profit agency from Atlantic County, which was operated at a private facility that was sold last September. ARCH was contacted by the DREAM Park and they generously donated funds from their sale to help the DREAM Park purchase equipment for a therapeutic riding program.

Freeholder Director Robert Damminger said, "Therapeutic horseback riding is an enjoyable, educational activity that helps develop confidence in children and adults who may not be comfortable in other types of environments."

"This funding will go toward the purchase of a ramp to help riders mount and dismount horses. We are grateful to the organization for their generosity and we are excited to begin a new therapeutic riding program soon," stated Damminger.

Riding lessons for all levels are now available at the DREAM Park by Carrie Forbes of Glen Holly Farms/World Wide Wheelchair Foundation, who will also run the therapeutic riding program for those with special needs.

For information about the Friends of the DREAM Park or how to make a donation, contact *Flossie Ale, Director* at (856)241-1415. For more information about riding lessons call the DREAM Park 856-241-1415, or Carrie 856-899-2808.

Essex County

(Continued from page 3)

will complement an existing playground adjacent to the picnic pavilion, will help us accommodate the Zoo's explosive growth," he added.

"The Turtle Back Zoo is a crown jewel of Essex County, which is home to our headquarters and more than 780,000 residents," said Investors Bank President and CEO Kevin Cummings. "We applaud the continuing efforts of the County and the Zoological Society to provide education and enrichment to children and families throughout the region," he added.

Investors Bank will have naming rights to the new playground, an immersive recreational area to be added to the nearly 20-acre grounds. The construction project is currently out for bid, and details about the playground's size, theme, and groundbreaking will be announced next year.

Under the leadership of Essex County Executive Joseph N. DiVincenzo, Jr., the Zoo has expanded into a major educational institution and is accredited by the American Zoo and Aquarium Association. The Zoological Society of New Jersey, established in 1973, performs fundraising and development activities in support for the zoo. A new Sea Lion Exhibit will open this year in conjunction with Turtle Back's 50th Anniversary and construction of a new Educational Center is scheduled for the spring.

Revitalizing Essex County Turtle Back Zoo

Essex County earned its first five-year accreditation from AZA in 2006 and was re-accredited in 2011. Currently under construction is a Sea Lion and Sting Ray Exhibit. Since taking office in 2003, DiVincenzo has spearheaded over \$50 million in upgrades to Essex County Turtle Back Zoo, which have included developing the Carousel, which

features 33 figures of endangered animals; building the Tam-ring Gibbons Reserve with Gibbons apes, Reeves muntjac and white napped cranes; Australian Exhibit that features kangaroos, wallabies, emus and over 500 birds in the Aviary; Reptile and Education Center, open air dining pavilion and playground, Penguin Exhibit, Otter Exhibit, Wolf Exhibit, alligator Exhibit, North American Animal Exhibit, Black Bear Exhibit, Animal Hospital, Essex Farm Petting Zoo and South American Animal Exhibit; renovating the Pepsi Pavilion for year-round use and making upgrades to the entrance as well as fencing and infrastructure to meet bonds, or donations from the Zoological Society, Essex County Park Foundation, corporations or private foundations. Corporations that have provided support include Prudential Financial, Inc., Wells Fargo, PNC Bank, PSE&G, Verizon, Horizon Blue Cross Blue Shield of New Jersey, Coca Cola, Capital One Bank, TD Bank, Aramark and OxyMagic carpet cleaning.

The Essex County Park Systems was created in 1895 and is the first county park systems established in the United States. The Park System consists of more than 6,000 acres and has 22 parks, five reservations, and environmental center, a zoo, Treetop Adventure Course, ice skating rink, roller skating rink, three public golf courses, golf driving range, two miniature golf courses, three off-leash dog facilities, a castle and the Presby Memorial Iris Gardens. Turtle Back Zoo is located in Essex County's South Mountain Reservation and was opened to the public in 1963.

If you have questions about the Turtle Back Zoo, contact *Anthony Puglisi*, at (973) 621-2542 or apuglisi@admin.essexcountynj.org.

The Atlantic County Police Training Center and Grant Writing USA will present a two-day grants workshop in Egg Harbor Township, February 7-8, 2013. This training is for grant seekers across all disciplines. Attend this class and you'll learn how to find grants and write winning grant proposals.

[Click here for full event details.](#)

Beginning and experienced grant writers from city, county and state agencies as well as nonprofits, K-12, colleges and universities are encouraged to attend.

NJAC Swearing-In Ceremony - 01/29/2013



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



Serving the Public Sector for 30 Years
techxtend.com | 800.599.4388

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

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.

January 2013				
Monday	Tuesday	Wednesday	Thursday	Friday
	1 New Years Day	2 Radon Awareness Month	3	4
7 Flu Vaccine, Gloucester County	8	9	10	11
14 Sheriff's Sale, Monmouth, County	15 Planning Bd., Reorg Meeting, Somerset County	16 Free Seasonal Flu Shot Clinic, Camden County	17 Public Skate, Mercer County	18 Little Learners Craft, Atlantic County
21 NJAC Observes MLK Day	22 Delaware County Kennel Club Begins, Gloucester County	23 Yoga for Beginners, Atlantic County	24 Rabies Clinic, Monmouth County	25 Free Flu Shot Clinic, Cape May County
28 Flu Vaccine, Gloucester County	29 NJAC Re-Organization, Trenton, NJ	30	31	

From the NJAC Executive Director's Desk . . .

We're officially accepting proposals for conference workshops.

More than ever, space is limited, so please submit your proposal no later than **JANUARY 31, 2013** to Loren Wizman by email at loren@njac.org. To make sure that our elected officials, administrators, finance officers, purchasing officials, planners, engineers, attorneys, and other county officials actively participate in our conference, the Conference Committee will give priority consideration to workshops approved for continuing education credits by the appropriate state departments.



John G. Donnadio, Esq.

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 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 include handouts, power point presentations, and other similar materials.
6. Proposals should be submitted by **JANUARY 31, 2013**.

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