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Bumpy Road Ahead for New Jersey Energy Users

By: Addison Armstrong, Sr. Director of Market Research

low end of recent levels, are set to rise 32% from the 2012/13 planning year to the 2013/14 planning year, before falling 45% in the 2014/15 period.

In New Jersey, the planned retirement of coal-fired power plants due to the increasing federal environmental rules is the cause of much of the growth in capacity costs. Those retirements, combined with limited transmission capacity to import replacement generation into the state are two factors that are likely to continue to impact New Jersey electricity consumers over the next few years.

Don't Fall Asleep At The Wheel Regarding Prices

On the commodity side of the equation, plentiful and stable supplies of natural gas and pipeline expansions that will move more gas from the Marcellus Shale to markets throughout the Mid-Atlantic region should continue to put downward pressure on power prices in New Jersey. There are, however, reasons to be cautious about this view of the market. For example, lower fuel diversity due to the increasing use of natural gas to produce electricity can expose consumers to greater commodity price volatility. And the deployment and utilization of natural gas-fired units, which tend to have higher dispatch costs than coal and older gas plants that are slated to be retired, will eventually raise electricity prices for consumers.

On Cruise Control With Marcellus

Electricity consumers in New Jersey have benefitted for several years from relatively stable wholesale commodity prices. Electricity costs have largely been kept under control because of the regional abundance of natural gas from the nearby Marcellus shale, which has transformed the costs of delivering fuel to natural gas-fired generators in the region. New Jersey used to be reliant on natural gas deliveries via long-haul pipelines from the Gulf Coast and Texas, which resulted in high transportation costs. Now that natural gas is being produced in neighboring Pennsylvania, those costs have been reduced.

Detour: Ancillary Costs Set to Rise

But commodity costs are only one component of a consumer's overall electricity bill. Additional charges for so-called "ancillary services" are born by all electricity users in equal measure across a particular service territory. Many of these charges finance the cost of system reliability through payments for extra generating capacity to meet periods of peak load or other emergencies, or for upgrades to the transmission system. Still others are used to subsidize the implementation of renewable sources of electricity. These types of costs, which can not be hedged and vary from year to year, often cancel out the benefit of lower commodity cost components of the electricity bill. For instance, capacity costs in PSEG, which are currently at the

(Continued on page 2)

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Tradition Energy

(Continued from page 1)



One of the effects of low electricity commodity costs over the past few years is complacency amongst consumers who have become used to paying monthly bills that don't move higher very often. But with electricity costs more and more correlated with the price of natural gas, and demand growing for natural gas from not only a growing fleet of electrical generators but also from the resurgence of the petro-chemical industry and eventual exports of liquified natural gas, the days of benefitting from an index-based approach to electricity procurement are numbered.

Road Map to Success: Work With An Advisor

Particularly with the expected increase in retirements of coal-fired generating units, price volatility has to increase. End-users on index-based purchasing programs will face many

more days of extremely high electricity prices throughout the course of a procurement cycle. In order to manage this price risk, large electricity and natural gas consumers should consider working with an advisor that has experience in the region working with clients with similar load profiles. Advisors should be able to analyze client usage patterns, utilize primary market research to assess the price risk and timing of transactions and effectively implement the procurement process. Post-

transaction, advisors must continue to monitor the market and advise clients on future procurement strategies based on the dynamic nature of commodity costs, changes in laws governing the energy markets and charges for ancillary services.

Tradition Energy (www.TraditionEnergy.com) is one of the nation's largest, independent energy management and procurement advisors. Tradition's services are available through U.S. Communities (www.USCommunities.org), the leading national government purchasing cooperative providing world class government procurement resources and solutions to public agencies, school districts and non-profits. For more information on how Tradition Energy can help you reduce energy costs, contact Bob.Wooten@TraditionEnergy.com, 713-609-9929.



Integrated Health Services at Behavioral Health Homes

By: James Schuster, MD, MBA, Chief Medical Officer, Community Care Behavioral Health Organization

Many individuals with serious mental illness die at relatively young ages. The causes of death are usually related to the illness itself, complications of medications, use of tobacco, or weight. Community Care Behavioral Health Organization (Community Care), a not for profit behavioral health organization that is part of UPMC (the University of Pittsburgh Medical Center), has developed an innovative model to support individuals as they seek to improve their health and wellness.

This model, named Behavioral Health Home Plus, enhances the capacity of behavioral health providers to assist members with identifying physical health and wellness challenges and activating individuals to become better informed and more effective managers of their overall health.

Building on the work of a group of stakeholders in rural North Central Pennsylvania, the model includes three key components. They are:

- Training of case managers and certified peer specialists in the wellness coaching model developed by Peggy Swarbrick of Rutgers University. The coaches serve as “health navigators” promoting improved physical health, wellness, and recovery. Health navigators provide comprehensive care management that includes attention to physical health and wellness, care coordination, and health promotion.

- Web-based self-management tools, toolkits, and other self-management strategies to individuals to help them address physical health and wellness.

- Wellness nurses embedded in case management agencies at provider sites to support the health coaches and to

directly work with individuals with complex needs

Initial implementation at two demonstration sites was very successful and provided support for a successful grant application to the Patient Centered Outcomes Research Institute for implementation of this Optimal Health endeavor at 11 additional sites with rigorous assessment of two models. Both models include health coaching. One model also includes self-management strategies while the other includes nursing support in case management services. Each provider will implement one of these two interventions.

The PCORI Optimal Health project is being led by three principal investigators; Dr. James Schuster, Chief Medical Officer of Community Care; Dr. Charles Reynolds, Department of Psychiatry University of Pittsburgh School of Medicine, WPIC; and Ms. Tracy Carney, Director of Recovery Central Clubhouse at Columbia/Montour/Snyder/Union mental health mental retardation services, and is supported by an evaluation team which includes additional investigators, consultants, and collaborators.

Addressing physical health and wellness is critical for the individuals that we treat and serve. Community Care is optimistic that this model will help us reach that goal and is currently working with several additional counties to implement it.

To learn more about Community Care Behavioral Health Organization, please contact Dr. James Schuster at (412) 454-2120 or visit www.ccbh.com.

NEW JERSEY ASSOCIATION OF COUNTIES*County Government with a Unified Voice!***SUMMIT ON THE AFFORDABLE CARE ACT***Trenton Country Club*

December 13, 2013

Don't miss this unique opportunity to hear State, federal, and healthcare industry experts discuss county governments' unique role under the Affordable Care Act (ACA). *Our busy agenda for the day includes:*

NJAC BOARD OF DIRECTORS MEETING

8:30 a.m. – 9:30 a.m.

REGISTRATION, CONTINENTAL BREAKFAST, & NETWORKING

9:00 a.m. – 10:00 a.m.

OPENING REMARKS

10:00 a.m. – 10:15 a.m.

A REVIEW OF THE AFFORDABLE CARE ACT*NJ 101.5's Kevin McArdle to moderate both panels!*

10:15 a.m. – 11:15 a.m.

- State, federal, and healthcare industry experts will provide an overview of the ACA, Medicaid expansion, and what's expected of county governments under the Act.

MORE NETWORKING

11:15 a.m. – 11:30 a.m.

EMPLOYER RESPONSIBILITIES UNDER THE ACT

11:30 a.m. 12:30 p.m.

- Leading attorneys, brokers, carriers, and healthcare industry professionals will discuss employer responsibilities, legal and tax ramifications, and other practical implications under the Act.

LUNCH SERVED AND MORE NETWORKING

12:30 p.m. – 1:00 p.m.

KEY NOTE SPEAKER

1:00 p.m. – 2:00 p.m.

Please see the following page for event host opportunities and registration details!

Event Host Opportunities

CORPORATE HOST - \$3,500.00

Host receives (5) full conference registrations, (1) table top display, (1) corporate banner display and signage throughout the conference, reserved seating with NJAC president throughout the day, and recognition as a sponsor before the panel discussion begins and at the luncheon.

LUNCH HOST - \$2500.00

Host receives (3) full conference registrations, (1) table top display, (1) easel display at luncheon, reserved seating throughout the day, and recognition as sponsor at luncheon.

BREAKFAST – \$1500.00

Host receives (2) full conference registrations, (1) table top display, (1) easel display at continental breakfast station, and recognition as breakfast sponsor when panel discussion begins.

TABLE TOP EXHIBITS – \$350.00

Vendors receive (1) 4 x 8 table to exhibit and (1) conference registration. Space is limited, so only (10) table top exhibit opportunities are available.

CONFERENCE REGISTRATION - \$125.00

Registration includes admission to continental breakfast, panel discussions, and luncheon with keynote speaker.

REGISTER TODAY

Name _____ Title _____

Company _____

Address _____

Telephone _____ Fax _____ Email _____

Check One

Corporate Host _____ Luncheon Host _____ Breakfast Host _____

Table Top Exhibit _____ Conference Registration _____

Method of Payment

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The Affordable Care Act—Watch for ID theft that could ruin your financial health

By: Harold Spence, President, CAMCA of NJ

As the nation's first real crack at a national health care system, the Affordable Care Act (ACA) has been, and will be, besieged with attempts to defraud Americans, mostly seniors, out of their hard earned dollars, or personal information. The following report was publicized in a recent advisory from the non-profit group Consumer Federation of America.

The County and Municipal Consumer Agencies of New Jersey (CAMCA) would like to caution residents, along with local and county officials on what they may want to share with their constituents regarding the ACA. If your county or municipality is fortunate enough to have a local consumer affairs office, you can contact these offices to get the most recent information on scams being perpetrated in your area, if any exist.

The President of CAMCA and Gloucester County Director of Consumer Affairs and Weights and Measures, Harold Spence said "the math is simple, there are 330 mil people in this country and 44 million of them have no Health Insurance. That means this change is not going to affect the majority of people. Most importantly for consumers to remember is to never give personal information over the phone or to someone knocking at your door, such as social security numbers, banking information or personal health information." For accurate information consumers looking to purchase health insurance should check the marketplace web-site at HealthCare.gov during open enrollment from October 1, 2013 through March 31, 2014. Remember, the

government is not going to come looking for you, you must contact them, so anyone seeking you out, is probably a red flag and you should be cautious.

Although government officials warn about giving out personal information, it should be noted that if **you** seek help through a Marketplace Assister, they may require certain personal information like a Social Security number to help you enroll. The Marketplace has trained Assisters in every state to help you at no cost. You can call 1-800-318-2596 to find local help in your area.

Donna Giovannetti, Vice President of CAMCA and Division Chief of Mercer County Consumer Affairs also notes that "Navigators in the Healthcare Marketplace and certified application counselors should not ask you for money to enroll in a health plan and consumers should be suspicious of anyone asking for a fee in connection with the universal healthcare program."

Finally, if you suspect fraud you should report it. You can call the Health Insurance Marketplace consumer call center at 800-318-2596. TTY users can call 855-889-4325. Also consider contacting your local Consumer Affairs office.

To learn more about the County & Municipal Consumer Agencies of New Jersey, please contact Harold (Hal) Spence, President at (856) 384-6855 or e-mail hspence@co.gloucester.nj.us.

NJAC WELCOMES NEW BUSINESS ASSOCIATE

T-Mobile US

Brandon (Bo) Birkhead, Government Account Manager

1265 Drummers Lane

Wayne, PA 19087



A Sallie Mae Company

During this climate of fiscal constraint, federal and state dollars have not been flowing as freely down to counties as they have in the past; at the same time, the demand for government services has not abated. It may seem as though the county's hands are tied, and the solution is to raise taxes or further cut essential programs. However, there are some alternatives and tools that can be employed before having to consider those tough decisions.

Counties should first take a hard look at the outstanding debt that has yet to be collected and is currently past-due. Local budgets can be significantly supplemented if jurisdictions simply capture the outstanding debt already owed. These dollars take many different forms and the most common examples include personal property taxes, court fines and fees, traffic fines, etc. Amounts due will obviously vary from county to county and thus collecting this debt is not necessarily a magic pill that will fix all the budget woes facing a jurisdiction. However, in most cases collecting delinquent debts at higher rates can significantly help counties avoid more devastating cuts and onerous tax increases.

Where does a county start when attempting to collect this outstanding debt? Below is a list of best practices to help ensure counties achieve the highest debt capture rate possible.

Begin collections efforts as early as possible. It has been proven that the sooner a delinquent account is engaged, the more successful the collections team, whether internal or through a third party vendor, will be in capturing the outstanding debt.

Institute a public information campaign. Alert taxpayers that collections on delinquent accounts will be a top priority. Inform people that the county will assess a reasonable penalty on past-due debts in order to create a sense of urgency.

Raising Revenue Without Raising Taxes

By: Michael DiSabato, Manager, Government Relations

Contract with an external collections partner. Transferring delinquent accounts to a seasoned, outside collections partner allows the county internal collections team to focus on compliance and keeping accounts current. Partnering can be done at little or no direct cost to the county by allowing "add on" fees to the outstanding principle; the jurisdiction receives 100% of the debt and the collections partner is paid through the "add on" fee.

Create a "tax amnesty" program. Allow taxpayers an opportunity to reconcile severely past due accounts by waiving certain defined fees or accrued interest. Couple this with an effective marketing/public information campaign to encourage as many people as possible to take advantage of the program, and follow up the program with a robust collections strategy. This strategy should include a strong statement that tax amnesty is a onetime only program and that once it ends the jurisdiction will use all available methods and tools to collect remaining debt, or even levy additional penalties for continued non-compliance

Allow for payment plans and alternative payment methods. Allow delinquent account holders to spread payments over a defined period, not to exceed one year, and offer convenient methods of payment such as online and over the phone.

Do not rely on "lowest price" or "lowest bid" vendors. A lowest price provider is often a lower performing provider. The real value realized in working with a quality partner is in the total amount recovered minus the cost — "netback." The hidden cost of contracting with a vendor that submits the lowest bid is lower total recoveries — and that is lost revenue. When selecting a vendor, consider the experience, effectiveness, reputation, compliance, training, and, most importantly, quality of the treatment provided to delinquent account holders—they are not only your constituents but also your neighbors.

(Continued on page 16)



New Jersey Council on Special Transportation Presents Yearly Recognition Awards - 2013 Recognition Awards

Presented at Annual transportation Expo for Driver, Dispatcher, Maintenance, Administrative and Outstanding System of the Year.

By: Michael M. Vieira, President, NJ COST

The New Jersey Council on Special Transportation (NJ COST), a statewide not for profit advocacy association that for over 32 years has provided information and support for community-based transit services, presented their organizations yearly recognition awards at the 18th Annual Community Transportation & Paratransit Expo on Friday, September 20, 2013 held at the PNC Bank Arts Center in Holmdel, New Jersey.

According to NJ COST President Michael Vieira, the recognition awards have been presented since 1989 and have been a highlight of the organization for many years. "Each year, the New Jersey Council on Special Transportation presents recognition awards and this year is no different and we are proud to recognize those in our industry who excel." Vieira said.

Vieira continued "It is very difficult for us here in New Jersey to judge our peers, so for the last several years, NJ COST has asked out of state transportation associations to review the nomination forms." The 2013 nominations were reviewed by the Community Transportation Association of America's Region 2, United We Ride Ambassador and a team of representatives from the states of Virginia, West Virginia, Delaware, Pennsylvania and Washington, DC.

The NJ Council on Special Transportation recognized five categories; Driver, Dispatcher, Maintenance, Administrative and Outstanding System of the Year.

- **2013 Driver of the Year – Jonetta Jones, Sen-Han Transit, Burlington County Division.**
- **2013 Dispatcher of the Year – Debbie J. Scott, Sussex County Skylands Ride.**
- **2013 Maintenance Employee of the Year – Mark Wielechowski, County of Cape**

May.

- **2013 Administrative Employee of the Year – Anissia Mitchell, Veolia Transportation – the contractor for Union County Paratransit .**
- **2013 Outstanding System of the Year – Bergen County Community Transportation**



(L to R) Mark Wielachowski (Maintenance), Jonetta Jones (Driver), NJ COST President Michael Vieira, Debbie J. Scott (Dispatcher), Rudy Pasterczyk (Director, Bergen County Community Transportation) and Anissia Mitchell (Administrative)

(Photo Credit Dan Ryan)

The New Jersey Council on Special Transportation membership consists of transportation representatives from New Jersey's 21 counties as well as a variety of other agencies, including municipal, state, not-for-profit and private, who specialize in providing transportation services to senior citizens, persons with disabilities, veterans, the economically disadvantaged and in some cases the general public where conventional fixed route transit is not available.

To learn more about New Jersey Council on Special Transportation, please contact Michael M. Vieira, President at (973) 251-2242 or e-mail at njcost@aol.com.



National Association of Counties (NACo)

Shutdown's Impact Affects Dozens of County Programs

With the congressional shutdown of the federal government now on the record, here are some details from the federal agency plans about what to expect in programs that are important to counties. [Read More](#)

County Social Services Battle Increased Heroin Use

As they're seeing heroin overdose deaths rise, many counties are focusing on trying to reduce demand for the drug, more than trying to control the supply. Ocean County, N.J. saw nine deaths in eight days in April, and the county is on pace to more than double its 53 overdose deaths during 2012. Immediately to the north, Monmouth County overtook Essex County for drug reporting, which prompted the Acting Prosecutor Christopher Gramiccioni to take a different approach to combating the drug use. [Read More](#)

Resilience Matters : Three Tips for Getting Emergency Information to the Public

On the 2013 anniversary of 9/11, GovDelivery posted an article on its blog about communicating to the public in times of emergencies. The following is excerpted from the post. [Read More](#)

New NACo Toolkit Explores ACA Requirements for Counties as Employers

Do you know which ACA provisions you need to tell your employees about? Do you know who will be responsible for paying a tax on high-cost insurance plans? To find answers to these questions and more, check out NACo's new Counties as Employers Health Reform Toolkit. There's an action table to help you with planning and a quiz to test your knowledge. [Learn More](#)

Contact: [Emmanuelle St. Jean](#) · 202.942.4267

FCC Examines Local Government Policies on Wireless Infrastructure Siting

On September 26, the FCC released a Notice of Proposed Rulemaking (NPRM) that scrutinizes local government policies and practices on wireless infrastructure collocation, siting and the shot clock (2009 Declaratory Ruling later affirmed in FCC v. City of Arlington).

Click the link to learn more: [FCC Examines Local Government Policies on Wireless Infrastructure Siting](#)

New Bill Introduced in House that would Delay NFIP Rate Increase

On September 28, Rep. Rich Nugent (R-Fla.) introduced the Flood Insurance Fairness Act of 2013 (H.R. 3218) which would delay increases in flood insurance premium rates for the National Flood Insurance Program (NFIP) until after completion of an affordability study. H.R. 3218 stems from the Biggert-Waters flood insurance reform act (BW-12), which became law in 2012. BW-12 extended the NFIP program for five years and worked to make the NFIP program more solvent. Local residents and business in flood prone areas are experiencing significant increases in insurance rates as a result of the changes. These changes will affect any community that has gone through (or will go through) the Federal Emergency Management Agency's (FEMA) flood mapping program.

Click the link to learn more: [New Bill Introduced in House that would Delay NFIP Rate Increases](#)



Alternative Utility Services Announces Acquisition of Cost Containment International

By: David Johnson, Greenleaf Media Group

Alternative Utility Services, Inc.(AUS) has announced that it will acquire Cost Containment International, LLC. (C2Intl), an energy procurement and consulting firm specializing in several services including electricity, natural gas and energy consultation with a large client base in the hospitality and condominium markets nationwide. The acquisition agreement will allow Alternative Utility Services (AUS) to immediately expand its customer base nationwide.

“Alternative Utility Services (AUS) and Cost Containment (C2) share a common business culture and commitment to excellent customer service and support,” said Fritz Kreiss, President of Alternative Utility Services. “This acquisition will allow AUS to build on Cost Containment’s impressive portfolio customer base, while providing the same professional level of service C2 clients have come to expect.”

“The entire Cost Containment team of consultants is joining AUS,” stated Hans Herrmann, President of Cost Containment International. “We’re also excited about having an entire

suite of expanded services, back office automation, and being part of an expanding AUS.”

Herrmann added, “Beyond seeing a different name and logo on company letterheads, our customers won’t notice any difference in their current level of service. In fact, our clients will now have an extended menu of services, offering more ways to save money on their energy costs.”

Alternative Utility Services, Inc., was established 1993. It is a licensed nationwide energy consulting company providing energy brokerage and aggregation services across the U.S. AUS provides a wide range of professional procurement and consulting services including electric, gas, residential aggregation, reverse auction, demand response, auditing, benchmarking and developing energy projects. 800-392-4287 www.ausenergy.com

To learn more about AUS, please contact Fritz Kreiss, President at support@ausenergy.com.

NJAC CONGRATULATES

MRA International Inc. who has been selected as one of New Jersey’s 50 Fastest Growing Companies by NJBIZ.

Anthony J. Sartor, PhD., Chairman & Chief Executive Officer of Paulus, Sokolowski & Sartor, who will be receiving the NJIT award for the “President’s Medal for Lifetime Achievement” on November 8, 2013.

HELP WANTED

Human Resources Director

HUNTERDON COUNTY: Under direction of the Appointing Authority, is responsible for the overall Human Resources function in the public service delivery system of Hunterdon County(600 employees). Maintains liaison between the NJ Civil Service Commission and other public entities in all HR functions including but not limited to personnel administration; managing the operation of a personnel work unit and directs one or more personnel functions such as, employee and labor relations, coordination of performance management systems, personnel policy development, classification and compensation, and related employment activities in accordance with applicable Local, State and Federal rules, regulations ,policies and procedures.

Position Requirements:

- Minimum of a Bachelors Degree(Masters degree a plus) in related field preferably with a concentration in Human Resources Services(include copy of diploma or transcript) from accredited institution
- Demonstrated general experience/working knowledge of Civil Service regulation and application in public sector NJ or other State Civil Service System which is not limited to areas of specialization such as hiring, promotion, discipline, benefits coordination, etc.
- 5 years demonstrated Supervisory Experience in the delivery of Human Resource Services

Please provide resume with all requested documents to:

County of Hunterdon
Attention: Cynthia J Yard, County Administrator
PO Box 2900
Flemington, NJ 08822

Landfill Supervisor

SALEM COUNTY IMPROVEMENT AUTHORITY— is seeking to hire a Landfill Supervisor. The Landfill Supervisor is a salaried position and works an annual average of a minimum of forty (40) hours per week. This position reports directly to the Solid Waste Division Manager and is a working supervisor. The person in this position will be required to hold and maintain a CDL license issued in NJ and is responsible for the management and daily operations of the Solid Waste Division's Landfill and related facilities including Leachate Collection System, Landfill Gas Collection System and Flare, Special Waste Handling Area, Convenience Center, etc. The Supervisor is responsible for the supervision of all employees within the Operations Department, which include Equipment Operators, Service Workers, Laborers, Summer Interns, Community Service Workers, etc. Qualifications: High School Diploma, minimum 3 years work experience with landfill industry and/or supervisory or management experience. Desired SWANA Certified Manager or NJ Certified Public Works Manager. Knowledge of DOT, PE-OSHA, and other related State and Federal regulations. The Salem County Improvement Authority offers a competitive benefits package including major medical coverage, prescription, dental, Pension, Short Term Disability, flexible spending account, paid vacation, holidays and personal days.

Please visit www.scianj.com for a complete job description and application.

Mail application and resume to Attention:

Casie Garton
Human Resources
Salem County Improvement Authority
199 East Broadway
Salem, NJ 08079

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Help Wanted**Assistant to the Chief Financial Officer**

COUNTY OF WARREN - is seeking an experienced individual to assist in the fiscal operations for Warren County and its two county authorities including, but not limited to, payroll, budget preparation, accounting, financial reporting and analysis. Knowledge of SunGuard finance and payroll systems software is a plus.

Working under the direction of the Chief Financial Officer, this member of the Finance Department team will assist with all financial administrative tasks performed within the department. Specifically, the individual will assist in the preparation of operating and capital budgets, analyze financial information for the purpose of providing direction and support, make fiscal and technical policy recommendations, and act as a financial and technical resource to the Department.

This position requires a visionary and strategic leader with strong fiscal integrity and an extensive knowledge of County Fiscal Operations. Over time, the successful candidate may assume additional responsibilities within the Department and may seek appointment as Chief Financial Officer. The successful candidate should possess a current Certified County Financial Officer license or must obtain a Certified County Financial Officer license within two years. Resumes along with salary requirement can be sent to County of Warren, Attn: Personnel Director, 165 CR 519 South, Belvidere, NJ 07823, no later than October 15, 2013

*Preakness Healthcare Center
A Legacy of Caring*

Assistant Executive Director

County of Passaic seeks an experienced full-time Assistant Executive Director for Preakness Healthcare Center, a 406 bed skilled nursing facility. Position requires current licensure as a Licensed Nursing Home Administrator in the state of New Jersey, a Master's Degree (MSN preferred) and five years senior level administrative experience (Subacute and Long-Term Care). Cover letter along with resumes can be emailed to carmenb@passaiccountynj.org or jmclaughlin@passaiccountynj.org

Assistant Nursing Supervisors

County of Passaic seeks experienced full-time Assistant Nursing Supervisors for day, evening and night shifts for Preakness Healthcare Center, a 406 bed skilled nursing facility. Position requires BSN and three years supervisory nursing experience (Subacute or Acute Care experience preferred). Cover letter along with resumes can be emailed to carmenb@passaiccountynj.org or jmclaughlin@passaiccountynj.org

SAVE-THE-DATE

**NJAC Annual
Conference
May 7th—9th, 2014
Caesars
Atlantic City, New Jersey**



Nationwide Economics -Weekly Economic Review & Outlook

Conflicting economic data leave taper timing in doubt

By: Bryan Jordan, Dept. Chief Economist, Nationwide Mutual Insurance Company
Ben Ayers, Staff Economist, Nationwide Mutual Insurance Company

On Your Side®

Week in Review

- Stocks fell for the first time in four weeks, as lawmakers remained at loggerheads over a new spending bill and the looming debt ceiling deadline.
- Market reaction to similar fiscal policy impasses has been mostly muted, as seemingly intractable differences have generally given way to last minute compromises.

Week Ahead

- The pace of employment growth should increase slightly in September, with an expected gain of around 180,000 jobs; the unemployment rate is likely to rise to 7.4 percent on a rebound in labor force figures.
- Light vehicle sales should fall modestly to an annualized rate of 16.0 million units for September, just below the post-recession high.

Weekly Review

With concerns over a near-term change in monetary policy fading, fiscal policy risks have moved back into the spotlight. A partial government shutdown will begin with the new fiscal year on Tuesday in the absence of a new funding bill for the federal government for fiscal year 2014, while another debt ceiling deadline is looming, probably around October 17. Lawmakers remain far apart on both issues, suggesting more volatility-inducing news flowing out of Washington in the days and weeks ahead.

Any suspension of government operations would be limited to non-essential services, but would still involve widespread furloughs of public sector workers and would accordingly weigh on economic growth (and the definition of essential services depends in part on whom you ask). There have been 11 federal government shutdowns since the early 1980s, lasting an average of four days and having impacts that were largely commensurate with their durations. The three one-day shutdowns in the mid-1980s had virtually no effect on economic activity, but the three-week impasse that began in December 1995 fueled an 11.6 percent drop in federal government spending that

shaved nearly a full percentage point off of real GDP growth in that quarter. Risk assets were notably little affected, however, with the S&P 500 falling by just 2.8 percent from peak to trough as the crisis unfolded.

There have also been mostly muted reactions in financial markets to more recent budget showdowns, with the obvious exception coming two years ago when the S&P fell deep into correction territory as the deal to raise the government's debt ceiling wasn't cemented until just hours before the borrowing limit was due to be breached. This suggests that financial markets correctly view the impact of a potential breaching of the debt limit (and the resulting sharp cut in spending and/or a partial default) as far more serious than a partial shutdown of the federal government. Similar events, such as the last minute fiscal cliff deal in early January or the failure to avoid sequestration budget cuts in March, have been largely met with a yawn. It may well be that the market has become inured to these episodes - the debt ceiling alone has been raised 14 times since 2001 - but history does suggest that the heated rhetoric of late shouldn't be taken as a sign that a compromise is unattainable.

The current debate also obscures the improvement in the budget picture since the economy has moved into recovery. Revenues are up by 13.0 percent through the first 11 months of this fiscal year and by 31.1 percent since Fiscal Year 2009. Outlays have held steady in the last four years and the deficit stands at a five-year low. The budget shortfall is still high relative to long-term norms and substantial structural issues remain, but the U.S. still has the wherewithal to easily meet its obligations. The risk of a significant policy misstep here is non-trivial, but it is also not the most likely outcome.

(Continued on page 14)

Bryan Jordan, Deputy Chief Economist, Nationwide Mutual Insurance Company

Ben Ayers, Staff Economist, Nationwide Mutual Insurance Company

NRS

(Continued from page 13)

Weekly Outlook

Several important economic indicators will be released this week - headlined by the employment report, auto sales, and the ISM survey indices (all for September). But the potential for a partial government shutdown may outweigh all of these indicators.

- Payroll employment gains have been somewhat weaker lately, averaging 160,000 per month since March, reducing expectations for economic growth in 2013Q3. But falling initial jobless claims during September suggest that **employment growth** should accelerate, with a gain of about 182,000 jobs. The **unemployment rate** declined in each of the past two months as a result of further shrinking of the labor force. We expect this trend to reverse in September, likely increasing the unemployment rate to 7.4 percent.

- Rising demand and near record-low inventory levels are pushing up home prices, posting 12 percent growth over the past year as of July according to the **CoreLogic Home Price Index (HPI)**. The pace of price growth should slow as additional homes hit the market and demand cools as the costs of buying a home rise (from both mortgage rate hikes and past price increases). The CoreLogic HPI should post further gains in August, although at the slowest monthly rate since February.

- Spurred by rising sales for light trucks, **light vehicles sales** reached a post-recession high in August, climbing to 16.1 million sales (annualized rate). Sales of passenger cars have also been strong and now currently sit above the average level of sales prior to the recession. Following the surge in August, we expect light vehicle sales to retreat a bit in September, falling back to 16.0 million units.

- Led by rising new orders, the **ISM Manufacturing Index** rose in each of the past two months after hovering near the expansion/contraction line of 50 earlier in the year. The index likely pulled back a bit in September to 54.3 (showing modest expansion) on end-of-summer slowdowns for many manufacturers. The **ISM Non-manufacturing Index** should also slip some for September, dropping below the year-high set the previous month.

Interested in learning more from Nationwide Economics?

Find this and other content from Nationwide and its partners at commentary.nationwide.com

This material is general in nature. It is not intended as investment or economic advice, or a recommendation to buy or sell any security or adopt any investment strategy. Additionally, it does not take into account the specific investment objectives, tax and financial condition or particular needs of any specific person. We encourage you to seek the advice of an investment professional who can tailor a financial plan to meet your specific needs.

The economic and market forecasts in this report reflect our opinion as of the date of this presentation/review and are subject to change without notice. These forecasts show a broad range of possible outcomes. Because they are subject to high levels of uncertainty, they may not reflect actual performance. Case studies and examples are for illustrative purposes only. We obtained certain information from sources deemed reliable, but we do not guarantee its accuracy, completeness or fairness.

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Thank you to the Geraldine L. Thompson Care Center in Monmouth County for hosting the CNHNJ Meeting.

Geraldine Thompson CC (GLT) is nestled in the outskirts of Allaire State Park, minutes from Exit 98 off the GSP. Their quiet, natural setting and close proximity to several towns along the Jersey Shore make it the preference of many local families who rest assured that their loved one is being well cared for in a home-like setting close by. Those residents who are able to go on "day outings", can enjoy special time with loved ones at family events, a trip to a nearby restaurant, or a ride to the park or ocean. Our care center also offers a large patio/garden in the center court of the facility where residents can enjoy sunshine and warm temperatures, luncheons and various planned events.





Upcoming Sustainable Jersey Events and Trainings

SUSTAINABLE JERSEY LEADERSHIP FORUMS:

Sustainable Jersey

is having a series of free Leadership Forums to bring together Green Teams and sustainability leaders to foster regional collaboration and share good ideas. In addition to formal presentations and group discussions, representatives from agencies and organizations will be on hand to talk to you about supporting your work on Sustainable Jersey actions.

SOUTH JERSEY LEADERSHIP FORUM

October 28, 2013 – 5:00 p.m. – 8:00 p.m.

Richard Stockton College, 101 Vera King Farris Drive, Galloway, NJ 08205

[CLICK HERE TO REGISTER](#)

URBAN, SUBURBAN RURAL CAUCUS

October 17, 2013 – 5:30 p.m. – 8:30 p.m.

University Medical Center of Princeton, 1 Plainsboro Rd, Plainsboro Township, NJ 08536

Play a leadership role in helping us to improve the Sustainable Jersey program. Attendees will discuss ways to better refine the actions

and the program to be relevant to different types of municipalities, namely urban, suburban, and rural communities.

[CLICK HERE TO REGISTER](#)

5TH ANNUAL SUSTAINABLE JERSEY LUNCHEON

Tuesday, November 19, 2013 – 12:00 p.m. – 1:45 p.m. (doors open at 11:30 a.m.)

Crown Ballroom, Sheraton Convention Center, Atlantic City, NJ

Join us as we recognize and celebrate our newly certified communities!

\$35.00 for Municipal and Green Team members

\$75.00 for all other attendees

[CLICK HERE TO REGISTER](#)

For more information and to register for any events,

visit “Events and Trainings” page at www.sustainablejersey.com

Check our website for updates on additional trainings in October!



Our Condolences to the Family and Friends of The Honorable Stephen J. Dalina

We are saddened to hear of the passing of long-time Middlesex County Freeholder Stephen J. “Pete” Dalina. He was first elected to the County Board in 1990. He served as Freeholder Deputy Director from 1994 to 2008 and served as Middlesex County Freeholder Director in 2009.

Middlesex County Freeholder Director Ronald G. Rios said, “Pete was a generous, enthusiastic public servant, who for 50 years, gave of himself to make the lives of the people of Woodbridge and of Middlesex County better.”

“An incredible athlete and avid sports fan, Pete was the force behind the expansion of our parks system. His name will live on in the Stephen J. “Pete” Dalina Sports Complex within Fords Park, which was dedicated in his honor in June. But for those of us lucky enough to know him, to work with him and to call him friend, it’s his hearty laugh and gracious nature that we will never forget,” Rios said.

Pioneer A Sallie Mae Company

(Continued from page 7)

Tie motor vehicle registration to personal property tax compliance. It is far easier to notify an individual that is delinquent on their personal property taxes that they will not be able to renew their vehicle registration than trying to pursue them through traditional collections practices. The possibility of additional fines, or potentially impounding their vehicle(s), creates a further sense of urgency and facilitates compliance.

Create a centralized collections approach. Creating a “one-stop-shop” for managing collections within a county removes confusion among debtors, and provides a level of specialized service that will increase the collections success rate.

Enact enhanced collections legislation. Legislation should be enacted that not only creates a clear legal framework for the collections department, but also grants the ability to: levy bank accounts; access databases across the state that contain demographic information; proceed with litigation and judgment on accounts that meet specified criteria; and, if applicable, utilize the state income or federal income tax offset.

It is also important to note that non-compliance with existing tax laws and the inability to collect on outstanding debt is a problem for even the best run counties. The difference is what steps are taken to bring in the right resources to manage it. There will always be individuals and accounts that are chronically late or those who simply are unable or choose to not pay their debts. Collections firms have far greater resources at their disposal and are experts at recouping delinquent debt. Partnering with the right collections firm frees up county resources to ensure more people avoid delinquency, ultimately creating a steadier, more predictable revenue stream.

To learn more about Pioneer A Sallie Mae Company, please contact, Ken Hanaway, Account Executive at (913) 396-3004 or via e-mail at John.Hanaway@salliemae.com.



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TechXtend is an authorized reseller on Lenovo's WSCA/NASPO contract (B27168-70263) for the State of New Jersey, providing New Jersey's public sector institutions – education, and local and state government – with a great selection and competitive pricing on all your Lenovo needs. We carry a complete line of Lenovo products: ThinkCentres, ThinkServers, ThinkStations, ThinkPads, ThinkPad Edge Notebooks, Tablets, ThinkVision Monitors, and Lenovo accessories.

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With a 30-year history in serving the Public Sector, TechXtend specializes in solutions for virtualization/cloud computing, storage & infrastructure management, and business intelligence & information management. Contact us to discuss how we can help recover money in your county's or municipality's budget to fund your critical IT investments.



TechXtend is a value-added provider of IT solutions for corporations, government agencies, and educational institutions across the United States and Canada. Previously known as Programmer's Paradise, TechXtend is headquartered in Shrewsbury, New Jersey, and is a subsidiary of Wayside Technology Group, Inc. a public company since 1995 (NASDAQ:WSTG). TechXtend serves over 20,000 customers in North America and represents over 300 software and hardware vendors.



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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.

October 2013				
Monday	Tuesday	Wednesday	Thursday	Friday
	1 	2 Flu Shot Clinics begin, Gloucester Cty.	3 Maximizing Social Security, Sussex Cty.	4
7 Eek-O-Fabulous Costume Drop Off, Monmouth Cty.	8	9	10 Understanding Foreclosure, Mercer Cty.	11 Free Historic Site Tours, Oct. 12 & 13, Somerset Cty.
14 NJAC Observes Columbus Day	15 Last day to register to vote for the Nov. General Elec.	16 Medicare D Talk, Bergen Cty.	17 ETrain Training (CPR), Burlington Cty.	18 CHEM 18 Blood screening, Sussex Cty.
21 Free Senior Legal Workshop, Camden Cty.	22	23	24 Annual Food Day, Cape May Cty.	25 Zoo Boo, Bergen Cty.
28	29 "Storming for the Vote" film, Ocean Cty.	30	31 	

From the NJAC Executive Director's Desk . . .

FOLLOWING ARE DEADLINES FOR EACH ELECTION:

U.S. SENATE SPECIAL ELECTION, WEDNESDAY, OCTOBER 16:

- The deadline to apply for a vote-by-mail ballot is October 9 however; the deadline to apply in person for a vote-by-mail ballot is Tuesday, October 15

GENERAL ELECTION, TUESDAY, NOVEMBER 5:

- To vote through the mail, the deadline to apply for a vote-by-mail ballot is October 29.
- The deadline to apply in person for a vote-by-mail ballot is November 4.

Vote-By-Mail applications are available online at <http://www.nj.gov/state/elections>



John G. Donnadio, Esq.