

NJAC COUNTY BIZ

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New Jersey Association of Counties

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Foveonics Imaging Technologies Awarded Contract with Somerset County Cooperative

by Vincent DeTommaso, Regional Sales Manager of Foveonics Imaging Technologies

Over 200 members are part of the Somerset County Cooperative. New members, which include school districts - municipalities and counties, can join at any time. The Somerset County Cooperative Pricing System aims to minimize the total cost of purchasing operations for all 200-plus members. Somerset County Cooperative CC-0095-13 is a contract for document scanning and microfilming services. It includes document preparation; small format scanning; large format scanning; bound book scanning; indexing; quality control; 16mm archival microfilm; 35mm archival microfilm, reference copy of microfilm - 100' Diazo Duplicate; reference copy of microfilm—100' Silver Master; optical character recognition; redaction of sensitive information from document.

Foveonics Imaging Technologies is the current contract provider of these services. Foveonics is a three time recipient of the Somerset County Cooperative. This Cooperative was available to all New Jersey based companies to bid on. A thorough examination of all bids was performed which included a site visit, reference checks ensuring that the lowest and most responsive bidder was selected. The SOCCP gives local government a vehicle in which to purchase these services directly from Foveonics.

Many school districts, townships, and counties have benefited from the SOCCP. In fact, Foveonics has completed projects for over 50 various agencies under the cooperative. Having scanned, indexed, and approved 16mm and 35mm microfilm for the following document types: police records, tax records, human resource files, personnel records, payroll, mortgages, deeds, building plans, permits, mortgagor, mortgagee, grantor, grantee, military discharges, assignments, releases, student records, docket index books, engineering drawings, freeholder minute books, and many more.

Two recent members of the Co-Op are Bergen and Atlantic Counties. Foveonics is now providing scanning, indexing, and monthly microfilm services for various departments in their respective counties.

Over the last ten years, Foveonics has emerged as a true leader in document conversion services. Over 120 million 16mm and 35mm have been approved by NJDARM, now DORES.

For further information, please visit www.foveonics.com or call Vincent DeTommaso at (908) 627-2202.



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NJDEP and Dewberry Engineering, Inc. Honored by ACECNJ

by Erin Gehan, Marketing Manager of Dewberry Engineering, Inc.

On March 12, 2014, the American Council of Engineering Companies of New Jersey (ACECNJ) honored the New Jersey Department of Environmental Protection (NJDEP) and Dewberry Engineers Inc. with an Honor Award for Engineering Excellence for the State's waterway debris removal program after Superstorm Sandy.



I to r: Nickitas Alexiades, Brock Giordano, Michelle Measday, Ileana Ivanciu, Jane Kozinski (NJDEP), Jim Heeren, Brian Sayre (from Dewberry unless otherwise noted)

removal in these sensitive environments while maximizing Federal Emergency Management Agency (FEMA) reimbursement. The program was divided into three regions; each region was assigned one debris contractor and one debris monitor providing FEMA-required oversight.

State and federal environmental resource agencies and FEMA collaborated on an unprecedented scale to devise solutions that would expedite debris removal. The removal task changed daily based on side scan sonar, core sampling, and data shared from parties including property owners, municipalities, Marine Police, US Coast Guard, the USACE, and recreational and commercial boaters. More than 195,000 acres of side scan sonar guided the effort. To support FEMA eligibility requirements, sediment removal required coring and complex volume calculations to quantify Superstorm Sandy's impact and document threat to safety, property, and/or the local economy for FEMA reimbursement. NJDEP facilitated contractor activities by issuing emergency permits for temporary disturbances.

All reported wet debris was removed by the July 4th weekend and the Gov. announced the program's completion on the storm's one-year anniversary - the FEMA reimbursement deadline. The program removed 194 vessels and vehicles; four homes; 6,019 submerged targets; over 100,000 cubic yards of debris; and over 360,000 cubic yards of sediment.

This program, the largest waterway debris removal in United States history, yielded long-term benefits including relief mapping of state tidal waterways, updated threatened and endangered species data, inventory of more than 1,500 newly identified potentially historic submerged objects, and sediment reuse for beach replenishment and resiliency. The processes developed to respond to this disaster and its sweeping magnitude give future responders a roadmap of protocols to expedite and simplify future responses to natural disasters.



Dewberry®

Get to know your County Official.....

How many years have you served as the Hudson County Surrogate?

I am in my 30th year. I first ran in 1984. Walter Mondale and Geraldine Ferraro were at the top of the ticket, followed by Senator Bill Bradley. I met Geraldine Ferraro and saw how she prepped before speaking to a large group of residents from Senior Housing.

What was the first public office you held?

The first public office I held was my current position of Hudson County Surrogate. Prior to this position, I was active in my home town of North Bergen. I was President of my building's Tenants Association and worked both as a lawyer and volunteer on behalf of tenants in my town and neighboring communities. I was also active with veterans, as I too am a veteran of the United States Army. I worked in election campaigns, especially in getting out the vote.

Why did you choose to apply for Surrogate?

The Surrogate is the Judge of the Surrogate's Court. Under our State's Constitution, each County has one Surrogate's Court and the Surrogate is its Judge. My duties include probating wills, granting administrations (when folks die without a will), and appointing guardians for children (when parents die without having made provision for who will raise their children and manage any inheritance). Our Constitution also gives the Surrogate the additional title of Deputy Clerk, Superior Court, Chancery Division, Probate Part for his/her County. What this means is that attorneys and individuals representing themselves file their Court papers with the Surrogate, who sets up the hearings before the State Probate Judge.

As a practicing attorney, I had prepared many wills and trusts for clients. Coupled with my local political activity and work with tenants and veterans, the combination led the political leadership to approach me about running for the position of Surrogate. I was honored and excited and said YES!

What had been the most difficult decision you have had to make while serving as the Hudson County Surrogate?

Actually the most difficult decision was the decision to retire at the end of my current term. I love my job. All I and my staff do every day is help people. I was being endorsed by the Democratic Party for another term. Surrogates are the only elected judges in New Jersey. Every other judge is appointed - municipal, State, and federal. Our State Constitution provides that the Surrogate, alone among all other judges, is to be elected. It is a 5 year term. I will be finishing my 6th 5 year term on December 31st of this year.

What would our readers be most surprised to learn about you?

Aside from doing the best job I could, the only campaign promise I ever made, starting with my first one, is that I would set up an educational program for the benefit of the residents of my County. I did it and continue to do it. I present programs to Senior Groups, Civic Associations, Professional Groups, and create special programs (for example, a program for parents of autistic children).

Who is your role model?

My mother. She was my guide as I grew up. As only mothers can, she steered me in the right direction. She always said not to be arbitrarily judgmental, that life is mostly full of grey areas, and not black and white. Her advice was to look at all sides and put yourself into the other person's shoes.

Why do you love Hudson County?

I was born and raised here. I delivered newspapers as a kid. I went to parish grammar and high schools and St. Peter's College (now St. Peter's University). I'm a local guy. I am proud and happy to be able to serve my fellow county residents in their times of need.



Donald W. De Leo
Surrogate



WELCOME TO OUR NEW MEMBERS



Bright Star eSolutions provides cloud based solutions and services (all performed by our team of United States veterans) that enable federal, state and local government, and businesses to “modernize” and optimize their processes to slash operating costs, increase operational through-put (doing more with less) and improve citizen/customer satisfaction. For more information please visit www.brightstaresolutions.com



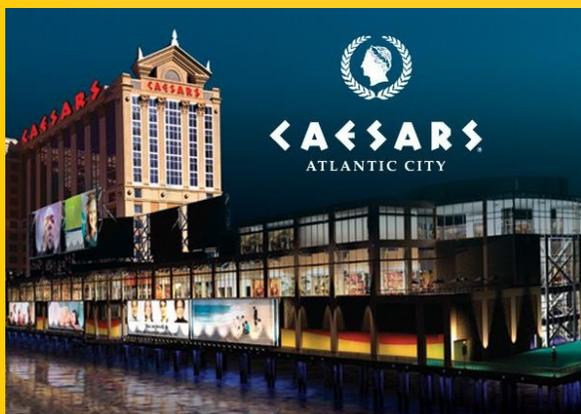
A community healthcare provider offering comprehensive medical, dental, and behavioral health services to inmates. More information on **Correct Care Solutions** can be found at www.correctcaresolutions.com.



CrosStar Network Solutions is a leading telecommunication consulting firm recognized for its ability to substantially lower telecommunication costs while providing unparalleled account maintenance and support. Learn more about this new member on www.crosstarnetwork.com.



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NJAC ANNUAL CONFERENCE

MAY 7, 2014

to

May 9, 2014

For more information visit
www.njac.org

WELCOME TO OUR NEW MEMBERS



EnergySolve is a utility bill outsourcing company that provides electronic utility bill auditing, tariff analysis, late fee avoidance, and flexible bill payment solutions that create significant cost savings for our customers. To learn more of its benefits visit www.energysolve.com.



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Standard Solar, Inc. is a leader in the full-service development, construction, integration, financing, and installation of solar electric systems. For more information visit www.standardsolar.com.

BECOME A MEMBER OF THE NEW JERSEY ASSOCIATION OF COUNTIES

Learn about the benefits of being a part of NJAC and how you can join by contacting Loren Wizman, Business Development Director, at (609) 394-3467 or loren@njac.org.
[Click here for an application.](#)

Top 5 Misconceptions about the Procurement of Energy Commodities

by Bob Wooten, Director of Government Accounts for Tradition Energy

Why Overcoming Them is Critical to Reducing Costs

Every day, energy decision-makers are bombarded with phone calls and emails from energy firms proclaiming they have the best ideas about how to procure energy. However, energy procurement may be just one of many “hats” the decision-maker wears. The resulting confusion can lead to faulty opinions about energy procurement best practices. These misconceptions are typically held by those “responsible” for energy procurement – purchasing agents, facility managers, assistant superintendents, city managers, county judges, auditors, and others. While most energy managers have a great deal of expertise managing facility operations, they are not experts in the energy commodity markets. Here, we outline the five most common misconceptions held by energy decision-makers or anyone who is part of a team making energy procurement recommendations for their organization.

Misconception 1: “I already understand the energy markets and how to procure energy.”

Especially if the decision-maker is someone who has procured energy before or has some background in the energy markets, the tendency is to believe he or she knows enough to handle things successfully. While many energy managers are certified to handle demand side issues, which relate to how an organization uses energy once it's delivered to them, managing the physical energy commodity itself requires a completely different knowledge base. Just as you wouldn't want to trust cardiac surgery to someone who “used to be in the medical field” but never performed surgery, you wouldn't want to leave energy procurement in your own hands or anyone else's who is not fully involved every day in the energy wholesale markets. Your job is not to be an energy expert, but rather to shepherd the process for your organization – you must rely on seeking expertise to make the process successful.

Misconception 2: “I manage procurement of all commodities according to the bid calendar.”

Every purchasing professional maintains one, and it is the lifeblood of the procurement organization: the master bid calendar. This is how almost all procurement is managed, by working with contract expirations and end user needs to determine when each contract should be bid. The reason this doesn't work with energy commodities is the same reason energy is so unique – volatility. Energy commodities in general, and specifically electricity, are the most volatile commodities you will ever procure. The impact on your budget of locking in a fixed price for electricity on Tuesday afternoon as opposed to Friday morning, for example, can easily be a difference of hundreds of thousands of dollars annually. While you can't do anything about the volatility itself, you can manage your procurement process by having the tools and resources in place to follow the market and lock in prices during favorable market dips, thereby saving your organization tremendously in the long run.

Misconception 3: “My supplier is very good and always helps me secure the best price.”

It has been a growing trend to foster “partnerships” with suppliers, and in the energy world this sometimes means sticking with one supplier and trusting that they will always help you secure the best pricing. We mentioned before how essential it is to follow the market in order to find the best windows to secure pricing, and relying on one supplier to provide this guidance can lead to problems. This one supplier is only able to give you “their view” of the market. In addition, they are only able to deliver one solution – theirs. To ensure you are achieving the best possible procurement (product strategy, price, term, contract, etc.), you must use a competitive process that incorporates supplier responses from all suppliers in the market, not just the incumbent. Don't worry – your current supplier will understand.

Top 5 Misconceptions about the Procurement of Energy Commodities *(continued)*

Misconception 4: “My contract doesn’t expire for another year, I’m fine.”

So many opportunities for savings in energy commodities are lost by not being ready to execute a contract. Unless they are within six to twelve months of contract expiration, many make the mistake of believing there is no point to even discuss energy procurement. It has been shown time and time again, though, that this strategy is the equivalent of rolling the dice and hoping for a seven. The best approach is to continually monitor the markets, because history shows that the best contracting window may be even three years prior to the expiration of the current contract. For example, in today’s market, known as a “declining market,” energy market prices are lower the more years you go out. This characteristic can mean that a 12-month contract purchased and starting today may be priced at 7 cents per kilowatt hour whereas a 12-month contract purchased to start in 24 months may be priced at 5.5 cents per kWh. The bottom line? It’s never too early to start looking at energy prices!

Misconception 5: “We can’t control energy prices, so there is no need to monitor the market.”

This is a summation of much that has already been discussed. The misconception is that since no one has a crystal ball, there is no point in even trying to manage the process. In this scenario, the decision-maker just throws up his or her hands and says “We’ll bid this out next September.” The procurement is executed regardless of what other factors are happening in the market, and frequently attempts made by consultants and others to help are rebuffed because the belief is that no one knows the future, so why even try. Just because you have “put the energy contract to bed” for the next three years doesn’t mean you shouldn’t be monitoring the market and your contract’s performance. This monitoring will help determine how well your previous strategy performed, as well as show you market windows to make future decisions. A continuous feedback loop regarding contract strategy and performance is essential to increase an organization’s opportunities for future savings and cost control.

So all in all, don’t be a reactionary victim of doing things the same old way. Many analytical studies show that energy is one of the top three areas of spend for organizations. Take charge, and establish a proactive, managed strategy that pulls in expertise and professional resources to truly transform your organization, save thousands of additional dollars and make energy the hero of the annual budget.

This article can also be found in *Government Procurement* magazine http://issuu.com/nigp/docs/govpro_february-march2014.

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 **Tradition Energy**



“Pothole Killer” Repairing the Streets of Newark

by Craig Baclit, President of Patch Management, Inc.

"Kill the pothole," Newark interim Mayor Luis A. Quintana said. "It's killed already."

On March 27, 2014 Newark unveiled its newest weapon against the thousands of potholes that have appeared on the city's roadways this winter and early spring. A fleet of "Pothole Killer" trucks operated by Patch Management Inc. of Fairless Hills, PA, have been deployed throughout the state's largest city to fill the potholes created by a winter season that saw 16 separate snowstorms drop as much as 60 inches of snow on Newark.

Traditional pothole work requires a crew of three or four workers and can take 15 to 20 minutes or more per pothole repair. Using the "Pothole Killer" trucks, one operator can use a joystick-controlled nozzle to repair a pothole in just 30 to 90 seconds, without ever leaving the driver's seat.



Luis A. Quintana
Newark Mayor



Here's how it works:

The truck pulls up to a pothole and blows out all of the loose debris. The machine then sprays out an initial tack coat followed by the asphalt material. It finishes with a dry stone application to the surface.

According to officials, this process gets packed down by cars to a rock-hard surface that is more permanent than traditional filling techniques. A demonstration recently took place on Ann Street between Elm Road and New York Avenue, in Newark's East Ward.

The Pothole Killer is on Newark roads five days per week for 10 hours per day. Newark roads crews are out eight hours per day Monday through Saturday.

To report a pothole that needs to be filled, the city asks drivers to call its call center at (973) 733-4311.

Do you have educational or informational articles you would like published in the NJAC COUNTY BIZ?

Contact Loren Wizman, Director of Business Development, at (609) 394-3467 or loren@njac.org.



Counties at Forefront of Disaster Preparation

by Beverly Schlotterbeck, Executive Editor for NACo

NACo President Linda Langston testified on April 3, 2014 before a U.S. House subcommittee examining the impact of flood mitigation efforts at the local level. Langston, whose presidential initiative focuses on county resiliency, told the Subcommittee on Economic Development, Public Buildings and Emergency Management that counties are at the forefront of disaster preparation, mitigation and recovery.



Linda Langston
NACo President

“Disasters are local. Local governments are often first to the scene with police, sheriff and firefighters. They are also there for the cleanup, recovery and rebuilding,” she said.

Counties spend over \$30 billion dollars annually funding first responders in police and sheriff’s departments, emergency management professionals, 911 emergency call centers and even county planners who are responsible for mitigating the impact of natural disasters such as flooding.

Langston, a supervisor from Linn County, Iowa, highlighted three key efforts that counties undertake to mitigate the impact of severe flooding in their communities: proactive county planning, participation in the National Flood Insurance Program’s (NFIP) Community Rating System and building relationships among different stakeholders.

“Proactive county planning is the cornerstone of flood mitigation efforts,” she said and highlighted several efforts from counties spanning the country from Fairfax County, Va. to Lee County, FL to Black Hawk County, Iowa to McKenzie County, ND, and King County, WA.

Federal programs such as the Hazard Mitigation Grant Program (HMGP) have played significant roles in both pre- and post-disaster mitigation efforts.

“From providing the tools and resources needed for Black Hawk County to buy out repetitive-loss properties and enabling Coconino County, Ariz. to create water drainage conveyances, HMGP helps counties build safer communities after a disaster,” Langston said. In 2010, Coconino County experienced the largest wildfire in the state’s history, which created a new landscape prone to flash flooding.

Another program that significantly supplements county governments’ efforts to protect their communities and help them thrive is the Community Rating System (CRS), which rewards counties that undertake flood-mitigation projects with discounts for their residents’ flood national flood insurance policies.

“In my own county,” Langston said, “we participate in CRS not only because we want our residents to receive a discount on their flood insurance premiums but also because we want to educate our residents about true flood risk — to help protect our citizens and communities from future disasters. This program captures the most effective ways of informing and preparing community residents for flood hazard.”

Effective disaster preparedness and mitigation hinges on solid lines of communications and relationships all up and down the line, Langston emphasized.

“A large part of the county mission to reduce risk can be accomplished through strong relationships among county officials and county residents, among county government personnel and our state and federal partners. Planning, coordination and collaboration among all levels of government — local, state and federal — before a

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Counties at Forefront of Disaster Preparation *(continued)*

disaster is key.”



Subcommittee on Economic Development, Public Buildings and Emergency Management Chairman Lou Barletta (R-PA) and NACO President Linda Langston exchange stories about local disasters after the committee’s hearing on flood mitigation.

Langston was one of four panelists invited to Washington, DC by the subcommittee to testify. Other panelists included David Miller, associate administrator for FEMA’s Federal Insurance and Flood Mitigation Administration; Bryan Koon representing the National Emergency Management Association and Chad Berginnis, executive director, Association of State Floodplain Managers.

The House Subcommittee on Economic Development, Public Buildings and Emergency Management is a subdivision of the House Committee on Transportation and Infrastructure, and is chaired by Representative Lou Barletta (R-PA).



NACO ANNUAL CONFERENCE

July 11, 2014

to

July 14, 2014

For more information visit www.naco.org

Registration is now open!

Nationwide Economics

Economic & Financial Markets Review - March 2014

by Bryan Jordan, Deputy Chief Economist of Nationwide Mutual Insurance Company and
Ben Ayers, Staff Economist of Nationwide Mutual Insurance Company

What's Happening and Why

Economic Review

Weather impacts persist, but signs of improvement from the labor market

February's employment report was better than anticipated, adding 175,000 jobs with upward revisions to the prior two months totaling 25,000 jobs. Worse-than-normal winter weather still depressed many labor market readings, sharply lowering average weekly hours and spiking the number of employed not at work due to bad weather. With more normal weather, we estimate that payroll employment could have increased by around 240,000 jobs. The U-3 unemployment rate ticked up to 6.7 percent, while the U-6 rate (including the underemployed) edged down to 12.6 percent (the lowest level since late 2008). The labor force participation rate was unchanged at 63.0 percent and has been little changed since October (perhaps a sign of stabilization after sharp declines over the past several years).

Riding a weather-induced temporary jump in energy prices, the consumer Price Index (CPI) rose modestly in December and January, although the 12-month growth rate remained tepid at 1.6 percent. The year-to-year change in the core CPI (excluding the volatile food and energy components) was stable at 1.6 percent, still below the Federal Reserve's 2.0 percent goal.

While faster wage growth in January pushed up personal incomes by 0.3 percent, the saving rate was unchanged as consumer expenditures also grew. Consumer sentiment ticked up in February even as poor weather continued to hold down retail sales growth. Light vehicle sales rose modestly in February to an annualized rate of 15.3 million units, extending the weaker winter trend for sales. While light truck sales sit just below their post-recession high (perhaps helped by sales of all-wheel drive vehicles), sales of passenger cars have slipped to mid-2012 levels.

The Institute for Supply Management's (ISM) manufacturing index rebounded to 53.2 in February (a level suggesting modest expansion), but another sharp decline in the production component of the index indicates a considerable drag on manufacturing activity from worse-than-normal weather. The ISM non-manufacturing index fell to the lowest level since early 2010 (although suggesting an expanding service sector), mostly on a drop in the employment component.

Worse-than-normal winter weather caused most housing data to turn negative with housing starts and existing home sales falling sharply in January. New home sales were the lone bright spot, rising to an expansion high in January (although seasonal adjustment difficulties may have contributed). Leading indicators of home sales mostly declined as well, suggesting no meaningful pickup in the pace of home sales in the near term. Although the National Association of Realtors' Pending Home Sales Index was little changed, the NAHB/Wells Fargo Housing Market Index and the purchase applications index from the Mortgage Bankers Association dropped substantially. While some measures of house prices have dropped slightly in recent months, virtually all of the decline is seasonal and yearly growth rates remain in the double digits.

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Nationwide Economics *(continued)*

Financial Markets Review

A quick and strong rebound

Prices of risk assets snapped back quickly and strongly last month thanks to stabilization in emerging markets and generally supportive comments from the new Federal Reserve Board Chair, Janet Yellen. The U.S. stock market more than gained back its losses from January, which was the worst month since mid-2012.

The emerging market (EM) crisis calmed in February, thanks in part to a series of rate increases by central banks in many of the affected economies at the outset of the year. The currencies of each of the “Fragile Five” countries (Brazil, India, Indonesia, South Africa, and Turkey) rallied last month, with three of them fully reversing their losses from January. EM currencies have been moving in a sawtooth pattern since last summer, but last month’s gains are encouraging in that they came in the wake of another reduction in asset purchases by the Federal Reserve, as well as strong hints that tapering would continue for the foreseeable future.

At the same time, Yellen gave every indication in her first congressional testimony as Fed Chair that an outright tightening of monetary policy (by raising the federal funds rate and/or other short-term rates) is still unlikely until well into the future. Importantly, she also said that she doesn’t see evidence that bubbles are currently forming domestically. Markets rallied on those comments, as well as on similar pledges from the European Central bank and the Bank of England to maintain accommodation for some time to come.

The supportive monetary policy backdrop, along with growing confidence in the sustainability of the expansion, led investors to mostly brush off the growing turmoil from the events in Ukraine. In fact, the risk rally generally gathered steam as the crisis escalated in a sign that the conflict is expected to be contained and to have a limited impact on commodity prices.

For the month, the S&P 500 stock index jumped by 4.57 percent, while mid-caps rallied by 4.89 percent and small-caps gained 4.45 percent. International stocks were up by 5.61 percent. The 10-year U.S. Treasury note yield was unchanged at 2.65 percent, while the 2-year yield dipped by one basis point to 0.32 percent. Spreads between yields on investment grade corporate debt and Treasury notes tightened by nine basis points to 1.06 percent, high yield spreads came in by 41 basis points to 3.63 percent, and commercial mortgage-backed security spreads were narrower by 15 basis points at 1.08 percent. The dollar was weaker while commodity prices turned in their best month in more than two years.

The focus of financial market participants in the month ahead is likely to be on preannouncement activity in advance of first quarter earnings season, as well as on the underlying trends in economic indicators as the weather normalizes. March has been an especially strong month recently, with gains of at least three percent in the S&P 500 index in four out of the past five years. Events in Ukraine remain a wild card for financial markets.

The Outlook

“There will be growth in the Spring”

This quote from Peter Seller’s character, Chance the Gardner from the 1979 movie “Being There”, is a good reflection of our view of the economy in coming months. We estimate that real GDP growth was depressed by between 1.0 - 1.5 percentage points over the winter in response to unseasonably bad weather. Most of this should be offset by stronger growth over the next couple of quarters (but mostly in the Spring) as the weather returns to normal. Some of the economic activity that would have occurred in the first quarter will be permanently foregone (although most will simply be shifted out in time) despite better weather in coming months, so we have lowered our projection of 2014 growth to 2.8 percent from our 3.0 percent forecast of a couple of months ago. Still, the

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Somerset County Officials Welcome Life Sciences Corporation

On March 27, 2014 Freeholder Director Patrick Scaglione welcomed Nipro Medical Corporation to Somerset County. The offices of Nipro's North American Headquarters are located on Crossings Boulevard in Bridgewater.

Also at the grand-opening celebration were (as pictured left to right in the photo) Bridgewater Councilman Howard Norgalis; Bridgewater Council President Matthew Moench; Bridgewater Councilman Filipe Pedroso; Giochi Miyazumi, President of Nipro Medical Corporation; Joe Dawson, Senior Vice President of Nipro Medical Corporation; Freeholder Patricia Walsh; Kazuo Wakatsuki, Managing Director of Nipro Corporation; Freeholder Robert Zaborowski; Bridgewater Economic Development Officer Howard Turbowitz; and Tsuyoshi Yamazaki, Director of Nipro Corporation.



“Somerset County is excited to be the location of the new North American headquarters for Nipro Medical Corporation,” said Freeholder Director Scaglione. “Not only will Nipro’s contribution to our community be of great impact, but we know that they will find the talent needed to grow their business right here in Somerset County.”

“We have been known for our pharmaceutical companies and now we are becoming a life sciences center, which is indicative of our educated workforce and our community’s quality of life,” said Freeholder Director Scaglione.



MONOC Performs Free Medical Screenings at Jersey Shore

by Scott A. Matin, Vice President for MONOC Mobile Health Services

In an ongoing effort to meet the diverse needs of the community, MONOC Mobile Health Services recently provided free medical screenings at the Jersey Shore Dreams Center in Asbury Park. MONOC paramedics, EMTs and EMS Physician performed several screenings including blood glucose testing, eye exams, blood pressure checks and 12 lead ECGs to almost two dozen people that otherwise would not have regular access to medical care. MONOC’s EMS Physician also went over participants’ medications with them in order to ensure safe medication use and minimize drug interactions. In addition to the health screenings, participants were also given referral information for services ranging from family planning to how to register for affordable healthcare.

MONOC’s President and CEO, Vince Robbins, said “The ultimate goal is to have healthier communities where people receive appropriate medical care so they won’t need to dial 9-1-1. This type of service is a natural fit since our paramedics and EMTs are well known in the community and out on the streets every day.”

The Jersey Shore Dream Center is a non-profit outreach and rehabilitation center whose mission is to give hope to the hopeless, food to the hungry and clothes to the needy utilizing nearly a dozen unique community based programs.

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Nationwide Economics *(continued)*

trend rate of growth in the economy appears to have accelerated to slightly above 3.0 percent - a pace we expect for the 2015-17 period.

It is, of course, possible that at least some of the recent slowdown in the economy is more than weather. For example, the rise in interest rates over the second half of 2013 slowed housing activity. It is usually the case, however that home sales accelerate despite rising mortgage rates if there is enough of an improvement in the labor market. In the four months before the bad winter weather hit, nonfarm payroll employment increased at an average rate of nearly 220,000 jobs per month, enough to boost housing if sustained. If the job market regains this vigor in coming months, then housing will be helped. Moreover, the weather-depressed average increase of 129,000 over the past three months will likely be offset by a period of above-trend growth - which should boost housing activity.

The slowdown in the economy, as well as some flight-to-quality in response to the Ukraine situation, has pushed longer-term interest rates (including mortgage rates) downward since the beginning of the year. Yields on 30-year fixed-rate mortgages rose to peak of 4.53 percent but have slipped recently to 4.28 percent (although this is still about 75-90 basis points above the low levels of the second half of 2012 and first half of 2013). This downtrend is unlikely to persist, however, with stronger economic activity and an unwinding of international capital concerns. Treasury yields have already started to move upward, and we expect longer-term rates to continue to rise for most of the year. Still, with the Fed likely to keep short-term rates at their current rock-bottom levels until at least next year, with the pickup economic growth only to around the long-term trend, and with inflation still contained (even if rising a bit), then the rise in long-term rates should be modest. We continue to project year-end rates for the 10-year Treasury note at only around 3.25 percent.

Equity markets recently celebrated the five year anniversary of the beginning of the current bull market. The S&P 500 index, for example has surged by a total of nearly 178 percent (a compound annualized growth rate of about 23 percent). These outsized gains came from a combination of rising corporate profits and expansion in price/earning (P/E) multiples. Since P/E multiples have climbed to, or even slightly above, historical averages, it is less likely that future equity market gains will come from this source. But our forecast of continued economic growth for the next several years (barring economic or geopolitical shocks) suggests that corporate profits should continue to climb - boosting the stock market further, although probably more slowly than in recent years.



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For further information please contact Emanuel Mahand,
Program Director of New Jersey, at MAHANDE@nationwide.com

NJAC ANNUAL CONFERENCE

May 7, 2014 - May 9, 2014
Caesar's in Atlantic City

Lt. Governor Kim Guadagno

will be the keynote speaker
Friday, May 9th
9:00 a.m.



MONOC Performs Free Medical Screenings *(continued)*



MONOC Mobile Health Services is a non-profit hospital cooperative consisting of 15 acute care hospitals located throughout New Jersey. Formed in 1978 MONOC's mission is to improve health care and reduce costs. MONOC Mobile Health Services is accredited by the Commission on Accreditation of Ambulance Services (CAAS) and employs over 730 employees and operates a fleet of over 100 ambulances. Together this shared services consortium acts as a health care cooperative for these acute care hospitals and over 2.8 million residents that they serve living in more than 1,800 square miles of the Garden State.

Among its numerous service lines, MONOC operates MICU Paramedic Services, Helicopter interfacility and 911 services, Mobile Critical Care Services, and Basic Life

Support interfacility and 911 services. Additionally, MONOC operates a Continuing Education Coordinating Board for Emergency Medical Services (CECBEMS) and Commission on Accreditation of Allied Health Education Programs (CAAHEP) accredited education department which is the largest EMS education department in New Jersey providing original and continuing medical education to EMTs, Paramedics, Nurses, Police Officers, Fire Fighters and the general public. Coordinating all of MONOC's communications is an Accredited Center of Excellence (ACE) 24/7 state of the art 9-1-1 dispatch center which handled over 156,000 requests for service in 2013.



For further information contact Scott Matin at Scott.Matin@monoc.org or (732) 919-3045 ext. 1168.

Committee on Missing and Abused Children Awarded Grant

This past March, Gloucester County's Committee on Missing and Abused (COMA) Children was awarded a \$4,000 grant from the Prevent Child Abuse—New Jersey (PCA-NJ). Freeholder Director Robert Damminger and Freeholder Liaison Adam J. Taliaferro said that Gloucester County was the only southern county to be awarded a grant.

The Committee on Missing & Abused Children will replicate the Enough Abuse Campaign throughout the community will utilize the grant. The initiative's goal is to educate every adult in the community about the true nature and scope of the epidemic and give them the tools and knowledge they need to better protect children.

Freeholder Director Damminger said, "Studies continue to show that many parents believe the major risk of child sexual abuse involves 'stranger danger', when in reality, up to 90% of all cases are committed by someone known and trusted by the victim and family."

PCA-NJ provides free training on the campaign's curriculum, which enables local organizations to mobilize their own hyper-local initiatives in a way that can be adapted for their respective community's needs.

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COMA Children Awarded Grant *(continued)*



Adam J. Taliaferro
Freeholder

Freeholder Adam Taliaferro said, “A team of volunteers from Gloucester County has completed a two-day training session and will be utilized to reach out to the Gloucester County community and provide free training sessions for groups that seek to educate adults about child sexual abuse.”

“Child sexual abuse is a serious public health problem in New Jersey and causes devastating harm to victims. Gloucester County will be recognizing April as Child Abuse Prevention Month and participating in many events to bring light to all we can do as citizens to protect our most valuable and vulnerable resources, our children,” said Taliaferro.

Volunteers who received training from PCA-NJ to lead the ‘Enough Abuse Campaign’ were from the Youth Advocate Program, Inspira Health Network, CGS Family Partnership, Community Treatment Solutions, Robins Nest, Center for Family Services, Catholic Charities, The Arc Gloucester, Quality Care Resource & Referral, and the NJ

Division of Child Protection & Permanency.

Parents groups, educators, family members, youth workers, athletic associations, faith-based, and corporate businesses are all eligible in Gloucester County for the “Enough Abuse Campaign” training.

Interested parties can complete an online application at the County Department of Human Services website under the HSAC tab <http://www.co.gloucester.nj.us/depts/h/hserv/hsac.asp> or call DHS at 384-6870 and ask for Enough Abuse Campaign information.



Top Trends in Public Sector Workforce Management for 2014

- **Open Data Governance** - Citizen Engagement is a growing theme in the public sector and this is driving the concept of open data, creating an environment of “open government”. In several cities, residents are already taking an active role in improving the community. For example, one leading city government is piloting a mobile application that collects road condition data as residents commute. The expectation that the public sector workforce will partner with citizens to bring solutions to real problems will grow in 2014.
- **Healthcare Reform Readiness** - Recent Kronos surveys¹ show that 84 percent of government agencies and 82 percent of educational institutions are either not prepared at all or somewhat prepared for the upcoming Affordable Care Act (ACA) reporting requirements. Even though the federal government issued a one-year delay related to the “shared responsibilities” requirements, it is still imperative that government agencies and educational institutions use this extra time to take a more strategic and thoughtful approach to how they will manage the changes associated with the ACA.
- **Engage a Multi-Generational Workforce** - A significant portion of the public sector workforce will approach retirement age over the next few years. This dynamic heightens the urgency of knowledge transfer and effective management of multiple generations of employees including boomers, Generation X-ers, and millennials.

continued on page 17

Top Trends in Public Sector Workforce Management for 2014 *(continued)*

- **To address these issues, workforce management will need to be simplified in 2014** - Currently, government agencies and educational institutions are collecting more labor data than ever before, but this information is trapped in disparate systems and silos. Workforce analytics applications will need to be implemented so costly errors are preempted, citizen engagement is optimized, and labor utilization is reported back to the funding source. Also, moving workforce management applications and data to the cloud will remain front and center in 2014 to improve reliability and reduce costs. And mobile applications will continue to transform the way the public sector workforce operates by accessing timely information leveraging the devices they use in their daily, personal lives.

Footnote 1: How will the Affordable Care Act (ACA) Impact Your Government Agency? Governing Institute, 2013; The New Credit Hour: Higher Education and the Affordable Care Act, Center for Digital Education, 2013; and The Bottom Line: K-12 and the Affordable Care Act, Center for Digital Education, 2013.



Federal Grants

National Indoor Environments Program: Reducing Public Exposure to Indoor Pollutants

Deadline: April 21, 2014

Available: \$200,000 per year for up to three years

Number of Awards: 10 to 20

www.epa.gov/air/grants/rfa-epa-oar-oria-14-03.pdf



Region 2 Wetland Program Development Grants

Deadline: May 2, 2014

Available: \$75,000 to \$300,000

Number of Awards: 3 to 6

www.water.epa.gov/grants_funding/wetlands/grantguidelines/upload/R2_FY14_WPDG_RFP.pdf

Byrne Criminal Justice Innovation Program

Deadline: May 6, 2014

Available: Up to \$750,000 over a period of up to three years

Number of Awards: Up to 20

www.bja.gov/Funding/14BCJIsol.pdf



Violent Gang and Gun Crime Reduction Program (Project Safe Neighborhoods)

Deadline: May 12, 2014

Available: Maximum of \$500,000 over a period of up to two years

Number of Awards: Not Specified

www.bja.gov/Funding/14PSNsol.pdf

Federal Grants *(continued)*

Research and Evaluation on Firearms and Violence

Deadline: June 3, 2014

Available: \$1,500,000 total program funds

Number of Awards: one - multiple

www.ncjrs.gov/pdffiles1/nij/sloo1085.pdf



Upcoming Sustainable Jersey Events

by Winnie Fatton, Project Manager for the Sustainable Institute at the College of New Jersey

GREEN TEAM WEBINARS

Energy Savings Improvement Programs: Learn How to Finance Your Building Upgrades

WHEN: April 16, 2014 1:00-2:00 PM

WHERE: [REGISTER HERE FOR THE WEBINAR](#)



Energy efficiency is one of the best ways municipalities and school districts can save money and tax dollars. An innovative financing tool, called an Energy Savings Improvement Program (ESIP), allows local government entities to leverage future energy savings to pay for building and equipment upgrades.

Paying for large-scale building upgrades such as high efficiency motors, transformers, water heaters, boilers, and air conditioning units can be challenging. A new financing tool, called an Energy Savings Improvement Program (ESIP), allows New Jersey municipalities and school districts to leverage energy savings resulting from installing a package of energy efficiency measures to cover upfront costs. Learn how your organization can take advantage of this innovative financing tool to complete necessary large-scale building upgrades, and significantly reduce its energy costs. Learn more about how this underutilized option can help address your organization's short and long term needs.

Topics include:

- Current state law regarding ESIPs
- The nine step process to develop and implement an ESIP
- NJ Clean Energy Programs that can provide additional financial and technical assistance for your project
- Lessons learned from organizations that have undertaken ESIPs

Presenters will provide information on Sustainable Jersey's ESIP *How-To Guide* and answer participants' questions.

This seminar is recommended for business administrators, facility and energy managers, mayors, town council, and school board members, and Green Teams.



Atlantic

Burlington

Camden

Cumberland

Gloucester

Hudson



NJAC ANNUAL CONFERENCE

May 7, 2014 - May 9, 2014

Show Your Support for County Vo-Tech Schools
at the

County Vocational-Technical School Cook-Off Challenge

May 9, 2014

Caesar's in Atlantic City

For more information visit www.njac.org

hosts:



at&t

NJM Insurance Group



U.S. COMMUNITIES™
GOVERNMENT PURCHASING ALLIANCE



Mercer

Monmouth

Ocean

Somerset

Warren

CONGRATULATIONS

The **Bank of New York Mellon** appointed Lee Woolley President of its Mid-Atlantic Region.

Comcast Corporation promoted Karen Dougherty Buchholz to Senior Vice President of Administration and Rebecca Arbogast to Senior Vice President of Global Public Policy while John Gibbs was promoted to Senior Vice President of Government Affairs.

Essex County Department of Parks, Recreation and Cultural Affairs received three awards of excellence at the New Jersey Recreation and Parks Association Convention. The Essex County Gingerbread Sustainable Homes and Habitat Contest received an Excellence in Educational or Interpretive Programming Award, the Prehistoric Playground at Essex County Turtle Back Zoo received an Excellence in Design Award and the late Regina "Gina" Zullo was posthumously recognized as Employee of the Year.

Earlier this month, **Genova Burns Giantomasi Webster LLC** was named Litigation Department of the Year in the Labor and Employment Category by the New Jersey Law Journal.

On March 31, 2014 **MONOC** paramedics, Mike Welsh and Marcelo Aguirre, of Wall Township were honored along with other first responders at the Fair Haven First Aid Squad for a lifesaving 9-1-1 call that they responded to.

MONOC is also proud to announce that three of their senior managers recently contributed as chapter authors to a newly published book by Pearson Education called *Management of Ambulance Services*.

Ocean County Sheriff's Office Warrant Squad was recently recognized by the New Jersey Child Support Council for its outstanding work in collecting more than \$940,000 from warrants served in 2013. The Warrant Squad received the 2013 Sheriff's Agency of the Year Award.

Terry Albarella, Vice President of the Information Systems for **Prudential Financial, Inc.**, was presented with the Trailblazer Award during last month's RE: Gender's awards dinner held in New York City. She was given the award, among 18 other individuals, for her work in advancing gender equity.

Somerset County Election Administrator Jerry L. Midgette became the first African-American to be elected as President of the New Jersey Association of Election Officials. He took office on March 18, 2014 at their 77th Annual Conference in Atlantic City.

JOB VACANCY ANNOUNCEMENTS

SUPERVISING ENGINEER

The **County of Hunterdon** has an opening for a full-time position of Supervising Engineer. The incumbent will supervise the field and office engineering work involved in the design, maintenance, and construction of structures and/or systems. Duties include planning, organizing and supervising the field and office work program; makes and directs the making of investigations of conditions of structures and equipment, prepare detailed reports, supervise field and office engineering work involved in design, maintenance, and construction of highways, other roads or streets and/or bridges or some other branch of engineering. Bachelor's Degree in Civil, Mechanical, or Electrical Engineering required and at least three years of related professional engineering experience, one year of which shall have been in a supervisory capacity. Please include salary history as well as all stated requirements of this job announcement with your resume for consideration and forward to ckopec@co.hunterdon.nj.us.

ASSITANT COUNTY ENGINEER

The **County of Hunterdon** has an opening for a BSCE with minimum 5 years design experience in bridge design and inspections. Good communication and public speaking skills. Candidate must be CAD proficient. GIS/computerized mapping skills preferred. Experience with NJDEP Permitting Process a plus. Must have P.E. license from the State of New Jersey.

Submit resume to:

Human Resources Department
Hunterdon County
PO Box 2900,
Flemington, New Jersey 08822

or personnel@co.hunterdon.nj.us

COUNTY ADMINISTRATOR

The **County of Hunterdon** is seeking a full time appointed position. Oversees the day to day operations of the County in accordance with policies established by the Board of Chosen Freeholders. Candidate should possess strong leadership and interpersonal skills. Must be computer and technologically proficient. Responsibilities include but not limited to: budget, coordinate staff functions within County Departments and agencies, offer recommendations concerning the supervision and control of internal County business, aid in administration of personnel functions and negotiations, develop improved management methods, systems and advanced technologies in order to streamline County government, any additional duties as the Board may direct. Familiarity with civil service commission rules a plus. CPM, MPA or MBA strongly preferred. Minimum of 5 year's experience in NJ government required.

Please include salary history as well as all stated requirements of this job announcement with your resume for consideration by the governing body and forward to ckopec@co.hunterdon.nj.us.

JOB VACANCY ANNOUNCEMENTS

DIRECTOR OF FINANCE AND COUNTY TREASURER

The **County of Morris** is seeking an experienced Director of Finance and County Treasurer. Responsibilities include day-to-day budgetary, fiscal and financial management and supervision of four divisions, including Treasury, Central Purchasing, County Adjustor's Office and Office Service, as well as the Office of Payroll.

A Master's degree in public or business administration, public finance, or accounting and 7 years of responsible experience in a County and/or municipal sector government entity is required. Certification as a County Finance Officer is also required or certification must be completed within 2 years of hiring.

All interested candidates must visit the County's website at www.co.morris.nj.us under Employment for the full job description and salary range and to complete the County application form, including resume, references and salary history, to the attention of Cathy Burd, Director of Employee Resources. Applications will be accepted until NOON on April 21, 2104

NJAC ANNUAL CONFERENCE

May 7, 2014 - May 9, 2014
Caesar's in Atlantic City

President's Legislative Luncheon and Awards Ceremony May 8, 2014 at 12:30p.m.

forum panelists include:



hosts:



FROM THE EXECUTIVE DIRECTOR



John G. Donnadio, Esq.

The New Jersey Association of Counties' (NJAC) 64th annual celebration of county government scheduled to take place from May 7th through May 9th at Caesar's in Atlantic City is less than one month away and we've put together a terrific event that includes:

ACCREDITED WORKSHOPS

Educational workshops are available where professionals may earn important continuing education credits by completing our diverse and unique seminars approved for accreditation by the Department of Community Affairs, Rutgers, and the Board of Continuing Legal Education. In fact, our educational workshops have been approved for a variety of credits in CMFO, CCFO, CPWM, RMC, QPA, CTC, CLE, PDH, CPC, RPPO, RPPS, and Ethics.

PRESIDENT'S LEGISLATIVE LUNCHEON AND AWARDS

As previously reported, Lieutenant Governor Kim Guadagno will join us and help present NJAC's "Business Associate of the Year Award" at 9:00 a.m. on May 9th. Additionally, we've put together a terrific legislative panel for the President's Legislative Luncheon and Awards at 12:30 p.m. on May 8th. Majority Leader Lou Greenwald, Assembly Budget Officer Declan O'Scanlon, Senate State Government Committee Chair Jim Whelan, and Senator Joseph Kyrillos will join NJ 101.5's Kevin McArdle to discuss binding interest arbitration, critical transportation funding, shared services and consolidation, and balancing the State's fiscal year 2015 budget. This highly anticipated event kicks off with the presentation of our annual "County Service Awards" and the "Maurice Fitzgibbons Freeholder of the Year Award."

OUTSTANDING NETWORKING OPPORTUNITIES

As was the case last year, all of our main events will take place in the exhibit hall designed to provide you with maximum opportunities to meet community and business leaders from across the State. NJAC business associates should come prepared to pitch your products as you'll have 60 seconds to showcase your goods and services at our Board of Directors meeting at 9:00 a.m. on May 8th. And, don't forget to decorate your booth and have plenty of pens, key chains, and magnets to give away as we're presenting awards and prizes for Best Exhibit Display, Best Booth Giveaway, and Friendliest Vendor.

STRONG COUNTY REPRESENTATION

In addition to our board meetings, educational workshops, legislative luncheon forum, receptions, and cook-off challenge highlighted below, several of our county affiliate groups plan on holding regular meetings. These groups include our county administrators, finance officers, public information officers, and improvement authorities. The county jail wardens, planners, welfare directors, and several governing bodies plan on exhibiting as vendors. And, don't miss the county purchasing officials' workshop presentation designed specifically for conference vendors entitled "Doing Business with County Government."

THE NATION'S ONLY COUNTY VOCATIONAL-TECHNICAL SCHOOL COOK OFF

Finally, we close our annual celebration of county government with the nation's only county vocational-technical school cook-off challenge, where culinary art students from schools in Atlantic, Burlington, Camden, Cumberland, Hudson, Gloucester, Mercer, Monmouth, Ocean, Somerset, and Warren counties have been elected to compete for titles in taste, creativity, and food presentation. Each team will consist of 5-6 students and 2 staff members, and must produce 400 samples of appetizers at a total cost of less than \$500.00. NJAC officials, Atlantic City chefs, and convention attendees will have the difficult task of judging the tough competition. Thank you for your time and consideration, and please make sure to visit our website at www.njac.org for additional details. I look forward to seeing you next month.

«APRIL 2014»

....Is National Autism Awareness Month

MON	TUES	WEDS	THURS	FRI	SAT	SUN
		16 Expired Prescriptions Drop-Off Warrenbrook Senior Center 9:30 am - 10:30am Warren	17 Rutgers Jazz Chamber Ensemble 7:30pm - 9:00pm New Brunswick	18 Spring Family Fun Day & Easter Egg Hunt 12:00pm - 4:00pm Alstede Farms Chester	19 Downtown People & Pet Parade 11:00am Flemington	
21 Juicing Seminar 4:00 pm - 5:00pm New Day Family Success Center Galloway	22 Earth Day - Avatar 9:30am Memorial Library New Providence	23	24 Free Swimming Lessons Bethune Center 4:00pm Jersey City			27 Bradley Beach Restaurant Tour 11:30am - 3:00pm <i>For more information (732) 776-2999</i>
	29 Circus Circus and More Circus all day Sussex County Fairgrounds Augusta	30 Encore Entrepreneurship - Business at 50+ 8:30 am. - 11:30 am Office of Econ. Dev. Totowa				

«MAY 2014»

....Is National Stroke Awareness Month

MON	TUES	WEDS	THURS	FRI	SAT	SUN
			1	 6pm West Edison Towaco <i>For tickets: www.easelnj.org</i>	 10:00am - 3:00pm Community Agricultural Center Claremont	4 Spring Craft Fair 11:00 a.m. Glen Rock
	6 Saving Family History on Video 7:30pm - 9:00pm American Legion Hackettstown	7	8	9	10 Cumberland County College Health Fair 10:00am - 2:00pm Vineland	
12	13 Essex County Community College - Financial Aid Workshop 6:00pm - 9:00pm Newark	14 Lighthouse Full Moon Climb 8:00pm - 10:00pm Lower Township				