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Please note our equal space policy of printing differing viewpoints on major New Jersey issues. Articles presented are not necessarily the opinion of NJCM. The NJCM Conference Magazine, (ISSN #1065-6510) Vol. 51, No. 1 is a published bi-annually in June and October for its members by The New Jersey Conference of Mayors, 1st Floor, 150 W. State St., Trenton, NJ 08608-1105. Periodical Postage paid at (Trenton, NJ) and additional mailing offices.

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From the President...

By: Mayor Wayne Smith, Irvington, NJCM President

It is with a great degree of humility that I assume the Presidency of New Jersey Conference of Mayors. In November 2013, I will be relinquishing a 5 year Presidency of New Jersey Urban Mayors. Whether we serve in an urban, suburban, or rural local government the Mayors position, whatever the form of government: “Strong Mayor/Weak Mayor”, is viewed at the center of focus for many activities.

Our challenges are different and vary in scale/scope; however, Mayors are on the front line in dealing with community issues. We all take great pride in serving our local communities.

This New Jersey Conference of Mayors is committed to serving you and all of our mutual constituencies in the most effective mutual ways possible. As we bring our point of view to federal, state, county organizations as well as private sector, as President, I will focus two key issues: Economic Development and Emergency Management.

The New Jersey economy must grow so jobs can be created. The Conference will reach consensus on the issues, so the economy will grow. In our own Township we have 2 major projects. A 77 store mall built ($12 million commitment) 40% lease and we are recruiting retailers and the 6 acre former Irvington General Hospital, which site has a designated developer and the mixed use development has been approved by our Planning Board.

Walgreen’s will be building a new store on Springfield Avenue, despite economist views about a slow recovery. Let’s work together to create jobs.

Emergency Management in light of Super Storm Sandy has made preparedness and mitigation the order of the day. The New Jersey Shore suffered major devastation while other communities experienced challenges to a lesser degree. Power outages required resilience from most of the residents of our neighborhoods.

We must rebuild the shore area, and we must rebuild out cities to make New Jersey whole. Mayors, let’s go to work!

Sincerely,

Wayne Smith, NJCM President
is the Mayor of Irvington Township

Mayor Wayne Smith
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Dear Fellow Mayors of the New Jersey Conference of Mayors,

I would like to thank you all for your support and generous reception you gave me at the closing of our very successful 50th Anniversary Spring Conference in Atlantic City this past year.

It took me five years to climb the ladder for the President’s Chair of the New Jersey Conference of Mayors. During this time, I learned much from past Presidents and fellow members. My term as your President took on so many different priorities due to Super Storm Sandy, and also being an election year for our very busy Governor. Many trips to Trenton to try to achieve my goals as your President were interrupted by priority needs and rebuilding of our State’s resources. Our organization has never been stronger so again, thank you.

Remember the donkey and the elephant in the rowboat and give our new President, Mayor Wayne Smith your attentions.

I would like a special thanks to go to our Trenton “A” team, our Backbone, Jack Morrissey, Executive Director, Mary and Peter and all of our Mayor’s Emeritus…You guys and gals rock!

So I thank you, and may God continue to bless us.

Sincerely,

Mayor Gary B. Giberson
City of Port Republic, Atlantic County, NJ
Immediate Past President, NJCM
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New Jersey: Rebuilding Stronger and Smarter

By: Marc Ferzan, Executive Director of the Office of Recovery and Rebuilding

In the wake of Superstorm Sandy, Governor Christie and his team shifted from emergency response to longer-term recovery. The Governor wanted state government to consider strategic approaches to rebuilding. He sought guidance from community leaders, stakeholders and impacted individuals and business owners to ensure that those with important perspective were heard, and to inform the best possible decision-making and help target priorities.

To accomplish the Governor’s long-term recovery goals, we first assembled a core recovery team to confront rebuilding in a methodical and comprehensive way. The Christie Administration avoided creating a new bureaucracy, as other states had done. Rather, we chose to work closely with Governor Christie, key state agencies, experts in disaster recovery and stakeholders to provide a broad perspective to the recovery strategy.

In the initial months following the storm, the State charted a thoughtful and comprehensive path forward. We prioritized critical needs: Families needed temporary housing; millions of cubic yards of debris needed to be cleared; and communities faced the financial burdens of escalating storm costs. The Administration also sought to align the State’s recovery and rebuilding goals with available disaster recovery resources.

For each critical need, we carefully identified and sought out available federal monies, primarily from the Disaster Relief Appropriations Act of 2013: Federal Emergency Management Agency (FEMA) Public Assistance for debris removal and other response and recovery activities; housing and economic development funds through the US Department of Housing and Urban Development (HUD); and infrastructure grants through the US Department of Transportation and US Environmental Protection Agency. We have also worked closely with our federal partners to ensure that funds that the State does not administer are dedicated to priority projects for the State, such as the $5.35 billion dollars allocated to the US Army Corps of Engineers.

Having reached out to other states that had endured disaster on this scale, we quickly learned valuable lessons to avoid common mistakes. Across the board, we were warned that long-term recovery after an event like this is not measured in days, but rather in months and years. And while asking our residents to be patient was not an option, we wanted to send a message that was honest but still offered solutions and hope.

Six months after the Governor established the Office of Recovery and Rebuilding, we continue to have an effective system in place to identify vital issues and address them by maximizing State resources. This organized approach has served us well. For example, New Jersey was the first state to submit its application to HUD incorporating available data and information for the initial $1.8 billion dollar allocation of Community Development Block Grant Disaster Relief (CDBG-DR) funds. Notably, the Department of Community Affairs utilized federal funds to create the Homeowner Reconstruction, Rehabilitation, Elevation and Mitigation (RREM) program, and homeowners can now apply for rebuilding assistance and other grants at http://www.renewjerseystronger.org. The New Jersey Economic Development Authority (EDA) created the Stronger NJ Business Grant Program to provide grants of up to $50,000 dollars to small businesses that sustained at least $5,000 in Sandy-related physical damage. EDA also created the Stronger NJ Business Loan Program to provide up to $5 million dollar direct, low-cost loans to help businesses and non-profits that suffered physical damage or are looking to expand within storm-impacted communities. Information on both programs is available at http://application.njeda.com/strongernjbusiness. We are already advocating for the next allocation of CDBG-DR funds through HUD to advance additional recovery priorities including infrastructure initiatives. We have completed repairs to NJ Transit and PATH rail lines, and have reopened schools. We are reconstructing bridges, tunnels and roadways – such as Route 35 – and rebuilding critical facilities like the Passaic Valley Sewerage Commission stronger and more resilient. We have restored parks, such as the Liberty State Park and Island Beach State Park, replenished beaches and reconstructed boardwalks up and down the shore.

For many around the State, life is back to normal. But for others, there’s a long way to go. With much ahead of us, it is important to take stock of the progress within each community and look forward to the New Jersey of tomorrow. This recovery is about hard work, setting goals, and working together to achieve them. If we approach the State’s revitalization collectively, if we listen to each other, and if we speak plainly about the challenges we’re facing and develop realistic (and often inspired) solutions, we can continue to accomplish great things.
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Marking a major step forward in the recovery from Superstorm Sandy, the Christie Administration, in May, launched the 'reNew Jersey Stronger' housing grant program to assist homeowners impacted by the storm. The housing grants are designed to encourage eligible homeowners to resettle in their homes or home counties and help them repair, elevate or rebuild their residences.

Funding for the 'reNew Jersey Stronger' grants comes from the U.S. Department of Housing and Urban Development's (HUD) Community Development Block Grant Disaster Recovery program. To date, HUD has approved $1,829,520,000 in CDBG Disaster Recovery funds for New Jersey. The 'reNew Jersey Stronger' housing initiative will utilize $780 million of the allocation.

Homeowners whose primary residences were damaged by Superstorm Sandy in the nine most-impacted counties (Atlantic, Bergen, Cape May, Essex, Hudson, Middlesex, Monmouth, Ocean, and Union) are encouraged to apply for both the Homeowner Reconstruction, Rehabilitation, Elevation and Mitigation (RREM) Program and the Homeowner Resettlement Program.

The RREM Program, which is funded at $600 million, will provide eligible Sandy-impacted homeowners up to $150,000 in grant funds to assist them in repairing, elevating or rebuilding their primary homes. The program is intended to “fill the gap” between the costs needed to repair the home and other sources of funds the homeowner has received to repair their home such as insurance payments or assistance from the Federal Emergency Management Agency (FEMA) or the U.S. Small Business Administration. Additionally, the program will help homeowners with the construction process. A RREM contractor will determine the amount of work that is required to repair the damaged home in order to meet required state and local housing quality standards. The RREM contractor will then select qualified builders to make the repairs and take responsibility for obtaining the necessary approvals for the construction.

All applicants under the RREM Program must have registered for assistance with FEMA and must have a household adjusted gross annual income of less than $250,000. In addition, they must have sustained at least $8,000 in damages or more than one foot of flooding on the first floor as a result of Sandy. Priority will be given to homes that are deemed “substantially damaged” (damages exceed 50% of a home’s assessed value) as a result of Sandy. Also, 70 percent of RREM funds will be reserved for low-to-moderate-income households in accordance with federal requirements.

In an effort to make applying for the grants as easy as possible, Sandy-impacted homeowners can apply in one of three ways. They can go online at www.renewjerseystronger.org, call 1-855-SANDYHM (1-855-726-3946), or visit any of the Housing Recovery Commissioner Richard E. Constable III, Esq., joined the New Jersey Department of Community Affairs (DCA) in January 2012. Prior to joining the Department of Community Affairs, Commissioner Constable managed the day-to-day operations at the New Jersey Department of Labor and Workforce Development as Deputy Commissioner. From 2002 to 2010, he worked as a federal prosecutor with the U.S. Attorney’s Office in Newark.

Like the RREM Program, all applicants under the Resettlement Program must have registered for assistance with FEMA and must have sustained at least $8,000 in damages or more than one foot of flooding on the first floor as a result of Sandy. Additionally, 60 percent of the funds will be reserved for low-to-moderate-income households in accordance with federal requirements.

In an effort to make applying for the grants as easy as possible, Sandy-impacted homeowners can apply in one of three ways. They can go online at www.renewjerseystronger.org, call 1-855-SANDYHM (1-855-726-3946), or visit any of the Housing Recovery continued on Page 35

continued on Page 35
AWARDED “2013 BUSINESS MEMBER OF THE YEAR” BY THE NEW JERSEY CONFERENCE OF MAYORS.

“In the last 2 years we’ve saved over $160,000 thanks to EMEX. We couldn’t be happier.”

Tim Quinn
Administrator
Township of Morris
Morris, New Jersey
Total Savings: $163,232

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Monmouth County continues to grow in its leadership role in the field of shared services. We have been successful in streamlining operations and centralized administration in an effort to reduce the burden on Monmouth County taxpayers.

To demonstrate our dedication to this effort, we created a central office of shared services to centralize and standardize programs, increase efficiencies in administration and improve business processes. These efforts have played a strong role in eliminating redundancy and waste throughout the public sector allowing for the most beneficial and efficient use of taxpayer dollars.

We have successfully built new partnerships with 53 municipalities and several counties throughout the state resulting in one of the most far reaching and highly developed shared services programs in the nation culminating in over 300 shared services agreements, millions in estimated savings to taxpayers and over $10.1 Million in new recurring revenue streams thus far. We now are expanding our shared services partnerships with many school boards as well. Monmouth County citizens can see three areas of savings and increased efficiencies; at the municipal, county and now at the school board level.

The Office of Shared services in Monmouth County, of which I serve as Freeholder liaison, continues to grow in a tradition of strong leadership and national recognition.

A groundbreaking new Monmouth County shared service which serves to streamline operations and reduce costs in the field of online property tax services, has been recently recognized by one of the most prestigious institutions in the public sector; the Harvard Kennedy School Ash Centre for Democratic Governance and Innovation. They are pioneering our work to increase the efficiency of the property tax administration process. As further evidence of the effectiveness and growing importance of shared services nationally, I am pleased to report we have also been contacted by Cumberland County, ME and a southern Province in Canada seeking to use our shared services program as a model as they now explore the creation of advanced shared services initiatives of their own.

Additionally, we continue to see massive growth in our state of the art MOD4 shared service. As one of the fastest growing areas of shared services, with almost 100% participation, we have 47 of 53 municipalities streamlining their assessment operations and saving on administration, time and paperwork costs. This shared service saves approximately 50-65% on the municipalities annual costs.

We are now exploring a pilot program to offer this shared service to other counties throughout New Jersey. This is an opportunity for other counties to duplicate and create their own system while they increase convenience, streamline their processes and save approximately $400,000 to $600,000 of taxpayer money. Asbury Park has saved over 65% through this shared service. We also have had tremendous success with our online digital records management program.

Of course, I can not discuss shared services in Monmouth County without mentioning our continued leadership in public safety communications shared services. We continue development of a state of the art communications facility that will serve as a state and regional model.

Freeholder Director Thomas A. Arnone was sworn in to a three-year term on the Monmouth County Board of Chosen Freeholders and is currently in his third year in office. During his tenure as Freeholder, Mr. Arnone has received recognition for pioneering two extremely successful initiatives; Shared Services and Grow Monmouth. Each have been vital in helping to grow the economy while saving tax payers dollars. Additionally, Freeholder Arnone has been active in statewide professional organizations such as the New Jersey Conference of Mayors and the New Jersey League of Municipalities.

Just as an example, Asbury Park has stated they will save over $500,000 in the first year and over $300,000 in subsequent years. Freehold Township stated they will save over $430,000 per year by switching to the county dispatch shared services program. The smaller municipalities like Spring Lake and Sea Girt have stated they have saved between $100,000 to over $200,000 per year.

continued on Page 35
50th Annual NJCM Spring Conference

2012-13 NJCM President Gary Giberson cuts the ribbon marking the opening of the 50th Annual Conference. Also present (L to R) were: Mayor Suzanne Walters, Stone Harbor; Mayor Colleen Mahr, Fanwood; 2013-14 NJCM President Mayor Wayne Smith, Irvington; NJCM Executive Director Jack Morrissey and NJCM Business Council Director, Mayor Gary Passanante

Lt. Governor Kim Guadagno delivers a positive and informative Keynote speech on the status of economic development in New Jersey
50th Anniversary NJCM Annual Conference a Huge Success

By: Jack Morrissey, Executive Director, NJCM

The 50th Anniversary New Jersey Conference of Mayors Annual Conference recently conducted at the Borgata Hotel, Casino, and Spa in Atlantic City was an outstanding success, with record attendance and extremely well received panel sessions. The theme of this year’s Annual Conference was “As We Continue To Move Forward…Reform and Rebuild”. Attendees included Mayors, former Mayors, local and state elected and appointed officials, our Business Council members, NJCM award recipients and other invited attendees.

The Preliminary Event of the Annual Conference was the 4th Annual NJCM Business Council Golf Classic held at the Atlantic City Country Club on Wednesday morning with Business Council members and invited guests attending and golfing. Wednesday evening the NJCM conducted its Board of Director’s dinner meeting, with an extremely large turnout. During the course of the dinner meeting, the Lee Veale award was presented to former Mayors, husband and wife, Dr. Michael Kay and Thalia Kay for their years of support to the NJCM and their many other community activities. (read more about the award in the Mayors Emeritus article on page 27). Also, during the evening event was the presentation of awards to NJCM’s Platinum and Gold level Business Council members. These awards were extraordinary and extremely special, having been hand carved by Port Republic Mayor Gary Giberson, 2012-2013 NJCM President. Mayor Giberson is a world renowned wood carver who has produced many outstanding carvings.

Thursday morning, the NJCM Legislative Committee met to discuss pending and current legislative matters, legislative issues on the horizon and issues of interest to the NJCM Business Council membership. Follow up NJCM Legislative Committee meetings have been scheduled for the upcoming year, with positions on certain Legislation being formulated.

Prior to the Grand Luncheon, a panel session was conducted featuring four Governor’ Cabinet level Commissioners addressing Super Storm Sandy Rebuilding, Funding, New Regulations and Small Business Initiatives. Subsequent to the luncheon on Thursday panel sessions were conducted addressing emergency management procedures and needs, federal legislation / regulation issues, and revenue sources and improved efficiencies for municipalities.

Lt. Governor Kim Guadagno was the keynote speaker at the Thursday afternoon Grand Luncheon, providing an enthusiastic speech regarding the status of economic development in New Jersey. Her speech was very positive and informative and well received by the audience of over three hundred. Her presence was very much appreciated by the attendees of the Grand Luncheon.

During the Grand Luncheon Port Republic Mayor Gary Giberson was recognized with a standing ovation for his leadership as President of the New Jersey Conference of Mayors during the past year.

Thursday evening the newly elected President of the New Jersey Conference of Mayors, Mayor Wayne Smith, Irvington, was administered the oath of office by Senator Donald Norcross. Mayor Smith, in his address to the large gathering at the reception, indicated that as NJCM President, he wanted to especially address economic development and emergency management. Senator Norcross then proceeded to administer the oath to the newly elected NJCM Executive Officers and members of the Board of Directors. As a result of the recent election, two new members joined the NJCM Executive board, Mayor Art Ondish, Mt. Arlington Boro and Mayor Phyllis Magazzu, Berlin Township. Twelve new members were added to the board of Directors.

At the awards reception, Mayor Gary Giberson, Port Republic, was honored as Mayor of The Year for his leadership during the past year as President of the New Jersey Conference of Mayors. A complete listing of all 2013 NJCM Award Recipients can be found on page 17.

On Friday morning, two more panel sessions were conducted addressing Shared Services, successes, proposals, S-2 legislation and property taxes, health Insurance Costs, Interest Arbitration and energy tax receipts. All of the panel sessions were extremely well attended and much information flowed back and forth between panelists, Mayors and attendees. A big note of appreciation is extended to the panelists and the moderators for making the panel sessions such a success.

A big “thank you” is extended to NJCM staff members, Mary Zajack and Peter Oesterwinter and the many members of the Mayors Emeritus Advisory Council (see article on page 27) for their tireless efforts in putting together the Annual Conference and assuring its success—a huge one. Thanks are also extended to NJCM Business Council Director Mayor Gary Passanante for coordinating the golf outing and to the Borgata staff for their excellent support and service. Most importantly, thanks to the Member Mayors who came to attend the Conference, show their support and service. Most importantly, thanks to the Member Mayors who came to attend the Conference, show their support and service.

Without them, the NJCM and the Annual Conference would not be possible. On behalf of all of us at the NJCM, thank you!
2013 Award Recipients

Lee Veale Award
Hon. Thalia C. Kay | Hon. Michael M. Kay

Mayor of the Year
Mayor Gary B. Giberson, Port Republic City

Former Mayor of the Year
Hon. Chuck Chiarello, Buena Vista Twp.

US Representative of the Year
Congressman Frank LoBiondo
Award received by Field Representative Robert Geist

Cabinet Member of the Year
Commissioner Bob Martin, DEP

Legislator of the Year
Senator Donald W. Norcross

Legislator of the Year
Senator Christopher J. Connors

Legislator of the Year
Assemblyman Jon M. Bramnick

Legislator of the Year
Assemblywoman Annette Quijano

County Executive of the Year
Dennis Levinson, Atlantic County Executive

Business Leadership Award
PSE&G, accepted by Art Guida

Business Member of the Year
EMEX, LLC, accepted by Todd Segmond

NOT SHOWN:
Freeholder of the Year, Freeholder Daniel P. Sullivan, Union County
Excellence in Government Award, Ronald Gravino, Vice Chairman NJTA
Panel Sessions

Session 1
FEMA (Super Storm Sandy Rebuilding, Funding, New Regulations, SBA Initiatives)

Session 2
Emergency Management Procedures and Needs

Session 3
Washington Delegation Session
Federal Issues, US Conference of Mayors

Session 4
Shared Services, Successes Proposals, S-2 Legislation

Session 5
Property Taxes – Health Insurance Costs, Interest Arbitration, Energy Tax Receipts.
Below is a listing of the Exhibitors who attended our 50th Anniversary Conference. Please take a moment to review their products and services and how they could help your municipality run more effectively and efficiently.

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<thead>
<tr>
<th>Exhibitor Name</th>
<th>Phone Number</th>
<th>Website</th>
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<td><a href="http://www.cnaservices.org">www.cnaservices.org</a></td>
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<td>Allstate Benefits/Financial Svcs.</td>
<td>856-223-1942</td>
<td><a href="http://www.allstateagencies.com">www.allstateagencies.com</a></td>
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<td>732-227-4828</td>
<td><a href="http://www.ausenergy.com">www.ausenergy.com</a></td>
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<td>American Traffic Solutions</td>
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<td>DARE New Jersey</td>
<td>609-860-6777</td>
<td><a href="http://www.darenj.com">www.darenj.com</a></td>
</tr>
<tr>
<td>Dejana Truck of Greater Philadelphia</td>
<td>856-303-1315</td>
<td><a href="http://www.dejana.com">www.dejana.com</a></td>
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<tr>
<td>Dimensional Management-Eastern Dental (please see ad on pg 24)</td>
<td>732-750-1130</td>
<td><a href="http://www.easternental.com">www.easternental.com</a></td>
</tr>
<tr>
<td>EMEX, LLC (please see ads on pgs 10, 42)</td>
<td>713-52I-9797</td>
<td><a href="http://www.energymarketexchange.com">www.energymarketexchange.com</a></td>
</tr>
<tr>
<td>Excel Environmental Resources, Inc.</td>
<td>732-545-9525</td>
<td><a href="http://www.excelenv.com">www.excelenv.com</a></td>
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<tr>
<td>Field Turf</td>
<td>800-724-2909</td>
<td><a href="http://www.fieldturf.com">www.fieldturf.com</a></td>
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<tr>
<td>Fire Department Cost Recovery (please see ad pg 40)</td>
<td>732-933-9980</td>
<td><a href="http://www.fdcostrecovery.com">www.fdcostrecovery.com</a></td>
</tr>
<tr>
<td>Foley Inc. (please see ad pg 28)</td>
<td>732-885-3105</td>
<td><a href="http://www.foleyinc.com">www.foleyinc.com</a></td>
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<tr>
<td>Good Energy, LP (please see ad pg 36)</td>
<td>212-792-0222</td>
<td><a href="http://www.goodenergy.com">www.goodenergy.com</a></td>
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<tr>
<td>GTBM, Inc.</td>
<td>551-697-7382</td>
<td><a href="http://www.gtbm.com">www.gtbm.com</a></td>
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<td>Hatch Mott MacDonald</td>
<td>973-379-3400</td>
<td><a href="http://www.hatchmott.com">www.hatchmott.com</a></td>
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<tr>
<td>Jersey Central Power &amp; Light (please see ad pg 52)</td>
<td>732-212-4103</td>
<td><a href="http://www.firstenergycorp.com/JCPL">www.firstenergycorp.com/JCPL</a></td>
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<tr>
<td>JM Eagle, Inc.</td>
<td>800-621-4404</td>
<td><a href="http://www.jmeagle.com">www.jmeagle.com</a></td>
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<tr>
<td>Laurel Equipment</td>
<td>856-228-2670</td>
<td><a href="http://www.laurellawn.com">www.laurellawn.com</a></td>
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<td>Lutheran Social Ministries of NJ</td>
<td>609-386-7171</td>
<td><a href="http://www.maserconsulting.com">www.maserconsulting.com</a></td>
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<tr>
<td>MapText, Inc.</td>
<td>732-940-1700</td>
<td><a href="http://www.maxspan.com">www.maxspan.com</a></td>
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<tr>
<td>Max Spann Real Estate &amp; Auction Co.</td>
<td>908-735-9191</td>
<td><a href="http://www.musco.com">www.musco.com</a></td>
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<td>Musco Sports Lighting</td>
<td>732-751-9114</td>
<td><a href="http://www.musco.com">www.musco.com</a></td>
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<tr>
<td>New Jersey Natural Gas (please see ad on pg 50)</td>
<td>732-938-1000</td>
<td><a href="http://www.njng.com">www.njng.com</a></td>
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<td>New Jersey American Water (please see ad pg 34)</td>
<td>856-782-2317</td>
<td><a href="http://www.njamericanwater.com">www.njamericanwater.com</a></td>
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<tr>
<td>New Jersey State Association of Chiefs of Police</td>
<td>856-334-8943</td>
<td><a href="http://www.njstateassociation.com">www.njstateassociation.com</a></td>
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<td>New Jersey's Clean Energy Program</td>
<td>866-NJSMART</td>
<td><a href="http://www.njsem.org">www.njsem.org</a></td>
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<tr>
<td>NJ Environmental Infrastructure Trust</td>
<td>609-219-8600</td>
<td><a href="http://www.njsem.org">www.njsem.org</a></td>
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<td>NJ Housing &amp; Mortgage Finance Agency</td>
<td>609-278-7400</td>
<td><a href="http://www.nj-hmfa.com">www.nj-hmfa.com</a></td>
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<td>NJCM Mayor Emeritus Advisory Council</td>
<td>609-989-9216</td>
<td><a href="http://www.njcm.org">www.njcm.org</a></td>
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<td>NJSEM</td>
<td>201-518-7032</td>
<td><a href="http://www.njsem.org">www.njsem.org</a></td>
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<td>NW Financial Group, LLC</td>
<td>201-656-0115</td>
<td><a href="http://www.nwfinancial.com">www.nwfinancial.com</a></td>
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<td>Office of Ombudsman for Institutional Elderly</td>
<td>609-826-5090</td>
<td><a href="http://www.nj.gov/oie">www.nj.gov/oie</a></td>
</tr>
<tr>
<td>Omland Engineering</td>
<td>973-359-8400</td>
<td><a href="http://www.omland.com">www.omland.com</a></td>
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<tr>
<td>OSI Technology</td>
<td>800-677-1778</td>
<td><a href="http://www.osti-technology.com">www.osti-technology.com</a></td>
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<td>Perma-Patch</td>
<td>410-764-2177</td>
<td><a href="http://www.permapatch.com">www.permapatch.com</a></td>
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<td>PNC Bank, N.A. (please see ad on pg 35)</td>
<td>877-861-6649</td>
<td><a href="http://www.pnc.com">www.pnc.com</a></td>
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<td>Property Pilot LLC (please see ad on pg 48)</td>
<td>201-222-1155</td>
<td><a href="http://www.propertypilot.com">www.propertypilot.com</a></td>
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<td>Public Stuff</td>
<td>347-442-7227</td>
<td><a href="http://www.publicstuff.com">www.publicstuff.com</a></td>
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<td>Republic Services of NJ</td>
<td>908-912-0060</td>
<td><a href="http://www.publicservices.com">www.publicservices.com</a></td>
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<td>Rileighs Outdoor Décor</td>
<td>877-444-8888</td>
<td><a href="http://www.rileighsdecor.com">www.rileighsdecor.com</a></td>
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<td>Road Recycling Council - New Jersey</td>
<td>215-540-9999</td>
<td><a href="http://www.roadrecycling.org">www.roadrecycling.org</a></td>
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<td>Siemens Infrastructure &amp; Cities (please see ad pg 52)</td>
<td>732-593-2600</td>
<td><a href="http://www.usa.siemens.com">www.usa.siemens.com</a></td>
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<td>Sonitrol Security Systems</td>
<td>609-890-0017</td>
<td><a href="http://www.sonitrolnewjersey.com">www.sonitrolnewjersey.com</a></td>
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<td>South Jersey Industries (please see ad on pg 38)</td>
<td>609-561-9000</td>
<td><a href="http://www.sjindustries.com">www.sjindustries.com</a></td>
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<td>Spatial Data Logic, Inc</td>
<td>973-398-1776</td>
<td><a href="http://www.spatialdatalogic.com">www.spatialdatalogic.com</a></td>
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<td>Suburban Consulting Engineers</td>
<td>877-455-9369</td>
<td><a href="http://www.suburbanconsulting.com">www.suburbanconsulting.com</a></td>
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<td>Teq (please see ad on pg 48)</td>
<td>202-293-7330</td>
<td><a href="http://www.teq.com">www.teq.com</a></td>
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<td>The United States Conference of Mayors</td>
<td>201-313-8817</td>
<td><a href="http://www.usmayors.org">www.usmayors.org</a></td>
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<td>ULI, The Urban Land Institute</td>
<td>201-302-6944</td>
<td><a href="http://nnj.uli.org">http://nnj.uli.org</a></td>
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<td>US Conference of Mayors Retirement Program</td>
<td>201-767-9300</td>
<td><a href="http://www.usmayors.org/retirement">www.usmayors.org/retirement</a></td>
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<td>United Water (please see ad on pg 40)</td>
<td>800-223-3695</td>
<td><a href="http://www.unitedwater.com">www.unitedwater.com</a></td>
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<td>Utility Service Co., Inc.</td>
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<td><a href="http://www.utilityservice.com">www.utilityservice.com</a></td>
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</table>
PSE&G’s forward-looking Energy Strong program will invest $3.9 billion over 10 years to create a resilient energy infrastructure that will better withstand storms like Sandy and other natural disasters. This will save New Jersey businesses hundreds of millions of dollars in lost revenue and protect our families from the devastating impact of extended power outages.
NJCM Business Council
Some of the New Jersey Conference of Mayors Business Council Sponsors
As in past years, this year’s Spring Conference began on a Wednesday with our fourth annual golf outing sponsored by the Business Council. 80+ enthusiastic golfers and over 100 attendees once again gathered at the Atlantic City Country Club to enjoy the exceptional weather, great golf, friendship and networking. Sandwiched between several days of lackluster weather, that Wednesday was the only day that week that provided sunshine and warmth for our participants (I am now convinced Mayors can do just about anything!).

The course was in impeccable condition and the service and support of the club’s management and staff has always made this a very special event. Our scrambles tournament makes it fun and rewarding for every level golfer. However, the course and wind conditions always present a formidable challenge, even for a scratch golfer. In the end, the winning foursome scoring a combined single digit sub-par round walked away with complimentary rounds of golf and recognition as the best players that day! All-in-all, everyone who played or attended was a winner that day given the location and valuable “face time” with our Mayors and other elected officials from all parts of the state.

On behalf of the Conference leadership, I would like to thank our golf event Platinum sponsors; Comcast, PNC Bank, Key Engineers, New Jersey Natural Gas, CFG Health Systems, Remington & Vernick Engineers, Pepco Manufacturing Company, PSE&G, Grapevine Development and Code Green Solar for their support in making this a tremendous success. I would like to especially thank the Mayor Emeritus Advisory Council for their generous support before, during and after the event. We would not have been able to achieve this great success without their unwavering support.
New Jersey Conference of Mayors

NJCM Business Council
Expanded Educational Program

By: Gary Passanante, Director, NJCM Business Council

As we come off a very successful 50th Anniversary Spring Conference, where hundreds of Mayors and business leaders gathered to exchange ideas, information and hear the latest from our leadership in Trenton, the NJCM Business Council is excited to announce the addition of webinars to our educational programs.

Beginning in the second half of 2013, the NJCM, through its’ Business Council, will be expanding our educational program with the addition of focused topical webinars. These new webinars will allow the NJCM to extend its’ outreach to more attendees by eliminating the time and inconvenience of travelling to a location for an educational seminar.

Through the use of cutting edge technology, the NJCM will be able to bring to the comfort of your office or home, educational programs presented by business leaders and subject matter experts in an interactive environment.

The addition of webinars will open a new opportunity to increase our educational program itinerary without burdening those individuals that are interested in learning from these informative presentations but find it difficult to commit a half day or more in travel and program time in a traditional office or conference facility setting.

If you have access to a computer and the internet and are familiar with accessing websites then you are equipped to attend a webinar. No other special equipment or expertise is necessary! Our expert presenters will handle the rest!

Look for our upcoming announcements that will detail our webinar programs. You won’t want to miss a single one!

For those readers not familiar with the Business Council, we are a subsidiary of the New Jersey Conference of Mayors. Our mission is to bring Mayors and businesses from across New Jersey together in a unique public/private partnership. We provide educational programs to Mayors, governing body members, and other elected, appointed and municipally employed individuals. We are now in our fifth year and continue to grow as both Mayors and businesses from across the state acknowledge our value. As the 2% cap, disaster recovery and our depressed economy continues to exert pressure on our municipal budgets, Mayors and business leaders must think outside the box in order to survive. As we work together to solve our budgetary challenges, the NJCM Business Council continues to act as the “go to” organization where the best and brightest minds in our respective arenas can gather and work in unison to restore economic stability in our communities. Now is the time to invest in our future by creating new jobs and expanding our tax base through the streamlining of regulations and laws.

As a member Mayor, you are automatically invited to participate in our Business Council and related activities. If you do business in the state of New Jersey and have not yet joined the Business Council, I urge you to contact me by email Gary@njcm. org or by phone (856) 207-9142. I would be happy to discuss our membership and the full set of benefits available.
THE DSO ADVANTAGE

- Tailor-made plans to accommodate your individual needs.
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- No annual maximums or deductibles.
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*Melvin Feiler, DDS • Aaron Feiler, DDS

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Power Savings, Simplified.

By: Todd Segmond, CEO of Energy Market Exchange (EMEX)

An ever-increasing state-wide demand for power, heightened awareness for energy efficiency, and unprecedented fluctuations in fuel prices: with all the volatility in the electricity sector, it is more important than ever for municipalities and government agencies to make the right decisions when it comes to Energy Procurement. EMEX’s mission is to put the power to save money in the hands of its clients with smart, ground-breaking technology designed to dramatically simplify energy procurement, and the expert consultancy to assist in making the best decisions for each unique scenario. EMEX’s Reverse Auction platform has already saved New Jersey government facilities millions on their Electricity cost, and is now offering Natural Gas procurement opportunities through the same platform.

DCA-Approved

The EMEX™ Reverse Auction platform is DCA-approved for both Electricity and Natural Gas, and takes place over the course of just 10 minutes in the form of a hyper-competitive, real-time bidding war. Full transparency ensures that townships and their board members can watch every bid and counterbid. Suppliers are equipped with their own secure portal, watching exactly the same screen as they track and chart every bid. While you know the identities of the suppliers bidding, suppliers are blind to one another. Best of all, there is no cost to run the reverse auction, and no obligation to sign when the auction is over.

Your EMEX consultant is with you throughout the entire process

We continually invest in strong relationships; listening and responding to customers and the markets we serve. Through these relationships, we pursue the most critical and complex challenges to ensure optimal outcomes. Our expert resources give you logical solutions based on current market conditions. A team of Senior Analysts track market movement through the reports of Henry Hub, a distribution hub on the natural gas pipeline system selected by the New York Mercantile Exchange (NYMEX) and constantly assess customer hedging strategies. Combining our industry knowledge and expertise, EMEX analysts guide you through an easy and seamless process for your electricity procurement with in depth knowledge of New Jersey state contract laws to ensure compliance. This unique approach, combined with integrated technology and services, goes beyond the standard levels of support given within the industry.

For example, the traditional procurement process and necessary diligent regulatory consideration requires dozens of administration hours and can essentially wipe out ROI efficiency and actual savings. Through EMEX’s new and innovative procurement offerings and the State’s successful Local Unit Technology Pilot Program and Study Act program (P.L. 2001, c. 30), there are solutions for municipalities and government agencies to streamline traditional RFP processes while saving tens or hundreds of thousands of dollars through the competitive online bidding process.

The Best Solution

When it comes to energy procurement, Reverse Auctions have become the “Buzz Words”. Reverse auctions pit energy suppliers against each other, forcing them to drive down bids in order to win your business. The auction ends when all suppliers have reached their lowest bids and the buyer has received the lowest possible rates.

EMEX’s innovative online RFP process is just as thorough, less arduous, removes many of the hurdles and hoops of the traditional RFP and consistently brings suppliers to the table. It is a matter of utilizing technology to bypass minutia and gain access to a significantly wider base of suppliers who may not reply to the laborious, standard RFPs.

EMEX Reverse Auctions provide complete accessibility and transparency. The result is a clear, level playing field with a step-by-step digital record of events, which you can easily make available for board review.

The Bottom Line

The City of Paterson, NJ, serving over 145,000 community members, successfully obtained a lower rate for over 17,235,288 kWh of electricity including streetlights, traffic lights and city owned buildings. The auction resulted in a new 24 month electricity contract that is expected to save the City more than $214,000 over the term.

continued on Page 47
FORM A STRATEGIC ALLIANCE WITH AN FHLBNY LETTER OF CREDIT

Now Insured Credit Unions are Eligible to Participate Under New Jersey Law

Are you familiar with the Federal Home Loan Bank of New York’s (FHLBNY’s) Letter of Credit (L/C) program? An FHLBNY L/C is a triple-A-rated credit instrument that offers local community banks and credit unions an attractive alternate way to secure your public deposits. The FHLBNY’s L/C is accepted as eligible collateral under New Jersey law, providing a low-cost, more efficient way to collateralize municipal deposits.

Benefits of accepting FHLBNY L/Cs:
- No cost to you
- Approved by the state
- Secured collateralization option
- Efficient operational process
- Immediate pay on submission of proper draw certificate

Visit www.fhlbny.com/lc to learn all about L/Cs — view a sample L/C, the laws governing L/Cs, the issuance process, and related articles. Here you can also submit a request for a list of participating FHLBNY members in your area.
Mayors Emeritus Support NJCM 50th Anniversary Annual Conference

By: Jack Morrissey, Chairman, NJCM Mayor Emeritus Advisory Council

The Mayors Emeritus Advisory Council (MEAC) actively supported this year’s NJCM 50th Anniversary Annual Conference. Starting in December of 2012, members of the Mayors Emeritus Advisory Council began meeting to start preparations for the Conference at the Borgata Hotel, Casino and Spa in April of 2013. Saturday morning meetings and evening meetings occurred at least weekly through the middle of April. In addition to members coming to the NJCM Trenton office several times a week to help prepare (both Annual Conference and Golf Classic) flyers, announcements, mailings etc., the MEAC volunteers at the office also helped in sending out membership invoices, pins, certificates and decals and apparel to NJCM member Mayors who had paid their membership dues by January 31st. Some members even took mailings home from the meetings to work on, complete and mail.

Members of the Mayors Emeritus Advisory Council also helped secure event sponsors and exhibitors for the Annual Conference. Being very knowledgeable in the matters discussed, Several Mayors Emeritus also served as panelists and moderators during the panel sessions conducted at the Annual Conference.

The Mayors Emeritus, many taking vacation from their jobs, provided support to the NJCM Annual Conference in a multitude of other areas including, manning the registration table at the Atlantic City Country Club for the annual NJCM Business Council Golf Classic on Wednesday morning, manning the registration booth at the Borgata convention center, providing information and directions at the entrance to the convention area, distributing the commemorative gift to the Mayors, manning entrances to the various events, monitoring the panel sessions, escorting panelists and award recipients, arranging for seating assignments, manning the NJCM Mayors Emeritus booth, helping with the door prize drawing, making badges, posting signage, interfacing with Borgata staff, supporting NJCM staff etc., etc.

During the NJCM board of directors dinner meeting Wednesday evening, two very active Mayors Emeritus (husband and wife) Dr. Mike and T.C. Kay were presented the Lee Veale award by the Mayors Emeritus Advisory Council for demonstrating their many years of support of the New Jersey Conference of Mayors and their continued support in many, many ways of their community and other volunteer organizations. Lee Veale is the revered late, long time former Operations Manager of the NJCM. This award was created to recognize supporters of the NJCM who have demonstrated similar dedication to the NJCM and community activities as provided by Lee Veale.—Congratulations to Mike and T.C. Kay, two former Mayors who are a long time part of the core of the Mayors Emeritus Advisory Council.

At the conclusion of the Annual Conference, the Mayors Emeritus held their Annual Conference meeting, during which they conducted a debriefing of the Conference activities, comparing notes and sharing views. Also discussed were remaining NJCM activities during the year, including the 50th Anniversary fall event (gala/summit) and the 50th anniversary commemorative history book which they will be providing support to. Newly elected NJCM President Mayor Wayne Smith and his wife Tanya attended the meeting which was very much appreciated by the Mayors Emeritus.

This year’s 50th Anniversary Annual Conference went extremely smoothly, with many more attendees and more panel sessions than in previous years. Many compliments were extended. The support of the Mayors Emeritus is invaluable and is a more than significant factor in the success of the event. The event could not succeed without them. A very big thank you is extended to the following Mayors Emeritus and their spouses for all the many ways they supported the Annual NJCM Conference:

Tony Beatrice, Theresa Beatrice, Mike Mevoli, Mary Mevoli, Ted Dorn, Betty Dorn, Bea Cerkez, Elwood Hampton, Elena Hampton, Mike Kay, T.C. Kay, Augie Longo, Charley Pritchard, Joe Wolk, Kathy Wolk, Jack Tarditi, Jean Passanante, Ted Wardell, and Janet Morrissey.

I extend my sincere appreciation and that of the NJCM Executive Board to the MEAC volunteers and their spouses who contribute so much to the success of the NJCM events. THANK YOU! And thank you for electing me as your chairman! 🎉
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  ◊ Back-up Power Solutions
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- Financing Options available

To participate in National IPA’s cooperative purchasing program visit: www.nationalipa.org
or contact: George Vorreas, Governmental Account Manager
732-540-4875 • gvorreas@foleyinc.com • www.foleyinc.com

National IPA is a cooperative purchasing organization, established with the specific purpose of reducing procurement costs by leveraging group volume. There is no fee to participate.
Government Energy Aggregation: Buy Electricity for Your Community’s Households in Bulk and Save Your Residents Money

By: Charles de Casteja, Managing Partner, Good Energy, LP

Government Energy Aggregation Brings Massive Purchasing Power to the Individual Household

Government Energy Aggregation ("GEA") is the bulk purchase of power on an enormous scale. New Jersey is one of an increasing number of states that allows municipalities to aggregate the entire electric load of their community’s households, and have energy suppliers bid for those accounts. This means New Jersey residents can band together to “buy in bulk, and get low prices”. New Jersey state law empowers municipalities to procure electricity for all residential and non-residential electric accounts at one time, providing savings of approximately $150 or more per household annually. These are some of the best savings rates available anywhere in the USA.

Government Energy Aggregation – A Game Changer for Residential Electricity Purchasing

The deregulation of energy markets began in the 1990s, making competition at the retail level possible. Third Party Suppliers ("TPS") use the local utility’s transmission and delivery infrastructure to deliver electricity commodity to their customers. New Jersey’s commercial and industrial accounts have been saving money for years by purchasing lower cost energy commodity (vs. than the tariff rate) from TPS. The residential market has been much slower to take off, largely because TPS see little financial reward in targeting the residential market segment without increasing margins, tempering available savings. Today, Government Energy Aggregation makes the energy commodity cost savings previously only available to large commercial and industrial energy users available to individual residential and non-residential account holders.

Government Energy Aggregation Can Save Your Community Millions of Dollars:
The purchasing power leveraged by GEA enables a single household to gain access to energy pricing similar to that of the largest industrial energy user. The group purchasing of small electric accounts on a massive scale ensures the lowest available supply rates in the market combined with the best contract terms from the largest and most responsible TPS. Good Energy, as the national leader in this field, is purchasing electricity for 151 cities, towns, villages and counties, consisting of over 600,000 households, saving them about 100 million dollars annually. These savings represent dollars that stay in these local communities.

A New Jersey community that enrolls 10,000 households would realize approximately $1.4 million in collective after-tax savings, money that will remain in the local economy.

How Government Energy Aggregation Works

Only the supply portion of the electric bill will change as a result of enrollment in this program. Participants receive the same quality of service from their utility and continue to receive only one bill. GEA is operated as an “opt-out” program, which means that account holders are given the opportunity to opt-out by mailing back an opt-out letter sent to them by the winning supplier. After implementation by Good Energy, no action is necessary to be enrolled in the program. Accounts that are under contract with another TPS are not enrolled automatically. If such an account holder wishes to join the program, they may do so, but should first check to see if there is any applicable early termination fee associated with their existing TPS supply contract. Elected utility programs such as Budget Billing remain in effect with the programs that Good Energy runs and there are no early termination fees with Good Energy’s program. If you have an outage, you will still call the same utility company as always, because they retain the responsibility for delivering your power.

Government Energy Aggregation Gives More Choice to the Individual Household

GEA is about self-determination for your residents, empowering your community...
Confidence. Commitment. Community.

Archer & Greiner is a full-service regional law firm with more than 200 lawyers in nine offices. For decades, Archer & Greiner has represented and advised numerous public agencies on a broad variety of issues. These matters include:

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- Family and Medical Leave Act
- Economic development matters
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To learn more about how our firm can assist you, contact Richard S. Mroz Esquire, at 856.795.2121 or visit www.archerlaw.com.

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Before leaving Trenton for its summer recess on June 27th, the Legislature wrapped up one of the least controversial budgets in recent memory. The budget closely followed the Governor's proposed budget that he outlined in his Budget Address in late February, with minor "tweaks" which had been negotiated between the Governor and legislative leaders. The Senate passed the budget 29 to 11 and the Assembly by 52 to 25.

Unlike previous years where the Legislature would stay in recess until after the November elections, it appears that we can expect an active summer with some committee meetings and voting sessions taking place. In general however, we expect these meetings will stay away from controversial subjects.

The NJCM has several bills and issues of concern that we are actively involved with: OPMA (S-2511), ORPA (S-2512), COAH, Shared Services (S-2), Municipal Bonds, and of course Super Storm Sandy – Recovery funds, FEMA V Zone Map changes, etc. We do not expect these issues to reach the Governor before the Fall, however, we would remind everyone that things can and do change rapidly and that we must be prepared for anything.

Also, as a reminder, the Governor normally has 45 days to take action on a bill sent to him by the legislature, however, the Constitution provides that if the house of origin is on recess at the end of the 45 day period the Governor has until they reconvene. This could be considerably longer depending on when the legislature returns.

In addition to a more active legislative schedule than normal this summer, here are a few other important dates to keep in mind:

- **August 13th** – Special Primary Election for US Senate seat.
- **October 16th** – Special Election for the unexpired term for the US Senate seat.
- **November 5th** – NJ General Election

The NJCM will remain active over the summer months by meeting with policy makers and advocating for our members.
In 2012, a dune stabilization project was undertaken to protect Bayshore Waterfront Park in Port Monmouth, New Jersey. The park is home to the historic Seabrook Wilson House, one of the oldest structures in New Jersey, dating back to the 1700’s. Fortunately, the project was completed before Hurricane Sandy slammed into the East Coast.

Bethlehem Precast’s Cable Concrete™ system performed beyond expectations. The dune remained intact, but more importantly the Seabrook Wilson House and the Bayshore Waterfront Park were protected from the storm and saved for the enjoyment of future generations of visitors to the Jersey Shore.

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Comcast and New Jersey: Stronger After Sandy

By: Bill Kettleson, Region Vice President, Government & Regulatory Affairs, Comcast

Comcast has been part of life in New Jersey for decades, first bringing cable television, then Internet and phone service, and now a full suite of advanced business and residential services from Xfinity, including home security and automation, technical support, mobile apps and more.

Today, we serve more than 1 million customers from Cape May to Warren counties, and provide service to approximately 350 New Jersey municipalities. More than 5,000 Comcast employees work in 270 Comcast facilities in the Garden State, where we have invested billions of dollars in technology and infrastructure.

Thousands of us also call this state home and know firsthand how Hurricane Sandy complicated life for millions of people. I am proud to say that Comcast was here for New Jersey when it needed us most. In addition to the weeks and months we committed to addressing the damage wrought by Sandy, immediately following the storm we worked closely with municipalities and first responders to meet their telecommunications needs, allowing them to more fully concentrate on restoration and public safety. We also wired shelters with Xfinity WiFi so that displaced residents could get online and conduct the business of recovery. In fact, we extended free access to all Xfinity WiFi hotspots for anyone who needed them, including non-Comcast customers, and offered any resident the use of power strips at 15 New Jersey payment centers so people still without power could recharge mobile devices.

Our employees banded together to help, too. A region-wide food drive collected three tons of food for New Jersey food banks providing food to victims of Sandy. In addition, the Comcast NBCUniversal family made record pledges to the United Way and designated Comcast Foundation grants to help fund Hurricane Sandy relief, adding to the more than $23 million raised through NBC’s November 2012 benefit concert for Sandy. In April, Comcast customers in New Jersey have historically been among the first to have access to our latest products and services, and that continues today. They can now enjoy our next-generation X1 Platform for Xfinity TV, which harnesses the power of the cloud to deliver a television experience unlike any other. We also launched the new Xfinity Wireless Gateway that provides the nation’s fastest wireless speeds and coverage for the many wireless devices used in today’s highly-connected homes. Xfinity Home service is providing customers with 24/7 security monitoring along with a suite of home automation services that offer lighting and climate control, video monitoring, custom text and e-mail alerts and more -- all on mobile devices.

we hosted 32 Comcast Cares Day projects throughout the state and in shore communities, providing much-needed help ranging from park and beach cleanups to an extensive downtown rebuilding project for Highlands Borough.

New Jersey has remained a priority. In the months following the storm, we have upgraded 144 miles of infrastructure supporting the hardest hit Jersey Shore communities, increased staff at newly-renovated service centers, and added more than 170 additional technicians to maintain and improve the network in areas impacted by Sandy.

William J. (Bill) Kettleson is Regional Vice President of Government & Regulatory Affairs for Comcast’s Freedom Region. Bill received his Bachelor of Arts degree from Rutgers University and has an extensive background in communications, marketing, public relations, and community affairs. Bill is extremely active in community and professional service and has earned numerous honors from local and state government, and national recognition within the cable industry.

Comcast is committed to New Jersey. In partnership with organizations like the New Jersey Conference of Mayors, we look forward to working with you as a partner – today, tomorrow and beyond.
Millions invested and still less than a penny a gallon.

At New Jersey American Water, we have a proven record of investing in our systems. Last year, we invested approximately $100 million in our facilities statewide. This level of investment supports or creates hundreds of jobs in the construction and other fields.

At the same time, a gallon of our tap water costs less than a penny. That’s an exceptional value. To learn more, visit us online at www.newjerseyamwater.com. Follow us on Twitter at twitter.com/njamwater.

WE CARE ABOUT WATER. IT’S WHAT WE DO.

NEW JERSEY AMERICAN WATER
Richard E. Constable III continued from Page 9

Centers, which we recently opened in each of the nine most impacted counties. Locations of the centers can be found at www.renewjerseystronger.org.

While there is no formal deadline for accepting applications, we urge eligible homeowners to apply as soon as possible because federal funding for these grant programs is very limited. Indeed, it is anticipated that absent an additional allocation from HUD, up to 6,000 households will receive a RREM grant and up to 18,000 households will receive a Resettlement grant. As we evaluate and process applications, priority will be given to those homes with the most damage and to homeowners who are most in financial need.

For more information on the ‘reNew Jersey Stronger’ initiative, including details about the application process, determination of eligibility, and award calculation, visit www.renewjerseystronger.org or call the hotline number 1-855-SANDYHM (1-855-726-3946).

Rest assured, we are working very hard to get money out to Sandy-impacted individuals as quickly as possible. Superstorm Sandy may have damaged homes in New Jersey, but it did not destroy New Jerseyans’ spirits. With the help of initiatives such as ‘reNew Jersey Stronger’ housing grants, we will be back, stronger than ever.

Thomas A. Arnone - continued from Page 11

Specifically, we have launched new technology initiatives to directly meet a timely demand after super storm sandy wherein Monmouth County now offers digital data back up services for municipalities. We also help them save on computer and software purchases through accessing existing county contracts. Other new initiatives in development include potentially offering our municipal and county partner's safety training courses, a continuously updated GIS system and also a state of the art digital countywide emergency alert system.

While we understand and are fully aware that not every shared service will be a good fit across the board, we remain confident that as stewards of the public’s tax dollars we must and will continue to grow Monmouth County's shared services programs which have proven to be a model of excellence throughout the state."
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The urgent need to address America’s water challenge was underlined by the American Society of Civil Engineers, whose latest report card on U.S. infrastructure graded the nation’s water systems a ‘D’, meaning there is a “strong risk of failure.” Funding is at the root of the problem – and offers the solution. The report card says that where investment is made, grades improve.

As United Water CEO, Bertrand Camus put it: “Having access to clean, safe water and the need to care for the environment matters to everyone, no matter where they live. The ‘D’ grade underlined what we know from our own experience, that decades of deferred investment can no longer be deferred. Public health and the economy will ultimately be put at risk.”

Government leaders need to address head-on the growing challenge of maintaining water systems. The challenge is that municipalities across the country are struggling to continue providing essential services to their residents and invest in key infrastructure, while managing their debt.

“Municipal leaders responsible for our water and wastewater systems need creative alternatives to address the problem. It needs both public and private sector solutions,” said Camus.

Industry leaders believe that access to sustainable capital investment programs that utilize both public and private resources will play a key role in allowing municipalities to meet their needs and manage the cost of water infrastructure renewal and replacement projects.

**The SOLUTIONSM is Here**

Using a new model to address water infrastructure needs, United Water and financial partner KKR, announced the initiation of a partnership for water and wastewater system operations in the City of Bayonne, NJ in December of 2012.

The innovative model is a joint venture between the two companies to acquire a 40-year water and wastewater concession from the Bayonne Municipal Utilities Authority (BMUA). Under the agreement, an initial payment of $150 million has been made to the BMUA, which will be used to eliminate existing debt and improve the authority’s finances and a further commitment of $157 million in infrastructure improvements over the life of the contract. KKR is funding 90% of the joint venture with United Water.

The BMUA will maintain ownership of the water and wastewater systems and will provide oversight of the partnership and its adherence to high quality standards and customer service performance. The BMUA will also maintain control of rates charged to users, which will be guided by a formula in the agreement. United Water will operate and maintain the systems under an operations and maintenance agreement with the joint venture.

This partnership will lead to improved service reliability and water quality while maintaining rate stability. The initial capital investment will provide for the addition of highly accurate wireless water metering and monitoring systems, which help reduce water loss from leakage, prioritize pipe replacement and improve operational efficiency.

“This is a unique model that it is a blend of United Water’s operations expertise and KKR’s long-term vision, bringing credibility to address America’s water challenges. Our commitment to funding improvements in systems is critical to keeping rates stable and under BMUA’s control,” said Camus.

Steve Goudsmith brings a unique suite of skills and experience to communications, public affairs, crisis management, public speaking and media relations. As Director of Communications at United Water, he is responsible for delivering strategic solutions to over 1.5 million residents across United Water’s regulated and environmental services segments.

United Water’s SOLUTIONSM Offers Hope for Aging Municipal Water Infrastructure

By: Steve Goudsmith, Director of Communications, United Water

continued on Page 43
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Another SJG CNG facility is being planned for Lindenwold, Camden County.

Stay tuned for details.
How Much Will Energy Cost in 20 Years?

By: Samuel Lambert, COO Code Green Solar, BSBA Accounting

With traditional forms of energy, it is virtually impossible to give an accurate forecast of electric cost decades into the future. Implementation of energy efficient upgrades has been the only option to protect against potential vulnerability of consistently rising electric cost, until Now.

Imagine... paying less toward the electricity portion of your budget during each of the next twenty years, than you currently pay. Code Green is pleased to present your local unit with this tremendous Energy Savings Improvement Service. No other energy form can even compare to the risk free investment of renewable and sustainable Solar Energy.

We are all in a place in time to leave a legacy of savings that last for decades. Solar Systems major components are warranted for decades. The Panels themselves are known to have an economic value for a decade longer than their 25 year performance warranties.

The Federal and State government, as well as the BPU, and various electric utilities all have opened their arms to Solar and LED technology by incentivizing these products because of their inherent good to our economy, operating budgets of Municipalities, School Districts, industrial and commercial businesses, as well as residences, and of course the Environment.

Our extremely incentivized products and services have led us to pair up with investors from all over the country. We’ve educated investors on renewable energy and energy efficiency and have creative ways for you to take advantage of these Energy Savings Improvements.

Solar is the only avenue of securing electricity rates that can guarantee the cost of electricity decades from now.

What are, and what is, the best route for Energy Savings Improvements (ESI)?

ESI’s are Code Green’s specialty. We have been implementing them for as long as we have been in business. In effect, our products and services savings surpass payment for the entire investment in ESI’s leaving more savings on the table, guaranteed.

Only a portion of the savings achieved through your ESI pay for your Energy Savings Improvements. You get the immediate financial benefit of being cash flow positive during your finance term and the full benefit of the savings after your finance term. In all cases, your ESI equipment lifetime will outlive your payments.

We have assembled the largest network for financing these ESI’s available, and carefully sifted through them to assure the best option is utilized. Our expertise on ESI’s, incentives, proven quality products and workmanship, customer service, and energy advisory services allow the implementation of your Energy Savings Improvement Plan to be flawless and a seamless transition into saving for decades.

We invite you to reach out to us for a free initial consultation over the phone or in person. We will assist you to establish and determine your goals, & give guidance on the ESIP process to smoothly transition into savings for decades.

So why wait to capture guaranteed savings? Find out how much we can save for your local unit.
It’s no secret that the country’s water and wastewater infrastructure is in need of repair. That’s why United Water unveiled a unique SOLUTIONSM to address America’s water challenges at the Clinton Global Initiative.

Our SOLUTIONSM is an innovative business model that blends United Water’s operations expertise with private financing’s long-term vision. Our commitment to funding improvements is critical to maintaining stable rates, while ensuring municipal control. United Water has a long history of making infrastructure investments and is committed to improving the operational and environmental performance of the projects in our portfolio.

The City of Bayonne, NJ is the first municipality to adopt our SOLUTIONSM. Recognizing this innovation, the American Water Summit recently presented United Water and the City of Bayonne the Partnership Performance of the Year Award.

Visit www.unitedwater.com/SOLUTION to learn more, or scan the code.

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America’s water infrastructure needs present a challenge. United Water offers an innovative SOLUTION™.

It’s no secret that the country’s water and wastewater infrastructure is in need of repair. That’s why United Water unveiled a unique SOLUTIONSM to address America’s water challenges at the Clinton Global Initiative.

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Visit www.unitedwater.com/SOLUTION to learn more, or scan the code.
In 1932, 14 million people were unemployed, lines stretched for blocks in front of soup kitchens, homeowners were unable to pay taxes, veterans were selling apples on street corners, and the nation’s cities were close to bankruptcy. Responding to the appeals of Mayors, Congress created a $300 million federal assistance program for cities, marking the first time in the nation's history that federal relief was provided directly to cities. In a dramatic White House meeting, a committee of three prominent Mayors convinced President Herbert Hoover to sign this desperately needed municipal assistance bill. A few months later, on the eve of the inauguration of President Franklin D. Roosevelt, in the Mayflower Hotel just a few blocks from the White House, the charter of The United States Conference of Mayors was written.

The U.S. Conference of Mayors works to promote the effective national urban/suburban policy, strengthen federal-city relationships, ensure that federal policy meets city needs, provides Mayors with leadership and management tools, and creates a forum in which Mayors can share ideas and information.

One very important issue the U.S. Conference of Mayors is working on tirelessly is to preserve the current tax-exempt status of municipal bonds. Tax exempt municipal bonds have been in place for 100 years and in 2012 alone, municipal bonds financed over $179 billion worth of infrastructure projects. We will need your help as we use all resources with a strong coalition that is working hard to protect this 100-year old, all important tax law. The law that keeps municipal bonds tax free cannot be changed due to unemployment and infrastructure projects that are essential for our building and maintaining the nation's infrastructure.

The U.S. Conference of Mayors is also working hard to support passage of the Marketplace Fairness Act (HR.684) introduced by Representative Steve Womack. Representative Womack, the former Mayor of Rogers, Arkansas came to the Conference of Mayors Leadership Meeting in February where Mayors expressed appreciation for his leadership as a Republican leading the way for House passage.

I'm sure you are aware of the millions of dollars cities and states are losing because so many legally-established sales taxes are not being collected on Internet purchases. This is not a new tax. This is not taxing the Internet. This is about collecting sales taxes on all remote sales that are due city, county, and state governments.

We have momentum on this legislation. With your help we must get the House to follow the Senate in passage of this bill. It's only fair. As you face budget shortages in these tough economic times, this legislation provides needed funds that are legally due to your city.

In addition, I encourage you all to attend the 82nd Winter Meeting of The U.S. Conference of Mayors in Washington, D.C. in January 2014. It's a great opportunity for you, the leaders of our nation's cities, to discuss common policy issues and share effective governing practices. We know that there is a direct benefit gained from sharing experiences with your fellow Mayors and from the contacts with top officials concerning regulation and funding within the federal government. Please visit www.usmayors.org for more information on the U.S. Conference of Mayors.

Mayor Brian C. Wahler is serving his fourth term as Piscataway Mayor; having been re-elected in 2012. Under his leadership, the township was chosen by Sports Illustrated, as “SPORTSTOWN, NJ”, the only community in NJ to receive this award. A past NJCM president and current Board of Directors member, he also serves on the League of Municipalities Executive Board. Mayor Wahler is chair of the US Conference of Mayors Membership Committee and in 2011, was appointed to the USCM Nominating Committee. Mayor Wahler is also an NJCM Executive Officer.
New Jersey Municipalities are using Reverse Auctions to maximize energy savings

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When the Legislature passed the “Interest Arbitration Reform Act” limiting the authority of Interest Arbitrators to a maximum of a 2% average increase over the life of the collective bargaining agreement, NJCM supported and applauded this effort even though it did not agree to some of the provisions.

Now that one of these provisions, which would sunset the 2% cap provision on April 1, 2014, is upon us, it is time to take action.

It is obviously necessary and significant for the Legislature to renew this legislation. However, merely extending or eliminating the sunset provision does little to assist municipalities with respect to continuing the above mentioned limitations placed upon interest arbitrators.

When the legislation was first passed, it became effective January 1, 2011. Therefore, it was determined that contracts expiring before January 1, 2011, including contracts expiring on December 31, 2010, were not covered by the 2% limitation.

In addition, seemingly hidden within the legislation at the end of the "sunset" provision, is a provision stating:

In the case of a party that entered into a contract that expires on the effective date of this act or any date thereafter until April 1, 2014, and where the terms of that contract otherwise meet the criteria set forth in section 2 of this act, that party shall not be subject to the provisions of section 2 when negotiating a future contract.

If new legislation modifies or even eliminates the sunset provision without removing the above provision, then any municipality negotiating a contract effective after January 1, 2011 that complies with the 2% cap would never again be subject to interest arbitration where the interest arbitrator is limited to the 2% cap provision. This would revert the interest arbitration legislation back to its original form, returning interest arbitration to a process granting public safety employees unreasonable and unwarranted salary and benefit increases.

The New Jersey Conference of Mayors will be supporting legislation addressing this issue, and will be sending to its member Mayors a form to be filled out and returned to the Conference for forwarding to the Governor and our Legislators supporting the necessary legislation with the necessary modifications.

By: Steven S. Glickman, Esq., NJCM General/Labor Counsel

Steve S. Glickman, Esq. serves as Labor Relations Counsel for the NJCM, a position that he has held since 1992. He is also a partner in the firm Ruderman & Glickman.

The SOLUTIONSM model was recognized as a featured innovation at the 2012 Clinton Global Initiative Annual Meeting in New York City and as the Partnership Performance of the Year at the 2012 American Water Summit.

“Maintaining clean, sustainable water supplies is the single most important contributor to public health and it is essential to creating vibrant local economies. With ever increasing pressure on scarce water resources and dwindling public funds, the private sector has a more important role than ever to provide a lasting solution to America’s water challenge. We hope to expand this innovative model and partner with other communities across the nation seeking a viable solution to the increasing challenge of maintaining water and wastewater infrastructure,” said Camus.
“Recycling for all the right reasons”

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Mayors Will Lead the Way

By: Tom Murphy, Senior Resident Fellow, Urban Land Institute

When I was first elected Mayor, an old friend of mine said, “You’re a nice guy, but I don’t know what kind of Mayor you’ll be, but I’ll know in six months by how many dogs are barking at you as you walk down the street.” I did not understand what he meant then, but I do now. We have fallen in love with process; it is easier to talk about a project than to make the necessary, often difficult and sometimes unpopular decisions to move forward.

Why is it that people resist change so vigorously? Comfort with the known? Suspicion of the motives of the proponents? Change does entail risk, and risk entails the opportunity to succeed or fail. Often, in today’s glare of media lights, the failures are more visible than the successes. For Mayors and other elected officials the impetus not to make decisions and to avoid risk is powerful. But that is not why we want to be Mayors.

Every community is a jigsaw puzzle, with some pieces together and others still looking for a place (that is why being a Mayor is both endlessly fascinating and also endless, there will always be more pieces!) In New Jersey, Superstorm Sandy mixed the pieces up and offered both the opportunity and the challenge to put the pieces back together, to connect them, not simply to make it an easy drive but to create the vibrancy and activity that draw and keep business and people in a community.

First, progress and change are not going to happen by accident, it all starts with leadership and imagination (remember the dogs barking). Maybe not now but in four years certainly, the biggest compliment starts with the phase “who could have imagined……”, because implicit in that phase is the fact that you shaped a vision beyond the obvious and marshaled the leadership to make it happen.

Second, it is doing the basics well. The cleanup, public safety, restoring basic services and getting the infrastructure up and running gives everyone confidence that other dreams are possible.

Third, understanding the community’s place in a rapidly changing world, and knowing how to use its competitive advantages require a clear understanding of how to build creative public/private partnerships that bring together public values with private opportunities for investments in a transparent process.

Fourth, communities need a “menu” of financial tools. Even with the disaster assistance funds, there will never be enough money. Think about how to leverage the funds that are available – not I have a dollar, I spend a dollar but how do I turn that dollar into 4 or 5 or 10 dollars of additional investment. Think about the many uses for funds and the needs. An example, workforce housing, so important for many New Jersey communities and their citizens but supplied largely by small landlords who might have great difficulty recovering from the hurricane, will need good financing tools and partnerships.

Fifth, the quality of the rebuilding is critical. Design is important; it speaks loud and clear about the values and pride of a community. Bad design is like putting a sign at the entrance to the town that reads: “Stone Harbor, an ‘it’ll do’ community” or with good design “Stone Harbor, a world class community.”

Sixth, Mayors are the public face of communities, but those behind the scenes are its engine. Maybe the most important ingredient for a successful leader is the ability to attract and motivate smart and ethical people to do the deals and run the day to day activities of the community efficiently. Building a strong institutional capacity of individuals who will not stay in their comfort zone, particularly now, but will be bold is essential for success.

Forty years ago while my wife and I were in the Peace Corps in a remote village in Paraguay, we learned an enduring lesson. We spoke Spanish, a few miles through the jungle was Brazil where they spoke Portuguese, and all around us were Indian tribes that spoke different dialects. What we learned is that the most powerful person in the town was not the one with all the money or guns, it was the person who spoke all the languages. American society is so, so diverse – divided by class, race, ethnicity, where we work, the sports teams we cheer for. Those with the greatest value in our society today are those I call translators. The translators are those who can communicate across the divisions, get us unstuck from the processes we put ourselves in to protect us from each other. All along the New Jersey shore and for that matter across America we desperately need translators to get us untangled. Then we need decisions. This urgency is everywhere but nowhere more than where disaster strikes.

Let’s hear the dogs barking…
Illuminating family time

Atlantic City Electric works around the clock to make sure you don’t miss a scene. Our continuing investment in infrastructure and new technology reinforces our commitment to provide a reliable source of energy so you and your family stay connected.

For more information on how Atlantic City Electric continues to prepare for what the future brings, please visit atlanticcityelectric.com or call 1-800-642-3780.
Mayor Joseph Pannullo of the Township of East Hanover ($149,247.66 in overall expected savings), commented “EMEX provided the Township of East Hanover with the best combination of energy savings, ease of process, clear explanation of the reverse auction process, as well as a simple process to execute the necessary steps to take full advantage of the energy savings to the Township.”

With bids that are always “apples to apples” and millions saved by local municipalities, EMEX Reverse Auctions have changed the procurement game for the State of New Jersey. EMEX has now expanded its Municipal service offerings to other states that are following New Jersey’s example taking advantage of this easy-to-use, savings-maximizing platform.

EMEX, LLC is a privately-held firm providing energy procurement & analysis services in deregulated regions of the United States. EMEX’s complete portfolio of services and proprietary, online platforms are entirely focused on reducing the cost of energy in real-time for business and government consumers.

Choose Good Energy, the Leading National Consultant in Government Energy Aggregation:
Good Energy is the national leader in government energy aggregation, currently saving 600,000 households over $100 million annually in the aggregate and expects to have 1,000,000+ households under management by June 2014. Good Energy has deep expertise in New Jersey public sector energy supply management as the retained consultant for the Middlesex Regional Educational Services Commission’s electric aggregation of 80 public sector entities in 17 counties consisting of thousands of individual accounts, including as public schools, government offices and other municipal facilities. Good Energy maintains relationships with over 40 national TPS, knows their capabilities and understands that operational excellence is as important as commodity cost.

Good Energy has a track record of achieving the lowest electric rates in GEA programs while obtaining the best contract terms and conditions. We manage billions of dollars of energy expenditures and operate in all deregulated markets, bringing the best ideas, methodologies and practices to our clients from across the nation. We take the education of your residents very seriously, using infomercials, mailings, FAQ palm cards, Facebook campaigns and call-in centers and we know how to work with local media to assist with the education process. There is no cost to the municipality for our service. To learn more about GEA, go to www.njgea.com.

Todd Segmond - continued from Page 25

Charles de Casteja - continued from Page 29
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Where Do We Go From Here?

By: Mayor Paul Kennedy, Ocean Gate Borough

In the early morning hours of October 30th, 2012 things went somewhere I’ve never been before. Sandy was already upon us, evacuations had been ordered 48 hours prior, and yet some decided to stick it out. Water was coming into the tiny little Borough of Ocean Gate - only a half square mile in size - and it was coming from both the Toms River and Barnegat Bay. It didn’t stop for hours. When the water finally started to recede many, many hours (and in some places days) later, the reality of devastation was very evident. Over the next few days people attempted to get to their homes to see what was left, and as in many places throughout the Jersey Shore, it was truly unbelievable. Peoples’ whole lives were out on their front lawns, their driveways, the street. In some cases entire generations of family belongings were gone, some from as far back as the early 20th century when Ocean Gate was, for many years then, a seasonal town where people came in on the train from Philadelphia to spend the summer months together. A summer town that later became a borough and this coming August will celebrate its 95th birthday.

After seeing all of this devastation, I felt compelled to act and act quickly. I knew deep down there was no way the borough nor its private sanitation hauler would be able to remove the mounds and mounds of debris. By the Saturday after the storm, the debris hauler was in town and working. Approximately 10 days later the debris was off the streets, off residents’ lawns, out of their driveways; all of their personal belongings and memories just sitting in a huge pile on the borough ball field, gone from their damaged homes and days later gone to the landfill.

Soon after, people were comforted by the American Red Cross, local church groups, local volunteer groups and the like. The outpouring of kindness and support that so very many people and organizations gave to my residents was quite overwhelming. People came from all over New Jersey; some even came from North Carolina and Florida. The cleanup help was tremendous and for the most part all went well, and once most had cleaned out what they could, the big question was, “Where do we go from here?”

To help them find that answer, I called an informative meeting for all residents on a Sunday afternoon to explain to them what help was available to them and how the borough was proceeding with the restoring and rebuilding process. The meeting room had never been so crowded, and I believe most left with some relief. Still, none felt anywhere near normal; that will take quite some time.

Throughout all of this devastation, I had to deal with my own personal home and loss as well, but still do what was needed to make sure that the residents of Ocean Gate were safe, comforted, and on their way to getting back into their homes. I took a leave of absence from my full time job for approximately two weeks, without pay; to deal with all of it. My family had been out of our home for nearly two weeks - not all that bad when I look at the big picture - but trying to explain this to my 13-year-old daughter wasn’t easy. But now we are back home, more fortunate than some, but still trying to get to the way it was. In dealing with FEMA, insurance companies and the like it has been and still is a tiresome project. Hopefully someday life will return to the simple, day to day routine it was.

While home sick with the flu during the 12/12/12 Hurricane Sandy fundraiser concert held in Madison Square Garden, I saw lots of local Ocean County people “live” on this national broadcast, and hearing of the $52 million being raised already, I felt obligated again to try and get some of this grant money to help my residents of Ocean Gate. That night I looked up the Robin Hood Foundation and contacted them via email. When I didn’t initially hear back, I sent several more emails over the next two weeks until FINALLY!!! I received an email back and then a questionnaire to fill out and send in a request. On this paperwork it stated clearly that not all applications were accepted, as it’s a huge organization, and many different areas were devastated by Sandy.

A short time later I received a phone call from the foundation and from then on it was weekly emails, conference calls and information given to them about what Ocean Gate really needed. Then the site visit where the Robin Hood Foundation fell in love with our little community of 2,000 residents. They knew that they could make a difference, and several weeks ago I received a call on a late Friday afternoon that the foundation awarded a grant of $300,000 to be used to primarily get residents back in their homes.

Mayor Paul Kennedy is the Mayor of Ocean Gate Borough and a member of the NJCM Legislative Committee.

There are very strict requirements that have to be followed for people to be helped. One very big thing that came up in this process was to have a non-profit organization help with the applications, research, and distribute the grant money. I chose the local non-profit Hometown Heroes based out of Toms River, and they agreed to handle everything for this project. The main objective is to do whatever it may take in so many different situations, whether it’s repairing a furnace so there is heat, replacing a hot water heater, paying a utility bill, and on and on. An important point is that ALL of the funding goes to Hometown Heroes and then on to the proper contractor, utility company, etc.; NOT to a homeowner. Homeowners will not receive any of this funding directly. All those affected can apply at njhometownheroes.org or by calling (732) 473-9400. The Borough of Ocean Gate has nothing to do with the funding and its process at all.

In just over four months things are on their way back and I truly believe the residents of Ocean Gate will be back stronger than ever, with many thanks to ALL those who have helped, especially the Robin Hood Foundation and Hometown Heroes.
AFTER Superstorm Sandy

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