

# nj

# municipalities

Official Publication of the New Jersey State League of Municipalities

November 2018

# Municipalities Leading the Way



Special Program Guide to the  
103<sup>rd</sup> Annual NJ State  
League of Municipalities  
Conference



**Focus:**  
**Shared Services**

READY TO  
SUCCESSFULLY  
**MARKET**  
**YOUR TOWN?**

**WE CAN HELP.**

**suasion**<sup>sm</sup>  
communications ■ group

BRANDING PUBLIC RELATIONS CREATIVE DESIGN  
MARKETING WEBSITES E-MARKETING SOCIAL MEDIA

SEE OUR AD ON PAGE 13.

# Odor Problems?

- Learn how your peers solve their odor control problems **and** save money

- Turnkey odor control solutions



Odor Studies

Process Solutions

Best Available Technology

Supply & Install

Performance Compliance

[www.bioairsolutions.com](http://www.bioairsolutions.com)

BioAir Solutions, LLC  
110 Kresson Gibbsboro Rd. Suite 303, Voorhees, NJ, 08043  
[solutions@bioairsolutions.com](mailto:solutions@bioairsolutions.com)  
(856) 258-6969



## New Jersey Municipalities Magazine

Volume 95 | Issue 8

EDITOR

**Michael J. Darcy, CAE**

MANAGING EDITOR

**Amy Spiezio** [aspiezio@njslom.org](mailto:aspiezio@njslom.org)

MARKETING & DIGITAL MEDIA MANAGER

**Taran B. Samhammer** [tsamhammer@njslom.org](mailto:tsamhammer@njslom.org)

CONTRIBUTING EDITORS

**Lori Buckelew**

**Michael F. Cerra**

**Jon R. Moran**

**Taran B. Samhammer**

**Frank Marshall**

CREATIVE DIRECTOR

**Dawn Becan**

**White Eagle Printing Company**

SUBSCRIPTION MANAGER

**Thomas Fratticcioli**

### Have an idea, project or opinion to share?

*NJ Municipalities* welcomes member articles, information, and op eds. Contact Managing Editor Amy Spiezio or go to [njslom.org/magazine](http://njslom.org/magazine).

### Want to reach local decision makers?

*NJ Municipalities* can help you get your message out to New Jersey's 6,000+ municipal officials. Contact Advertising Manager Taran B. Samhammer or go to [njslom.org/advertise](http://njslom.org/advertise).



[@njleague](https://www.facebook.com/njleague)



[@nj\\_league](https://twitter.com/nj_league)



[@New Jersey League of Municipalities](https://www.linkedin.com/company/new-jersey-league-of-municipalities)



<http://bit.ly/1P7GsVR>

*NEW JERSEY MUNICIPALITIES* (ISSN 0028-5846) is published monthly (except July, August and September) by the **New Jersey State League of Municipalities, 222 West State St., Trenton, NJ 08608. Telephone: 609-695-3481, FAX: 609-695-0151, Website: [njslom.org](http://njslom.org), Email: [njm@njslom.org](mailto:njm@njslom.org).** Periodicals postage paid at Trenton, NJ 08608. Postmaster send address changes to *NEW JERSEY MUNICIPALITIES*, 222 West State St., Trenton, NJ 08608. Print subscription rates (nine months) \$30.00; League members \$25.00; foreign \$46.00. Single copies League member officials, \$6.00; others, \$8.00; foreign, \$27.00. For additional subscription information visit [njslom.org/subscriptions](http://njslom.org/subscriptions). Publication No. 380460.

***NEW JERSEY MUNICIPALITIES* serves as a forum for the exchange of ideas and information on municipal affairs for the public officials of New Jersey. The views expressed and the data presented by contributors and advertisers are theirs and are not shared by the League, unless specifically stated.**

The New Jersey State League of Municipalities is dedicated to environmentally and socially responsible operations. We are proud to print this magazine on Sappi McCoy Gloss 100lb Text (cover) and Sappi Flo Gloss 70lb Text, industry leading environmentally responsible papers. The wood fiber used to make this paper is independently certified to come from responsibly managed forests. Proudly printed in the state of New Jersey, USA.



## Officers



**James L. Cassella**  
President  
Mayor, East Rutherford



**Colleen Mahr**  
1st Vice President  
Mayor, Fanwood



**James J. Perry, Sr.**  
2nd Vice President  
Committeeman, Hardwick



**Janice Kovach**  
3rd Vice President  
Mayor, Clinton Town

## Executive Board

- Ras Baraka Mayor, Newark
- Gayle Brill Mittler Mayor, Highland Park
- Randy Brown Mayor, Evesham
- William J. Chegvidden Mayor, Wharton
- Frank J. Druetzler Mayor, Morris Plains
- Jonathan Dunleavy Mayor, Bloomingdale
- Sean Elwell Mayor, Elsinboro Township
- Daniel Flynn Deputy Mayor, Newton
- Steven Fulop Mayor, Jersey City
- Raymond S. Heck Mayor, Millstone Borough
- Sue Howard Mayor, Monmouth Beach
- Thomas F. Kelaher Mayor, Toms River
- Albert B. Kelly Mayor, Bridgeton; Immediate Past President
- Liz Lempert Mayor, Princeton
- Gary Passanante Mayor, Somerdale
- William Pikolycky Mayor, Woodbine
- Paul H. Tomasko Mayor, Alpine
- Janet W. Tucci Mayor, West Long Branch
- Jesse Tweedle, Sr. Mayor, Pleasantville City
- Michael Venezia Mayor, Bloomfield

## Executive Staff

- Michael J. Darcy, CAE Executive Director
- Michael F. Cerra Assistant Executive Director
- William J. Kearns, Jr., Esq. League General Counsel

# nj



# 6



Focus:  
**Shared Services**

## 6 UpFront: Back Bay Dredging

Ocean City utilizes shared services agreements to manage mud  
Doug Bergen, Public Information Officer, Ocean City;  
Carol L. Beske, ACT Engineers, Inc., Past Mayor, West Windsor

## ABOUT THE COVER

This month, the League's 103rd Annual Conference will provide a hub for **Municipalities Leading the Way** to network, learn, and catch up with the latest products and services.

## Features

### 30 Focus: Salem First for SRN Consortium

City chosen as first municipality for NJ State Resource Network (SRN) Consortium  
Charles Washington, Jr., Mayor, City of Salem

### 34 Focus: Shared Services Realities

Staff fiscal responsibilities and other considerations  
Gregory C. Fehrenbach, Principal, Government Management Advisors

### 38 Focus: Shared Efforts, Shared Success

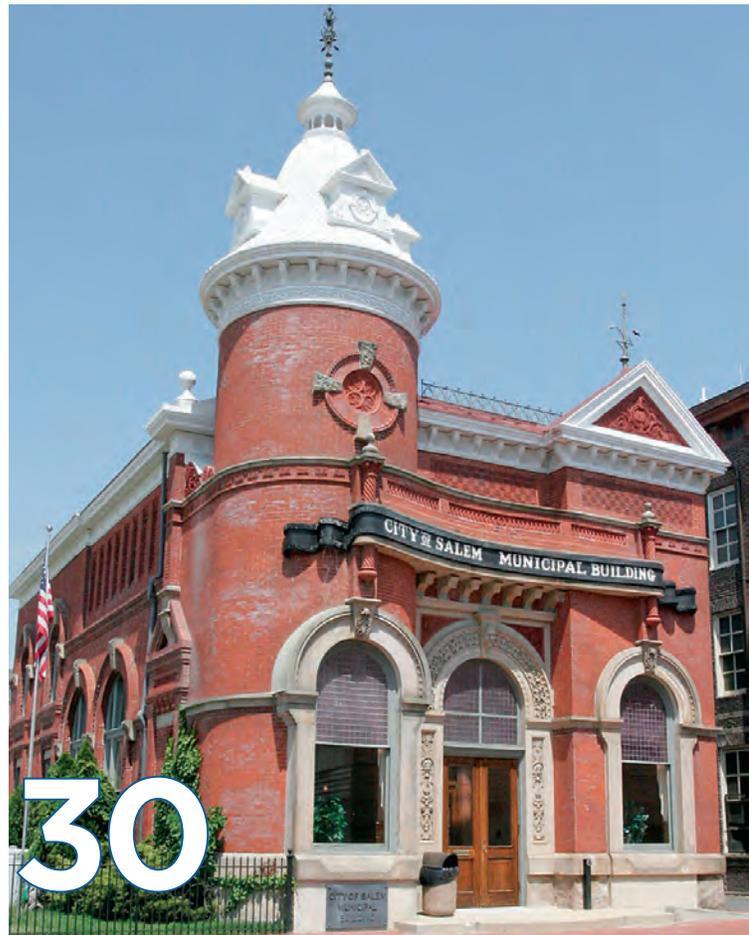
Sustainability knows no boundaries  
Randall Solomon, Executive Director, Sustainable Jersey

### 42 Mental Health First Aid Training

Mayors Wellness Campaign organizes courses in New Jersey communities.  
Adrian Diogo, Mayors Wellness Campaign Director, New Jersey Health Care Quality Institute

### 44 Is It Time for a Website Redesign?

Evaluating and updating municipal websites  
Susan Adelizzi-Schmidt, MBA, President, Suasion Communications Group



# 30



# contents

Volume 95 | Issue 8, November 2018

## Departments

**4** 222 West State Street  
Michael J. Darcy, CAE

**10** Now & Then  
Amy Spiezio

**12** NJ Now  
Taran Samhammer & Amy Spiezio

**18** Trenton Op Ed  
Steve Sweeney, District 3, Senate President

**22** Trenton Op Ed  
Tom Kean, District 21, Senate Republican Leader

**24** Trenton Op Ed  
Craig Coughlin, District 19, Assembly Speaker

**26** Member Op Ed  
Ras J. Baraka, Mayor, Newark; NJLM Executive Board Member

**90** Legal Q&A  
Frank Marshall, Esq.

**92** Finance Center  
Lori A. Russo, CFO

**94** Labor Relations  
Joseph M. Hannon, Esq., Genova Burns, LLC;  
NJLM Labor Counsel

**96** Gold Dome  
Benjamin Dworkin, Ph.D.

**98** Legislative Update  
Michael Cerra, Lori Buckelew, Frank Marshall & Jon R. Moran

**102** Business Card Directory

**104** Around the State/Supporters

## **48** Economic Update

Are the Burbs Bouncing Back?

James W. Hughes, Professor, Rutgers, The State University of New Jersey; Dean Emeritus, Edward J. Bloustein School of Planning and Public Policy

## **54** Winning the War on Litter

NJ makes progress against the threat of debris  
Sandy Huber, Executive Director, New Jersey Clean Communities Council

## **58** Spotted Lanternfly Threat

Identifying and stopping the spread of a virulent pest  
Douglas H. Fisher, New Jersey Secretary of Agriculture

## **62** For Better, For Worse, or for a Green Card?

Municipal Clerks can help detect and prevent marriage fraud  
Joanne M. Fiorilli, National Program Manager, Department of Homeland Security, U.S. Immigration and Customs Enforcement's Homeland Security Investigations

## **66** Next Generation Community Leaders

NJ cities create space for youth civic engagement  
Sue Altman, Project Leader and Expert Advisor, Next Generation Community Leaders Program, Institute for Effective Education at Rutgers-Camden; Bob Atkins, Director, New Jersey Health Initiatives

## NJLM

## **71** 103<sup>rd</sup> Annual

## League Conference Preview





**“This year, it is important to participate in the Conference as local government responds to the urgent need to find a way forward in New Jersey in so many areas with local impacts.”**

## Leading the Way, Together

This month, elections will consume much of the public attention and efforts of the elected officials at all levels of government. When the dust settles, the wins and losses will be analyzed as if they are the end of the story. You know the election is just a milestone along the complicated road to finding the solutions that are right for your community. And nobody sees that search’s success or lack thereof more vividly than municipal officials.

The League will convene the 103rd Annual Conference November 13 to 15 in Atlantic City. It is a seminal event in New Jersey governance each year for many reasons. This year, it is important to participate in the Conference as local government responds to the urgent need to find a way forward in New Jersey in so many areas with local impacts.

It will be local leaders who must address impacts brought on by many changes. Whether legalizing marijuana or changing deductions in the federal tax code, federal preemption of local land use regulation or storm resilient infrastructure. Sometimes even the good news requires you to find the best path forward, such as with Transportation Trust Funds being doubled. Municipal officials are the ones leading the way

forward, helping their communities cope with changes imposed from outside and needs that remain unmet over time.

Local leaders, more than any other, know the urgency of addressing the unique impacts on their residents and their communities as the landscape continues to change physically, socially, economically, and politically. The Annual League Conference will help you along with a range of opportunities to gain skill, knowledge, and understanding, with and from your colleagues. At the Conference, you can learn what is just over the horizon with possible impact on your community and how to lead through that uncertainty.

To help you map your time at the Conference, use the printed guide in this issue of *NJ Municipalities* (see page 71), the online 2018 Conference app (through your app store), and our website [www.njslom.org/conference](http://www.njslom.org/conference).

Municipal officials are accustomed to leading the way when the horizon is uncertain, and the League wants to help you along that road. The Annual Conference is a great place to start.

I look forward to seeing you at the League Conference and learning how you are leading the way in your communities. 📍

*Michael Darcy*

# Linc-On 457(b) Power of Group Pricing\*

No  
Hidden  
Fees

Linc-On

AVAILABLE  
In NJ

Linc-On

Linc-On

ENHANCED  
PRICING THRU  
BUNDLING



*Call today.  
Let's give you the power!*

**By linking together with fellow municipalities, you can receive the benefit of an \*enhanced pricing arrangement through our Linc-On Lincoln Alliance® Program.**

**Bruce Linger • Scott Davis • George Mouded  
Lincoln Financial Advisors Corp.  
201-556-4564 / Bruce.Linger@LFG.com**

**Mutual funds in the Lincoln Alliance® program are sold by prospectus. An investor should carefully consider the investment objectives, risks, and charges and expenses of the investment company before investing. The prospectus and, if available, the summary prospectus contain this and other important information and should be read carefully before investing or sending money. Investment values will fluctuate with changes in market conditions, so that upon withdrawal, your investment may be worth more or less than the amount originally invested. Prospectuses for any of the mutual funds in the Lincoln Alliance® program are available at 800-234-3500. Linc-On is the conversational name used for the Lincoln Alliance® Program. \*The program is designed to offer competitive fees and broad selection of investment options.**

Associates are registered representatives of Lincoln Financial Advisors. Securities and advisory services offered through Lincoln Financial Advisors Corp., a broker/dealer (Member SIPC) and registered investment advisor. Insurance offered through Lincoln affiliates and other fine companies. Lincoln Financial Group is the marketing name for Lincoln National Corporation and its affiliates. Lincoln Financial Advisors 61 South Paramus Road, Suite 425, Paramus, NJ 07652 201-556-4564. The Lincoln Alliance® program includes certain services provided by Lincoln Financial Advisors Corp. (LFA), a broker-dealer (member FINRA) and an affiliate of Lincoln Financial Group, 1300 S. Clinton St., Fort Wayne, IN 46802. Unaffiliated broker-dealers also may provide services to customers. Lincoln Investment Advisors Corporation (LIAC) is the investment management organization of Lincoln Financial Group. CRN-2231838-090418



# Backbay Dredging

Ocean City utilizes shared services agreements to manage mud

By Doug Bergen, Public Information Officer, Ocean City;  
Carol L. Beske, ACT Engineers, Inc.; Past Mayor, West Windsor



**O**cean City residents looked out over the basins where their boats once floated and instead saw them heeled over in the mud.

Like so many other coastal neighborhoods throughout New Jersey, Ocean City's bayside waterways lacked deep water. For property owners who paid handsomely for backyard access, the shallow waters often were impassable to boat traffic. The city's legendary Night in Venice boat parade—a tradition of more than 60 years held on the third weekend each July—had to change dates from year to year to find high tides. Paddleboarders and swimmers had to time the tides to use the bay with some even having to be rescued after sinking hip-deep

into the soft bottom. Bayfront property values decreased along with tourism dollars.

But the prospects for fixing the problem were as muddy as the bay itself. Ocean City faced a costly dilemma: The city had budgeted money to dredge, but finding a disposal site remained an even more expensive proposition, complicated by strict environmental regulations. Previous administrations failed to tackle the problem, and the city's engineering department had a heavy load with other infrastructure projects on the island.



Snug Harbor before dredging.

## Backbay Dredging

### Finding a partner

The first task facing the city was emptying an existing confined disposal facility that had been full for years. Creative solutions led to an agreement with Wildwood to use trucked dredge material to cap an existing landfill. Agricultural uses on turf farms and nurseries also were approved, as well as uses for development

### A big plan

The town turned to an outside consulting firm to focus on engineering and implementing a dredging plan for the waterfront, lagoons, and channels in the city's backbay area. The directive was to engage the public through town hall meetings, secure a dredge permit from the N.J. Department of Environmental Protection (DEP) and the U.S. Army Corps of Engineers (ACOE) and to develop both immediate and long-range dredging plans.

**“ The city is looking forward to continuing its dredging program while still being able to control property taxes in a responsible manner.”**

Faced with the frustration of property owners and condominium associations with a hodgepodge of current and expired permits, Ocean City decided it would apply for a tip-to-tip maintenance dredge permit from the DEP and the ACOE for every piece of public and private property on the bay side. A citywide dredging permit was viewed by many as a stretch and had never before been issued.

To further demonstrate Ocean City's commitment, a \$20 million, five-year capital plan for dredging was adopted to clear waterways and provide relief.

Dive in to New Jersey's safest health insurance pool.

Visit us at League Booth #1148



New Jersey Health Insurance Fund

Schools | Municipalities | Public Entities

[www.HiFundNJ.com](http://www.HiFundNJ.com) | [info@HiFundNJ.com](mailto:info@HiFundNJ.com)

Powered by PERMA RISK MANAGEMENT SERVICES

## Backbay Dredging



Snug Harbor before and after. Resident Kevin Barnes looks at pre-dredged harbor in top photo, while resident Sean Barnes enjoys the new, revived Snug Harbor (below photo).



Ocean City's annual Night in Venice had to be planned around the tides to allow the boat parade to get through.

in neighboring towns. Ocean City was granted approval by the reviewing agencies, and more than 250,000 cubic yards of dredged material was removed to make room for new dredging.

Working closely with the DEP, N.J. Department of Transportation Office of Resource Management (ORM), ACOE, and many other federal agencies, Ocean City successfully obtained the first-ever island-wide maintenance dredging permit issued in April 2018. Again, working with the NJDOT and ORM through a shared service agreement, Ocean City was able to receive over \$4 million from ORM for hydraulic dredging contracts and contract management to open state channels and lagoons leading to the Intracoastal Waterway.

They also worked closely with regulators to extend the window when dredging is permitted by a full three months. Because of environmental restrictions, most dredging operations had to be completed within a short window between July 1 and Nov. 30 with most operations not beginning until after Labor Day. The extension allows dredging statewide to continue until Feb. 28 each year.

Ocean City's efforts provide a model for towns throughout New Jersey in developing partnerships with bayfront

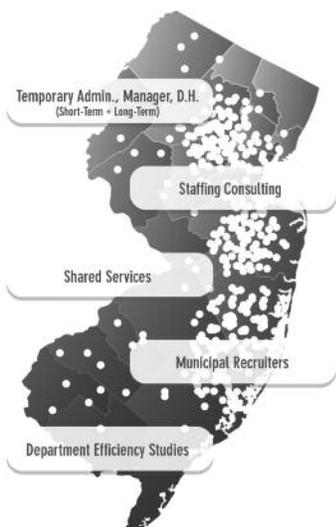


residents, state and federal regulators, and neighboring towns to accomplish a universal goal of access to safe and thriving waterways. The city is looking forward to continuing its dredging program while still being able to control property taxes in a responsible manner. 🏡

## What's next?

After successfully obtaining the dredge permit and providing relief to so many property owners, Ocean City is moving on to the next effort in keeping the waterways open and protecting our waterfront. Ocean City has made a commitment to restore Shooting Island in Great Egg Harbor Bay with an engineering design to return the island to its 1978 shoreline. This undertaking is able to move forward with the help of a \$2.2 million grant to the City from National Fish and Wildlife Foundation (NFWF).

The first step in the design is the construction of a rock sill and oyster castles in the 1978 footprint. Restoring the island provides protection from strong currents and storm surge that results in loss of the island and provides protection for the Ocean City waterfront. Shooting Island restoration will provide over 9 acres of returned shoreline with the ability to use dredge material from the bay for fill and wetland restoration.



### Jersey Professional Management

5.0 ★★★★★ 8 reviews

1988-2018  
300 TOWNS

- 

**Mayor John McCormac**  
Township of Woodbridge  
★★★★★  
JPM helped us hire two members of our Senior Management Team and handled everything tremendously.
- 

**Mayor Thomas Andes**  
Township of Denville  
★★★★★  
Dan and his team at JPM were instrumental in recruiting exactly the right person as our first Executive Director of our newly created Business Improvement District.
- 

**Mayor Fred Tagliarini**  
Township of Aberdeen  
★★★★★  
JPM provided an outstanding Temporary DPW Director, and completed an outstanding Efficiency Study of our DPW.
- 

**Mayor Beth Holtzman**  
City of Ventnor  
★★★★★  
Best decision we made; Maria Mento and Joe Verruni are very knowledgeable and always accessible.

- 

**Stephen Mountain**  
Manager, Township of Randolph  
★★★★★  
JPM was very responsive to our needs and utilized a process that was fair and organized. They helped us select the best professional for the position.
- 

**Mayor Richard Onderko**  
Borough of Manville  
★★★★★  
Best Municipal Government Advisors I've met in 10 years in elected office. Helped us recruit a fantastic Administrator. Thanks Dan and JPM.
- 

**George Jackson**  
Administrator, Borough of Eatontown  
★★★★★  
JPM's thorough recruitment and selection process led us to just the experienced professional we were looking for.
- 

**Mayor Dina Long**  
Borough of Sea Bright  
★★★★★  
One of the best decisions we made after Sandy was bringing experienced professionals from JPM onto our team. Joe Verruni and Debbie Smith provided the expertise and guidance we needed to navigate the recovery and rebuilding.

For more testimonials, visit [jerseyprofessionalmgmt.com/testimonials](http://jerseyprofessionalmgmt.com/testimonials) • 908-276-2777 • [jpm@jerseyprofessionalmgmt.com](mailto:jpm@jerseyprofessionalmgmt.com)

# NOW & THEN



Amy Spiezio  
Managing Editor

## Sharing Stories, Sharing Services, Sharing a Moment

Throughout the years of *NJ Municipalities'* publication and the League Conference, certain topics and sessions continually capture members' attention. As the issues are examined, explored, and fall by the wayside only to return to the collective awareness, local leaders hope to work together in their communities and beyond to learn lessons and do better.

This month, shared services takes the spotlight, and it will continue to hover in the forefront as the state's Shared Services Czars take in information and share recommendations. For Ocean City, adopting shared services means working with local, state, and federal partners to clean its back bay and ensure that its claim-to-fame sparkling waters remain accessible to its sea-loving citizens (page 34).

Likewise, the City of Salem taps into shared services in the form of state and federal partnerships to bring its port back to life, invigorating the local economy and making the city's economic development plan a reality.

This month's article about youth civic engagement shows that it's never too soon to start thinking about good government, whether as a voter or elected official. This issue's articles illustrate that working together, many generations can build robust, successful communities with clean streets and water as well as strong relationships between municipal officials and citizens.

This issue also goes into more detail about the League's 103rd Conference, set for Atlantic City from Nov. 13 to 15. The preview section (see page 71) gives a sneak peek of the many sessions and events and exhibits that help Municipalities Leading the Way plan for the future.

*NJ Municipalities* magazine will have a booth right outside the entrance for Hall C and we invite you to stop by to say hello and pick up an issue as well as information about this year's Show Off Your City Contest! 🍷

### TIMELINE



**1952**

As we prepare for another Show Off Your City Contest, we can take some tips from Atlantic City's Mall W. Dodson, director, promotion and advertising for Atlantic City and the secretary of the NJ Resort Association in 1952: "It doesn't mean necessarily that all of the features should not be emphasized,

but it does mean that there should be a big point about any one community and that the big point should be emphasized in every form of promotion, and every other form of promotion would go along and ride on the same band wagon as the number one thing you are pitching. If it's art, climate, hospitality—no matter what it is, build around one slogan and keep to it.



**1969**

In a pioneering program for New Jersey, Bergen County's cooperative purchasing agreement grew to 49 municipal participants in 1969. "Its success hinges on a voluntary and profitable pooling of interest. The result is that all participants enjoy economic benefits of what in effect is bulk purchasing of commonly used commodities."



John Koonz, Councilman, third from left, Mary Billow, Planning Board, far right, and Maureen Iuermier, Environmental Commission Chairperson, seated, participate with other citizens in Hope Township Land Use Forum.

**1992**

The towns of Mendham Boro, Hope, and Green each worked with the Land Use Forum Network, Inc., (LUFNET) for assistance to their planning boards in starting up Land Use Forums, a grassroots cooperative process

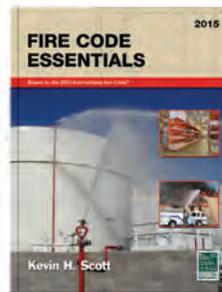
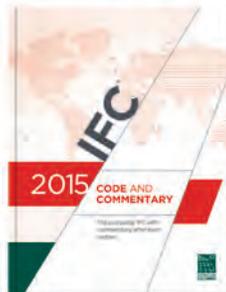
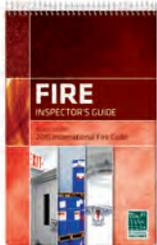
that meets the landowner's financial requirements and the community's desire for a beneficial development that is in keeping with the character of the town.



## 2015 International Fire Code®, New Jersey Edition Updated fire code is now IN EFFECT!

The New Jersey Division of Fire Safety has adopted the **2015 International Fire Code, New Jersey Edition**, as the State Fire Prevention Code. This is a fully integrated custom code based on the 2015 International Fire Code in a custom binder. Your purchase includes a 3-year subscription service for all state amendments. Available in a loose leaf format (item 3400L15NJ) or PDF download (item 8740PNJ15) for added convenience.

## Valuable ICC resources assist you in learning and applying the latest fire code.



- **Fire Inspector's Guide** is an easy-to-use visual guide to the fire code.
- **IFC® Code and Commentary** contains expert insight following each code section.
- **Fire Code Essentials** full-color guide focuses on the critical fundamentals affecting everyday code application.
- **IFC Study Companion** provides helpful practice quizzes and learning assignments for self-study.

Stay up-to-date. Get the latest code and fire safety resources today!  
1-800-786-4452 | [shop.iccsafe.org](http://shop.iccsafe.org)

## Local Impact: Gov. Murphy Rolls Out New Economic Development Strategic Plan

**G**ov. Phil Murphy has unveiled an economic development strategic plan, “The State of Innovation: Building a Stronger and Fairer Economy in New Jersey.”

“Today we outline the path for New Jersey to once again be a visionary leader in our national and global economy,” he said at the launch in Nutley. “We have all the ingredients—a highly educated population, one of the best locations in the nation, and immense talent—and now we have the plan,” said Governor Murphy.

“This plan is the result of hundreds of meetings with countless people across our state who have a stake in our future success—business leaders; labor leaders; educators at all levels; community and faith leaders; state, county, and local officials; and our tremendous Cabinet team,” he added. “For too long, economic growth has lagged in our state and poverty has grown. Today, we begin to change the narrative of New Jersey’s future.”

The plan includes priorities with targeted initiatives that will directly impact local government, including:

- **Invest in communities to build world-class cities, towns, and infrastructure statewide**

According to the report, the economy will “support more coordinated and sustainable funding to New Jersey cities and downtowns through an NJ Communities initiative. NJ Communities is a comprehensive effort to support the long-term investment in places and infrastructure necessary to foster New Jersey’s economic growth.”

Expected to include targeted investments in low-income and under-resourced communities, the plan cites a place-based incentive program, new brownfield remediation and redevelopment tax credit and loan program, new historic tax credit, and an Opportunity Zone strategy, among other initiatives, as goals.

- **Improve government efficiency and advance New Jersey’s competitiveness and business climate**

Currently ranked 49th for its friendliness toward entrepreneurship and small business, the report notes: “We will offer step-by-step support by providing easier access to capital, supporting training and technical assistance, and simplifying



government interaction.”

Looking forward, it’s reported that the the NJEDA will dedicate further financial support to Community Development Financial Institutions (CDFIs) to provide access to additional capital and the ability to leverage their funds.

In addition, the report announces plans for a “first-stop, single digital portal for businesses to promote improved access to business services across the state.”

An interagency team also will be created to help ensure “businesses receiving incentives have full intergovernmental coordination and support as they navigate the business landscape and create strong partnerships with our communities.”

Finally, according to the report, New Jersey will review its permitting system to identify bottlenecks and use technology “to provide more transparency and certainty for businesses so they can thrive in a new economy.”

Notes NJ State League of Municipalities Executive Director Michael J. Darcy: “October 1 the Governor unveiled the outline of his Economic Development Strategic Plan. Municipalities play a role in that plan in many ways, particularly urban centers and downtowns. In particular the program called, NJ Communities will invest in the Opportunity Zone areas with DCA implementing a one-stop-shop to help guide those municipalities. There are many other parts of the Economic Development Strategic Plan that will impact locally, many focusing on tax credit investments.”

He adds that a session at the Annual League Conference will explore the Plan in detail Thursday, Nov. 15 at 10:45 a.m., “The State of Innovation: Building a Stronger & Fairer NJ Economy.” See details now in the NJLM Annual Conference app. 📱

@ To review the plan, visit <https://nj.gov/economicplan>.

# READY TO SUCCESSFULLY MARKET YOUR TOWN?



## **Suasion Communications Group**

*An award-winning, New Jersey-based boutique agency specializing in branding, promoting and marketing Garden State towns, businesses & organizations.*

*Making New Jersey successful - one town, destination or business at a time - is what we're all about.*

2018 & 2017 Philadelphia Business Journal Top Full-Service Marketing Agency  
2017, 2016, 2015, 2014 NJ Tourism Excellence Awards  
2017, 2016, 2013 PR Daily Awards  
2015, 2014 HSMAI Adrian Awards

**suasion**<sup>sm</sup>  
communications ■ group

BRANDING ■ DESTINATION MARKETING ■ DIGITAL  
PUBLIC RELATIONS ■ ECONOMIC DEVELOPMENT STRATEGIES  
CREATIVE & WEB DESIGN

suasionmarketing.com ■ 609.653.0400 x103 

# Seminar Discusses Chapter 78 and More

The Labor Negotiations 2018 seminar held on Oct. 2 covered the basics involved in collective negotiations with civilian and law enforcement bargaining units. Topics discussed included the process of negotiations, preparation for negotiations, and the scope of negotiations.

This seminar also focused on the impact of the Chapter 78 sunset, the sunset of the 2% interest arbitration cap, and the latest concerning health care reform, and recent legislative changes including the Equal Pay Act, Paid Sick Leave, the US Supreme

Court decision in Janus, and other timely issues affecting the employer-employee relationship in public employment. The presenters were NJLM Labor Counsel Joseph Hannon, Esq., and Jennifer Roselle, Esq., both from Genova Burns, LLC. 



THE SOLUTION TO YOUR COMPANY'S THIRD PARTY CLAIM CHALLENGES

## Inservco Insurance Services, Inc.



- ✓ *Offering Workers' Compensation, General Liability, Auto, Police Professional Liability Claim services, and more.*
- ✓ *A prominent leader in providing highest quality claims administration services throughout New Jersey for nearly 40 years.*
- ✓ *Offers a convenient office location in Lawrenceville, New Jersey.*
- ✓ *A subsidiary company of Penn National Insurance ensuring stability and excellence.*

Join the scores of New Jersey government centers, businesses, schools, and insurance program administrators who already enjoy the rewards of utilizing Inservco's claim services.

Please contact us at 800-356-0438 for more about how your organization can take advantage of Inservco's solutions.

### NOVEMBER

## November 13-15

**103rd Annual Conference**  
Atlantic City Convention Center,  
Atlantic City

### DECEMBER

## December 5

**Medical Marijuana-  
What Public Employers  
Need to Know in New Jersey**  
Webinar-Your Computer

## December 6

**Strengthening the Bench:  
A Discussion of the Municipal  
Court Reform Proposals**  
DoubleTree Hotel, Tinton Falls

### JANUARY

## January 12

**Orientation for Newly Elected,  
Reelected, and Experienced  
Municipal Officials**  
Hilton Hotel, East Rutherford

## January 26

**Orientation for Newly Elected,  
Reelected, and Experienced  
Municipal Officials**  
Westin Hotel, Mt. Laurel

Visit [njslom.org/seminars](http://njslom.org/seminars) for changes and updates. For more information on seminars, contact Danielle Holland-Httut at [dholland@njslom.org](mailto:dholland@njslom.org) or 609-695-3481, Ext. 118.

## Bureau Notes:

# Tap into the League's Resource Centers

**D**id you know that the League currently provides informational Resource Centers on its website? They can be found on over 23 topics, offering information on key legislation, related resources, and news links.

One of these Resource Centers focuses on shared services. The Shared Services Resource Center is organized into five sections on the left-side of the main page.

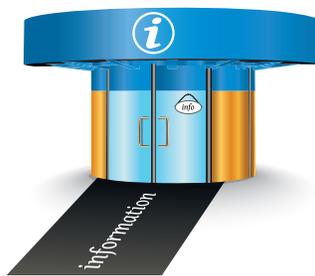
### **LIBRARY OF SHARED SERVICES AGREEMENTS**

A valuable service offered in this Center is a library of shared service agreements and resolutions. The agreements posted in this library are those that have been initiated throughout the State. Thinking of consolidating a service in your municipality? Looking for examples from others that have already been implemented? Peruse the online library and look for examples that may help draft similar agreements in your own municipality.

The library houses over 1,000 agreements organized into 70+ categories. New agreements are added monthly.

### **INTERLOCAL RESOURCES, READING, & LINKS**

The bulk of this Center's information can be found under the "Interlocal Resources, Reading, & Links" tab. Resources include a Q&A with a field expert; "Art of the Possible," a publication discussing the challenges and benefits of sharing services between school boards and local governments; tips for furthering interlocal cooperation; a step guide to performing a consolidation review; White Papers published by the New



**nj** NOW

Jersey League of Municipalities Educational Foundation (NJLMEF); and many other useful links.

**INTERLOCAL LEGISLATION** This area of the Resource Center includes links to related legislation.

**NJDCA LUARCC** Clicking on this link will send you to the New Jersey Department of Community Affairs' (NJDCA) Local Unit Alignment, Reorganization and Consolidation Commission (LUARCC) webpage.

**RECENT NEWS ARTICLES** Links to news articles featuring the initiatives of New Jersey municipalities that have implemented shared service agreements.

Featured at the top of each page are recent news notices issued by the League pertaining to sharing services. Currently featured is the League's summary of the "Path to Progress" report issued by the NJ Economic & Fiscal Policy Workgroup. 📄

@[www.njslom.org/sharedservices](http://www.njslom.org/sharedservices)

## Bureau By the Numbers

**1,331+** Shared Service Agreements online

Over **70** Shared Service Agreement categories

**Download Now!**

# Annual Conference App

for 2018



Visit your app store to download.

Look for

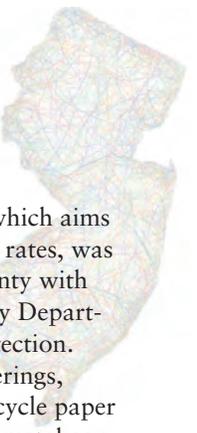


**Session Schedule**  
**Exhibit Floorplan**  
**Search by CEU's**  
**Search by Speakers**



**AT&T**

Exclusive App Sponsor



## Westfield Expands Recycling

Westfield has expanded its options at the Town's Conservation Center on Lamberts Mill Road. The recent addition



of new sheltered holding structures on the property allows residents to drop off the items to be recycled, free of charge and without a permit including styro-foam, batteries, fluorescent bulbs, as well as plastic bags and film.

In addition, all types of plastic toys (including battery powered) are acceptable, as long as they function and have all parts. No small toys (those which can fit inside a toilet paper roll) are acceptable. The Town of Westfield has partnered with Second Chance Toys, who will collect and clean the items, and then donate them to community service organizations that service children in need.

Westfield received \$10,000 from the Union County Board of Chosen Freeholders' Recycling Enhancement Grant program, which awarded \$134,600 to 15 municipalities in June 2018. The grant program, which aims at improving local recycling rates, was administered by Union County with funding from the New Jersey Department of Environmental Protection.

## Big Little Read

The Montclair Public Library celebrated the 10th anniversary of the Little Read in October.

The Little Read is a children's read-aloud marathon that brings together Montclair neighbors, writers, local heroes, and celebrities in a town-wide celebration of literacy and community.

With readings throughout Montclair for five days, more than 100 volunteer readers shared a selection of books geared to children through third grade.

Along with local citizens, municipal government was represented by Mayor Robert Jackson, Library Director Peter Coyl, Fire Chief John Herrmann, and other fire fighters. ♣

**Call**

**New Jersey One Call**

**3 Business Days Before Digging.**

**It's the Law.**



**Dial 811**

**or 1-800-272-1000**

**Online > [www.nj1-call.org](http://www.nj1-call.org)**



**Know what's below  
Call before you dig**

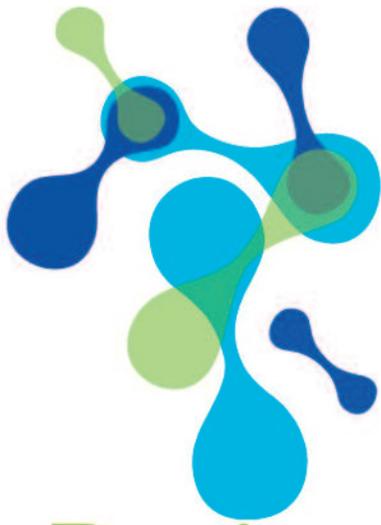
## Local Government Week to Launch April 2019

With the goal of helping municipalities boost public awareness of the important work done and services provided by Local Governments, the NJ State League of Municipalities is launching the first annual NJ Local Government Week, April 6-13.

NJ Local Government Week is a time

for municipalities to encourage civic education, community collaboration, volunteerism, and local pride.

The event will be officially launched at the Annual League Conference, Nov. 13-15 in Atlantic City. Look for fliers at the League Booth, Mayor's Center, and League events. ♣



# Mayors Committee on Life Sciences

A partnership of the New Jersey State League of Municipalities  
& We Work for Health New Jersey

## Patient Courage Award

### **The Mayors Committee on Life Sciences**

continues the successful Patient Courage Award in 2018. The program is designed to highlight the many inspiring patients in New Jersey, and recognize remarkable individuals who have triumphed over adversity despite difficulties due to a serious illness or chronic disease.

New Jersey mayors are invited to nominate patients from their municipalities who have positively impacted the lives of others through their attitude, actions and advocacy. If you know a patient who is deserving of the award, the Mayors Committee will connect you with the appropriate mayor to facilitate a nomination. Please contact Lucy Montgomery (see box at right) for assistance.

The Mayors Committee will showcase these patients as extraordinary examples of courage, and give them and their families a platform to inspire and educate others about their experiences. Each patient who receives the Patient Courage Award will be invited to participate in a presentation ceremony. The event will include the patient, his or her family, friends and caregivers, the mayor and (invited) local legislators, and representatives from We Work for Health New Jersey, the Mayors Committee on Life Sciences, and the New Jersey life science community.



My Fellow Mayors:

Now more than ever, New Jersey needs to support the Life Science industry and preserve it's ability to discover new life-saving treatments and cures. It is critical that we continue to advocate for policies that will grow and nurture the state's largest economic driver, the biopharmaceutical industry. We invite you to help us support this endeavor by joining the Mayors Committee on Life Sciences.

Sincerely,

*Joseph Pannullo*

Mayor, East Hanover, New Jersey  
Chair, Mayors Committee on Life Sciences  
Co-Chair, We Work For Health New Jersey

To nominate a patient for the Patient Courage Award or for more information on the Mayors Committee on Life Sciences, please contact:  
Lucy Montgomery  
215.766.7951  
lucymontgomery@gmail.com

# TRENTON



## We Need to Take Tough Steps to Fix Our Fiscal Crisis, Restore Affordability

By Steve Sweeney, District 3, Senate President

New Jersey faces a daunting fiscal crisis. For two decades, while you and your predecessors in municipal government made the proper pension payments, New Jersey governors from both parties severely underfunded the pension system for teachers and state government workers.

As a result, while your local government pension systems are funded at about the national average, New Jersey state government's unfunded liability for pensions and retiree health benefits now tops \$150 billion—four times the size of the state budget.

We have to face the problem head-on. We have to pay. Pensions are a contractual right and state governments as sovereign entities with the power to tax cannot go bankrupt. But pensions can go bankrupt, and if they do, future taxpayers will be on the hook for \$11 billion a year just to pay current benefits.

That's a staggering number, but the solution is not much better: Over the next four years actuaries project the state will have to increase pension funding from \$3.2 billion in this year's budget to \$6.7 billion to finally reach our "Actuarially Required Contribution."

Unfortunately, this is a problem for all of us. You know how hard families in your communities work, how hard it is for your seniors to stay in their homes and how hard it is for young people to keep up with their college loans. We have an affordability crisis that you hear about firsthand, and we can't afford for it to get any worse. But it will if we don't act together.

That \$3.5 billion increase is state pension payments and the \$700 million projected increase in the cost of Platinum-level healthcare coverage for employees and retirees over the next four years will eat up every penny of our projected annual revenue growth.

If we don't get these costs under control they will crowd out all other important spending needs like fixing NJ Transit, making higher education more affordable and, most important, properly funding state aid to school districts to hold down property taxes—and they will require big tax increases too.

Responsible leaders manage risk. That's why I convened an Economic and Fiscal Policy Workgroup of top economists, tax experts, and academics to meet with leading Democratic and Republican legislators and recommend non-partisan solutions to fix our fiscal crisis and make New Jersey more competitive and affordable.

**“Contrary to some early reports, the committee did not recommend consolidation of small municipalities because its analysis showed that it would not result in significant cost savings or improved services.”**

The committee issued its report in August, and now it is up to us as elected and appointed officials, as citizens and as taxpayers, as business executives and, yes, as responsible union leaders, to make sure that we have balanced, common-sense solutions that are implemented before the hole gets any deeper.

One thing is clear: We cannot tax our way out without imposing billions of dollars in massive tax hikes that would cripple our competitiveness and make New Jersey unaffordable for millennials, families, senior citizens, and businesses. I will not do that and neither will my colleagues.

The committee took a measured approach in its recommendations that we should all applaud, and the good news is that it will provide savings not only for the state budget, but also for county and municipal budgets, school districts, and all of our employees and taxpayers.

The committee recommends the creation of a hybrid pension system that preserves the current defined benefit pension system for all teachers and state, county, and municipal workers in the

# WARSHAUER

19  54

## Electric Supply

warshauerpower.com ♦ 732-741-6400

STATE OF NJ CONTRACT HOLDER

STATE VENDOR NUMBER: 221821514

T-NUMBER: T2732 & T-NUMBER: T2871

GSA CONTRACT HOLDER

CONTRACT NUMBER: GS-07F-179CA DUNS NUMBER: 011691573

QUALIFIED SMALL BUSINESS



# POWER STOCKTON

## YOU CONTROL

Warshauer Electric - Supplier of Stockton University's  
130kW Mobile Generator

**WARSHAUER ELECTRIC**  
**ONE PLACE.**  
**ONE SOLUTION.**

DESIGN. DELIVERY. INSTALLATION.  
MAINTENANCE. 24/7/365 - LIVE SERVICE



RESIDENTIAL, COMMERCIAL,  
TRAILER MOUNTED GENERATORS.  
LIGHT TOWERS.

GENERATOR SALES. WARRANTY. INSTALLATION. MAINTENANCE. SERVICE. PARTS. RENTALS.

Teachers Pension and Annuity Fund and Public Employees' Retirement System with five years of service.

It puts new hires and non-vested employees with less than five years into a hybrid plan that provides the same pension that other employees receive on their first \$40,000 of income and adds a cash balance account that provides a guaranteed 4% return or 75% of pension fund earnings on income above that.

It recognizes that people work and live longer by raising the age for retirement for those with less than five years of service to have full benefits from age 65 to match the Social Security age, which is scheduled to go up to 67.

The committee recommends that we aggressively explore opportunities for both the state and local governments to dedicate assets and their revenue streams to the pension system, as we did previously with the Lottery.

The Legislature is hiring its own actuary to calculate the impact, but we are

confident the long-term savings from these and other pension recommendations will be in the tens of billions of dollars.

To control healthcare costs, the committee recommends shifting all employees and retirees from the current Platinum level to a Gold plan comparable to coverage offered by the best private sector companies.

This would not only save \$585 million for the state budget immediately, but would translate into \$71 million in savings for state workers who pay an average of 21% of their premium costs. That would offset most increases in out-of-pocket costs, and all savings would be dedicated to the pension system.

Counties, municipalities, and school districts participating in the state health plans would save at least \$600 million more, and your employees would save over \$100 million.

Some of the biggest savings for local governments would come from the committee's proposal to cap payments for future unused sick leave, which will

eventually put an end to the "boat checks" that are so costly for property taxpayers.

These are just some of the biggest items in a comprehensive report that makes sweeping recommendations for changes across government.

Contrary to some early reports, the committee did not recommend consolidation of small municipalities because its analysis showed that it would not result in significant cost savings or improved services.

But the panel did identify opportunities for more shared services savings through county-level and/or regionalized tax assessment, code enforcement, health services, and emergency dispatch.

The committee recommended the creation of a new legislative agency to assess cost and service data to determine the ideal range of population for the most cost-effective delivery of specific services.

Two of the most important recommendations are the consolidation of all school districts into regional K-12 districts to ensure a coordinated curriculum and a state takeover of most of the costs and coordination of Extraordinary Special Education services. Both recommendations are designed primarily to provide better educational services and, secondarily, to achieve property tax savings.

We will take time in the months ahead to refine the committee's recommendations in roundtables, town halls, and meetings with citizens to marshal the support needed to guarantee their implementation.

We have already met with mayors and freeholders in several counties, more countywide meetings are scheduled, and we also look forward to hearing your ideas at panels and workshops at your upcoming League of Municipalities convention.

We cannot wait any longer to restore fiscal sanity, enhance our economic competitiveness and make New Jersey more affordable for all of our citizens.

If we succeed in our bipartisan efforts to fix our pension and health benefits crisis, New Jersey will be a model for the nation.

The full task force report can be found at [www.pathtoprogressnj.org](http://www.pathtoprogressnj.org).



**MASON, GRIFFIN & PIERSON, P.C.**  
Counsellors at Law | Since 1955

**Municipal Experience.  
Knowledge. Professionalism.**

- Affordable Housing
- Civil Rights Defense
- Consolidation & Shared Services Agreements
- Defense of Tort Claims
- Eminent Domain Litigation
- Employment Discrimination
- Historic Preservation
- Land Use
- Local Public Contracts Law
- Open Public Records Act Compliance
- Open Space/Farmland Preservation
- Personnel Policies & Training
- Prerogative Writ Litigation
- Sewer/Water/CATV Utilities
- Tax Appeals
- UCC Regulation/Litigation
- Wildlife Management

101 Poor Farm Road, Princeton, NJ 08540 609.921.6543 [www.mgplaw.com](http://www.mgplaw.com)

# J.D. POWER RANKED US HIGHEST BECAUSE OUR MEMBERS DID.



*J.D. Power is known around the world as the customer experience authority. And now, for the second time, Horizon BCBSNJ has achieved J.D. Power's highest ranking: "Highest Member Satisfaction among Commercial Health Plans in New Jersey, 2 Years In A Row." We can't think of a better award.*



**HorizonBlue.com**

# TRENTON



## Achieving the Structural Reforms That Will Set NJ on a Better Fiscal Path

Tom Kean, District 21, Senate Republican Leader

The great fiscal challenges that confront both the municipal officials who are responsible for adopting local budgets and the property taxpayers who pay the bills would seem to be too great to be ignored.

Still, many in power have found ways to kick the can down the road for years and even decades to avoid doing the hard work that would provide relief to overburdened New Jerseyans.

To be fair, there have been several task forces and commissions convened over the years that studied and offered real solutions that could have addressed the growing cost of public employee pensions and benefits, helped local governments to achieve efficiencies, and ended obscene abuses like six-figure payouts for unused sick time to retiring employees.

These prior efforts have generally followed a similar pattern that's been repeated time and again. Following the release of each report, some of the easy-to-accomplish reforms are quickly adopted, while the bold ideas that fix the big problems remain untouched for someone else to do later.

That proved to be the case with the recommendations of the Benefits Review Task Force that current Governor Phil Murphy chaired in 2005, as well as those of the Byrne-Healey Commission in 2015.

Now, a new reform effort, the Economic and Fiscal Policy Workgroup, has brought together a bipartisan panel of legislators and experts in local government, public finance, taxation, and education to offer new proposals to address many of the long-known problems that have continued to grow due to previous inaction.

Many are asking the obvious question: will this time be different? Will we finally succeed in achieving the structural reforms that will set New Jersey on a better fiscal path?

For the sake of our communities and the families we represent and serve, I believe we must work together for success at every level of government.

In the Legislature, Senate Republicans have been ahead of the curve on many of the reforms proposed by the current workgroup, with a number of suggestions mirroring legislative initiatives that I and members of our caucus have sought for years to advance.

For example, the group issued a recommendation similar to my proposal (S-2179) to create a new tax deduction for charitable contributions to the non-profits that serve our communities. These organizations often provide important services to children, families, and seniors in need, while offsetting the need for government spending at taxpayer expense.

Similarly, Senator Declan O'Scanlon (District 13) sponsors legislation (S-212) to achieve savings on the rapidly growing cost of public employee health benefits by moving both current employees and retirees from platinum to gold level plans, as defined by the Affordable Care Act. This shift to more affordable, yet still generous, plans was also recommended by the group, with an estimated savings of \$1.4 billion for taxpayers, including at least \$600 million of relief for local governments and property taxpayers.

The aforementioned sick leave payouts, the so-called "boat checks," have long been a target of our caucus, with more than a dozen legislative efforts over recent years to end or limit this egregious practice, including Senator Kip Bateman's (District 16) current legislation (S-681). These six-figure payouts can cripple local budgets, and we're glad to see a proposal to limit them among the group's recommendations.

On the school funding front, the burden of extraordinary special education costs can overwhelm local school budgets. Senator Joe Pennacchio (District 26) and the Republican members on the former Senate Select Committee on School Funding Fairness led the effort to have the State assume those costs in full, providing substantial savings to local property taxpayers. We were glad that recommendation was included, as well.

While there are many positive aspects of the working group's final report, there are several key areas that were conspicuously avoided, namely civil service and affordable housing reforms and reinstating interest arbitration caps.

Our state's archaic civil service system often stymies the efforts of local governments to achieve efficiencies and savings, and our affordable housing policy lacks clarity resulting in expensive litigation and overdevelopment. The interest arbitration cap produced hundreds of millions of dollars of savings in the years prior to its recent expiration. These issues should have been addressed.

While the working group's report hits the mark on a number of important issues that we've been working to accomplish, it clearly doesn't tell the full story about all of the reforms we need to improve affordability.

Senate Republicans will continue pushing for the full spectrum of reforms that we know New Jersey needs, and we urge local officials to join us in shaping the upcoming legislative process.

It's imperative that you become involved through capable organizations like the League of Municipalities. As experts with the day-to-day knowledge of how our towns really work, your input can be the difference that helps these long-stalled reforms to finally advance. ♣

# GranTurk

one schuylkill parkway, bldg. b  
bridgeport, pa 19405-1069  
phone: 610-239-9800 fax: 610-239-9806

*Serving Communities since 1969  
with  
Quality Equipment*

- Elgin Street Sweepers
- Leach Refuse Bodies
- Duratech Tub Grinders
- Vactor Sewer Cleaning Equipment
- Labrie Side Loaders & Recycling Bodies
- Bivi-Tec Screeners
- American Roll-Off (Palfinger) Roll-Off and Hoists
- Monsters, Inc. Leaf Collectors
- Midwest Automatic Lubrication System
- Galfab Roll-off Hoists
- G & H Refuse Bodies
- Elgin/Vactor/Broom Bear/Athey Parts & Service
- Wittke Refuse Bodies

*Represented by:*

**Frank Turk   Gene Freed   Joel Chernin**  
Sales Representatives

Sales • Service • Parts

BOOTH NUMBERS: 0801-0803-0805-0807-0900-0902

# TRENTON



## Fighting Hunger by Strengthening Food Security

By Craig Coughlin, District 19, Assembly Speaker

**T**welve percent. That's the percentage of New Jersey residents—mothers, grandparents and children, who go to bed hungry every night.

That's about 1 out of every 8 residents.

Households across New Jersey are struggling with hunger. In fact, over 800,000 New Jersey residents are offered nutrition assistance through the Supplemental Nutrition Assistance Program (SNAP).

But the unfortunate truth is that even with dozens of food and nutrition programs in our State, there remain too many underserved populations. We are dealing with a hunger crisis.

A few weeks ago, I had the opportunity to go gleaning. It was an experience I will never forget. Gleaning is the act of collecting leftover crops from farmers' fields after being commercially harvested in an effort to reduce waste.

Gleaning allows both for the opportunity to help farmers to use produce that would otherwise be wasted and also helps to feed those in need. Food tends to get left behind in the field for all kinds of reasons, including the misses due to mechanical harvesting and the fact that sometimes crops do not fit certain standards for supermarket shelves.

If you haven't already, I suggest going out and giving gleaning a try. Volunteers like us are what make gleaning a successful production.

But gleaning is just the start.

I have three kids. That's a lot of mouths to feed and a lot of money towards food. I can't imagine the thought of telling one of my children we can't afford a meal today. The heartbreak and agony that comes with food hardship are feelings that I hope no parent in New Jersey will ever have to experience again.

That is why I proposed legislation that will be instrumental in fighting hunger and strengthening food security. The following initiatives will be critical in helping to reduce hunger in our state.

By establishing an Anti-Hunger link that will be posted on all state government websites, listing all of the state's food programs, we can properly conduct outreach to families



throughout our state and inform them of resources to ensure no child or individual goes hungry. The list of state food programs will include food pantries, shelters, child and senior feeding programs, and soup kitchens.

The nature of our State websites must change if we are to connect with New Jerseyans. Individuals should not have to jump through hoops to register for various programs.

Enacting the "Hunger Free Campus Act" means an estimated total of \$7.5 million in funding to institutions of higher education, providing them with an opportunity to help college students in need. This includes establishing a campus hunger task force, raising awareness of on-campus services offered to food-insecure students, providing an on-campus food pantry, and creating a student meal credit sharing program.

Hunger problems on college campuses are part of a quiet, insidious epidemic that ranges from first-generation college students to higher-income students who may have parental financial support but still find themselves facing difficult choices. More than a third of college students don't always have enough to eat and they lack stable housing.

No student should have to turn down the opportunity to attend college because they will be unsure as to where their next meal will come from.

College hunger is not a new issue. But it is one that we can help students overcome.

**“ Let’s make it easy for families to have access to apples and carrots or have the ability to simply walk to a grocery store after a long day’s work.”**

The “Food Desert Elimination Act” establishes incentives to attract and retain qualified supermarkets in our state’s food deserts. Through this proposal, the state will pay the supermarket’s property tax bill for a declared time period and provide a deed restricted alcohol retail license.

Residents need our help. Every county deserves affordable and convenient access to food and resources.

Imagine a young single mom, who works a 9 to 5 and lives at home with her son or daughter. She relies on her car to drive her to a grocery store. Unfortunately, the nearest grocery store is five miles away.

Now imagine a young single father, who also works a 9 to 5 and lives at home with his son or daughter. He does not have a car. He relies on NJ Transit buses to get him and his young child to and from the grocery store, a nearly 50 minute commute.

Food deserts can be described as geographic areas where residents have limited or nonexistent access to affordable, healthy food options due to the absence of grocery stores within convenient traveling distance. This is an extreme inconvenience in the lives of our residents. They tend to cause higher obesity, loss of time in one’s everyday life and a greater percentage of their income

on fast food or expensive convenience stores. If the only options we are providing families are expensive food or non-healthy food, then we are setting our society and future generations up for failure. Let’s make it easy for families to have access to apples and carrots or have the ability to simply walk to a grocery store after a long day’s work.

Now, let’s help the children. “No Student Goes Hungry” will be a program in which the state reimburses school districts that purchase New Jersey grown produce for their school breakfast and lunch program.

These initiatives, along with others, will help steer us in the direction of reducing food waste, donating food to markets in need and combating food insecurity.

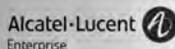
Solving the hunger crisis is not something that can be done overnight. But with short-and-long term initiatives, we can and will combat food hardship across our state. I hope you will join me on this challenging yet beneficial journey. 🍌



**Ready to take your technology to the next level?  
We can show you how!**

**RFP Solutions** is a licensed and authorized **New Jersey State Contract Vendor** with over 250 K to 12 school districts and municipalities as clients. We provide design/installation services and 24/7 support for telephone systems, wireless data networks, CCTV surveillance systems, door access control, wireless clocks, and much more.

**For a free estimate, contact  
Mike Cuneo – Vice President, Sales  
856.686.0888, Ext. 117  
mcuneo@rfpnj.com**



# Building Police/Community Trust

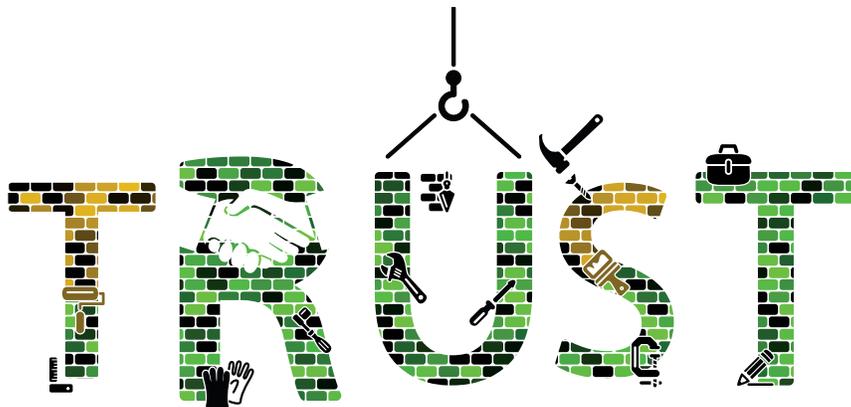
By Mayor Ras J. Baraka, Mayor, Newark; NJLM Executive Board Member

In recent years, American cities have experienced too many horrific incidents in which police officers have shot and killed people of color without cause or justification. We have seen appalling videos of police officers shooting people who were surrendering, choking people with nightsticks, and beating youth and prisoners. Recently, we have been stunned to learn about a police officer who apparently entered the wrong apartment, believing it to be hers, and shot the lawful occupant. These incidents and others like them have set off angry protests and violence in communities as small as Ferguson, MO, and as large as Baltimore.

When I took office in 2014, we inherited a Police Department troubled by manpower reductions, a toxic relationship between police and residents, and federal investigations that led to the department being placed under a federal monitor because of widespread officer misconduct and indifferent management.

Yet over the past four years, we have been able to improve police-community relations to the point where we recently decorated a police officer who did NOT use his weapon in a potentially deadly confrontation with an armed criminal. By refraining to use that weapon, the officer saved the life of innocent people, including an infant child.

Our progress is not due to chance or happenstance. Newark is transitioning from a “react and respond” to a “citizen-focused and community policing” model. One very important reason why we are having success in reducing crime is that Newark has become a national leader in repairing the relationship between the police and the community. More trust and increased community involvement help prevent crime and help the police do a better job of apprehending those who commit crimes.



## Community involvement

Community involvement in Newark means officers who walk a beat, get to know residents and pay attention to the quality-of-life crimes that deteriorate and demoralize neighborhoods. It is special Community Comstats, police briefings that commanders and senior officers give to top leadership on crime statistics, anti-crime initiatives, and community programs. Residents are not mere spectators at these meetings—their input is sought, heard, and acted upon.

**“Our progress is not due to chance or happenstance. Newark is transitioning from a “react and respond” to a “citizen-focused and community policing” model.”**

Community involvement is the Cops and Kids program where police officers and teens get to know each other as human beings and share their hopes and their fears. It is using resident surveys to get feedback directly from residents on their experiences with the police, both negative and positive. It is

# Does This Look Familiar?



## We Can Help!

### Frustrated with not finding the file or record you need?

NJ DORES requires certain municipal records to be kept permanently unless scanned.

AccuScan will get your municipality registered and compliant with all NJ DORES and SRC requirements.

This permits destruction of the paper records. Microfilm is no longer required as a backup to scanning. This will reduce the cost of your project.

## Benefits of Using AccuScan

- Instant retrieval, no more lost or misfiled documents
- Access control to all records based on user rights
- Compliance with state and federal regulations
- Cloud based storage available or store on your computer

# ACCU SCAN

digital archival solutions

Experts in Scanning & Document Management

Personnel • Payroll • Police Records • Board Meeting Records  
• Blueprints • Tax Maps • Building Permit Applications

**609-386-6795 • [www.GetAccuScan.com](http://www.GetAccuScan.com)**



ESCNJ State Approved Coop # 65MCESCCPS  
Co-op # 65MCESCCPS RFP # MRESC 12/13-22  
Bid Term: 7/1/12 - 6/30/17

bringing the moral power of our community to support police response, particularly to domestic violence incidents through the “Police-Clergy Patrol,” in which clergy join police in responding to calls as needed, to provide both immediate spiritual counseling and secular resources to victims. Their intervention can be critical in defusing emotional situations.

### Enlisting residents, building trust

With growing police/community trust, there are a number of ways in which we have enlisted residents directly in law enforcement. Residents are learning that they can report crimes or suspicious situations safely and confidentially and that the information they provide will be acted upon. With two community service officers in each precinct, we have

Board, with power to respond to and investigate complaints about police behavior. Additionally, we reinvented training for officers to include multi-cultural sensitivity, client service best practices, and neighborhood policing. We are in the process of building a new community-based state-of-the-art police training facility. To recruit more residents to become police officers, we are working with the Newark Public Schools to develop public safety career pathways for students.

You cannot reduce crime just by arresting people or doing illegal stop and frisks or shooting people in the back at traffic stops or choking people to death for selling loose cigarettes or breaking arms of young people that fit the description.

In collaboration with Rutgers-Newark,

Community Street Teams to engage young adults in high crime areas between the ages of 18 and 30 who are at high risk of being involved in or becoming a victim of violence. The Street Teams work to resolve disputes since many of our homicides are the result of unresolved conflicts. They redirect young adults to education, life skills, and employment, and make sure our children get to and from school safely.

In another initiative, we are doing something unprecedented to address the 16 to 24 year olds who are beginning a life of crime by committing robberies. We hire trained social workers to intervene in the lives of these young people when they are arrested to provide them with the support they need emotional and physical to change their life around.

The bottom line is that Newark police are making fewer unnecessary arrests while reducing crimes, and getting fewer complaints while reducing homicides and robberies. We scour the country to learn best practices from other cities that like Newark place a high priority on building police/community trust, and we readily share with other cities what we have learned and implemented. At a time when the administration in Washington has shown disinterest and hostility to bringing communities and police together, cities must rely on each other to reduce violence and build trust. 📍

“The most effective way to reduce crime is by preventing it, and we have developed a robust crime prevention strategy.”

been able to expand block watch programs. And, over the past year, we have installed Virtual Patrol cameras to help us monitor crime in our neighborhoods. In “hot spots” throughout our city, residents are now able to use their personal electronic devices—a computer, or even a phone—to monitor the cameras on their block and make anonymous complaints directly to the police.

Building trust requires changing the culture and mindset of policing. To accomplish this, we put in place a system in which officers know that misconduct will be punished, and residents know that their complaints of misconduct will be taken seriously and acted upon. We strengthened civilian oversight, reorganized our Internal Affairs Bureau moving it out of police headquarters, and created America’s strongest Civilian Complaints Review

PSE&G, and the Victoria Foundation, we created the Safer Newark Council to help us target real crime and not put the entire city under siege. The Council works with the City to implement a racially just, trauma-informed, citywide violence reduction strategy, tailored to the specific issues in Newark, integrating law enforcement, social services, and community empowerment.

### Crime prevention

The most effective way to reduce crime is by preventing it, and we have developed a robust crime prevention strategy. We created the Newark Street Academy that targets out-of-school and out-of-work youth between the ages of 16 and 24. We pay them a stipend to come to class to learn and prepare for them for re-engagement to self-pride, school, and employment. We developed the Newark



### A further discussion of this topic will occur

at the League Conference during the session “**Police Community Relations: Avoiding Conflict & Assuring Cooperation**,” on Thursday, Nov. 15 at 9 a.m. in room 411. **Mayor Baraka** will be the moderator for the session.

# SHOW OFF YOUR CITY!

→ Enter to win!

Send us photos of your municipality!  
Help us showcase our beautiful state by sending photos of your tourist attractions, downtown areas, economic development initiatives, parks, city halls, community groups and new projects.

All entries will be posted on the League's Facebook page, website and some featured in the April issue of *NJ Municipalities*, and possibly other issues. A winner will be chosen and receives a free League publication of their choice!

Photos should be high resolution JPEGs, at least 1MB in size. Please provide photo credit if necessary.

Photos can be submitted to [aspiezio@njslom.org](mailto:aspiezio@njslom.org), or mailed on CD or flash drive to 222 West State Street, Trenton, NJ 08608.

**Deadline to submit is February 1.**

Entry details: Unfortunately stockphotos and images that are too low resolution will not be considered. By submitting a photo you are agreeing that you own the rights to the photo and that NJLM has permission to use the photo in *NJ Municipalities*, on NJLM's social media and website, and on other printed materials. A winner will be chosen on February 15. Please include your Facebook profile name and we will tag your photo on Facebook!





# Salem First for SRN Consortium

City chosen as first municipality for NJ State Resource Network (NJ SRN) consortium

By Charles Washington, Jr., Mayor, City of Salem

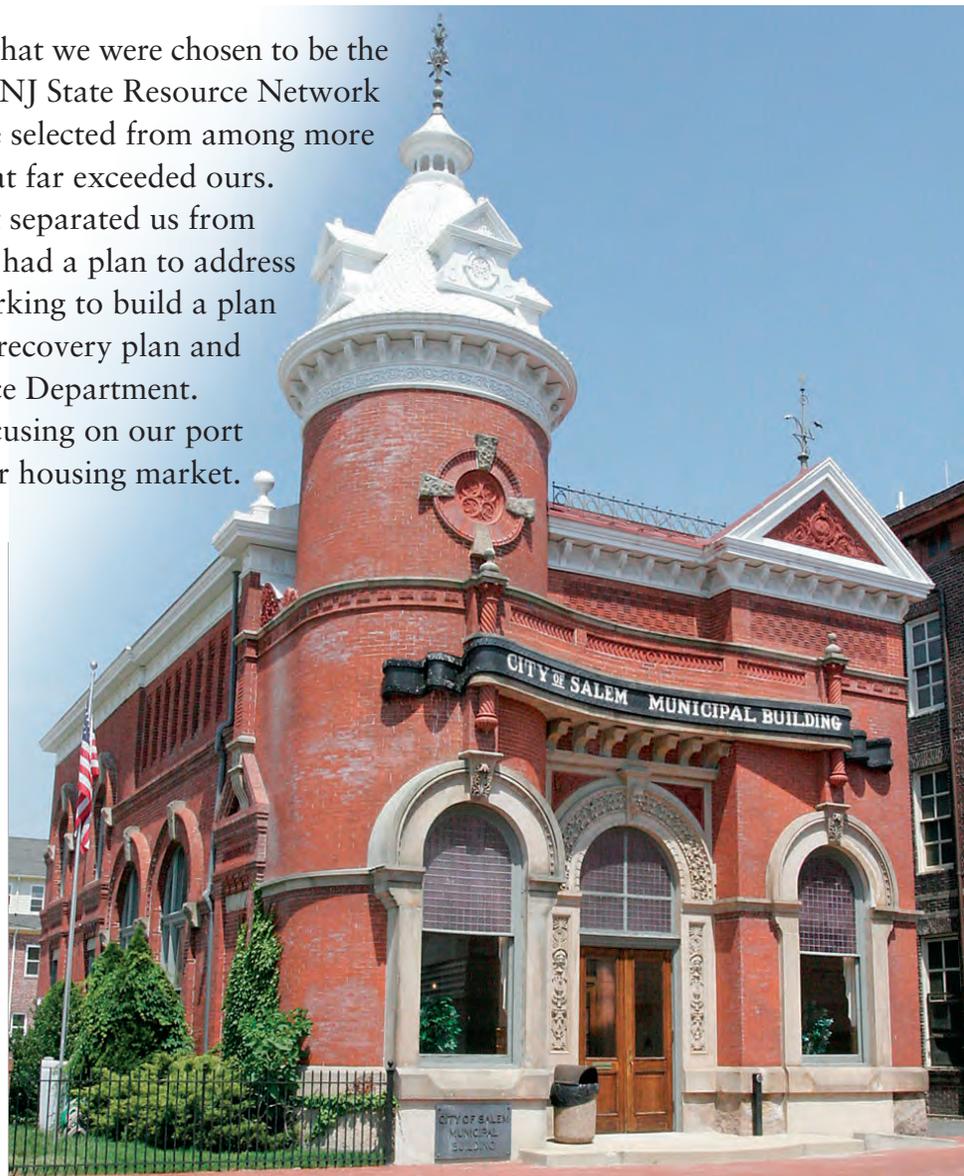
**I**t was exciting for Salem City to learn that we were chosen to be the first municipality participating in the NJ State Resource Network (SRN) consortium. We knew we were selected from among more populated municipalities with deficits that far exceeded ours. The one advantage we knew we had that separated us from other municipalities was that we already had a plan to address our economic recovery. We had been working to build a plan for the past three years that yielded us a recovery plan and produced the formation of our Commerce Department. Our plan was actively being executed focusing on our port and manufacturing district, as well as our housing market.

## Partnership for sustainable progress

While Salem City had a plan we were executing, we knew we still needed assistance to fully maximize opportunities and ensure momentum would not be halted. A lot of our success was due to sheer grit and determination of creating a better Salem for our residence, knowing all along that our efforts weren't sustainable without help.

Being named to participate in the SRN, a consortium of private-sector and non-profits with local government expertise in identifying strategies, stakeholders, and partnerships, ensured tangible and sustainable results. The consortium has brought short-term resources to the city that are helping us to capacity-build through networking. We are identifying partnerships that have mutual interest in Salem City thriving that will ultimately have an impact on those stakeholders.

We have created dialogue through the SRN with our school district, County government, state agencies, civic, faith-based and non-profit leadership as well as small business owners. Having everyone at the table is critical to evaluate what resources are at our disposal to support a plan that will bolster our economy and provide



opportunities for all stakeholders and the community. Together we're working through the consortium to develop an economic and financial

plan that supports the plans already being implemented in the city.

Working through the SRN, it's our goal to produce an economic

# TWO GREAT FIRMS ARE NOW...

## MS&B

McMANIMON • SCOTLAND • BAUMANN



TRENK-DIPASQUALE  
DELLA FERA-SODONO

# ONE DYNAMIC TEAM

- ✓ LARGER PLATFORM
- ✓ EXPANDED CAPABILITY
- ✓ THE HIGHEST QUALITY LEGAL SERVICES

Learn more about the new **MS&B** at [msbnj.com](http://msbnj.com)

MCMANIMON, SCOTLAND & BAUMANN, LLC

75 Livingston Avenue, Suite 201 | Roseland, New Jersey 07068 | Tel. (973) 622-1800 | Fax. (973) 622-7333/3744 | [msbnj.com](http://msbnj.com)

# TIMELINE

2016

Salem City's Commerce Department successfully recruited Empire Blended to our manufacturing district, bringing with them 150 livable wage-earning jobs.

2017

Salem City rolled out a housing program called the Neighborhood Transformation Initiative (NTI) that laid out policy for home ownership through partnership with USDA and DACA.

2018

Salem City adopted our Waterfront Redevelopment Plan that spoke specifically to the type of development we wanted to see in our districts.

plan around key priorities that will attract and retain residents and workers while growing business. We want to grow the tax base through rateables and increased employment, but in a manner in which the results are sustained. Financially, we are hoping the consortium helps us achieve fiscal sustainability through long-term financial planning and economic competitiveness. Our financial goals are to leverage economic development opportunities through our competitive advantage of having a port.

### A regional anchor

The Port of Salem will prove itself again as a regional anchor of commerce, manufacturing, and economic development via our federally designated U.S. Port of Entry, Free Trade Zone #142 and specially designated Port District Zone. The Port of Salem served in the 80s and 90s as a shipping hub for Caribbean commerce, importing and exporting steel, bulk, and agricultural products, which also included exports of organics to China and specialty charters to/from Europe. This port will once again serve as an on-demand shipping and contract manufacturing hub for businesses in trade, and especially for concerns doing business in the Caribbean. Salem will be well positioned for foreign direct investment and U.S.-Cuba trade (once normal trade relations resume).

The Port of Salem provides the advantages of geography and governmental supports. Geographically, Salem's port is situated within a \$700+ billion-dollar goods movement corridor and within 3 hours of 75% of U.S. population centers. The port can service small Handymaxx class vessels and oceangoing barge

services. The port sits within 10 minutes of Interstate 295 and the NJ Turnpike and within 35 minutes of Philadelphia and even less to Wilmington and Interstate 95. Rail is currently being upgraded and, once completed, will connect with a major class I rail hub 20 minutes to the north.

While the port is open to all business, we are giving special attention to the 7,000-plus Small and Medium Enterprises (SME's) operating inside of the Philadelphia/Camden/Wilmington ports corridor. These SME's will find our port especially friendly and accessible, as we have public-private partnerships underway and firms locating at the port that will specialize in small business support with trade and trade financing.

### Thinking globally

Salem understands the needs of businesses to remain competitive on the global stage while keeping jobs here at home. This requires thinking that goes beyond just location and tax incentives, it requires financial and workforce supports via new and innovative partnerships. This is why our Commerce Department appointed an International Trade Representative to work on sister port partnerships, both domestically and internationally, that will open new markets to companies locating in Salem.

In addition, we are working with a U.S. Export-Import Bank "Regional Export Promotion Partner" to assist businesses locating at our Port with EXIM bank products and supports, as well as a U.S. Treasury Department Certified "Community Development Entity," which will be available for consideration of Federal "New Markets Tax Credits" as an enhancement for business investors.

The Port District itself sits within a number of Federally designated incentivized zones for investors and businesses, such as, the USDA "EZZone," the Housing and Urban Development "HUBZone," and the Treasury Department's "Opportunity and New Markets Tax Credit Zones." On the state side, we are located within a New Jersey "Grow Zone," with all of these zones providing either tax incentives, bonds, or other forms of funding.

### P3 opportunities

The Port of Salem is taking all the strengths of the public sector in supporting the opening of new global markets for companies and combining that with the strengths of the private sector in providing financial and logistical platforms that help realize expansion into these new markets.

The desired outcome is to combat poverty and lack of employment opportunities that undercut the city's budget and long-term sustainability. We believe as a result of our current and forthcoming plans, along with our opportunities, we will make a major economic recovery in Salem City—with the assistance of the SRN. We plan to capitalize on opportunities with relationship building, underutilized port, undeveloped industrial land, Opportunity Zone Designation, and repaired rail line.

It's our hope that at the conclusion of this initiative we will be presented with a working document that gives us guidance to become self-sufficient, while relationships will be built and strengthened at all levels of government to assist us in advancing the City of Salem and meeting the needs of our residents. 📍



## We're building better communities, together.

When Republic Services partners with your community, we build close relationships so we can identify opportunities, develop measurable goals and help create better communities, together. As true partners, you can count on reliable and safe service with a 99.9% pickup reliability rate<sup>1</sup> proven every day.

- ✓ Serving over 2,700 communities nationwide
- ✓ 42% better safety performance than industry average<sup>2</sup>
- ✓ 24/7 online account access with [My Resource™](#)

### Republic Services of New Jersey

#### Visit us at Booth #1414-1416

Exhibitor Learning Session November 14th at 12:00 - Room #317  
Recycling is Broken... Overcoming Today's Challenges (Accredited)

**Gary Smalley** - Municipal Services Manager

**E:** [Gsmalley@republicservices.com](mailto:Gsmalley@republicservices.com)

**O:** 908.912.5027

**C:** 908.405.7528

Visit [RepublicServices.com](http://RepublicServices.com) to learn more.



We'll handle it from here.®

1. 99.9% proven pickup rate based on missed pickup data for commercial and residential customers from Sept. 2016-Aug. 2017. 2. Based on OSHA recordable rate. ©2018 Republic Services, Inc



# Shared Services Realities

Staff fiscal responsibilities and other considerations

By Gregory C. Fehrenbach, Principal, Government Management Advisors

Sharing services, as the practice of interlocal cooperation has been called, is one of many tools to improve the efficiency and effectiveness in the provision of municipal services. It is not a silver bullet to cure all ills, but neither is the examination of shared services opportunities a waste of time. It requires diligent pursuit of alternatives and a fair and thorough evaluation of its benefits and attendant costs.



As public servants, we owe it to our employers, the taxpayers and residents of our communities, to expend the necessary time and effort to utilize shared services along with the many other tools we have at our disposal to improve our operations.

## Lead agency or consumer

Shared services are effectively contracting out, just to another governmental neighbor rather than a private company. While many governing body actions are directed at avoiding costs or reducing expenses, entering into a shared service is hardly ever an easy political decision for governing body members to make. In the public sector this is not simply examining the bottom line, but consideration of intangible questions:

- How will the public perceive the issue?
- Does the public wish to receive services from or provide services to the other municipality?
- What intangible benefits might be lost? (Such as knowing the service provider by his/her first name.)
- Or the hardest one of all, who might lose their job if we contract for this service?

To make a well-reasoned decision, elected officials need to be able to count on an accurate calculation of estimated financial costs and/or saving so the governing body can correctly judge the relative importance of the intangibles.

From a staff perspective, this might seem like so much number crunching, but it is not. Not every project we work on results in a desirable outcome. But the process does require a good deal of testing before governing body members feel comfortable with the “gamble” of possibly saving money that is the reality of shared services.

## Negotiation necessities

Staff members can play critical and pivotal roles during this part of the process. Shared service contracts need:

- Specific in-work performance requirements.
- Detailed cost data and a protocol to determine how future costs will be recognized.
- Defined periodic review processes to handle unanticipated costs, service requests, and changing requirements and needs.
- A user-friendly, multilayered conflict resolution process



## Innovation. Culture. Collaboration. Opportunity.

Middlesex County is the intersection where a deep history meets leading-edge innovation, where outstanding arts programs meet a vibrant and expansive culture, where a wonderfully diverse population meets meaningful and impactful collaboration, and where award-winning education meets world-class opportunity. The intersection of these unique factors come together to make Middlesex County an extraordinarily rich place to live, work and visit.

### Middlesex County Board of Chosen Freeholders

Ronald G. Rios, Director

Charles E. Tomaro, Deputy Director

Kenneth Armwood, Charles Kenny, Leslie Koppel,  
Shanti Narra, and Blanquita B. Valenti

Please Visit Us at Booths #1509 & #1511

**MIDDLESEX**  
COUNTY • N J

[www.middlesexcountynj.gov](http://www.middlesexcountynj.gov)     

## Shared Services Realities

that encourages resolution at the lowest level of involvement.

- A specific method to change the scope of services or cost structure to reflect changing conditions.

Prior to and during the negotiations process, the responsible staff member needs to:

- Calculate the estimated costs of providing the service as an extension of current service provision.
- Calculate appropriate allocations of cost and revenue sharing between or among the parties.

- Negotiate with members of his/her own team the probable minimum, maximum, and optimal levels of cost and revenue sharing.

- Evaluate alternatives offered by the other side at the negotiations table. These negotiations serve as an element in the development of a positive relationship between or among the municipal parties.

### Other deciding factors

Often when a municipality ceases to directly provide a service, the municipality loses or disposes of several assets that are particularly difficult to retrieve.

- **Personnel.** If in a Civil Service Commission environment with a residency requirement, the difficulty is magnified, for example: lay off procedures and finding qualified residents when there are required skill sets.

## Municipal Moments

Many years ago, I was part of a team recommending providing solid waste collection services to a neighboring municipality that was presently receiving the service from a private hauler. We went through an exhaustive analysis of a reasonable sharing of added revenue for the municipality and reduced costs to our neighbor.

When presented to the Mayor and Council, the response by the Mayor to the proposal was: "It's not worth the penny on the tax rate we will make for me to have to send my wife out every morning to start my car!"

Needless to say, the municipality for which I worked did not provide a proposal to our neighbor.

- **Equipment.** Significant startup costs to acquire new equipment.
- **Technical Know-How.** Management, supervision and actual performance—experiential knowledge of the operation.

Provide sufficient analysis and report time so the clock doesn't become your enemy. Give the governing body sufficient time to evaluate and consider the alternatives. The real or perceived feeling of being rushed into a decision they might regret may result in a blame game over the choice they have determined to be inadequate.

Once it is decided to move forward, agreements should have a longer term, preferably 5 to 7 years to allow the parties to get to know each other and to develop a lasting relationship. After the completion of the 2nd year, there should be an Opt-Out Clause, usually providing at least one (1) year notice with a minimum time period of one (1) year for a seamless exit for both the provider and the consumer.

### End of the agreement

Staff need to prepare for the end of the Shared Services Agreement at the time the municipality enters into the initial agreement and during each renewal. An exit plan should be in place prior to the expiration of the contract, requiring significant advance planning.

When reviewing potential or renewing shared services, there is a need to consider options in regards to changing needs and budgets. When services need to be trimmed for financial reasons, some agreements include required services and discretionary services, the latter being eligible to be cut.

Identify the weaknesses and strengths of current service arrangements and when changes are needed, consider the following options:

- Renegotiate with the current provider or consumer.
- Conduct discussions with other potential shared services providers.
- Seek a private sector provider of the service.
- Start up the service again in-house.

Again, it takes time to understand, cost out, and evaluate the advantages and disadvantages of each alternative, so plan ahead for your next steps. ↴

## Tips to Negotiating

Linda Stomato and Sanford Jaffe, administrators of the Center for Negotiations and Conflict Resolution at the Bloustein School of Rutgers University, published an article on "Deal Making" in *The Star Ledger* recommending the following:

- "It's a give and take process between two or more parties, each with its own aims, needs and viewpoints seeking to discover a common ground and reach an agreement, to settle a matter of mutual concern or resolve a conflict."
- "In dealing with seemingly intractable political or economic conflicts, negotiators must see their adversaries as partners, with differences. They have to help one another overcome mistrust, think creatively and collaboratively, and, in many instances help one another to sell their agreements to their constituents and to other affected players on the [municipal] stage. Effective relationships are more likely to lead to compliance with agreements and positively influence the quality and pace of their implementation."



### Shared services

are always a hot topic at the League Conference. This year,

author **Gregory C.**

**Fehrenbach** is a speaker at two sessions on the topic, both on Thursday, Nov. 15.

**"Shared Services Forum"**

is at 9 a.m., Room 403 and

**"Shared Services: Regional Shared Service Consortiums"** is at 10:45 a.m., Room 402.

# How can we make health care a competitive market place?



PRESENTED BY  
Michelle Zettergren  
President, Labor  
and Public Sector

November 14<sup>th</sup>  
12:00 PM  
Room 410

If you would like to learn how giving employees choice among provider networks will lead to positive impacts on cost and quality outcome, make sure to attend our session, How to reduce your health care spend – it can be done.

**Lunch is on us!**

Come visit us at booth #1606 to learn more about our innovative and affordable health plans for New Jersey municipalities.



The biggest breakthrough in health care.

1.888.278.4584

[www.createhealthplans.com](http://www.createhealthplans.com)  
[info@createhealthplans.com](mailto:info@createhealthplans.com)



# Shared Efforts, Shared Success

Sustainability knows no boundaries

By Randall Solomon, Executive Director, Sustainable Jersey

Sustainability knows no boundaries and neither should the efforts of your municipality. Collaborating with other towns, schools, or county government can increase your municipality’s capacity for projects, save money, build relationships with partners, expand your audience, and create a greater impact within your community and beyond. There is a growing list of successful collaborations led by Sustainable Jersey-certified municipalities that have enhanced sustainability efforts.



## SUSTAINABLE ESSEX ALLIANCE

### Sustainable Essex Alliance Develops Energy Aggregation Program (Essex County)

Sustainable Essex Alliance (SEA), a Sustainable Jersey Hub of green team, environmental commission, and municipal leaders from Essex County, is

working on a community Energy Aggregation Program. Six municipalities have passed resolutions supporting the process including Glen Ridge, Maplewood, Millburn, Montclair, South Orange, and Verona. The towns hope to combine their purchasing power to procure energy at lower prices and with a greater renewable energy content for their residents.

How does aggregation work for the residents? For the most part, residents will not experience any difference. PSE&G will continue to manage the grid, physical electrical structures, and customers’ meter reading and billing while also remaining responsible for repairing any outages. This will be an important step in moving Essex County into a sustainable future and will also help these municipalities in their pursuit to achieve the Sustainable Jersey Gold Star in Energy.

Carolee Bol, a member of Go Green Glen Ridge and the co-chair of Sustainable Essex Alliance, explained, “Our goal is to reduce greenhouse gas emissions by bringing cleaner, cheaper local energy to our residents. We’re doing this by leveraging group purchasing power and implementing an energy aggregation program. I’m proud of what our collaboration has been able to accomplish—you can do a lot together—and we hope other communities will consider energy aggregation as a viable way to make a pretty big impact quickly.”

### Hunterdon County Creative Team Fosters Creativity (Hunterdon County)

In March 2018, a capacity crowd of 150 people turned out to celebrate the launch of a creative assets inventory in Hunterdon County. The inventory of the creative assets includes people, places, businesses, organizations, events, associations, and supporting resources. To date, the group has 190 creative assets on the map and in the directory, and close to 400 people have been actively engaged in this project.

The Hunterdon County Creative Team was formed in 2016 to connect people who care about the arts and creativity and to promote how creativity makes their communities more sustainable. The group is all volunteer-based and includes Hunterdon County artists, local business members, community groups, and members of Sustainable Frenchtown, Holland Township



Hunterdon County Creative Team (Hunterdon County)



Sustainable Downbeach (Atlantic County)

Green Team, Alexandria Township  
Green Team, Kingwood Township  
Green Team, Raritan Township Green  
Team, and Lambertville Green Team.  
Sustainable Frenchtown received a  
\$20,000 Sustainable Jersey grant that  
was used to help guide the inventory  
process and provide technical expertise.  
Leigh Marino, chair of the Hunterdon  
County Creative Team and a local artist,  
said, “I think we’re really onto some-  
thing. There’s a lot that still needs to be  
done but there’s a buzz about this work.  
We’re optimistic. It feels like we’re  
building an important movement that  
our community needs.”

### **Sustainable Downbeach Improves Quality of Life on Absecon Island (Atlantic County)**

Four municipal green teams have  
joined forces to increase the quality of  
life on Absecon Island. Sustainable  
Downbeach is comprised of the Long-  
port, Margate, Ventnor, and Atlantic  
City green teams.

All four towns have achieved  
Sustainable Jersey certification and part-  
nered on projects including reusable bag  
education and carry-out bag fee ordi-  
nances, beach sweeps, Absecon Island  
Back Bay Cleanup, and a bike and  
pedestrian plan.

Sustainable Downbeach and the  
Surfrider Foundation worked to have  
all Atlantic and Cape May County  
coastal communities pass an ordinance  
that prohibits the intentional release of  
balloons which is hazardous to marine  
wildlife. Atlantic City, Margate,  
Longport, Ventnor, and approximately  
seven other coastal communities have

adopted an ordinance. The group is  
now focusing on statewide legislation.  
Through collaboration, Sustainable  
Downbeach is making considerable  
progress. Sustainable Margate Chair  
Monica Coffey said, “Rather than each  
town working in its own silo, it has been  
empowering to work together and share  
resources for a larger impact.”

# KNOW

## achievement happens when we work together.

**Fighting the good fight. Making a  
difference every day. It’s what we believe  
in, and why we’re proud to support the  
New Jersey League of Municipalities.**

*Frank Fuzo (908-806-5748)  
Mary Lou Unangst (908-479-1879)  
Government Banking (877-861-6649)*

**PNC BANK**  
for the achiever in you®

©2017 The PNC Financial Services Group, Inc. All rights reserved. PNC Bank, National Association. Member FDIC

### Maplewood, Millburn and South Orange Target Reduction of Single-Use Plastics (Essex County)

In 2013, the green team leaders of Maplewood, Millburn, and South Orange joined forces to collaborate on sustainability initiatives. They hope to pool their resources and talent while expanding the reach of their message. Naming themselves the MapSOMil Green Teams after the three towns, the partnership has yielded impressive results. ♻️



The MapSOMil Green Teams.

## Project Report

Two of the more successful projects from the MapSOMil Green Teams are:

- **re:Yard**, a community program that recognizes residential yards for being sustainable using a system of 31 credits covering topics such as water efficiency, sustainable materials, composting, and native plants.
- **Essex Community Energy**, a program to help residents get energy audits and use energy efficiently. Both programs have had multiple community events, websites, social media campaigns, and an impressive participation rate with residents in all three towns.

Thanks to a \$10,000 Sustainable Jersey Grant, funded by the PSEG Foundation and administered by Millburn Township, the group has set its sights on take-out food containers. The green teams hope that community members will realize the power they have on reducing plastics in the waste stream through the choices they make as consumers.

@ For more information, visit [www.SustainableJersey.com](http://www.SustainableJersey.com).



The four collaborations mentioned in this article will be featured in a session called **“Beyond Your Borders”**

at the League Conference. Sustainable Jersey has a full slate of sessions running at the League Conference. Aside from the luncheon, all sessions will be held in room 420.

### Tuesday, Nov. 13

**10:30 a.m. – 2:00 p.m. Annual Sustainable Jersey Luncheon**  
Sheraton Atlantic City Crowne Plaza Ballroom (tickets required)

**2:00 p.m. Whole Community Approaches to a Clean Energy Future**

**3:45 p.m. The Grass is Greener with a Sustainable Jersey Grant**

### Wednesday, Nov. 14

**9:00 a.m. 2018 Sustainable Jersey Program Update: New Actions & Initiatives**

**10:45 a.m. Beyond Your Borders: The Benefits to Collaboration**

**2:00 p.m. Bridging the Gap: Creating Equitable Communities**

**3:45 p.m. Makin’ Green by Goin’ Green**

### Thursday, Nov. 15

**9:00 a.m. Pathways for Protecting and Improving Community Water Resources**

**10:45 a.m. Show Me the Data! Energy Efficiency Success Stories for NJ Towns**

**2:00 p.m. It’s Electric! Planning for Electric Vehicles in Your Community**

# GreenLife

Energy Solutions

## 1(877)796-8728

Save energy. Save cash. Save the Planet.

- Heating & Cooling
- Insulation & Sprayfoam
- Sustainable Living
- Weatherization



Master HVAC/R Lic.# 19HC00687000  
NJHIC# 13VH04248500



# BRING YOUR MUNICIPALITY INTO VIEW!

## Leverage technology for efficient data consumption

T&M helps our clients enhance the value of their project through technology. In today's atmosphere of disruptive technology, new challenges require a new approach, one focused on improving performance and reducing cost. The T&M Technology Practice's ability to link technology with effective business strategies sets our services apart. We emphasize seamless business workflows and flexible, scalable applications to ensure that reliable information is available when you need it.

**We work closely with you to develop a solution that is right for your needs.**

### HOW WE CAN HELP YOU:

- APPLICATION DEVELOPMENT
- ASSET INVENTORY AND INSPECTION
- ASSET MANAGEMENT
- AUTOMATION
- BUILDING INFORMATION MODELING (BIM)
- CYBERSECURITY
- DATA SERVICES (DIGITIZE, MIGRATION, OPTIMIZATION)
- DATA ANALYTICS
- FIELD DATA COLLECTION
- MAPPING AND VISUALIZATION
- REALITY CAPTURE (3D LASER SCANNING)
- 3D VISUALIZATIONS
- UNMANNED AERIAL VEHICLE (UAV) SERVICES

Don't miss T&M's Learning Session **"Benefits of Open Data in Municipalities"** at the League of Municipalities Conference on November 14th at 1PM Atlantic City Convention Center, Room 405



[tandmassociates.com](http://tandmassociates.com) / 800.323.3647

CA | IN | KY | MA | MI | NJ | OH | PA

# Mental Health First Aid Training

Mayors Wellness Campaign organizes courses in New Jersey communities.



By Adrian Diogo, Mayors Wellness Campaign Director, New Jersey Health Care Quality Institute

## Empowering individuals, detecting illness

MHFA is an international educational program that empowers individuals to expand their knowledge of signs and symptoms of mental illnesses, to identify multiple types of professional resources, and to increase their confidence to help each other. Often, the symptoms of mental illness go undetected.

The Mayors Wellness Campaign (MWC) is a statewide community wellness initiative that gives mayors in over 390 towns and cities the tools and strategies to help improve the overall health of their communities. The MWC provides a toolkit with nearly 30 items that include low- to no-cost action plans to implement healthy programming.

In addition, through the MWC the Quality Institute is working more intensely with community partners in Jersey City, Trenton, and Cumberland County. The effort, funded by the United Health Foundation, is developing sustainable programs that address common challenges, such as mental health, identified in the three communities’

**M**any people know how to respond to someone experiencing cardiac arrest.

But what about a mental health crisis?

One in six U.S. adults lives with mental illness and knowing how to intervene through Mental Health First Aid (MHFA) training can save lives. To expand knowledge about mental health first aid, the New Jersey Health Care Quality Institute, as part of its Mayors Wellness Campaign, and with the support of the United Health Foundation, is organizing Mental Health First Aid training courses in New Jersey communities.

The evidence-based, eight-hour course is being offered in Jersey City, Trenton, and Cumberland County. MHFA training is like CPR training for a mental health crisis—participants learn to support someone experiencing distress until appropriate professional help arrives.

Community Health Needs Assessments.

“The Quality Institute’s partnership with United Health Foundation and local leaders in Jersey City, Trenton, and Cumberland County will have positive and lasting value for these communities for years to come,” said Linda Schwimmer, President and CEO of the Quality Institute.



## Want to learn more about the Mayors Wellness Campaign?

Attend the League Conference Session

**“Bringing Wellness to Your Community with the Mayors Wellness Campaign”**

on Tuesday, Nov. 13, at 2 p.m. in Room 307.

### In the MHFA training, participants follow a technique known as ALGEE:

- Assessing for risk of suicide or harm.
- Listening nonjudgmentally.
- Giving reassurance and information.
- Encouraging appropriate professional help.
- Encouraging self-help and other support strategies.

### The confidence to intervene

As part of the training, participants also are introduced to local mental health resources, mental health professionals, support groups, hotlines, and other resources for support. Most important, MHFA works to remove the stigma surrounding mental health issues and gives participants the confidence to intervene.

School and municipal employees report that the training enables them to focus on encouraging self-care and community interventions, and is especially helpful with de-escalation techniques with students who may be in crisis.

“Mental Health First Aid training offers a different perspective that is useful to anyone—parents, siblings, children, anyone in the community,” says Tiliya Riley, a Substance Use Navigator in Cumberland County. “The training gave me a different perception of the relationship between drug use and mental health. Addiction needs to

be treated in a holistic approach and needs to incorporate mental health as part of the equation. I felt that I could have dealt with certain patients better had I been equipped with the skills taught by the training. It helps connect the dots and identify behaviors to look out for with the ALGEE technique.”

Instructors from the Mental Health Association of New Jersey teach the MHFA courses. Through these courses, residents, community leaders, school employees, and municipal staff in Jersey City, Trenton, and Cumberland County are gaining the knowledge and confidence to intervene during mental health crises for both youth and adults. Those who complete the training become valuable resources for their own communities.

### Training Report

Tiliya Riley, a Substance Use Navigator in Cumberland County who took the course, said she learned a great deal through the scenarios played in the training and the resources provided.

“Now I feel confident to speak up and ask the appropriate questions with the language taught at the training,” Riley said. “As I was going through the program, I couldn’t help but look back to when my brother died by suicide and realizing how helpful these skills would have been at that time. This training can really change a community.”

NEW JERSEY  
HEALTH CARE  
QUALITY  
INSTITUTE



Quality  
powered.

## Learn What the Mayors Wellness Campaign Can Do for Your Community



### Visit Booth #105



**Attend our panel session:  
Bringing Wellness to Your Community with the  
Mayors Wellness Campaign**

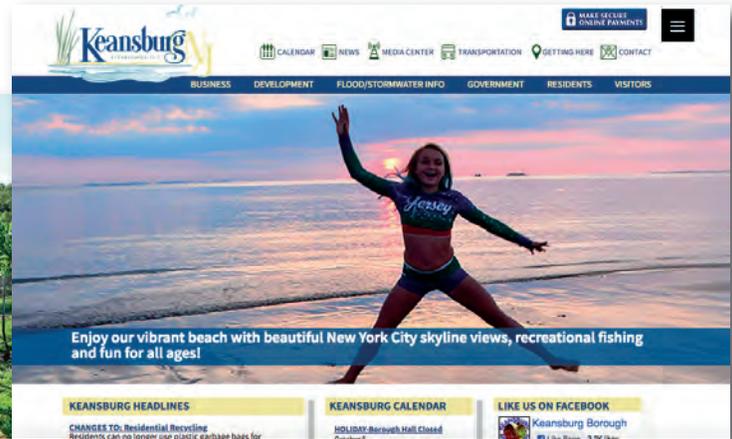
Tuesday, November 13<sup>th</sup>, 2:00 – 3:00 pm  
Room 307

*Health Officer CE credits available*

# Is It Time for a Website Redesign?

Evaluating and updating municipal websites

By Susan Adelizzi-Schmidt, MBA,  
President, Susion Communications Group



Have you reviewed your town's website lately?

There was a time when a municipal website's purpose was to provide residents with contact names and phone numbers for departments and employees, and maybe a few downloadable forms.

Not anymore. Today, municipal websites have evolved to serve a much greater purpose. As such, your website should be clutter-free, aesthetically pleasing, search engine-friendly, information-rich, technology-savvy, and a uniquely branded tool to showcase your town.

Whether a town's population is 5,000 or 500,000, promoting its unique assets will act as a catalyst spurring tourism, investments, new businesses, job growth, and overall economic development. Determine your targets; residents, visitors, and businesses are all seeking different types of information. Your website should be tailored with the appropriate information for your audience.

## Images & info

When it comes to websites, first impressions are everything. A visually robust website branded to convey a community's unique appeal communicates your town as a place where people want to live, do business, visit and explore.

A clean interface and information-rich website should also include Search Engine Optimization (SEO), Responsive Design (so it may be viewed across different platforms) and Key Words to describe your town's locations, activities, events, hotels, restaurants and other highlights. Other popular options to consider would be a mobile app, blog, video/photo gallery, and a calendar of events.

A fresh online presence should incorporate everything a visitor, resident, or business owner may need. Aesthetically, it should also be the perfect representation of your community's overall experience—packed with images, features, and updates that make it a unique web experience.

Start with a well thought out top navigation bar and drop-down tabs that provide visitors with quick access to important information about the town's many departments, boards, and commissions, emergency management, general information, and access to details about meetings and agendas for the town's committees and departments.

A Departments tab, for example, might offer access to information for animal control, clerk, construction codes, engineering, financial documents, court, employment opportunities, the planning and zoning office, public safety and public works, purchasing, sports and recreation, and taxes.

Likewise, a Boards tab might allow users to find extensive information about the various boards, teams and commissions of your municipality including meeting dates, agendas and minutes.

A General Information tab could provide links your town's history, access to the latest township announcements, public notices and an event calendar as well as links to the school district's information and recreation.

# The Power of Collaboration



## MEL Seminars on Key Issues Scheduled for the League Conference

The MEL will present two seminars addressing important issues facing local officials at the League's Atlantic City Conference this month.

### HOW ELECTED OFFICIALS CAN REDUCE THEIR PERSONAL EXPOSURE TO LAW SUITS

This seminar includes discussion of approaches local officials should consider to protect themselves from personal liability. The session is eligible for continuing education credits, but not for the \$250 premium credit. Session will be held:

- ▶ Tuesday, November 13  
3:45 PM

### ANNUAL MEL-JIF RISK MANAGEMENT SEMINAR

The topic: Employment Practices Liability. MEL members who participate earn a \$250 premium credit for attendance. The seminar is also eligible for Continuing Education Credits. Session will be held:

- ▶ Wednesday, November 14  
3:45 PM

*The power of collaboration: creating a culture of safety in communities throughout New Jersey*

**THE MUNICIPAL EXCESS LIABILITY  
JOINT INSURANCE FUND**

*Committed to safety as a way of life at the  
workplace and in your community*

**MEL**

**NJMEL.ORG**

## Website Redesign

For visitors, consider offering information in a separate section regarding attractions, shops, restaurants, businesses, recreational facilities, and town-wide events.

Some towns choose to have more than one website—one for residents and another for visitors, each offering a unique set of information specific to their audience. Whether it's a downtown shopping district, a beach, restaurants, or all of the above—strong websites are built on communicating distinctive brands, experiences and assets.

### Keep It Fresh

Once you have an effective and impressive website, it's important to keep it that way. Assign the task of reviewing and updating the information on your website as frequently as needed. This includes, not only meeting agendas and minutes, but also posting new events and taking down old ones, ensuring the latest forms and assets are posted; and updating information with regard to townwide events and new

items as they become available.

A web presence is only as good as the information it provides, and knowing that your website is kept up to date will keep residents and visitors coming back to the site for the latest information.

Websites that resonate, connect with their audiences. Communicating your story to visitors, residents, investors, and business owners through a well-planned and designed website will keep your town top-of-mind, and serve you and those who use it, well. 📌

## Review Questions

It is well worth taking the time to review your website and to asking yourself the following questions:

- Is your website uniquely branded with robust images and information that portray your town in its best light?
- Is your website mobile-friendly, i.e. easy to view and navigate on mobile phones and tablets?
- Are you using your website to address, not only the needs of residents in your town, but also visitors looking for things to do and see in your community, as well as business prospects looking for the right community in which to launch their business?
- Is your website fully updated regarding information, forms, news, events, and other pertinent information for residents, visitors and the business community?
- Does your website have strong search engine optimization?

If you've answered "no" to any or all of these questions, it's probably time to consider investing in a new website redesign.



**Interested in learning more about websites?**

Attend the session **"Best Practices for Municipal Websites"** Wednesday, Nov. 14 at 2 p.m. in room 420.

# Wet Documents? Moldy Documents? Call *AMERICAN FREEZE-DRY!*



When you have a loss, call on the leading document recovery team. We Preserve and Protect sensitive documents, ledgers, books, files, papers, and blueprints. Clients include government, corporate, and private entities.

### Services

- ▲ Freeze-Drying
- ▲ Cleaning
- ▲ Deodorization
- ▲ Soda-Blasting
- ▲ Preservation
- ▲ Scanning
- ▲ Copying
- ▲ Inventorying
- ▲ Antimicrobial Treatment
- ▲ Wrapping & Labeling
- ▲ File Reconstruction
- ▲ Pick-up & Delivery
- ▲ Warehouse Storage
- ▲ Cold Storage
- ▲ Document Destruction
- ▲ Mold & Mildew Testing



Call *AMERICAN FREEZE-DRY* to Preserve and Protect your vital documents today!

856-939-8160 - Office

[www.AMERICANFREEZEDRY.com](http://www.AMERICANFREEZEDRY.com)

[solutions@AMERICANFREEZEDRY.com](mailto:solutions@AMERICANFREEZEDRY.com)



**Help business  
grow in your  
community.**

---

**ATTEND OUR EXHIBITOR  
LEARNING SESSION.**

Join Localintel's CEO to learn 'How your municipal website can power local job growth'.

**November 14th, 1pm, room 321.**

---

**SPEAK TO US.**

Drop by **booth #1837** to learn more.

Over 90% of businesses and investors start their research online.

Adding Localintel's EcDevTools™ to your municipal website is the easiest, most affordable way to promote local investment opportunities and help local businesses start, survive and thrive in your community.

Get in touch at [www.localintel.co](http://www.localintel.co) or on 206 356 6504.



Grow local business. Grow local jobs. Get Localintel.

Philadelphia | Seattle | Calgary

# Economic Update

## Are the Burbs Bouncing Back?

By James W. Hughes, Professor, Rutgers, The State University of New Jersey;  
Dean Emeritus, Edward J. Bloustein School of Planning and Public Policy



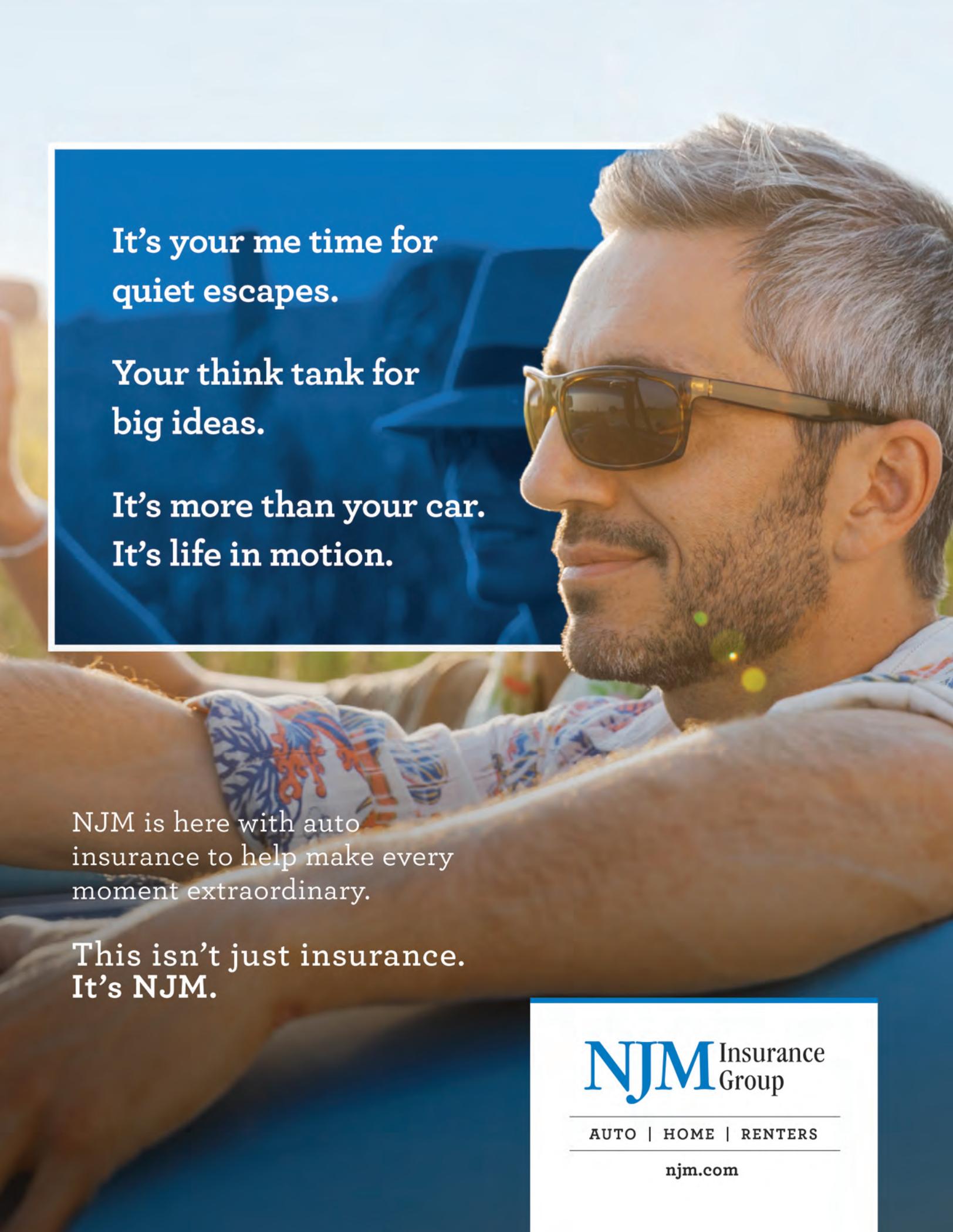
**N**ew Jersey's population geography is constantly being transformed. For example, in 1800, our population was still largely rural and dispersed. But, the core business of the Garden State soon shifted from growing things to making things. Population quickly centralized, massing around dense urban-manufacturing concentrations. By 1900, New Jersey's big-six industrial cities—Camden, Elizabeth, Jersey City, Newark, Paterson, and Trenton—accounted for four-out-of-10 (40%) New Jerseyans. A major rural to urban transformation was made in the 19th century.

During the 20th century, a rail-centric industrial economy became an automobile-centric postindustrial economy. Urban to suburban population shifts defined this second great transformation, and the critical mass of the state's emerging knowledge-based economy settled in highway-oriented suburban office complexes. By 2000, the big-six cities' share of the state's total population had fallen to 11%, just over one-out-of-10. A major urban to suburban transformation was made

But, nationally and in New Jersey, suburbia seemingly lost its mojo during the Great 2007-2009 Recession and its aftermath, suggesting a third transformation—re-urbanization. One metric was the dramatic slowdown in suburban population growth in the post-2010 years. But our latest Rutgers Regional Report released in August, “The ‘Burbs’ Bounce Back,” by myself, Joseph J. Seneca, and Will Irving, The “Burbs” Bounce Back “Trendlet” or “Dead Cat Bounce”? suggests that New Jersey (and the broader region) may be entering an even newer phase of growth following the recent suburban malaise.

The report focuses on the population changes within the 35-county, four-state metropolitan region centered on New York City (detailed in the table on p.50). It documents that the population growth in the region's 27 suburban counties (suburban ring) between 2010 and 2016 had lagged the burgeoning eight-county regional core (New York City's five boroughs plus New Jersey's Essex, Hudson, and Union counties). Thus, urban growth had surpassed suburban growth. However, the newest 2017 census population estimates show the region's suburban counties, led by New Jersey, emerged as the new regional pacesetters. While it's hazardous to generalize based on short-term data, it is entirely possible that suburbia may now be starting to experience a new renaissance.

This reversal appears to be consistent with what has been happening nationally. As pointed out by William H. Frey's article “U.S. Population Disperses to Suburbs, Exurbs, Rural Areas, and “Middle of the Country” Metros,” published in *The Avenue*, by the Brookings Institution: “Newly released



**It's your me time for  
quiet escapes.**

**Your think tank for  
big ideas.**

**It's more than your car.  
It's life in motion.**

NJM is here with auto  
insurance to help make every  
moment extraordinary.

**This isn't just insurance.  
It's NJM.**

**NJM** Insurance  
Group

---

AUTO | HOME | RENTERS

---

[njm.com](http://njm.com)

census data for the first seven years of this decade signal a resumption of the population dispersal that was put ‘on hold’ for a good part of the post-Great Recession period. The Census Bureau’s annual county and metropolitan area estimates through 2017 leave little doubt that suburbanization is on the rise, after a decided lull in the first part of the decade.”

Is New Jersey now closely following the changing national dynamic? A brief historical perspective on our current analysis is warranted. Four years ago (2014), Professor Joseph J. Seneca and I produced a Rutgers Regional Report entitled “The Receding Metropolitan Perimeter,” (the 37th report in series dating back more than 25 years). It suggested that suburban growth/urban decline was being supplanted by urban resurgence/suburban malaise. Moreover, outright population decline was taking place in the outer perimeter counties of the region.

### What does the data say?

Here’s what the most recent post-2010 data tell us. Between 2010 and 2016, the broad four-state metropolitan region centered on New York City had a total population growth of 692,066 people (see table). Almost three quarters (74% or 514,000 people) took place in the regional core, while only one quarter (26% or 178,000 people) was captured by the suburban ring. Most startling was the actual population decline that took place in the outer perimeter counties of the four-state region. These are graphically illustrated in the report, which can be accessed at: <http://bit.ly/RUBurbsReport>.

Population losses were suffered by 13 perimeter counties—out of a total of 27 suburban counties—in the 2010-2016 period, including four from New Jersey: Sussex (-6,530), Monmouth (-3,862), Hunterdon (-2,274), and Warren (-1,760).

To put this 2010-2016 growth pattern into historical perspective, a comparison to the 1950 to 1980 period is illustrative. Between 1950 and 1980, the region in total gained nearly 4.5 million people. Concurrently, the suburban ring added more than 5.3 million people while the regional core lost 860,000 people. Within the New York sector of the core,

	Decadal Population Change 2010-2017					
	ABSOLUTE		PERCENT		ANNUAL AVERAGE	
	2010-2016	2016-2017*	2010-2016	2016-2017*	2010-2016	2016-2017*
<b>United States</b>	<b>14,067,514</b>	<b>2,313,243</b>	<b>4.5</b>	<b>0.7</b>	<b>2,344,586</b>	<b>2,313,243</b>
<b>Four-state Regional Total</b>	<b>692,066</b>	<b>51,746</b>	<b>3.0</b>	<b>0.2</b>	<b>115,344</b>	<b>51,746</b>
<b>A. Regional Core</b>	<b>514,314</b>	<b>19,719</b>	<b>5.1</b>	<b>0.2</b>	<b>85,719</b>	<b>19,719</b>
<b>a. New Jersey Sector</b>	<b>92,591</b>	<b>12,447</b>	<b>4.7</b>	<b>0.6</b>	<b>15,432</b>	<b>12,447</b>
1. Essex	19,182	4,409	2.4	0.5	3,197	4,409
2. Hudson	50,046	5,252	7.9	0.8	8,341	5,252
3. Union	23,363	2,786	4.3	0.5	3,894	2,786
<b>b. New York Sector</b>	<b>421,723</b>	<b>7,272</b>	<b>5.1</b>	<b>0.1</b>	<b>70,287</b>	<b>7,272</b>
4. Bronx	80,854	2,184	5.8	0.1	13,476	2,184
5. Kings	140,017	-2,088	5.6	-0.1	23,336	-2,088
6. New York	72,947	2,563	4.6	0.2	12,158	2,563
7. Queens	120,280	2,538	5.4	0.1	20,047	2,538
8. Richmond	7,625	2,075	1.6	0.4	1,271	2,075
<b>B. Suburban Ring</b>	<b>177,752</b>	<b>32,027</b>	<b>1.3</b>	<b>0.2</b>	<b>29,625</b>	<b>32,027</b>
<b>a. Connecticut Sector</b>	<b>19,065</b>	<b>272</b>	<b>1.0</b>	<b>0.0</b>	<b>3,178</b>	<b>272</b>
9. Fairfield	29,442	730	3.2	0.1	4,907	730
10. Litchfield	-6,732	-920	-3.5	-0.5	-1,122	-920
11. New Haven	-3,645	462	-0.4	0.1	-608	462
<b>b. New Jersey Sector</b>	<b>95,893</b>	<b>17,067</b>	<b>1.9</b>	<b>0.3</b>	<b>15,982</b>	<b>17,067</b>
12. Bergen	35,508	6,019	3.9	0.6	5,918	6,019
13. Hunterdon	-2,274	-2	-1.8	0.0	-379	-2
14. Mercer	5,730	1,073	1.6	0.3	955	1,073
15. Middlesex	28,769	2,812	3.5	0.3	4,795	2,812
16. Monmouth	-3,862	-431	-0.6	-0.1	-644	-431
17. Morris	5,942	849	1.2	0.2	990	849
18. Ocean	15,323	4,999	2.7	0.8	2,554	4,999
19. Passaic	8,922	1,342	1.8	0.3	1,487	1,342
20. Somerset	10,125	1,059	3.1	0.3	1,688	1,059
21. Sussex	-6,530	-606	-4.4	-0.4	-1,088	-606
22. Warren	-1,760	-47	-1.6	0.0	-293	-47
<b>c. New York Sector</b>	<b>63,227</b>	<b>9,423</b>	<b>1.2</b>	<b>0.2</b>	<b>10,538</b>	<b>9,423</b>
23. Dutchess	-3,184	1,001	-1.1	0.3	-531	1,001
24. Nassau	23,954	3,657	1.8	0.3	3,992	3,657
25. Orange	6,425	2,311	1.7	0.6	1,071	2,311
26. Putnam	-563	216	-0.6	0.2	-94	216
27. Rockland	14,323	1,993	4.6	0.6	2,387	1,993
28. Suffolk	-355	-1,381	0.0	-0.1	-59	-1,381
29. Sullivan	-2,131	115	-2.7	0.2	-355	115
30. Ulster	-2,882	-129	-1.6	-0.1	-480	-129
31. Westchester	27,640	1,640	2.9	0.2	4,607	1,640
<b>d. Pennsylvania Sector</b>	<b>-433</b>	<b>5,265</b>	<b>0.0</b>	<b>0.5</b>	<b>-72</b>	<b>5,265</b>
32. Bucks	1,320	1,590	0.2	0.3	220	1,590
33. Monroe	-3,360	1,530	-2.0	0.9	-560	1,530
34. Northampton	3,819	1,645	1.3	0.5	637	1,645
35. Pike	-2,212	500	-3.9	0.9	-369	500

\* 1950 to 1980 change represent the change between Decennial Census counts (April 1 count). 2010 to 2017 change represents the change between July 1 population estimates.

Source: U.S. Census Bureau.

Manhattan (New York County) lost 532,000 people and Brooklyn (Kings County) lost 507,000 people. In the New Jersey sector, Hudson County lost 90,000 people. Pervasive urban decline was the unquestioned reality of this earlier era.

However, these urban counties and others became growth centers in the 2010 to 2016 period (table 1): Brooklyn added 140,000 people, Manhattan added 73,000 people, and Hudson added 50,000 people.

### Disruption to the Reversal

But, between 2016 and 2017, a new disruption emerged (although the longer 2010-2017 trend still showed suburban lag). The suburban ring (+32,000 people) captured 62% of the region’s total 2016-2017 population increase (+52,000 people), while the regional

core (+20,000 people) accounted for just 38%. Within the suburban ring, the New Jersey sector accounted for the largest share of growth (table 1): 17,000 people out of a total suburban ring gain of 32,000 people. Within the regional core, it was the New York City sector whose growth most dramatically declined. In fact, once red-hot Brooklyn experienced an absolute population loss (-2,100 people) in 2016-2017. Moreover, except for Suffolk County in New York, each of the perimeter counties showed improvement between 2016 and 2017, either reducing the scale of their losses or returning to growth.

### Questions

Obviously, a single year’s metric “does not a trend make.” Nonetheless, there are now intriguing questions confronting

# Verizon is in your community.

## Connect with us.



**Mark Bocchieri**  
[mark.a.bocchieri@verizon.com](mailto:mark.a.bocchieri@verizon.com)  
**Office:** (201) 996-6610  
**Cell:** (908) 601-5509

**North**

*Bergen, Hudson, Essex, Passaic, Morris, Union, Sussex*



**John Szeliga**  
[john.p.szeliga@verizon.com](mailto:john.p.szeliga@verizon.com)  
**Office:** (732) 280-9124  
**Cell:** (732) 597-3009

**Central**

*Middlesex, Monmouth, Ocean, Mercer, Somerset, Hunterdon, Warren*



**Jennifer Young**  
[jennifer.p.young@verizon.com](mailto:jennifer.p.young@verizon.com)  
**Office:** (856) 853-9955  
**Cell:** (856) 430-2430

**South**

*Burlington, Camden, Gloucester, Salem, Cumberland, Cape May, Atlantic*

**Because we know the communities we serve.**

## Contact Verizon New Jersey.

All Sales/Service/Repair/Billing/ Technical Assistance:	<b>(800) 837-4966</b> or <a href="http://www.verizon.com/business">www.verizon.com/business</a>
Special Circuits Maintenance Control Center:	<b>(800) 294-7831</b>
Downed Poles/Cables:	<b>(800) 787-6701</b>
Verizon Non Fios High Speed Internet/DSL:	<b>(800) 567-6789</b> or <a href="http://www.verizon.net">www.verizon.net</a>
Verizon Wireless Customer Service:	<b>(800) 922-0204</b> or <a href="http://www.verizonwireless.com">www.verizonwireless.com</a>
Center for Customers with Disabilities Voice & TTY:	<b>(800) 974-6006</b> or <a href="http://www.verizon.com/disabilities">www.verizon.com/disabilities</a>
Video Franchise & PEG Channel Inquiries:	E-mail: <a href="mailto:william.freshwater@verizon.com">william.freshwater@verizon.com</a>
Verizon Wireless Crisis: Response Team (V-CRT)	<b>(800) 981-9558</b>



For New Jersey news: [VerizonUpdateNJ.com](http://VerizonUpdateNJ.com)  
For products and services: [VerizonEnterprise.com/njcontracts](http://VerizonEnterprise.com/njcontracts)

# Numbers count.



# But people make the difference.

Each of these Phoenix Advisors professionals are SEC and MSRB licensed municipal advisors. Together, we facilitate school financing that saves districts money with bonds for new school construction, lease financing, ESIPs and continuing disclosure services. Contact Phoenix Advisors to benefit from our team's experience: 866-291-8180 or email [Phoenix@MuniAdvisors.com](mailto:Phoenix@MuniAdvisors.com).



**PHOENIX  
ADVISORS, LLC**

[muniadvisors.com](http://muniadvisors.com)

Phoenix Advisors is an independent Municipal Advisor registered with the SEC and the Municipal Securities Rulemaking Board (MSRB).

future growth patterns. Is the urban population resurgence headed for a lull with the “burbs” gaining renewed traction? Are we returning to the familiar 20th century suburbanization settlement norms? Were visions of an emerging demographic landscape of contracting outer-suburban communities increasingly dominated by aging households premature? Have resurgent communities in the urban core become victims of their own remarkable successes, with escalating demand-driven costs and infrastructure overloads starting to inhibit growth?

**“Are millennials a driving force behind the urban reawakening—not actually allergic to human-driven personal vehicles, lower-density domiciles, and other suburban appurtenances as they enter the family-raising stage of the life cycle?”**

Additionally, are millennials—a driving force behind the urban reawakening—not actually allergic to human-driven personal vehicles, lower-density domiciles, and other suburban appurtenances as they enter the family-raising stage of the life cycle? Have suburban communities finally started to create the amenities desired by new lifestyle preferences? Was the suburbanization hiatus partially a result of the aftershocks of the Great Recession and mortgage constraints stemming from financial reforms? Or, again, are the 2017 survey numbers simply a one-time blip? Unfortunately, extant crystal balls do not reveal definitive answers to these questions. But, if 2017 represents the start of another fundamental transformation of New Jersey, many municipalities will have a unique opportunity to reshape themselves as a new demographic era unfolds. 📈

# New Jersey Building Officials Association, Inc.

[www.newjerseyboa.com](http://www.newjerseyboa.com)

<https://www.linkedin.com/company/5203513/>



The New Jersey Building Officials Association was established in 1929. We are a not-for-profit organization recognized as a chapter of the International Code Council, and are devoted to protecting the health, safety, and welfare of the public, by promoting professionalism, education, and ethics.

NJBOA's Active Membership is comprised of licensed Code Officials and Inspectors of all disciplines, as well as Technical Assistants. We have Associate, Subscribing, and Honorary memberships available to others engaged in the building industry, including housing, planning, zoning, and manufacturers' representatives. As always, we welcome people from many career backgrounds to consider joining our organization, or come to any meeting as our guest.

As we approach our 90th Anniversary, **NJBOA** is proud to be the **only** statewide association, inclusive of Code Officials and members of diverse backgrounds, that is recognized by the Department of Community Affairs. **NJBOA** will continue to actively support and participate in the Building Safety Conference of New Jersey, as we have done for 35 years. **NJBOA** is an organization that remains strong in membership, and have welcomed an increase of new applicants this year. **NJBOA** is a tried and true brotherhood whose success is written in our legacy. The **NJBOA** Executive Board would like thank our members, Past Presidents, and communities, for their unwavering support, which has helped pave the way to its success thus far. **NJBOA** will continue to forge ahead with strong leadership and the proven confidence of its members, through this decade and beyond.

*Pat J. Naticchione*  
President

*Jerome Eger*  
1st Vice President

*Charles Lasky*  
2nd Vice President

*John Fiedler*  
Secretary

*Lawrence Scorzelli*  
Treasurer

*Robert LaCosta*  
Immed. Past President

# Winning the War on Litter

NJ makes progress against the threat of debris

By Sandy Huber, Executive Director,  
New Jersey Clean Communities Council

**T**hroughout New Jersey, litter remains the unsightly visual blight that reflects poorly and unfairly on our communities.

It poses hazards to our economy and to the public health. The national press reminds us that large amounts of plastic debris in the Atlantic and Pacific oceans continue to threaten our entire ecosystem.

In this state, the New Jersey Clean Communities Council (NJCCC) continues to work hard to prevent such litter from becoming the same nagging problem for our treasured rivers, streams, and ocean.

During 2017, with funding from the New Jersey Department of Environmental Protection (DEP), NJCCC retained Environmental Resources Planning (ERP), an environmental analytics firm based in Gaithersburg, MD, to conduct a visual litter survey of roadways in New Jersey.

Researchers surveyed 94 sample sites statewide, the same sites originally surveyed by ERP's senior staff in 2004. The survey evaluated the success of the state's Clean Communities program since 2004, determining the types of litter that are the biggest problems.

## Efforts paying off

The Visual Litter Survey (VLS) Report, released in July of 2018, revealed some promising news: Street litter on those same 94 sites has decreased by 53% since 2004. This reduction was broadly seen throughout New Jersey: in all regions, all locales, 18 of our 21 counties and 93% of the sites surveyed.

"There are still littered areas that need to be addressed, but the data from this survey clearly shows that efforts statewide are paying off," said Steve Stein, Principal of ERP, who directly oversaw the project.

ERP researchers attribute the reduction of litter to the state Clean Communities program, which NJCCC has administered since 2003.

With solid funding from the state Clean

Communities Act, the NJCCC has expanded its network of Clean Communities coordinators, established a coordinator training program through the Rutgers Office of Continuing Professional Education (OCPE), set up an online statistical report system designed to track the progress of local programs, and implemented a myriad of outreach programs and events developed especially for Clean Communities coordinators and their volunteer and student populations.

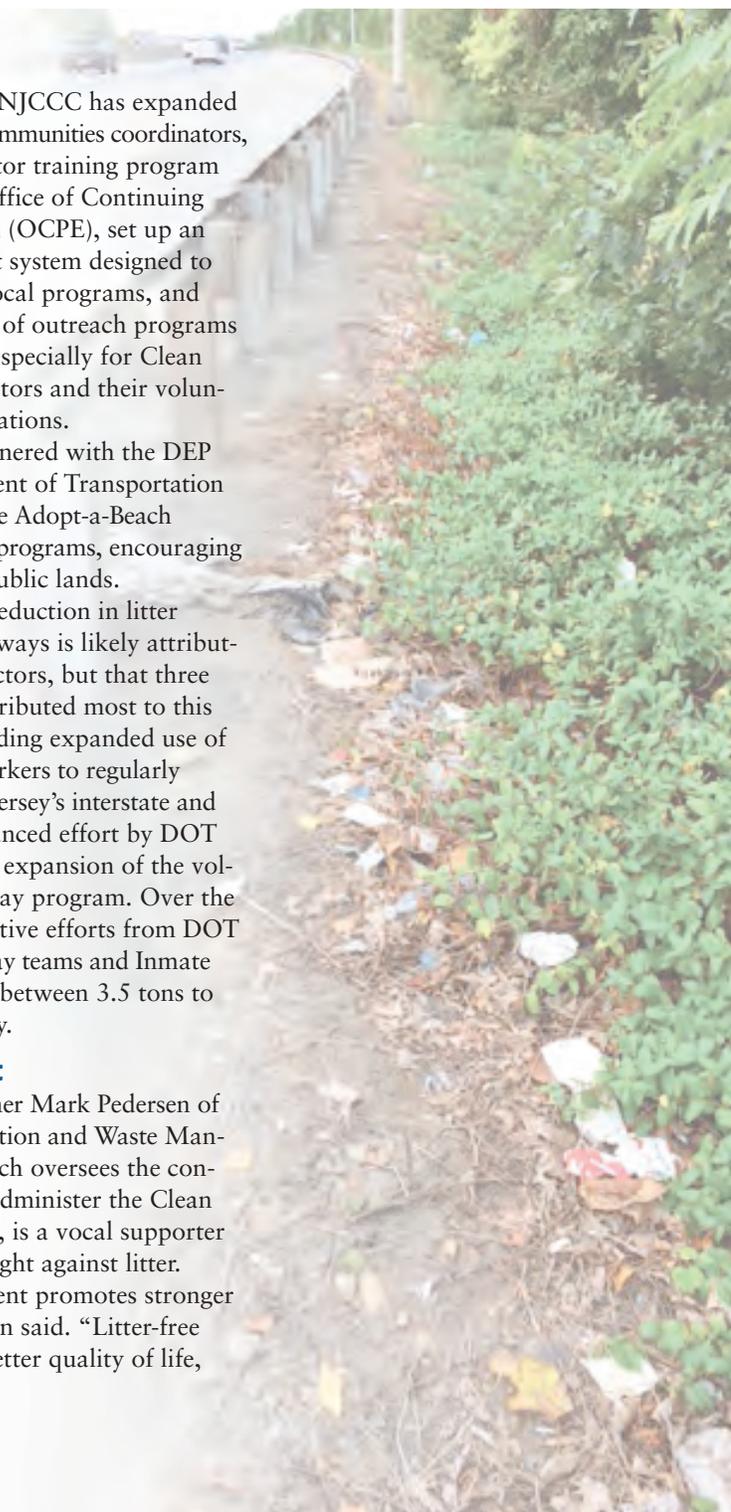
NJCCC also has partnered with the DEP and the state Department of Transportation (DOT) to administer the Adopt-a-Beach and Adopt-a-Highway programs, encouraging volunteer cleanup of public lands.

DOT notes that the reduction in litter observed on state highways is likely attributable to a number of factors, but that three specific initiatives contributed most to this accomplishment, including expanded use of New Jersey Inmate workers to regularly patrol and clean New Jersey's interstate and major state roads, enhanced effort by DOT Operations crews, and expansion of the volunteer Adopt-a-Highway program. Over the last six years the collective efforts from DOT crews, Adopt-a-Highway teams and Inmate details have picked up between 3.5 tons to 5 tons of litter annually.

## An ongoing fight

Assistant Commissioner Mark Pedersen of the DEP's Site Remediation and Waste Management Program, which oversees the contract with NJCCC to administer the Clean Communities program, is a vocal supporter of NJCCC's ongoing fight against litter.

"A cleaner environment promotes stronger communities," Pedersen said. "Litter-free communities lead to better quality of life,



---

# GREENING UP THE GARDEN STATE: DEVELOPING RESPONSIBLE CANNABIS POLICY IN NJ

---

**Location: Atlantic City Convention Center, Room 309**

Date: 11.14.18

Time: 1:00-1:50pm

Booth: 423

Join WM Policy, the policy team behind the world's oldest and largest cannabis technology company Weedmaps, and New Jersey public officials in a discussion about passed or pending cannabis legislation in the state. The session will include best practices and cautionary tales from other states with an emphasis on minimizing the illegal market through responsible zoning.



## War on Litter

which is why the work of NJCCC and other anti-litter advocates is so vital in New Jersey.”

The NJCCC has conducted two major anti-litter campaigns, an ongoing “Slam Dunk the Junk” campaign developed to remind people put trash in litter or recycling bins, and not on the ground, and the “NJ Beach Bird” campaign, which reminds New Jerseyans not to toss plastic bottles on the streets or in the water.

A key component of the VLS project was a training program developed to teach local Clean Communities coordinators how to conduct their own litter surveys and use the information to develop solutions to litter problems.

The training program was a unique collaboration of ERP, Rutgers OCPE, and the NJCCC, and resulted in a first-of-its-kind VLS curriculum. To satisfy the curriculum requirements, coordinators must attend a launch seminar, one hands-on workshop, conduct a VLS/Cleanup, compile data reports and submit final assignments.

### The remaining 47%

This fall is the ideal time to join in the effort. The International Coastal Cleanup is underway and the NJCCC is playing a local role in organizing programs. Volunteers from states and territories



throughout the U.S. and more than 100 countries come together each year to participate. We are thrilled, once again, to be involved.

The NJCCC has also launched a separate campaign through the middle of 2019 to engage more New Jerseyans in our anti-litter campaign. While we are certainly pleased to see a 53% reduction in litter over the past 13 years in our study area, we must ask about the other 47%.

That is why we are launching [www.Other47.com](http://www.Other47.com), a website devoted solely to recruiting volunteers to participate in clean-ups around the state. We will be advertising heavily in traditional and social media in the coming months to drive traffic to the website, to educate the public about the VLS and to hopefully—once and for all—defeat litter in New Jersey.

After all, only 47% is remaining. 🐄

## Significant findings

Report includes the following figures:

- The largest volume of debris in New Jersey is from vehicles and construction, equaling 18.2% of the total litter observed.
- Littered paper was second at 14.8%, followed by beverage containers at 14.1%. Cups, lids and straws were 10.3%, followed by candy and snack packaging at 7.3%.
- There is an upward trend in the amount of tire scraps littering the state, with researchers deeming it “the most littered item of 2017.”
- Recycling education remains important, with nearly 29% of the littered items qualifying as “recyclables,” such as beverage containers, business papers and boxes.
- Pedestrians and motorists between the ages of 11 and 34 were found to be the most likely to intentionally litter in New Jersey, accounting for nearly 70% of all deliberate littering.

Please visit our booth #611 at the NJLM Conference for more information on hot topics for Condos and HOAs in your communities. And don't miss the education session on Thursday, November 15 at 2:00 pm, “Smooth Hand Off with Your HOA”.

The CAI New Jersey Legislative Action Committee (NJ-LAC) is your go-to resource for community association issues. Through one united voice for legislative and regulatory issues, NJ-LAC builds relationships and educates state and local officials.

500 HARDING ROAD • FREEHOLD, NJ • 07728 • p.(609)588.0030 • INFO@CAINI.ORG • WWW.CAINI.ORG



For more information about the **Visual Litter Survey**,

attend the League Conference Session, “**The Visual Litter Survey in NJ: Changing State & Local Policies**” on Tuesday, Nov. 13 at 2 p.m. in room 401.

# We use technology to improve our lives. Why not use it to improve the health of our workforce?



Get just what the doctor ordered with Concentra Telemed™, a proprietary telemedicine platform designed to streamline the workers' compensation process and improve workplace health outcomes.

Discover how leveraging telemedicine with occupational health creates a best-in-class workplace injury care program during our session at the 2018 New Jersey League of Municipalities Conference:

**Topic Title:** Telemedicine and Occupational Health Add Value to Workplace Injury Care

**Company:** Concentra Medical Centers

**Room:** 316 (capacity 90)

**Date:** Wednesday, November 14, 2018

**Time:** 12:00 p.m. – 12:50 p.m. (Lunch Provided)



Improving the health of America's workforce, one patient at a time

# Spotted Lanternfly Threat

Identifying and stopping the spread of a virulent pest

By Douglas H. Fisher, New Jersey Secretary of Agriculture

**T**he Spotted Lanternfly looks lovely, but has a devastating desire. Its outward appearance is easy to admire with its black and red wings when it reaches adulthood. But its life-long quest can lead it to feeding on 70 different types of plant material, including an affinity for grapes and other fruits.



The Spotted Lanternfly (SLF) arrived in the U.S. in Berks County, Pennsylvania, in 2014 and has spread to 13 counties there. This year, it has been found in Warren, Hunterdon, and Mercer Counties in New Jersey. Those counties are under quarantine with the primary purpose of eliminating and restricting the movement of this insect. An additional educational piece of the puzzle is bringing attention to the pest's arrival and having businesses and residents routinely check their vehicles, trailers, or other modes of transportation before leaving those quarantined areas.

"The Spotted Lanternfly is not a great flyer, but it is an excellent hitchhiker," said New Jersey Department of Agriculture (NJDA) Plant Industry Division Director Joe Zoltowski. "It can latch onto any kind of vehicle or trailer, allowing it to be rapidly transported several miles. If someone is in an area where the Spotted Lanternfly is known to be, we ask them to take a minute and check around their vehicle and/or trailer before leaving."

## Public assistance in the fight

While we are doing everything we can to eliminate this pest, the public's role in locating the Spotted Lanternfly has already been very helpful. The phone calls and emails will continue to play a key part in our fight against this insect.

The SLF feeds on plants using its sucking and piercing

mouthparts to extract plant sap. Adults and nymphs feed on phloem tissues of young stems and excrete large quantities of liquid. The feeding creates weeping wounds and facilitates the growth of sooty mold. The weeping sap also attracts activity from wasps, hornets, ants, bees etc.

**“If you see an egg mass, scrape it off, double bag it, and throw it away. The eggs can also be placed into alcohol, bleach or hand sanitizer.”**

This invasive pest, with the scientific name *Lycorma delicatula*, is not a picky eater, but it does prefer to spend time on an invasive type of plant and tree commonly known as the Tree of Heaven. The adult SLFs need to feed on the Tree of Heaven to mature to reproductive potential. One method of killing the Spotted Lanternfly is to eliminate small Tree of Heaven trees and plants leaving only the larger Trees of Heaven, which are treated.

# GEBHARDT & KIEFER, P.C.

## LAW OFFICES



**A FIRM WITH OVER 50 YEARS OF  
MUNICIPAL LAW EXPERIENCE.**



Richard P. Cushing



Leslie A. Parikh



Matthew P. Lyons



Tara A. St. Angelo

Representing public entities and public officials as municipal attorneys and special counsel in civil rights discrimination, police, tax appeal, labor, land use and other complex municipal matters.

*Founded 1884*

**GEBHARDT  
& KIEFER**

A PROFESSIONAL CORPORATION

L A W O F F I C E S

**(908) 735-5161**

1318 Route 31, P.O. Box 4001  
Clinton, NJ 08809

[www.gklegal.com](http://www.gklegal.com)

Somerset County Office by Appt.

## Spotted Lanternfly

This allows the bigger Trees of Heaven to become “Trap Trees,” where the lanternflies are attracted to feed and are subsequently eliminated. This technique has been met with great success in Pennsylvania and is also one of the methods being used in New Jersey.

While the adult Spotted Lanternflies cannot survive the winter, they do lay egg masses that hatch in the spring. Each egg mass can produce between 30 and 50 of the flies. Part of the process of eliminating the SLF from New Jersey is to scrape egg masses off trees, or wherever they may be found and destroy them, so they will not be able to hatch. But finding those egg masses is not always easy.

“They like to lay their egg masses on any kind of surface, so you really have to search for them to find them,” Zoltowski said. “We know they can be found on slabs of concrete and not just on the easily seen places. They can be in places where you might not think to look.

They aren’t too picky about where they lay their egg masses. Any surface will do.”

The egg masses look like mud or wet concrete when they are laid. So, if you see a small patch of mud in an unusual place, like four or five feet high on a tree, it may very well be an SLF egg



## Life cycle of the SLF

When the SLF hatches in the spring, it goes through three life stages. First through third nymphal instars: The insects are very small and are black with white spots, then slightly larger, and become red with white spots, eventually reaching adulthood in late July to early August.

mass. Egg masses can be small, maybe 2 or 3 square inches, but often are 4 or 5 inches wide and 7 or 8 inches long. If you see an egg mass, scrape it off, double bag it, and throw it away. The eggs can also be placed into alcohol, bleach or hand sanitizer.

The NJDA will continue to examine all avenues of eradication and containment methods in its efforts to eliminate this pest from our state. 🦋

### If you happen to see a Spotted Lanternfly

The NJDA is asking that if you can kill it, do so, and then report the exact location by either emailing information and a picture to [SLF-plantindustry@ag.nj.gov](mailto:SLF-plantindustry@ag.nj.gov) or calling the New Jersey Spotted Lanternfly Hotline at **1-833-223-2840** (BAD-BUG-0) and leave a message detailing your sighting and contact information.

A checklist of common items and places where life stages of SLF can be found is available at [www.state.nj.us/agriculture/divisions/pi/prog/spottedlanternfly.html](http://www.state.nj.us/agriculture/divisions/pi/prog/spottedlanternfly.html). On the site, there is also additional information about this exotic invasive insect.



The tree of Heaven shown by NJ's Plant Industry Division Director, Joe Zoltowski.

For over thirty years the people of PPAG  
have been grateful partners with New Jersey's  
communities. Together, we're making life  
better for New Jersey's hometowns.



160 West State Street  
Trenton, N.J. 08608-1102  
P: 609-396-8838  
F: 609-989-7491

409 7th Street, N.W., Suite 450  
Washington, D.C. 20004  
P: 202-589-0800  
F: 202-589-1288

[PPAG.com](http://PPAG.com) | [WSWDC.com](http://WSWDC.com) | [PrincetonSCGroup.com](http://PrincetonSCGroup.com) | [f](#) | [t](#)



# For Better, For Worse, or for a Green Card?

Municipal Clerks can help detect and prevent marriage fraud

By Joanne M. Fiorilli, National Program Manager,  
Department of Homeland Security,  
U.S. Immigration and Customs Enforcement's  
Homeland Security Investigations



**H**ave you ever issued a marriage license to a couple and thought to yourself, “Something is not quite right”? Perhaps you were presented with suspicious documents, nervous behavior, or the same “witness” appearing over and over again with couples, day in and day out?

In 2003, an Arlington, Virginia court clerk noticed that applicants for marriage licenses weren’t behaving like “typical” couples in the days before their weddings. Distant behavior, money being exchanged, and the same ‘escort’ guiding couples through the process aroused the suspicion of several employees of the Arlington Circuit Court. They suspected something was wrong. And their instincts were right.

The ‘escort’ was Samuel Acquah, a naturalized U.S. citizen from Ghana who had been seen coming and going from the circuit court, escorting couples who would meet for the first time to apply for marriage licenses. Acquah, who initially came to the U.S. as a student, was working for the U.S. government as a patent examiner, running his illegal marriage business on the side. And business was booming.

Acquah charged immigrants up to \$6,000 per marriage, although the U.S. citizens he recruited to participate in his scheme would only profit a few hundred dollars. He would often recruit U.S. citizens who fell on tough times, such as those living in homeless shelters or receiving public assistance. In 2006, Acquah was sentenced to five years in prison for his role in the marriage fraud ring that, when all was said and done, included over 1,000 fraudulent marriages. Dozens who bought into his scheme hoping to fast track their way to a green card were also prosecuted and removed from the U.S.

## **A unique position**

The Arlington marriage fraud case is an example of how the mission of securing the homeland reaches far beyond the men and women employed by the Department of Homeland Security. When a clerk, recorder, or registrar issues a marriage license or performs a ceremony, he or she is uniquely positioned to assist in the detection and investigation of a crime which not only threatens the integrity of the lawful immigration system but also poses a serious threat to the national security and public safety of the United States.

As the principal law enforcement arm of the Department of Homeland Security, U.S. Immigration and Customs Enforcement’s (ICE) Homeland Security Investigations (HSI) is charged with combatting this federal crime, which is punishable by up to five years in prison and fines of up to \$250,000. While popular films like “Green Card” and “The Proposal” portray marriage fraud as a victimless transgression, it actually poses a serious threat to the United States due to the potential exploitation by terrorists and other criminals who seek an expeditious path to permanent residence, or “green card” status in the U.S. Once obtained, the holder may apply for U.S. citizenship after only three years. Potentially, the individual granted residence and citizenship through fraud may apply for a security clearance, enlist in the U.S. military, or work in law enforcement.

*We have the **energy** to make things better*

[ ... for you, for our communities and for our future. ]

[www.pseg.com/gaswork](http://www.pseg.com/gaswork)



**PSE&G is accelerating the modernization** of its aging gas infrastructure to **ensure** the utility can continue to **support a safe, clean and reliable** natural gas service **now and in the future.**

PSE&G is a subsidiary of Public Service Enterprise Group.



**PSE&G**

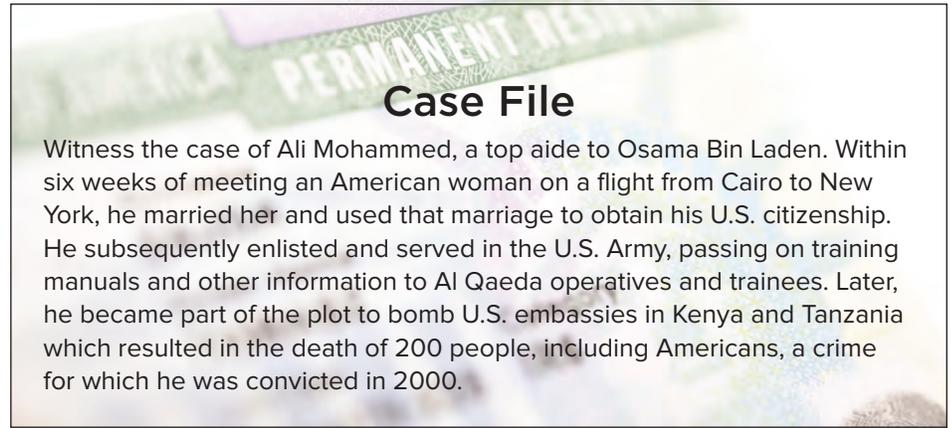
*We make things work for you.*

## Marriage Fraud

In addition to the possibility of exploitation by terrorists, marriage fraud puts a severe strain on the lawful immigration system. “Sham” marriages can have an exponential effect, as those who naturalize through fraud may then petition for countless family members to immigrate to the U.S, clogging the system with applications based on fraud, and allowing numerous ineligible individuals to enter the U.S. on false pretenses. Once granted, U.S. citizenship is very difficult to take away, and undoing the effects of the numerous beneficiaries petitioned for by a single perpetrator of fraud can be even more difficult. Thus, it is extremely important that marriage fraud be detected at the earliest point possible.

### Seeking your help

In order to enhance this early detection of fraud, HSI is looking for your help. HSI seeks to partner with clerks, recorders, and registrars who issue marriage licenses, as well as those who officiate marriages, to detect suspicious activity which may indicate that marriage fraud is taking



## Case File

Witness the case of Ali Mohammed, a top aide to Osama Bin Laden. Within six weeks of meeting an American woman on a flight from Cairo to New York, he married her and used that marriage to obtain his U.S. citizenship. He subsequently enlisted and served in the U.S. Army, passing on training manuals and other information to Al Qaeda operatives and trainees. Later, he became part of the plot to bomb U.S. embassies in Kenya and Tanzania which resulted in the death of 200 people, including Americans, a crime for which he was convicted in 2000.

place. If, as a clerk, recorder, or registrar, you suspect that fraud is occurring, you are encouraged to report your observations to the ICE Tipline at 1-866-DHS-2ICE, or online at [www.ice.gov/tips](http://www.ice.gov/tips). When calling or submitting an online report, please be sure to identify yourself with your official title and location.

In addition to reporting suspicious leads, HSI asks that marriage officiants and issuers of marriage licenses help to educate the public by displaying outreach materials in their offices and public spaces. Posters stressing the fact that marriage fraud is a federal crime, as well as brochures explaining the damaging effects of

marriage fraud on the homeland are available upon request and without charge.

If you are interested in receiving these materials, or a sample of what is available, please email HSI's Identity and Benefit Fraud Unit at [ibfu-ice-hq@ice.dhs.gov](mailto:ibfu-ice-hq@ice.dhs.gov).



You may contact HSI National Program Manager **Joanne Fiorilli** at [joanne.m.fiorilli@ice.dhs.gov](mailto:joanne.m.fiorilli@ice.dhs.gov) or visit her at the League Conference at **booth 2500**.

Save Tax Revenue!

Join The Educational Services Commission of New Jersey's

# 1,200 Member Co-op Pricing System

Let New Jersey's Largest State Approved Cooperative Increase Your Buying Power

The ESCNJ's Co-op Pricing System helps over 1,200 municipalities, county governments and school districts save taxpayer dollars on major purchases including: electricity, natural gas, internet access, telecommunications and other technology products, grounds and maintenance equipment, furniture, security cameras and card access systems, carpet, flooring and custodial supplies.

#### Members Also Receive

- Tax-exempt Lease Purchase Financing options
- Technology Consulting Services
- Opportunities to earn free state approved Continuing Education Units

To learn more about free lifetime membership, please contact our Co-op Team at: [coop@escnj.k12.nj.us](mailto:coop@escnj.k12.nj.us), or call 732-777-9848, Ext. 3120



ESCNJ – Leading the Way in Shared Services  
NJ State Approved Co-op #65MCECCPS

[www.escnj.us](http://www.escnj.us)

Business Administrator, Mr. Patrick M. Moran

# LEADERS IN ENVIRONMENTAL AND REDEVELOPMENT LAW, LITIGATION & NOW *CLIMATE CHANGE RESILIENCY*

**Recognizing the ever-increasing challenges** that our local government entities face as the result of extreme climate forces affecting public health, safety and the environment, Maraziti Falcon, LLP has developed a practice area devoted to assisting our clients to increase resiliency and strategically plan for a changing climate.

**Extreme weather conditions** and excessive regional, local and coastal flooding and storm surges threaten infrastructure, transportation and our clients' ability to protect assets, resulting in a need to adapt governance to meet these challenges and revise existing policies and ordinances to better protect against the adverse effects of these life-altering events.

*This practice area complements Maraziti Falcon's existing practice devoted to the counseling of public and private entities regarding environmental, redevelopment, land use law, government, construction law and litigation.*



*Environmental and Redevelopment Law,  
Litigation & Climate Change Resiliency*

150 JOHN F. KENNEDY PARKWAY, SHORT HILLS, NEW JERSEY 07078  
(973) 912-9008 • FAX (973) 912-9007 • WWW.MFHLLAW.COM

# Next Generation Community Leaders

NJ cities create space for youth civic engagement

By Sue Altman, Project Leader and Expert Advisor, Next Generation Community Leaders Program, Institute for Effective Education at Rutgers-Camden; Bob Atkins, Director, New Jersey Health Initiatives



Perhaps it is the long shadow of the 2016 election, or the extensive media coverage of the Parkland student activists, or the many walkouts and marches thereafter, but right now, high school-aged youth across NJ are eager to engage in civic action. Our work over the past year has shown us this is an opportunity for city leaders across New Jersey.

Too often, youth are not considered as potential partners. Many community leaders think of high school aged youth as problems to be “managed” or “contained” but it is worth re-imagining youth as having a unique set of assets: knowledge of their community, the ability to connect to hardest-to-reach citizens, and understanding of their peers.

We have learned from working with youth-serving organizations in New Jersey that have implemented youth civic engagement programs thoughtfully and purposefully, in a way that leverages youth’s innate abilities. Through their work these organizations are promoting strong relationships between young people and their local government, and sustained, positive outcomes for the community as a whole.

In 2017, New Jersey Health Initiatives, the statewide grant-making program of the Robert Wood Johnson Foundation, funded the Next Generation Community Leaders initiative. Ten cities in NJ received \$200,000 grants and technical support from the Institute for Effective Education at Rutgers-Camden to engage youth as partners and prepare them as future leaders. In these 10 cities, from Bridgeton to Secaucus, each grantee built a team of 10 to 15 youth who are charged with developing a project over the course of this year to improve health outcomes in their city. In our role providing assistance to these grantees, we’ve been traveling regularly to these cities and working with adult leaders to better understand what it takes to create space for youth civic engagement in NJ. Independent evaluation



# We have affordable dental and vision plans.

Your sight and smile are important parts of your overall health. That's why we offer affordable vision and dental plans, so you can get the total coverage and savings you need—all from the company voted Best Health Insurer in Insure.com's 2016 Customer Satisfaction Survey.

**Learn more about our affordable dental and vision plans today at [HorizonBlue.com/SHOP](http://HorizonBlue.com/SHOP)**

**Health • Dental • Vision**



Horizon Blue Cross Blue Shield of New Jersey is an independent licensee of the Blue Cross and Blue Shield Association. The Blue Cross® and Blue Shield® names and symbols are registered marks of the Blue Cross and Blue Shield Association. The Horizon® name and symbols are registered marks of Horizon Blue Cross Blue Shield of New Jersey. © 2018 Horizon Blue Cross Blue Shield of New Jersey. Three Penn Plaza East, Newark, New Jersey 07105.

## Community Leaders

suggests that great teams have been created and strong teams are at the heart of effective youth engagement. However, successful youth engagement doesn't just happen on its own—it requires thoughtful planning and purposeful execution.

Through our scholarship and experience with youth in NJ we have learned successful youth engagement requires three key components:

**1. Strong teams.** Youth work better in teams. Well-trained adult leadership is absolutely vital in creating a healthy environment in which strong teams can grow. Will this group be a safe space where laughter and teamwide inside jokes flow freely, or will it be a stressed space where youth feel constrained by social risk and bullying? Will meetings provide a sense of purpose, or will they meander aimlessly, full of yawns and kids on phones?

We have found that the process of building strong teams is strengthened through youth sharing a common challenge, which contributes to shared identity and memories. Regularly scheduled meetings serve to reinforce team values and uphold fun and silly traditions, while leaving time for serious reflection and debrief. A secret handshake, a funny story, a team puzzle, scavenger hunt,



Teams of students learn through team-building activities.

group shout-outs, or other rituals help solidify interpersonal connections that will be important as the group moves forward together.

**2. Skillful community consultation.** Effectively engaging youth occurs through partnership with the community—the leaders and organizations already working to improve the community (e.g., elected officials, municipal government, nonprofits). In our work we have seen well-intentioned leaders struggle to connect with youth teams; many professionals are not used to interfacing with youth, and are reluctant to give room for youth to participation

fully in a discussion. Adult-dominated discussions inevitably backfire. If we want the best from our youth, the typical script when youth listen while adults talk must be flipped.

Teams that have had the best experiences with outsiders prepare both the visitor and the team ahead of time, using our guidelines. If a team is visiting the planning board, for instance, youth should each come prepared with a question that pertains to the scope of their project idea. If the youth are meeting with the local YMCA director, the director should be encouraged to facilitate a discussion around a specific set of topics of interest to youth, not prepare a one-sided lecture. The purpose of these interactions is for youth and adults to exchange ideas as partners; even if we all agree the adult is an “expert” in one area, we must also remember the youth have expertise in other areas. Creating space for mutual learning opportunities is vital to plug youth into existing city resources.

### **3. Create a concrete plan with a clear arc and purpose.**

Our program has four main phases over the course of the year: teambuilding, understanding your community, planning a project, and implementing the project. We have found this structure gives groups a shape and direction around which creative ideas can flourish. Although youth are enthusiastic and eager to contribute to health and well-being in their communities, it is important to create guardrails that support youth in developing projects that are achievable and

**TRIPLE R CAN**  
Reduce  
Reuse  
Recycle

Coast to Coast  
Residential Recycling  
Beach Collection  
School Rooms  
Recreation Centers  
Office Buildings  
Green Waste  
Everywhere for Recycling

**T.M. FITZGERALD & ASSOCIATES**

850 WEST CHESTER PIKE, SUITE 200 HAVERTOWN, PA 19083-4442  
Toll Free: 888-795-0660 • Direct: 610-853-2008 • Fax: 610-789-5168  
Visit Us Online: [www.tmfitzgerald.com](http://www.tmfitzgerald.com)

## Building a culture of youth engagement

## Community Leaders

We believe youth efforts, just like the efforts of citizens and city officials are too valuable to waste. There are two structural areas we think can help facilitate a strong culture for youth engagement in your city:

First, if you can, compensate youth.

Just as the efforts of teachers, County Freeholders, and nonprofit leaders are worth money, so too are the efforts of youth. In many cities there is a fund for youth summer employment. Is there a way to transform summer employment opportunities in your city from filing papers or working summer camp, to a strongly-bonded youth team dedicated to civic action?

Second, give them a real chance to succeed.

Demand they learn from experts in focused ways. Provide the youth tools and frameworks to do this as leaders of their community, and demand a strong project that is thoughtfully planned out, well-researched, strongly networked and within the scope of the possible. Hold youth accountable to data collection and results. They must believe their work matters, and so must you.

meaningful to the youth and the community. For example, a series of circuses that travels around the city giving out free fitness training and cotton candy to residents might be fun, but it is not the best use of youth assets, nor does it offer a sustained benefit to the community.

To assist in the planning, our teams were required to create a logic model for

their project ideas. In doing this in an iterative way, “citywide circus projects” worked their way to something much more concise and stronger, when tough detailed questions about partnerships, space, timelines, and sustainable outcomes were grappled with. It was within the framework of logic model development, in conjunction with

thought partners and community experts, that our teams were able to find exciting, interesting, and feasible projects. A few logic model revisions later, most of our teams are ready to execute planning. The projects our teams will implement range from a summer feeding program to a citywide walkability audit; these ideas are impactful, connected to existing resources, and do-able.

In a time when politics is pop culture, city leaders have a unique opportunity to seize on youth energy to build an on-ramp for lifelong engagement. This work must be done thoughtfully and carefully, however when that happens, actual great work can take place. Youth are idealistic and hard-working, savvy and candid. With proper structures and well-trained adults around them, they can add much to the vibrancy of a city. It’s up to city leaders to put the pieces in place to realize this vision. ♣

You can reach Sue Altman at [susan.altman@rutgers.edu](mailto:susan.altman@rutgers.edu) and Bob Atkins at [atkins@njhi.org](mailto:atkins@njhi.org).

## Broad experience, custom tailored to your legal needs



Legal representation isn't one size fits all. Your individual situation deserves personalized attention from the attorney best suited to your case. Call us today for your custom fitting.



DiFrancescoBateman  
*Tailor-made representation*

DIFRANCESCO, BATEMAN, KUNZMAN, DAVIS, LEHRER & FLAUM, P.C.

Attorneys at Law | 15 Mountain Boulevard, Warren, New Jersey 07059

Phone: (908) 757-7800 Fax: (908) 757-8039 Web: [www.dbnjlaw.com](http://www.dbnjlaw.com) Blog: [www.dbnjlawblog.com](http://www.dbnjlawblog.com)

# HOW TO STREAMLINE YOUR LOCAL GOVERNMENT

GOVPILOT'S EXHIBITOR LEARNING SESSION NJLM 2018



**November 13, 2018**

1:00 pm – 1:50 pm

Atlantic City Convention Center

**Room #306**

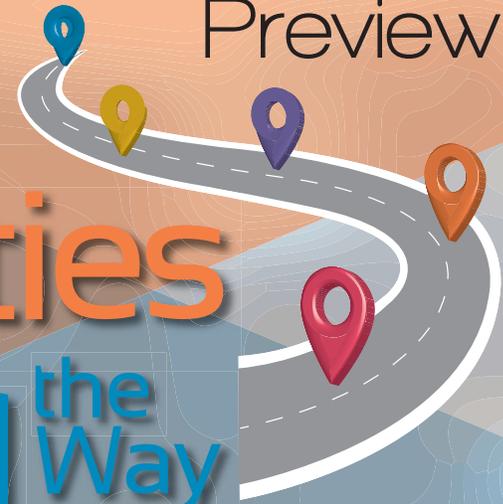
- ★ Cut Operational Costs
- ★ Unify Employees, Departments and Data on One Platform
- ★ Optimize Processes
- ★ Increase Efficiency
- ★ Modernize Communication

# Welcome to the 103<sup>rd</sup> Annual New Jersey State League of Municipalities Conference!

Use this reference guide as a tool to plan  
your experience and move closer to...

## Conference Preview

# Municipalities Leading the Way



### PROGRAM AT A GLANCE

#### Tuesday, November 13

- 8:00 a.m. Affiliates' meetings (See listing of all Affiliates' meetings on page 84)
- 9:00 a.m. Registration and Exhibits Opens
- 12:00 Noon Annual Sustainable Jersey Awards Luncheon
- 12:00 Noon Exhibitor Learning Sessions
- 1:00 p.m. Exhibitor Learning Sessions
- 2:00 p.m. Coffee with Your Colleagues: Networking & Orientation
- 2:00 p.m. Select from concurrent sessions & meetings
- 3:00 p.m. NJLM Resolutions Committee meeting
- 3:45 p.m. Select from concurrent sessions & meetings
- 5:00 p.m. Registration & Exhibits close

- 2:00 p.m. Select from concurrent sessions & meetings
- 3:45 p.m. Select from concurrent sessions & meetings
- 5:00 p.m. Registration & Exhibits Close
- 5:15 p.m. Women in Municipal Government Networking & Awards Event, Crown Ballroom (Sheraton)

#### Wednesday, November 14

- 8:30 a.m. Registration & Exhibits Open
- 9:00 a.m. Select from concurrent sessions & meetings
- 10:45 a.m. Select from concurrent sessions & meetings
- 12:00 Noon Mayors' Box Luncheon (Sheraton)
- 12:00 Noon Exhibitor Learning Sessions
- 1:00 p.m. Exhibitor Learning Sessions

#### Thursday, November 15

- 8:30 a.m. Registration & Exhibits Open
- 9:00 a.m. Select from concurrent sessions & meetings
- 10:45 a.m. Select from concurrent sessions & meetings
- 12:15 p.m. League Luncheon for all Delegates (Sheraton)
- 1:00 p.m. Exhibits Close
- 2:00 p.m. Select from concurrent sessions & meetings
- 3:00 p.m. Registration Closes
- 3:30 p.m. League Business Meeting (Sheraton)



## Download the App!

Atlantic City Convention Center  
103<sup>rd</sup> Annual • November 13-15





# GENERAL INFORMATION

## Conference Highlights

**The 103rd Annual League Conference is set to help municipal officials live up to the theme of Municipalities Leading the Way!** The event hosts a wide variety of sessions featuring speakers and topics of interest to delegates in every step of the local governing process. With many sessions running concurrently, a plan is key! Use this guide, the website, [www.njslom.org/conference](http://www.njslom.org/conference), and the conference app to set up a daily agenda. For a detailed description of each session, event, exhibitor and speaker, visit the searchable program at [www.njslom.org/conference](http://www.njslom.org/conference) or download our useful Conference App (see page 79 for a rundown). The program book will also be distributed on site at the Conference.

## NJLM Resolutions Committee Meeting

**All interested delegates are invited to attend the NJLM Resolutions Committee Meeting** Tuesday, Nov. 13 at 3:00 p.m., in Room 320 at the Convention Center as resolutions that were submitted in October are considered. While all are welcome, only members of the Resolutions Committee may vote. The committee's recommendations will be voted on at the Annual Business Meeting on Thursday, Nov. 15. Pick up a synopsis of all resolutions submitted for committee action from the League Information Booth across from the registration counters.

## Annual Business Meeting

**Open to all delegates, the Annual Business Meeting** will be held at 3:30 on Thursday, Nov. 15 in the Pearl Ballroom at the Sheraton Hotel. All are invited, but voting is restricted to only the Mayor or his/her designee. Credentials will be checked at the door and voting cards will be distributed.

## Shuttle Service

**Transportation between select casino hotels and the Convention Center will be provided by Academy Bus Company.** The shuttle service is paid through a \$7 per day, per hotel room fee. Limited on-site parking is available starting at \$15. For casino hotel parking rates and lot parking, contact individual casinos or check the signs at the parking entrances.

For a full schedule visit [www.njslom.org/shuttle](http://www.njslom.org/shuttle).

## Onsite Registration

**Not pre-registered?** Visit the registration desk on the second floor of the Convention Center.



## Exemption from Occupancy Tax

**Municipal officials paying hotel room bills** by cash or personal check are not entitled to an exemption from the luxury tax. For the exemptions, you must pay with a voucher from the municipality.

## CEU Information

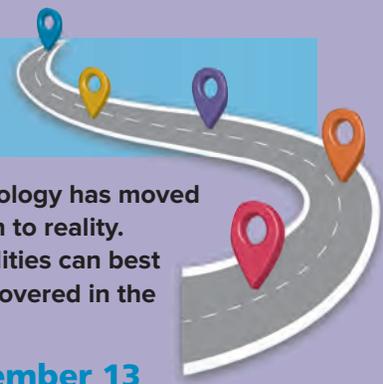
**The CEU's available at the conference** are listed on the Conference app as well as the League website, [www.njslom.org/confceu](http://www.njslom.org/confceu), and in the printed Conference Program. To earn CEU credits, be sure to scan in and out of your session. You will not receive a paper certificate on the way out of the session. You can print out your CEU certificates beginning November 20 by visiting [www.njslom.org/confceu](http://www.njslom.org/confceu). They will be available until May 2019.



# WELCOME



# SMART CITIES



## CITY OF ATLANTIC CITY

November 13, 2018

Greetings!

On behalf of the City of Atlantic City, I would like to welcome all attendees to the 103rd Annual New Jersey State League of Municipalities Conference.



Atlantic City is delighted to host this year's conference titled, "**Municipalities Leading the Way.**" As our City is experiencing our rebirth, it is only fitting that this conference should highlight the roles we play in municipal government. It is imperative that at the municipal level we begin to lead the way to happier, healthier, and more stable cities and towns for our citizens.

The NJ League of Municipalities has put together an impressive array of educational sessions and an exhibition floor providing information on a multitude of topics and services. The 103rd NJ State League of Municipalities conference will provide municipalities with the tools to lead the way for their constituents.

As the Mayor of Atlantic City, I encourage you to explore our beautiful City. Take a walk on our world famous boardwalk, enjoy our numerous dining establishments, or venture down the street and enjoy a bit of shopping. Thank you for coming to Atlantic City and we hope that you enjoy the conference.

Kindest regards,

*Frank M. Gilliam, Jr.*

Frank M. Gilliam, Jr.  
Mayor, Atlantic City

#njleague

The world of technology has moved from science fiction to reality. Just how municipalities can best stay up-to-date is covered in the following sessions:

### Tuesday, November 13

- 2:00 p.m. Room 301** Right Of Way Federal Action Impacting Local Control
- 2:00 p.m. Room 401** The Visual Litter Survey in NJ: Changing State and Local Policies
- 3:45 p.m. Room 312** Schools and Municipalities: Working Together For Student Safety
- 3:45 p.m. Room 408** How the Digital Transformation Has Impacted Local Government

### Wednesday, November 14

- 9:00 a.m. Rooms 408/409** Creativity Showcase: Providing Municipal Services – P3, SSI, Tech & More
- 10:45 a.m. Room 419** Innovation Cities: Advancing the Quality of Urban Living
- 2:00 p.m. Room 420** Best Practices for Municipal Websites
- 3:45 p.m. Room 311** Coordinating Roadways for Efficient Traffic Movement

### Thursday, November 15

- 9:00 a.m. Room 301** Planning for Tomorrow's Infrastructure
- 10:45 a.m. Room 309** Smart Cities – Changing Transportation
- 2:00 p.m. Room 304** Your Administration's Role in Managing Municipal Technology





# NJLM PROGRAMS, SESSIONS & WORKSHOPS

All sessions are held in the Atlantic City Convention Center unless otherwise noted.

## Tuesday, November 13

**Registration & Exhibits Open**

**9:00 a.m.**

**Sustainable Jersey Annual Luncheon, Sheraton Atlantic City**

**10:30 a.m.-2:00 p.m.**

**Crown Ballroom**

### 2:00 p.m.-3:40 p.m. Sessions

**Room #**

Right-of-Way & Federal Action Impacting Local Control (Joint Session with JAG)

301

Budget Audit & Update (Joint Session with GFOANJ/TCTANJ)

302

Bringing Wellness to Your Community with the Mayors Wellness Campaign

307

The HeART of Downtown Renaissance

308

Coffee with Your Colleagues: An Orientation on the League & Legislation

319

The Visual Litter Survey in NJ: Changing State & Local Policies

401

Is Liquor Licensing Reform Needed?

404

Using Humor in Governance

411

Whole Community Approaches to a Clean Energy Future

421

### Resolutions Committee

**3:00 p.m.-5:15 p.m.**

**320**

### 3:45 p.m.-5:15 p.m. Sessions

**Room #**

Path to Progress: A New Vision For Pension & Health Benefit Reforms (Joint Session with TCTANJ/GPA/GFOANJ)

303

Craft Breweries & Your Municipality

311

Schools & Municipalities: Working Together For Student Safety

312

FEMA Public Assistance Grants 101

314

Navigating Change in Your Downtown

318

Public Service & Lifelong Learning: You're Never Too Old To Get Better

405/406

How the Digital Transformation Has Impacted Local Government

408

Elected Officials Can Reduce Exposure to Lawsuits

412

The Grass Is Greener with a Sustainable Jersey Grant

421

**Registration & Exhibits Close**

**5:00 p.m.**



## Wednesday, November 14

Registration & Exhibits Open 8:30 a.m.

9:00 a.m.-10:40 a.m. Sessions	Room #
The Answer to SALT Changes: Charitable Trusts	303
Affordable Housing Update (Joint Session with NJPO)	311
NJ Apprenticeship Network: Public Sector Workforce Strategies	320
From Release to Resilience: Building Bridges for a Prisoner's Journey Home	401
How the Levers of Power in Trenton Affect Your Municipal Agenda	404
Creativity Showcase: Providing Municipal Services – P3, SSI, Tech, & More	408/409
2018 Sustainable Jersey Program Update: New Actions & Initiatives	421
10:45 a.m.-12:00 noon Sessions	Room #
Murphy's Marks: The Governor's Freshman Report Card	201/202
The Art of Negotiation: Women Leading the Way	301
Improving Population Health in New Jersey (Joint Session with NJACCHO)	312
The Vacant Property Epidemic	402
Marijuana Legalization: A State & Local Perspective	403
Structural Solutions for Systemic Faults: A New Vision for Tax Reform	415
Elected Officials Primer: Ethics, OPMA, OPRA & Civility	417
Innovation Cities: Advancing the Quality of Urban Living	419
Beyond Your Borders: The Benefits to Collaboration	421

Everyone wants their hometown to be clean and beautiful now and into the future. Environmental sessions at the Conference offer a number of tools for success.

## Tuesday, November 13

2:00 p.m. Room 401	The Visual Litter Survey in NJ: Changing State and Local Policies
2:00 p.m. Room 421	Whole Community Approaches to a Clean Energy Future
3:45 p.m. Room 421	The Grass is Greener With a Sustainable Jersey Grant

## Wednesday, November 14

9:00 a.m. Room 421	2018 Sustainable Jersey Program Update: New Actions and Initiatives
3:45 p.m. Room 318	Building a Resilient Community
3:45 p.m. Room 421	Makin' Green By Goin' Green

## Thursday, November 15

9:00 a.m. Room 421	Pathways for Protecting and Improving Community Water Resources
10:45 a.m. Room 421	Show Me the Data! Energy Efficiency Success Stories for NJ Towns.
2:00 p.m. Rooms 408/409	Hot Topics in Protecting Drinking Water Quality
2:00 p.m. Room 421	It's Electric! Planning for Electric Vehicles in Your Community

## 2018 Conference Consultants

A list of consulting contacts has been made available at [www.njslom.org/consultants](http://www.njslom.org/consultants), in the app, and in the printed Session Program, allowing conference attendees the option of scheduling face-to-face meetings with State program directors, area experts, and grant providers to occur during the Conference week.

Take advantage of the ample space for one-on-one and small group meetings in the Exhibit Hall lounges and in the Atrium lobby.



# NJLM PROGRAMS, SESSIONS & WORKSHOPS

Annual Mayor's  
Box Luncheon



12:00 Noon-  
1:45 p.m.

Crown Ballroom, 2<sup>nd</sup> Floor  
Sheraton

2:00 p.m.-3:40 p.m. Sessions	Room#
Legislative Leadership: Working Together for a Better New Jersey	201/202
Resources Available to Municipalities Fighting the Opioid Epidemic	301
Economic Development: Lessons Learned from Amazon	304
Restoring the Urban Enterprise Zone Program (UEZ)	307
The Power of the Black Church in White America	313
Recent OPRA Decisions	402
Your Bid Specifications & the Challenges (Joint Session with GPA)	403
Elected Officials Primer: Budget, Procurement, & Purchasing Issues	419



## MAYOR'S BOX LUNCHEON

### 27th Annual Mayor's Box Luncheon

Wednesday, November 14, 2018

12:00 Noon-1:45 p.m.

Crown Ballroom, 2nd Floor  
Sheraton Hotel, Atlantic City

Tickets \$25 per person  
(Limited to the Mayor and two guests  
of the Mayor's choosing)



#### Presiding

Honorable James L. Cassella, *Mayor, East Rutherford Borough; League President*

#### Presentations

Mayors' Hall of Fame Presentation  
Innovation in Governance Awards  
Presentation

#### Welcome

Honorable Frank M. Gilliam, Jr., *Mayor, Atlantic City*

#### Guest Speakers

Honorable Shelia Oliver, *Lieutenant Governor, State of New Jersey; Commissioner, State Department of Community Affairs*

Honorable Gurbir S. Grewal, *Attorney General, State of New Jersey*





## League Delegates Luncheon

Thursday, November 15, 2018

12:00 Noon-1:30 p.m.

Crown Ballroom, 2nd Floor  
Sheraton Hotel, Atlantic City

Tickets: \$40 per person



### Presiding

Honorable James L. Cassella,  
*Mayor, East Rutherford Borough; League President*

### Invocation

Monsignor Philip Lowery,  
*St. James Catholic Church, Red Bank Borough;  
New Jersey Chaplain, New Jersey State Police*

### Welcome

Honorable Frank M. Gilliam, Jr.,  
*Mayor, Atlantic City*

### Invited Guest Speaker

Honorable Philip Murphy,  
*Governor, State of New Jersey*

### Official Towne Crier of the New Jersey State League of Municipalities

Richard LaLena



Best Practices for Municipal Websites	420
Bridging the Gaps: Creating Equitable Communities	421
<b>3:45 p.m.-5:15 p.m. Sessions</b>	<b>Room #</b>
MEL-JIF Risk Management	302
Optimizing Economic Development Success in Communities	310
Coordinating Roadways For Efficient Traffic Movement	311
Building a Resilient Community	318
State Budget Blueprints: The Making of the State's Annual Spending Plan	401
Makin' Green By Goin' Green	421
Gray Areas in Local Ethics & How to Navigate Them	Hall A

**Registration & Exhibits Close 5:00 p.m.**

**Women in Municipal Government**  **Networking & Awards Event** **5:15 p.m.** **Pearl Ballroom, 2<sup>nd</sup> Floor Sheraton**

## Thursday, November 15

**Registration & Exhibits Open 8:30 a.m.**

<b>9:00 a.m.-10:45 a.m. Sessions</b>	<b>Room #</b>
Planning for Tomorrow's Infrastructure (Joint Session with NJPO)	301
Interest Arbitration & Negotiations Update 2018	302
Public Contracts Law & Regulation Update (Joint Session with TCTANJ/GPA/GFOANJ)	303
Strengthening the Bench: Municipal Court Reform Proposals	311
Shared Services Forum	403
Police-Community Relations: Avoiding Conflict & Assuring Cooperation	411
Advanced Topics in Property Taxation (runs until 12:00 noon) (Joint Session with AMANJ/NJILGA)	412
Pathways for Protecting & Improving Community Water Resources	421



# NJLM PROGRAMS, SESSIONS & WORKSHOPS



## GET FISCALLY FIT

Economic development and redevelopment challenges and opportunities are in the forefront of New Jersey's plans, catch up with these sessions.

### Tuesday, November 13

**2:00 p.m.** Is Liquor Licensing Reform Needed?  
**Room 404**

**2:00 p.m.** The HeART of Downtown Renaissance  
**Room 308**

**3:45 p.m.** Navigating Change in Your Downtown  
**Room 318**

**3:45 p.m.** Craft Breweries and Your Municipality  
**Room 311**

### Wednesday, November 14

**10:45 a.m.** Innovation Cities: Advancing the Quality of Urban Living  
**Room 419**

**2:00 p.m.** Economic Development: Lessons Learned From Amazon  
**Room 304**

**2:00 p.m.** Restoring the Urban Enterprise Zone Program (UEZ)  
**Room 307**

**3:45 p.m.** Optimizing Economic Development Success in Communities  
**Room 310**

### Thursday, November 15

**10:45 a.m.** Tourism and Local Government Engagement  
**Room 414**

10:45 a.m.-12:00 Noon Sessions	Room #
Labor Law Update	201
Smart Cities – Changing Transportation	309
OPMA/Civility/Administration of Public Meetings	312
Code Blue & Homeless Support	315
Shared Services: Regional Shared Service Consortia	402
The State of Innovation: Building a Stronger & Fairer NJ Economy	408/409
Tourism & Local Government Engagement	414
Show Me the Data! Energy Efficiency Success Stories for NJ Towns	421

**League Luncheon for all Delegates**  **12:15 p.m.** **Crown Ballroom, 2<sup>nd</sup> Floor Sheraton**

**Exhibits Close** **1:00 p.m.**

2:00 p.m.-3:40 p.m. Sessions	Room #
Your Administration's Role in Managing Municipal Technology	304
Right to Farm 2.0	305/306
Hot Topics in Protecting Drinking Water Quality	408/409
Smooth Handoff With Homeowners' Associations	411

It's Electric! Planning for Electric Vehicles in Your Community **421**

**Registration Closes** **3:00 p.m.**

**League Annual Business Meeting** **3:30 p.m.** **Pearl Ballroom, 2<sup>nd</sup> Floor, Sheraton**





# EXHIBITOR LEARNING SESSIONS

Conference exhibitors share their expertise and insights with free, informative sessions open to all conference delegates on Tuesday, Nov. 13, and Wednesday, Nov. 14.



## Tuesday, November 13

12:00 Noon - 12:50 p.m. Session	Room #
<b>Horizon BCBSNJ</b> Building Partnerships to Prevent Opioid Abuse	410
1:00 p.m. - 1:50 p.m. Session	Room #
<b>GovPilot</b> How to Streamline Your Local Government	306

## Wednesday, November 14, 2018

12:00 Noon - 12:50 p.m. Sessions	Room #
<b>Concentra Medical Centers</b> Telemedicine & Occupational Health Add Value to Injury Care	316
<b>Republic Services of NJ</b> Recycling Is Broken – Overcoming Today’s Challenges	317
<b>Create</b> How to Reduce Your Health Care Spend – It Can Be Done	410
<b>Middlesex County</b> Middlesex County, NJ; Best Practices	416
<b>Horizon BCBSNJ</b> Building Partnerships to Prevent Opioid Abuse	420
1:00 p.m. - 1:50 p.m. Sessions	Room #
<b>WM Policy</b> Greening Up the Garden State: Responsible Cannabis Policy in NJ	309
<b>Localintel</b> How Your Municipal Website Can Power Local Job Growth	321
<b>T&amp;M Associates</b> Benefits of Open Data on Municipalities	405



## Get Social!

Follow NJLM on Facebook and Twitter, by using **#njleague** or download the Conference App and opt for push notifications.

We'll be providing immediate notices on:

- Changes to the League’s educational sessions schedule
- Shuttle bus changes
- Sold-out League events
- Daily highlights

View NJLM’s profiles at [facebook.com/njleague](https://facebook.com/njleague) and [twitter.com/nj\\_league](https://twitter.com/nj_league).





# Back for 2018: Conference App

Back by popular demand, the 2018 Conference app is now available through iTunes, GooglePlay, and Microsoft app stores. Download the app to access a fully searchable session schedule, interactive map of the exhibit floor, listing of exhibitors, and up-to-date event information. Please note: this year you'll need to re-upload the app as it is entirely new for 2018.

## Getting Started

Once you've downloaded the app, select a user name and password that will be used to access your saved information on all of your devices. To get going, you'll review OPRA and security messages, then get a brief tutorial featuring the highlights of the app. Once you're into the app, it's time to explore all of the beneficial options at hand!



	<b>Schedule</b>	General, searchable list of conference events
	<b>MyEvent</b>	Your personal schedule selected from the app features
	<b>Consultants</b>	A check adds to your contact list. "Let's Meet" creates an email link for consulting meetings
	<b>Floor Plans</b>	Interactive maps of floors 2-4 of the ACCC and Exhibit Hall
	<b>Sponsors</b>	Visit those who support the League Conference!
	<b>Exhibitors</b>	Exhibitors filtered by category, name, or booth #
	<b>Speakers</b>	Speakers with their titles and links to their sessions
	<b>League Insider</b>	NJLM who's who, League Officers, Executive Board, and Staff
	<b>Member Benefits</b>	A rundown of the benefits of NJLM membership
	<b>Social</b>	Sign in to view the League's latest feeds
	<b>Highlights</b>	The highlights of what's happening each day at the conference.
	<b>FAQs</b>	Conference and Attendees' information
	<b>Venues</b>	Official conference hotels & facilities
	<b>About</b>	A welcome message from NJLM President Mayor James Cassella
	<b>Help Desk</b>	Visit our info booth on-site for conference-related issues or contact the app developer for app related issues
	<b>Settings</b>	Select options to add MyShow events to your personal calendar and opt for push notifications for the latest news
	<b>Atlantic City, NJ</b>	A city guide to Atlantic City
	<b>Feedback</b>	Fill out this survey to let us know how much you like the new app.
	<b>Logout</b>	Optional, but not necessary to exit the app.

## QUICK GUIDE: Navigating the App



Check for alerts/updates



Sync/update the app



Information about the app



Tips for app functions



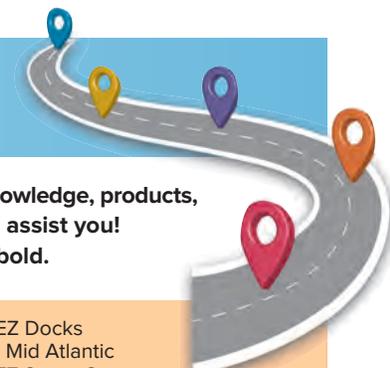
Filter Schedule by CEU, Event Type, or Affiliate Group



Search by keyword, speaker, or exhibitor



# EXHIBITORS (at press time)



The following companies are exhibiting at the League Conference and are eager to offer their knowledge, products, and services to assist municipal officials. Be sure to stop by their booths to see how they can assist you! See the interactive floor plan at [www.njslom.org/exhibits](http://www.njslom.org/exhibits) for more in the enhanced listing in bold.

A & K Equipment Company, Inc.  
 A+ Technology and Security  
 Abbington Engineering, LLC  
 ABC-NJ  
 Absolute Fire Protection&Vehicle  
 Absorb-Z  
 AccessRec, LLC  
 ACCSES NJ/ CNA Services  
 AccuScan  
 Aces/Premier Orthopaedics  
 Acme/Lingo Flagpoles  
 ACT Engineers, Inc.  
 Action Data Services  
 Adams, Rehmann & Heggan Assoc.  
 Adsorbed Natural Gas Products  
 Advanced Card Systems  
 Advanced Infrastructure Design  
 Aetna  
 Affordable Housing Alliance  
 Aflac- Purazzo Insurance Services  
 AFP Foundation  
 Aion by VCS  
 Air & Gas Technologies, Inc.  
 All Covered  
 Allan Briteway ElectricalUtility  
 Allen Associates  
 Alliance Bus Group  
 Alliance Mercantile-Viking  
 Allied Document Solutions  
 Allstate Office Interiors  
 Altec Industries Inc.  
 Altice Business  
 American Hose & Hydraulics  
 American Pipe Cleaning, LLC  
 American Recycling Resources  
 American Recycling Technologies  
 American Red Cross NJ Region  
 American Tennis Courts, Inc.  
 American Water Resources  
 AmeriHealth New Jersey  
 AMRAMP  
 AMTA-New Jersey Chapter  
 Amy S. Greene Environmental  
 Ancero  
 Animal Stoppers of NJ  
 ANJEC-Assoc of NJ Environ Comm  
 AP Certified Testing LLC  
 Approved Fire Protection Co., Inc.  
 APWA - NJ Chapter  
 Aqua New Jersey, Inc.  
 AQUATECH-USA.com  
 Asphalt Industries, Inc.  
 Asphalt Paving Systems, Inc.  
 Asplundh Tree Expert, LLC  
 Associated Asphalt  
 AstroTurf  
 AT&T  
 Atlantic Coast Recycling  
 Atlantic County Government  
 Atlantic Plumbing Supply  
 Atlantic, Tomorrows Office  
 Aurora Environmental, Inc.  
 AWT Environmental Services  
 AXA Equitable  
 B&H Photo, Video & Pro Audio  
 Badger Meter, Inc.  
 Balady Promotions, Inc.  
 BANC3 Engineering, Inc  
 Barber Beach Cleaners  
 Bayshore Recycling Corp.  
 Belfor Property Restoration

Ben Shaffer Recreation Inc.  
 Benecard Services LLC  
 Bergen County Dept Plan/Engineer  
 Bethlehem Precast, Inc.  
 Beyer Bros. Corp.  
 Beyer Chrysler Dodge Jeep Ram  
 Beyer Fleet  
 Beyer Ford  
 BGIA  
 Big R Bridge  
 Black Lagoon Pond Management  
 Blau & Blau  
 Blue Earth Products  
 BlueScope Construction Gov Svc  
 Bobcat of North Jersey  
 Bortek Industries, Inc.  
 Bosch Rexroth Canada  
 Bowman Consulting Group  
 Boxcar  
 Boyce Associates, Inc.  
 BrenCo Equipment Supply &Tech  
 Brinkerhoff Environmental Svcs  
 Britton Industries  
 Brown & Brown Insurance  
 BRS, Inc.  
 Bruno Associates, Inc.  
 Bryan Electric Co., Inc.  
 Bulk Storage Inc.  
 Burbio.com  
 Burlington Co. Bridge Commissn.  
 CAIT Technology Transfer Group  
 Cambria Truck Center, Inc.  
 Campbell Freightliner, LLC.  
 Capehart Scatchard  
 Capital Benefits, LLC.  
 Carbtrol Corporation  
 Card Data Systems /Toshiba  
 Carousel Industries  
 CASA Payroll Services  
 Castle Energy  
 CEMCO, Inc.  
 Center State Engineering  
 Centerpoint Communications  
 Central Jersey Equipment  
 Certified Cirus Control Systems  
 CFG Health Network, LLC  
 Chambers Architecture, Inc.  
 ChargEVC  
 Check Point Software Technologies  
 Chemung Supply Corp.  
 Cherry Valley Tractor Sales  
 Cintas Corporation  
 City Fire Equipment Co., Inc.  
 City of Angels NJ  
 City of Atlantic City  
 City of Long Branch  
 City of Plainfield  
 CivicPlus  
 Civil Solutions  
 Claims Resolution Corporation  
 Classic Turf Company  
 Cliffside Body Corp.  
 Cm3 Building Solutions, Inc.  
 CMC Energy Services  
 CME Associates  
 Coded Systems, LLC  
 Colonial Life  
 Commercial Recreation Specialist  
 Commercial Utility Consultants Inc.  
 Community Associations Inst. NJ  
 Concentra Medical Centers

Concrete Pipe Assoc. of NJ  
 Conner Strong & Buckelew  
 Consolidated Fence Co.  
 Contemporary Sprinter/Metris  
 Control Point Associates, Inc.  
 Convault/DieselPure  
 Cooper Electric Supply Co.  
 Cooper's Office Furniture  
 Copiers Plus, Inc.  
 County of Union  
 CRAM-A-LOT  
 Create  
 Creative Pultrusions, Inc.  
 Credit Union of New Jersey  
 Creston Hydraulics, Inc.  
 CSO Radio  
 CTCI  
 CUES  
 DARE America  
 Data Network Solutions  
 DCO Energy LLC  
 DDS Services  
 De Block Environmental Services  
 Dejana Truck & Utility Equipment  
 Dell/Ocean Computer Group Inc.  
 Delta Dental of New Jersey, Inc.  
 Deluxe International Trucks  
 Deschamps Mats Systems, Inc.  
 DEVO & Associates/IMS  
 Direct Flooring  
 Discount Playground Supply  
 DMR Architects  
 Docusafe Records Management  
 Dome Corp. of North America  
 Donnelly Energy  
 Dossier Systems, Inc.  
 Dovelin Enterprises  
 Downes Forest Products, LLC  
 Downtown Decorations, Inc.  
 Downtown New Jersey  
 Dun-Rite Sand & Gravel  
 Dynamic Defense Technologies  
 E.O. Habegger Co., Inc.  
 Eagle Wireless Communications  
 Earth Materials, LLC (Copertino)  
 Eastern Armored Services, Inc.  
 Eastern DataComm, Inc.  
 Eastern Lift Truck  
 Eastern Surplus & Equip. Co.  
 Eaton's Cooper Lighting  
 EAW Security  
 Edmunds & Associates, Inc.  
 Electronic Risks Consultants  
 Elizabeth Development Company  
 Elizabeth Truck Center  
 Elizabethtown Gas (NGV)  
 Elizabethtown Gas-Energy Smart  
 eMazzanti Technologies  
 Emcom Systems  
 EMEX, LLC  
 EMS Council of New Jersey  
 Enfotech & Consulting, Inc.  
 Engineering & Land Planning Asso  
 Enovative Technologies  
 Environmental Equipment Co.  
 Environmental Resolutions, Inc.  
 EnviroSight, LLC  
 Eppy's Tool & Equipment  
 ESCNJ Co-op Services  
 Ewing Irrigation  
 Excel Environmental Resources

EZ Docks  
 Mid Atlantic  
 EZ Street Company  
 Facility Solutions Group  
 Fairleigh Dickinson University  
 Falcon RME/Switch-N-GO  
 FDR Hitches  
 Felician University  
 Ferguson Water Works  
 Ferriero Engineering, Inc.  
 FieldTurf  
 Filebank Inc.  
 Finch Services, Inc.  
 Fincredit Inc.  
 Finger's Radiator Hospital Inc.  
 Fire & Safety Services, LTD.  
 Fireworks Extravaganza  
 Fitz's Fish Ponds  
 Flemington Car & Truck Country  
 Flooring Concepts  
 Foley Incorporated  
 Force America, LLC.  
 Fortress Mobile  
 Foveonics Imaging Technologies  
 Frank Mazza & Son Inc.  
 Franklin Trailers, Inc.  
 Franklin-Griffith Electrical  
 FreeSpan Structures, Inc.  
 French & Parrello Associates  
 Fuel Ox  
 FuelForce Multiforce Systems  
 FuelMaster/Syntech Systems, Inc.  
 Gabrielli Truck Sales  
 GAF  
 Gallagher Asphalt Corporation  
 GameTime Park & Playground  
 Equip  
 Garden State Bobcat Group  
 Garden State Laboratories, Inc.  
 Garden State Municipal JIF  
 Gates Flag & Banner Co.  
 Geese Chasers  
 General Code  
 General Recreation, Inc.  
 Geo 3.0 by Jungle Lasers  
 GEOD Corporation  
 George Ely Associates  
 Geospatial Analytics, Inc.  
 GGI Road & Traffic  
 Gill ID Systems  
 Global Industrial  
 Golden Equipment Co. Inc.  
 Goosetown Communications  
 GovDeals, Inc.  
 GovPilot  
 Gramco Business Communications  
 Granturk Equipment Co., Inc.  
 Greenfields Outdoor Fitness  
**GreenLife Energy Solutions**  
 Greyhawk  
 GRM Information Management  
 Groff Tractor New Jersey, LLC.  
 Grotto Engineering Assoc LLC  
 Ground Works Solutions/URE-  
 TEKUSA  
 H. A. DeHart & Son, Inc.  
 H2M Associates, Inc.  
 Hackensack Riverkeeper Inc.  
 Hale Trailer Brake & Wheel



# WIMG NETWORKING & AWARDS EVENT



Wednesday, November 14, 2018 • 5:15 p.m.  
Pearl Ballroom, 2nd Floor • Sheraton Hotel, Atlantic City  
Tickets \$30 per person

The Women in Municipal Government Committee (WIMG) was established by the League of Municipalities' Executive Board to encourage active involvement and full participation of elected female municipal officials in local government. After a successful kickoff in 2018, WIMG is again holding its Networking and Awards event during the League's annual conference to honor women who have dedicated their time and energy toward the advancement of women in municipal government. The evening promises to be an environment for building new and deeper connections amongst participants.



## Did you know:

Out of the 565 municipalities, only 73 Mayors are female?



Out of the 2,878 governing body members, only 771 are female?



Females comprise 51.2% of the population in New Jersey.



12.92% Mayors  
26.79% Governing body members,  
32.5% NJ Assembly members, and  
25% NJ Senate members are female.



## Annual Outstanding Women in Government Award

### Welcome

Frank M. Gillam, Jr., *Mayor, Atlantic City*  
James L. Cassella, *Mayor, East Rutherford, NJLM League President*  
Sheila Oliver, *Lieutenant Governor, State of New Jersey; Commissioner, State Department of Community Affairs*

### Honorees

Janice S. Mironov, *Mayor, East Windsor, League Past President*  
Carol Bianchi, *Committeewoman, Bernards Township*  
Tency A. Eason, *Councilwoman, Orange City*  
Jillian Barrick, *Business Administrator, Morristown Town*  
Susan Jacobucci, *Business Administrator, Paulsboro Borough*

(Exhibitors continued)

- Hanson Aggregates BMC
- Harbor Consultants, Inc.
- Harter Equipment, Inc.
- HEI-WAY, LLC
- Henke Manufacturing
- HERC Rentals
- Heyer, Gruel & Associates
- Hoffman Equipment
- Hoffman Services, Inc.
- Holophane Lighting
- Homeland Security Investigations
- Hoover Truck Centers
- Horizon BCBSNJ
- Host Compliance
- Housing & Com.Dvlp Network NJ
- Hubbell Lighting
- Hudson County Improvement Auth.
- Hudson County Motors, Inc.
- Hudson Machinery LLC
- Hunter Technologies
- Hunter Truck
- Hutchinson Mechanical Services
- I.M.S.A. New Jersey
- IAA Insurance Administrator
- IAPMO
- IBEW Local 102
- Icon/EPA-Comp/Universal Valve
- ILA Lighting & Controls
- INDECO North America
- Info-Cop By GTBM, Inc.
- Infogroup
- Inservco Insurance Services
- Insurance Design Administrators
- Integrated Technical Systems
- Integrity Health
- International Code Council
- Interport
- Investors Bank
- Invoice Cloud
- ION Wave Technologies, Inc.
- IPL Plastics Environment
- IPS Group
- J&J Bodies/Bristol Donald
- Jack Doheny Companies
- JD Sound & Video
- Jersey Access Group/NJ NATOA
- Jersey Cape
- Jersey Central Power & Light
- Jersey Professional Management
- Jersey Rents Equipment Sales
- JESCO, Inc.
- Jet Vac Equipment
- Jewel Electric Supply Company
- Jidan Cleaning
- John Guire Supply
- John W. Kennedy Company, Inc.
- Johnson & Towers, Inc.
- Johnston Communications
- Joshua Marcus Group Promotions
- Kairos Development Group
- Kamstrup Water Metering
- Kapsch TrafficCom USA
- KC Sign
- Keller & Kirkpatrick, Inc.
- Keyport Army Navy
- Keystone Purchasing Network
- Keystone Structures, Inc.
- Kiely Family of Companies
- Kimco USA Inc.
- Kistler O'Brien Fire Protection
- Kraft Power
- Kueper North America
- L.E.A.D. Inc.
- LAN Associates
- Laurel Equipment
- Liberty Parks & Playgrounds



LifeSavers, Inc.  
 Lincoln Financial Group  
 LOCALINTEL  
 MacKay Meters, Inc.  
 Maco Office Source  
 Marbelite Co., Inc.  
 Maser Consulting  
 Mateflex  
 Max Spann Real Estate/Auction Co  
 Mazza Recycling Services  
 McGrath Municipal Equipment  
 McLaren Engineering Group  
 MetLife  
 Metropolitan Data Solutions  
 MGL Printing Solutions  
 Mid-Atlantic Truck Centre  
 Mid-Atlantic Waste Systems  
 Middlesex County  
 Mike's Better Shoes  
 Millennium Communications Group  
 Millennium Strategies LLC  
 Milliken  
 Mitchell Associates Architects  
 Mitchell Humphrey & Co.  
 Monmouth Truck Equipment  
 Monmouth Univ. Urban Coast Inst.  
 Montana Construction Corp Inc.  
 Mott MacDonald  
 Muncie Power Products  
 Municibid  
 Municipal Clerks' Assoc. of NJ  
 Municipal Excess Liability Fund  
 Municipal Leasing Consultants  
 Municipal Safety Supply  
 Municipal Software, Inc.  
 MuniCIPAY  
 Municode  
 Munidex, Inc.  
 Muscle Wall  
 Musco Sports Lighting  
 My Downtown Mobile  
 Najarian Associates  
 National Water Main Cleaning Co.  
 New Horizon Lighting Inc.  
 New Jersey American Water  
 New Jersey Beekeepers  
 New Jersey CannaBusiness Assoc.  
 New Jersey Chapter ASLA  
 New Jersey Conference of Mayors  
 New Jersey Farm Bureau  
 New Jersey Health Insurance Fund  
 New Jersey Infrastructure Bank  
 New Jersey Library Association  
 New Jersey Natural Gas  
 New Jersey Natural Gas (NGV)  
 New Jersey One Call  
 New Jersey Parking Institute  
 New Jersey Planning Officials  
 New Jersey Prevention Network  
 New Jersey's Clean Energy Prog.  
 New York Life Insurance Co.  
 NJ - Board of Public Utilities  
 NJ - Catastrophic Illness Progm  
 NJ - Civil Service Commission  
 NJ - Council on Dev Disabilities  
 NJ - DEP Local Gov't Assistance  
 NJ - Dept Health/Child Lead  
 NJ - Dept Military & Veterans  
 NJ - Dept of Agriculture  
 NJ - Dept of Children & Families  
 NJ - Dept of Community Affairs  
 NJ - Dept of Transportation  
 NJ - DEPTCOR/State Use Industries  
 NJ - Division of Consumer Affair  
 NJ - Division of Taxation LPT  
 NJ - Highlands Council  
 NJ - Housing & Mortgage Finance

NJ - Motor Vehicle Commission  
 NJ - Redevelopment Authority  
 NJ - Schools Development Auth.  
 NJ - State Library  
 NJ - Unclaimed Property  
 NJ Business & Industry Association  
 NJ Certified Animal Control  
 NJ Clean Communities  
 NJ District Kiwanis Int'l  
 NJ ELEC  
 NJ GMIS  
 NJ Municipalities Magazine  
 NJ Police Chiefs Association  
 NJ Recreation & Park Assoc.  
 NJ SEM  
 NJ Shade Tree Federation  
 NJ Society of Prof Land Surveyor  
 NJ State Chamber of Commerce  
 NJ Water Environment Assoc.  
 NJEDA  
 NJEdge  
 NJHCQI Mayors Wellness  
 NJM Insurance Company  
 Norris Sales Co. Inc.  
 North American Pipeline Services  
 North Jersey Friendship  
 Northeast Communications, Inc.  
 Northeast Sweepers & Rentals  
 Northern Advisory Group  
 Northfield Bank  
 NozzTeq Inc.  
 Oasis Charger dba Juice Bar  
 OceanFirst Bank  
 Office Business Systems  
 Oldcastle Precast Easiset Bldgs  
 Olympia Lighting, Inc.  
 Omega Environmental Services  
 OMER/First-Choice  
 One Source of New Jersey  
 Onspot Automatic Tire Chains  
 Ørsted  
 OSI Technology  
 Oxford Engineering Company  
 P.L. Custom Emergency Vehicles  
 P3GM & EYSA USA  
 Paper Mart, Inc.  
 Parker-Helac  
 ParkWhiz, Inc.  
 Party Perfect Rentals  
 Pascack Data Services, Inc.  
 Passaic Valley Sewerage  
 Passport Labs, Inc.  
 Payment Service Network, Inc.  
 Peach Country  
 Peckham Materials Corp  
 Peirce-Eagle Equipment Company  
 Pennoni  
 Perma-Liner Industries LLC  
 PFANJ  
 Philips Lighting North America  
 Phoenix Advisors, LLC.  
 Piazza & Associates, Inc.  
 Pioneer/Mt. Tarp  
 PKA Technologies  
 Plainfield M.U.A.  
 PMA Management Corp.  
 PNC Bank, N.A.  
 POM Parking Meters  
 Precision Electric Motor Works Inc  
 Preservation New Jersey  
 Presray Corporation  
 Prior & Nami Business Systems  
 Protecting the NJ Shore  
 Providence Engineering  
 Provident Bank  
 PSE&G  
 Public Works Association of NJ

PubWorks  
 QPR  
 QualCare/Qual-Lynx  
 R&L Payroll  
 Rain for Rent  
 Reed Systems, LTD  
 Remington & Vernick Engineers  
 Report It, LLC.  
 Republic Services of NJ  
 RF Design & Integration Inc.  
 RFP Solutions, Inc.  
 RFS Commercial, Inc.  
 RGA, Inc.  
 Ricoh USA Inc.  
 Rileighs Outdoor Décor  
 Rimkus Consulting Group  
 RIO Supply/Neptune  
 River Valley Recreation  
 Riverview Studios  
 RJP Hotsy  
 Roberts Engineering Group LLC  
 Rohrer Bus Sales  
 Rossi Paint Stores  
 Rotochopper, Inc.  
 Route 23 Auto Mall  
 Rudco Products, Inc.  
 Russell Reid / Mr. John Co.  
 Rutgers Continuing Education  
 Sanitation Equipment Corp.  
 Santander Bank, N.A.  
 Save Barnegat Bay  
 Schaefer Systems Int. Inc.  
 Schneider Electric  
 SEA BOX, Inc  
 SealMaster  
 SeamlessDocs  
 SEFAC USA Inc.  
 Sensus USA  
 ServiceMaster Restore  
 SERVPRO Freehold, Jersey City  
 Servpro of Greater Hunterdon Cty  
 SERVPRO Team Green  
 Seton Hall University  
 Shaw Sports Turf  
 SHI  
 Sierra International Machinery  
 Signature Sites LLC  
 Simon's Agency, Inc.  
 SkyBitz  
 sofSURFACES  
 Sonitrol Security Systems  
 South Jersey Fed. Credit Union  
 South Jersey Gas  
 Spatial Data Logic (SDL)  
 Specialty Automotive Equipment  
 Sportsbeams Lighting, Inc  
 Sprint Business  
 SSP Architects  
 StallMate LLC  
 Statewide Insurance Fund  
 Statewide Traffic Safety  
 Sternberg Lighting  
 Stewart & Stevenson/Atlantic-DDA  
 Stewart, a Xerox Company  
 Stockton University  
 Stormwater Compliance Solutions  
 Storr Tractor Company  
 Structural Metal Fab./Brand FX  
 Stucchi USA  
 Suburban Consulting Engineers  
 SUEZ  
 Sunrise Systems  
 Superior Play Systems  
 Sustainable Jersey  
 SwiftReach  
 T&M Associates  
 T. Slack Environmental Services

T.M. Fitzgerald  
 & Associates  
 Target Park  
 Tax Collectors &  
 Treasurers NJ  
 Taylor Oil Company  
 TBBK Direct Leasing  
 TD Bank, N.A.  
 Teen Suicide Prevention (SPTS)  
 Tekris Power Electronics  
 Tennant Company  
 TGI Office Automation  
 The Difference Card  
 The Gillespie Group  
 The Goldstein Partnership  
 The LandTek Group, Inc.  
 The Pothole Killers  
 The Shauger Group, Inc.  
 Thomas Edison State University  
 Thomson Reuters  
 Timetrak Systems  
 Titan-Paint Sprayers  
 T-Mobile for Government  
 Toter  
 Trackless Vehicles, Ltd.  
 Traffic Logix  
 Traffic Plan  
 Tremco Roofing & Building Maint.  
 Triad Associates  
 Tristate LED  
 TriTec Office Equipment Inc.  
 Trius, Inc.  
 TruGritTraction.com  
 Tullo Fuel Services  
 Turf Equipment & Supply Co.  
 Turn-Key Technologies  
 U.S. Municipal  
 UNICOM Government Inc  
 Unicorn HRO  
 Unique Paving Materials Corp.  
 United Healthcare  
 United States Powertrain  
 United Storm Water, Inc.  
 US Flood Control Corp  
 USDA Rural Development  
 V.E. Ralph & Sons, Inc.  
 Valic  
 Valk Manufacturing Co.  
 Valley National Bank  
 Van Cleef Engineering Associates  
 Van Note-Harvey Associates, Inc.  
 VCI Emergency Vehicle Specialist  
 Veeder-Root/Gasboy  
 Vehicle Tracking Solutions  
 Verizon Connect  
 Vermeer North Atlantic  
 Versalift East, LLC  
 Victory Gardens Inc.  
 VoIP Networks  
 W. E. Timmerman Co, Inc.  
 Warshauer Electric Supply Co.  
 Waste Management of New Jersey  
 Weather Works, LLC  
 Well Manager LLC  
 Whitemarsh Corporation  
 Widmer Time Recorder  
 Wildco PES  
 Wilfred MacDonald, Inc.  
 Willdan  
 Wilmington Trust  
 Winner Ford  
 Wisemoving Technologies Corp  
 WM Policy  
 WTU Systems  
 Xylem Dewatering Solutions  
 Y-Pers, Inc.  
 Zoll Medical Corporation



# AFFILIATE PROGRAMS & MEETINGS

The 21 affiliated organizations form an integral part of the League Conference and their programs are open to all delegates. Meal functions normally require separate paid admission.

## Assessors | AMANJ Association of Municipal Assessors of New Jersey

Tuesday, November 13, 2018		Room #
	10:00 AM - 12:00 PM	
Legislative Update - Joint Session with MCANJ, GFOANJ & TCTANJ		402
	1:30 PM - 3:30 PM	
GIS for Property Tax Professionals		313
Wednesday, November 14, 2018		Room #
	9:00 AM - 10:00 AM	
NJIAAO Annual Membership Meeting		Dennis Ballroom, Bally's
	10:00 AM - 12:00 Noon	
AMANJ General Membership Meeting		Dennis Ballroom, Bally's
	12:00 PM - 2:00 PM	
AMANJ Annual Business Luncheon		Blenheim Ballroom, Bally's
	2:00 PM - 4:00 PM	
Maximum Value: A Real Estate Professional's Market Analysis		Dennis Ballroom, Bally's
Thursday, November 15, 2018		Room #
	9:00 AM - 12:00 Noon	
Advanced Topics in Property Taxation - Joint Session with NJLM & NJILGA		412
	1:30 PM - 3:30 PM	
Current Real Estate Market Trends & NJ Tax Court		410

## Municipal Attorneys | NJILGA New Jersey Institute of Local Government Attorneys

Wednesday, November 14, 2018		Room #
	10:00 AM - 10:15 AM	
NJILGA Welcome & Introduction to Programs & CLE Requirements		314
	10:15 AM - 11:30 AM	
Cyber Liability & Insurance Coverage Issues Facing Municipalities		314
	1:15 PM - 2:30 PM	
Topics in Local Government Ethics		314
	2:30 PM - 3:30 PM	
Recognizing, Avoiding, & Remediating Conflicts of Interest - Joint Session with NJSME		418
	4:00 PM - 5:00 PM	
New Jersey Public Sector Law Update		314
Thursday, November 15, 2018		Room #
	9:00 AM - 12:00 Noon	
Advanced Topics in Property Taxation - Joint Session with NJLM & AMANJ		412
	9:00 AM - 10:15 AM	
Everyday Environmental Issues Facing Municipalities		418
	10:00 AM - 11:30 AM	
SADC/Agricultural Properties: Green Acres/Open Space Issues, ROSI Consequences		415
	1:00 PM - 2:15 PM	
Avoiding & Defending Claims Against Local Governments		415
	2:30 PM - 3:30 PM	
OPRA & Right to Know: Recent Developments & Strategies		417
	3:30 PM - 4:30 PM	
Municipal Law Update 2018		419
	5:00 PM - 7:30 PM	
NJILGA Annual Social Event		Brighton Ballroom, Hard Rock Hotel & Casino

## Building Officials | NJBOA New Jersey Building Officials Association

Tuesday, November 13, 2018		Room #
	2:00 PM - 5:00 PM	
Marijuana Growing Facilities & The ICC		414
Wednesday, November 14, 2018		Room #
	10:00 AM - 11:30 AM	
NJBOA Election of 2018 Officers & General Meeting		Imperial/Berkshire, Bally's
	12:00 Noon - 3:00 PM	
NJBOA Annual Luncheon, Swearing in of 2018 Officers, & Presentation of Awards		Marlborough ABC, Bally's
	9:00 AM - 12:00 Noon	
IRC 2015 NJ Edition Glazing Section 308		316



## Municipal Clerks | MCANJ Municipal Clerks' Association of New Jersey, Inc.

Tuesday, November 13, 2018		Room #
10:00 AM - 12:00 Noon		
Legislative Update - Joint Session with AMANJ, GFOANJ & TCTANJ		402
2:00 PM - 3:40 PM		
Everything Going On in the World of Elections		409

Wednesday, November 14, 2018		Room #
9:00 AM - 10:40 AM		
Start @ The Beginning With LGCCC		414
2:00 PM - 3:40 PM		
Exciting New Updates To Email Retention & Disposal		414

## Court Administrators | MCAANJ Municipal Court Administrators Association of New Jersey

Tuesday, November 13, 2018		Room #
12:00 Noon - 1:00 PM		
Resume Review - Selecting 8 from 50 Applicants		418
1:10 PM - 3:10 PM		
Your Guide to a Successful Hire		418
3:30 PM - 4:30 PM		
How to Get Hired		418
4:00 PM - 6:00 PM		
League Court Race		Havana Tower, Tropicana

Wednesday, November 14, 2018		Room #
8:45 AM - 9:00 AM		
MCAANJ Opening Discussion		Royal Swan Ballroom, North Tower, Tropicana
9:00 AM - 9:30 AM		
MCAANJ Keynote Speaker		Royal Swan Ballroom, North Tower, Tropicana
10:00 AM - 11:45 AM		
AOC Updates		Royal Swan Ballroom, North Tower, Tropicana
1:00 PM - 2:30 PM		
Hot Topics in the Judiciary		320
2:30 PM - 4:00 PM		
Promis Gavel - Navigation & Future Enhancements		320

Thursday, November 15, 2018		Room #
8:00 AM - 8:30 AM		
Continental Breakfast		Royal Swan Ballroom, North Tower, Tropicana
8:30 AM - 9:00 AM		
MCAA of NJ November Meeting		Royal Swan Ballroom, North Tower, Tropicana
9:00 AM - 10:00 AM		
Advancing Your Career; the Other Factors In Getting Hired		Royal Swan Ballroom, North Tower, Tropicana
10:00 AM - 1:00 PM		
The Judiciary Match Game		Royal Swan Ballroom, North Tower, Tropicana

## Electrical Inspectors | NJMEIA New Jersey Municipal Electrical Inspectors Association

Wednesday, November 14, 2018		Room #
10:00 AM - 12:00 Noon		
Permit Review		318

## Municipal Engineers | NJSME New Jersey Society of Municipal Engineers

Wednesday, November 14, 2018		Room #
8:30 AM - 9:30 AM		
NJSME Past President's Breakfast		Sheraton Convention Center Hotel
10:30 AM - 12:00 Noon		
NJSME Business Meeting		306
12:00 Noon - 2:00 PM		
NJSME Annual Luncheon Meeting & Awards Presentation		302
2:30 PM - 3:30 PM		
Recognizing, Avoiding, & Remediating Conflicts of Interest - Joint Session with NJILGA		418
Thursday, November 15, 2018		Room #
10:45 AM - 12:00 Noon		
Maximizing Federal Funding For Roads And Bridges		401



# AFFILIATE PROGRAMS & MEETINGS

## Finance Officers | GFOANJ Government Finance Officers Association of New Jersey

Tuesday, November 13, 2018		Room #
	10:00 AM - 12:00 Noon	
Legislative Update - Joint Session with AMANJ, MCANJ & TCTANJ		402
	2:00 PM - 3:40 PM	
Budget Audit & Update - Joint Session with NJLM & TCTANJ		302
	3:45 PM - 5:15 PM	
Path to Progress: A New Vision for Pension & Health Benefit Reforms - Joint Session with NJLM & TCTANJ		303
Wednesday, November 14, 2018		Room #
	10:45 AM - 11:45 AM	
Ethics & Employment Law		304
	4:00 PM - 4:50 PM	
Update on SALT as Charitable Contributions - Joint Session with TCTANJ		404
Thursday, November 15, 2018		Room #
	9:00 AM - 10:40 AM	
Public Contracts Law & Regulation Update - Joint Session with NJLM, GPNJ & TCTANJ		303
	9:00 AM - 10:00 AM	
Government Finance Officers Association of NJ Annual Meeting		308

## Fire Officials | NJSFPPA New Jersey State Fire Prevention and Protection Association

Wednesday, November 14, 2018		Room #
	10:00 AM - 12:00 Noon	
Regular Meeting of the New Jersey Fire Safety Commission		Hall A
	3:30 PM - 5:00 PM	
NJSFPPA Regular Business Meeting		316
Thursday, November 15, 2018		Room #
	10:00 AM - 12:00 Noon	
Fire Stopping		317

## Health Officers | NJACCHO New Jersey Association of County & City Health Officials

Tuesday, November 13, 2018		Room #
	2:00 PM - 3:40 PM	
Bringing Wellness to Your Community with the Mayors Wellness Campaign		307
Wednesday, November 14, 2018		Room #
	9:00 AM - 10:30 AM	
NJACCHO Business Meeting & Osborne Award		313
	10:45 AM - 12:00 Noon	
Improving Population Health in New Jersey - Joint Session with NJLM		312
	12:30 PM - 2:00 PM	
NJACCHO Legislative Networking Luncheon		Olon Restaurant, Tropicana
Thursday, November 15, 2018		Room #
	9:00 AM - 11:00 AM	
NJACCHO Annual Brunch		The Borgata

## Jersey Access Group | JAG

Tuesday, November 13, 2018		Room #
	2:00 PM - 3:40 PM	
Right-of-Way & Federal Action Impacting Local Control - Joint Session with NJLM		301
Thursday, November 15, 2018		Room #
	9:00 AM - 10:40 AM	
Are We "High Tech" Enough to be a Smart City?		318

## Managers & Administrators | NJMMA New Jersey Municipal Management Association

Wednesday, November 14, 2018		Room #
	10:45 AM - 12:00 Noon	
Public Information Officer: Should Your Municipality Have One?		308
	12:00 Noon - 2:00 PM	
NJMMA Awards Luncheon		Crown Ball 1, 2, Sheraton Convention Center Hotel
	3:45 PM - 5:00 PM	
The New PERC Director & Labor/Management in NJ		408/409

## Planning Officials | NJPO New Jersey Planning Officials, Inc.

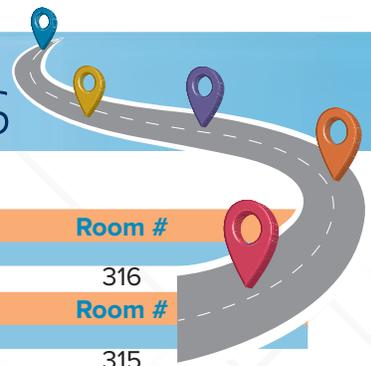
Tuesday, November 13, 2018		Room #
	9:00 AM - 10:30 AM	
Planning Gremlins		315
	10:00 AM - 4:00 PM	
Mandatory Certification Class for New Board Members (5 Hours)		305
	10:30 AM - 12:00 Noon	
Inherently Beneficial, Inherently Problematic		308



Staying Out of Trouble	1:00 PM - 2:30 PM	315
Planning for Millennials	3:00 PM - 4:30 PM	322
<b>Wednesday, November 14, 2018</b>		<b>Room #</b>
Mandatory Certification Class For New Board Members (5 Hours)	9:00 AM - 3:00 PM	305
Variances: Proofs & Case Law	9:00 AM - 10:30 AM	405
Affordable Housing Update - Joint Session with NJLM	9:00 AM - 10:40 AM	311
Ethics: Professional Planners	10:30 AM - 12:00 Noon	310
Impact of Microbreweries	10:30 AM - 12:00 Noon	322
NJAPZA Luncheon	12:00 Noon - 3:00 PM	Palladium Ball C, Caesars
Falling Rock	1:00 PM - 2:30 PM	322
Lowdown on Getting High	3:30 PM - 5:00 PM	322
NJPO Annual Board Meeting	5:15 PM - 6:00 PM	305
<b>Thursday, November 15, 2018</b>		<b>Room #</b>
NJPO Attorneys' Breakfast - "Invitation Only Event"	8:00 AM - 9:00 AM	Pre-Function 413 - Treehouse
Planning for Tomorrow's Infrastructure - Joint Session with NJLM	9:00 AM - 10:40 AM	301
William M. Cox Symposium	9:00 AM - 12:00 Noon	416
<b>Plumbing Inspectors   NJPIA</b> New Jersey State Plumbing Inspectors Association, Inc.		
<b>Wednesday, November 14, 2018</b>		<b>Room #</b>
Plumbing Code Development Under IAPMO	2:30 PM - 4:00 PM	317
<b>Prosecutors   NJSMPA</b> New Jersey State Municipal Prosecutors Association		
<b>Wednesday, November 14, 2018</b>		<b>Room #</b>
#ME2Movement & Municipal Courts: Need For Cultural Awareness	9:30 AM - 12:00 Noon	413
NJSMPA Luncheon	12:15 PM - 12:45 PM	319
NJSMPA Business Meeting	12:45 PM - 1:45 PM	319
Developments in the Municipal Courts Impacting the Community	2:15 PM - 4:55 PM	413
<b>Public Works   APWANJ</b> American Public Works Association – NJ Chapter		
<b>Wednesday, November 14, 2018</b>		<b>Room #</b>
Federal-Aid "Employee in Responsible Charge" Explained	10:45 AM - 12:00 Noon	406
Govt. Agency Liability in Transportation Infrastructure Construction & Maintenance	2:00 PM - 3:45 PM	406
<b>Thursday, November 15, 2018</b>		<b>Room #</b>
American Public Works Association Annual Meeting	9:00 AM - 10:30 AM	404
<b>Purchasing Agents   GPANJ</b> Governmental Purchasing Association of New Jersey		
<b>Tuesday, November 13, 2018</b>		<b>Room #</b>
Energy Aggregation	2:00 PM - 3:40 PM	413
<b>Wednesday, November 14, 2018</b>		<b>Room #</b>
Electronic Procurement/Electronic Bidding	9:00 AM - 10:40 AM	316
Your Bid Specifications & the Challenges - Joint Session with NJLM	2:00 PM - 3:40 PM	403
<b>Thursday, November 15, 2018</b>		<b>Room #</b>
Public Contracts Law & Regulation Update - Joint Session with NJLM, GFOANJ & TCTANJ	9:00 AM - 10:40 AM	303



# AFFILIATE PROGRAMS & MEETINGS



## Recreation Community Recreation Society of New Jersey

Tuesday, November 13, 2018		Room #
2:30 PM - 4:30 PM	Creating Successful Shared Services Agreements For Parks & Rec	316
Wednesday, November 14, 2018		Room #
9:00 AM - 11:00 AM	Recognizing & Reacting to Child Abuse	315
1:30 PM - 3:30 PM	Have a Plan - Before Everything Gets Squirrely	315

## Registrars NJ | RANJ Registrar's Association of New Jersey

Tuesday, November 13, 2018		Room #
8:00 AM - 9:00 AM	Registrars' Registration & Breakfast	Grand Ballroom, Bally's
9:00 AM - 9:30 AM	Registrars' Assn. Of NJ's Business Meeting	Grand Ballroom, Bally's
9:30 AM - 10:30 AM	OPRA & Records Of Vital Statistics	Grand Ballroom, Bally's
10:45 AM - 11:45 AM	Vital Statistics in Archives	Grand Ballroom, Bally's
12:00 Noon - 1:00 PM	Ask the State Registrar	Grand Ballroom, Bally's
1:00 PM - 2:00 PM	RANJ Luncheon	Grand Ballroom, Bally's
2:15 PM - 3:15 PM	Customer Service Fundamentals	201/202
3:30 PM - 4:30 PM	Working With the LGBT Community	201/202

## Tax Collectors & Treasurers | TCTANJ Tax Collectors and Treasurers Association of New Jersey

Tuesday, November 13, 2018		Room #
10:00 AM - 12:00 Noon	Legislative Update - Joint Session with AMANJ, GFOANJ & MCANJ	402
2:00 PM - 2:50 PM	Turning Unsold Tax Liens Into Money	410
2:00 PM - 3:40 PM	Budget Audit & Update - Joint Session with NJLM & GFOANJ	302
3:45 PM - 5:15 PM	Path to Progress: A New Vision For Pension & Health Benefit Reforms - Joint Session with NJLM & GFOANJ	303
Wednesday, November 14, 2018		Room #
9:00 AM - 10:50 AM	TCTANJ Business Meeting & Installation Of 2019 Officers - Breakfast	Mambo Room, Havana Tower, Tropicana
11:00 AM - 11:50 AM	Update From the Division	Mambo Room, Havana Tower, Tropicana
2:00 PM - 2:50 PM	BYOQ on Tax Sale Law	404
2:00 PM - 2:50 PM	Alternative Investment Opportunities	415
3:00 PM - 3:50 PM	Ethics in Local Government	303
4:00 PM - 4:50 PM	Update on SALT as Charitable Contributions - Joint Session with GFOANJ	404
Thursday, November 15, 2018		Room #
9:00 AM - 9:50 AM	Cyber Security & Counterfeit Currency	419
9:00 AM - 10:40 AM	Public Contracts Law & Regulation Update - Joint Session with NJLM, GFOANJ & GPANJ	303
11:00 AM - 11:50 AM	FAST (Financial Automation Submission & Tracking) Update	304

## Municipal Welfare Assoc. of NJ | MWANJ Municipal Welfare Association of New Jersey

Wednesday, November 14, 2018		Room #
9:00 AM - 9:30 AM	MWANJ Registration	307
9:30 AM - 1:00 PM	Opiate Epidemic: Narcan 2.0 Hope One & Education	307
Thursday, November 15, 2018		Room #
9:30 AM - 12:30 PM	Department Of Human Service Update, MWANJ Annual Meeting	Boardwalk & Morris Ave., Country Kitchen, Days Inn

**SAVE THE DATE!**

## Women in Municipal Government

# 2018 Networking & Awards Event

Back by popular demand...this year's Women in Municipal Government Networking & Awards Event will once again be held at the League Conference!

**5:15 p.m. Wednesday, Nov. 14, 2018**

**Pearl Ballroom, 2nd Floor, Sheraton**

Join us to honor women who have dedicated their time and energy to the advancement of women in municipal government.

This years honorees are:



**JANICE S. MIRONOV**  
Mayor, East Windsor;  
NJLM Past President



**CAROL BIANCHI**  
Committeewoman,  
Bernards Twp.



**TENCY A. EASON**  
Councilwoman,  
Orange City



**JILLIAN C. BARRICK**  
Business  
Administrator,  
Morristown



**SUSAN JACOBUCCI**  
Business  
Administrator,  
Paulsboro Borough



*Tickets: \$30 per person*

*Available for purchase at the League Conference while they last at the Registration Area, right of Hall C.*



## Tis the Season: Answering Many Questions on Holiday Displays

By Frank Marshall, Esq., NJLM Staff Attorney

**As the holiday season approaches, municipal officials across the state begin thinking of special ways to bring a sense of community and cheer to their residents. For many, this means adorning municipal facilities with festive lights and putting up colorful decorations of all kinds on municipal property. While decorating for the holiday season has many benefits, officials should remain mindful that the U.S. Constitution limits municipalities' ability to display religious symbols on public property.**

Municipal holiday displays create an unavoidable interaction between government and religion, which calls for careful consideration to avoid violating Article I of the N.J. Constitution and the Establishment Clause in the First Amendment of the U.S. Constitution.

Despite a variety of court cases related to this subject, this area of the law remains complex and is examined by the courts on an ad hoc basis. Meaning, there is no bright-line-rule to follow, instead each case is fact-sensitive and must be individually examined. The goal of this article is to provide an overview of how some Constitutional questions have been addressed.

### Religious Symbols in Holiday Displays

A purely religious municipally sponsored display, especially one related to a single religion, is almost certainly unconstitutional and should be avoided. This issue has been examined in the 1989 U.S. Supreme Court decision, *Allegheny v. ACLU*, 492 U.S. 579. In this case the Supreme Court held that a nativity display with a few poinsettias and a banner reading "Gloria in Excelsis Deo!" (Glory in the Highest to God!), had the "unconstitutional effect of conveying a government endorsement of Christianity."

However, despite what many assume, municipal holiday displays can include religious symbols without running afoul of Constitutional provisions. In most cases, religious symbols can be included in holiday displays if they are accompanied by secular symbols and if multiple religions are represented equally in the display. *ACLU v. Schundler*, 168 F.3d 92, a case from the Third Circuit, illustrates this issue.

In this case, the ACLU challenged a display Jersey City had erected in front of City Hall, arguing it violated the First Amendment's Establishment Clause. In 1994 the City's display included a nativity scene and a menorah. The District Court found in favor of the ACLU and ordered the City to never again erect the holiday display. The next year Jersey City erected a holiday display, again containing a nativity scene and a menorah. However, this time the City added Kwanza symbols, figures of Santa Claus and Frosty the Snowman, a sled, and signs indicating the City celebrated the diverse cultural and ethnic heritages of its residents. The displays were roughly the same size and prominence.

In examining the modified display the court determined that it did not violate the Establishment Clause. The court found that the inclusion of other religious symbols and secular items such as the snowman and Santa Claus, along with the signs, reasonably removed any indication of government endorsement of a religion. ¶

### Practical Considerations

A review of the case law examining municipal holiday displays has helped to develop some practical considerations to take into account when planning your own. While nothing can prevent an individual from bringing suit, following these practical considerations may help protect a municipality from legal challenges.

These general guidelines may be helpful, but they are no substitute for careful review by your own municipal attorney.

1. Religion must not be the central theme of a display.
2. One religion's symbols should not be the only item in a display.
3. Religious symbols should not be the prominent feature of a display.
4. When religious symbols appear in a display, all religions should be equally represented.
5. All displays should include secular symbols, i.e., snowmen, evergreen trees, or Santa Claus.
6. Every display should include a secular message, i.e., a sign reading "Seasons Greetings."



### Frank Marshall, Esq.

will speak at the League Conference Session "The Vacant Property Epidemic," at 10:45 on Wednesday, Nov. 14 in room 402.

# Welcome to the intersection of law, government and business.



Founded nearly thirty years ago, Genova Burns LLC works with many of the premier companies and business interests spanning the region between Wall Street and Center City, Philadelphia.

Our commitment is to provide our clients with representation at the highest standard of excellence but in a mid-sized regional setting. Our continued growth is based upon our consistent emphasis on responsiveness to the needs of our clients and our community.

Above all, Genova Burns LLC values direct candor with our clients, the highest principles in judgment, and personal business integrity.



[www.genovaburns.com](http://www.genovaburns.com)

Newark, NJ 973.533.0777	Jersey City, NJ 201.469.0100	Tinton Falls, NJ 732.758.6595	Camden, NJ 856.968.0680	New York, NY 212.566.7188	Philadelphia, PA 215.564.0444
----------------------------	---------------------------------	----------------------------------	----------------------------	------------------------------	----------------------------------

Genova Burns LLC | 494 Broad Street • Newark, NJ 07102

# FINANCE CENTER



## The “Internal” Audit Kicking the tires within your organization

By Lori A. Russo, Chief Financial Officer, Marlboro Township; Board Member, Government Finance Officers Association of New Jersey

There are many duties a Chief Financial Officer (CFO) performs on a daily basis. There are statutory responsibilities, such as maintaining the general ledger and preparing the annual financial statement, the “bread and butter” of our jobs. There are also managerial responsibilities associated with the position, such as training and development of employees and ensuring efficiency within the Finance Department.

In order to safeguard municipal assets, CFOs are required to develop and implement systems of internal controls. With CFOs facing an increasing amount of duties and often working with reduced staff, this is one statutory duty that can fall by the wayside. The development of internal controls and, more importantly, monitoring compliance with controls, can provide opportunities for improvement throughout the organization; not only in employee performance, but also in detection of fraud.

**“ While every municipality has different procedures in place, based upon size and structure of the organization, there are many ways to monitor internal control compliance.”**

Ultimately, if you want to succeed at building an organization where controls are embedded in the culture, it simply isn’t enough to draft policies and put them on a bookshelf. Nor is enough to shout about it when employees are not following protocol.

For example...

At the beginning of my employment with Marlboro Township, I was tasked with reviewing the procedures of the Finance Department to determine if there were better ways to accomplish things. I soon realized that the best way to ensure that the Finance Department runs efficiently was to reach out and obtain buy-in from all departments. Explain what you are proposing and why, and how you plan on executing. Most

importantly, be available to address any questions. The best way to encourage all departments to follow procedures is to educate them. Empower your staff to become ambassadors. They can train and empower other staff within the organization using practical, department-specific examples.

So the purchasing agent gives DPW a blanket to purchase

### Compliance Monitoring Tips

Here are some examples I have found useful in monitoring compliance with our policies, and in safeguarding municipal assets.

- Conduct unannounced verification of petty cash and change funds to ensure that receipts are maintained, expenditures are within stated limits, and that sales tax is not paid.
- In Divisions where cash receipts are taken in and submitted to the Finance Department on a daily basis, select random deposits and require department personnel to submit documentation from their records supporting the deposit.
- Various contractual meal allowances are paid via our payroll system, but the underlying receipts are maintained within the individual departments. Select random reimbursements included in payroll submissions. Ensure that the payment is categorized as taxable if no receipt was submitted, that the reimbursement does not include sales tax, and that the reimbursement falls within limits set forth in collective bargaining agreements.
- The Township maintains various bulk commodities on hand, such as road salt and diesel fuel. Assess the reasonableness of current balances using beginning inventory counts, purchase orders issued, and use of the commodity as documented in departmental reports.
- Turn on your fixed asset module in your software application.

miscellaneous supplies at Home Depot. The bill is submitted for payment and you are reviewing the voucher. Should you be wondering whether those supplies actually ended up at DPW? There is an argument that says that your receipt of goods was completed and signed off on by the DPW Director as Department Head, and that is what you rely upon. I think a strong case can be made for a CFO being a little more inquisitive.

It's time to kick the tires.

Last year, we selected a purchase made on a "house account" with a local vendor. We followed this purchase of ceiling tiles from requisition through the bill list process. Once the voucher was paid, we contacted the ordering department and requested to observe the ceiling tiles.

After conducting tests, send a memorandum to all department heads communicating any common deviations from policy that occurred. Educate all employees once again in the proper procedures. Document any repeated deviations from policy by an individual.

### Checks and balances

At one point in municipal government history, it may have been sufficient to put up the blinders and focus exclusively on the technical accounting part of the Finance Officer's job. Going back a few years, a form of internal controls may have existed in your organization simply because jobs were divided up between more staff members.

Now that Finance Departments' operations are increasingly software-based with fewer individuals around, you are able to see and do more right from your chair.

And just knowing you might check is the equivalent of putting a toy camera up on a pole – it in and of itself is a form of control over human behavior which is the big "X" factor in our environments.

Pandemonium ensued. The ordering department was in a panic, because some of the ceiling tiles had already been installed in several different municipal locations. The poor guy couldn't show us a full box of tiles.

The purpose of our test was not necessarily to observe a full box of ceiling tiles. The Finance Department

wouldn't know how many ceiling tiles make up a full box anyway. The point was to demonstrate that, at any given time, purchases can and would be tested.

While every municipality has different procedures in place, based upon size and structure of the organization, there are many ways to monitor internal control compliance. 📌

**FIRST**  
**MCO**  
*First Managed Care Option, Inc.*

**A BETTER WAY TO MANAGE  
YOUR WORKERS' COMP PROGRAM**

- Proprietary PPO Network
- Pre-Negotiated Medical Fees
- 24/7 First Report of Injury Intake
- RN Case Management
- Return to Work Programs
- National Medical Bill Review

**CONTACT US TODAY TO LEARN MORE**

<b>CORPORATE HEADQUARTERS</b>	<b>PA BRANCH OFFICE</b>
Morris Plains, NJ • 973-257-5200	Fort Washington, PA • 215-542-8900

[WWW.FIRSTMCO.COM](http://WWW.FIRSTMCO.COM)



# LABOR RELATIONS

## U.S. Supreme Court Says Goodbye to Involuntary Agency Fees

By Joseph M. Hannon, Esq., Genova Burns, LLC; NJLM Labor Counsel

This summer, the US Supreme Court changed the landscape of the collection of agency fees by nonmembers of unions in the matter of *Janus v. American Federation of State, County and Municipal Employees, Council 31*. The Court determined that the involuntary payment of “agency shop fees” by nonmembers of a union is an unconstitutional infringement on the right of free speech.

In New Jersey, if a majority of employees in a negotiations unit vote to be represented by a union, then that union is the exclusive representative of all employees covered by the collective negotiations agreement. This includes employees who choose to be members of the union and those employees who are part of the collective negotiations unit due to their titles, but who choose not to be union members. Prior to the *Janus* ruling, those individuals who choose not to be union members pay a fee known as an “agency shop fee” that is deducted from their pay, which is paid to the union. This “agency shop fee” arrangement was at dispute in the *Janus* matter.

By way of background, the Petitioner, Mark Janus, is a child support specialist for the Illinois Department of Healthcare and Family Services. The respondent union represents employees in Mr. Janus’ bargaining unit. Mr. Janus, however, refused to join the union due to his opposition of many of its positions. Despite his status as a non-member, Illinois law (like New Jersey law) compelled Mr. Janus to pay an agency fee to the union.

The petitioners argued that forcing nonmembers of a union to pay agency fees in connection with collective negotiations for government employees is inherently political and a violation of the First Amendment. The Supreme Court ruled in favor of the petitioners, striking down the Illinois law requiring nonmembers to pay agency fees. The Supreme Court’s decision also overturned its prior decision in *Abood v. Detroit Bd. of Educ.* issued in 1977, which held it was constitutionally permissible for a union to require contributions from nonmembers so long as those fees were only used for “activities germane to the union’s duties as collective bargaining representatives.” Under *Abood*, the fees collected from nonmembers were not permitted to be used for any political or ideological initiatives.

Prior to the *Janus* ruling, *N.J.S.A. 34:13A:5-5 to 5.8* of the Employer-Employee Relations Act governed the payment of “agency shop fees,” or representation fee in lieu of dues in New Jersey. The fee included the regular membership dues, initiation fees, and assessment charged by the majority representative to its own members less the cost of benefits financed through the dues, fees, and assessments and available to or benefitting only its members, but in no event could the fee exceed 85% of the regular membership dues, fees, and assessments. The fee could not include costs of support of lobbying activities to foster policy goals in collective negotiations and contract administration, i.e., it could not include monies spent to further political activities.

**“The Supreme Court’s decision only affected those individuals who are not union members, but are covered by a collective negotiations agreement and therefore had “agency shop fees” deducted from each paycheck.”**

The Supreme Court’s decision in *Janus* clearly changes the parameters in which agency shop fees may be deducted from an employee’s pay. Public employers should note the following in understanding and implementing this decision.

**First**, the Supreme Court ruled that “agency shop fees” may be deducted if the nonmember affirmatively consents to pay. Therefore, the nonmember must “clearly and affirmatively” consent before any fees are deducted from their pay.

**Second**, without “clear and affirmative” consent, public employers cannot deduct agency fees from nonmembers. This includes nonmembers who were paying agency fees prior to the *Janus* ruling.

**Third**, if the union or nonmember employee advises that they would like agency shop fees deducted, it is only valid if the

nonmember can show by “clear and compelling” evidence that the nonmember is consenting to the deduction. Involuntary agency shop fees are no longer permissible in New Jersey due to the *Janus* ruling.

**Fourth**, it is not certain as to what is a permissible amount to deduct for an agency fee. As any fee that is deducted must be through “clear and compelling” evidence that the employee has consented to fees being deducted, then any amount agreed upon would potentially be permissible. The provisions of the Employer-Employee Relations Act, *N.J.S.A. 34:13A:5-5 to 5.8*, should be used as a guidepost for such an arrangement.

**Fifth**, public employers must still respect the rights of nonmembers who do not authorize the collection of agency fees. Nonmembers who are covered by the Recognition Clause of a collective negotiations agreement are still entitled to the benefits of that collective negotiations agreement, including wages, benefits, and other negotiated terms and conditions of

employment. Public employers must continue to treat these employees as covered by the contract and provide them the same rights as all other members of their union.

**Sixth**, union member withdrawals are not affected by *Janus*. Any withdrawals shall be handled in accordance with current law including, but not limited to, the Workplace Democracy Enhancement Act, Employer-Employee Relations Act, and rules and regulations of the Public Employment Relations Commission.

**Finally**, public employers must remember that the *Janus* decision does not affect dues-paying union members. Individuals who choose to be members of the union and have the full union dues deducted from their paychecks are not affected by the Supreme Court’s ruling in *Janus*. The Supreme Court’s decision only affected those individuals who are not union members, but are covered by a collective negotiations agreement and therefore had “agency shop fees” deducted from each paycheck.

The implementation of the *Janus* decision requires careful review of the decision itself, the Employer-Employee Relations Act, its regulations and recent legislations such as the Workplace Democracy Enhancement Act in reviewing agency shop issues. In addition, collective negotiations agreements must be reviewed to ensure they are following the changes in the law. It is important to consult your counsel in navigating through these issues. 



**Joseph M. Hannon, Esq.**

will speak at the League Conference Session “**Interest Arbitration & Negotiations Update 2018**” on Thursday, Nov. 15, at 9 a.m.

# Know the Law Governing Municipalities

From Gann Law Books - Preeminent Publisher of NJ Law

New Jersey Statutes  
**TITLES 40 & 40A**  
**MUNICIPALITIES**  
**& COUNTIES**

Perfect For Municipal Offices That  
Need Access To The Laws Of NJ

Complete in One Paperback Volume  
Also Available Online at [www.gannlaw.com](http://www.gannlaw.com)



**NJ ZONING & LAND USE**  
**ADMINISTRATION**

By William M. Cox

Revised & Updated By  
Stuart R. Koenig (2011-12),  
Jonathan Drill & Lisa John-Basta

- Organization and powers of municipal boards.
- Requirements for variance, site plan, subdivision and other applications.
- Hearing, decision and appeal procedure.
- Passage of zoning ordinances.
- Challenges to zoning ordinances.
- Potential liability of boards and board members.
- Fundamentals of environmental regulation

With Full Text of The Municipal Land  
Use Law (N.J.S. 40:55D)

Also Available

**NJ CLAIMS AGAINST**  
**PUBLIC ENTITIES**

Comments & Annotations By  
Harry A. Margolis and Robert Novack

**NJ MUNICIPAL**  
**COURT PRACTICE**  
Michael S. Richmond & Keith J. Burns

**NJ PUBLIC EDUCATION**  
**EMPLOYMENT LAW**  
By Maurice W. McLaughlin

**NJ POLICE MANUAL**



Now Also Available **Online** & as **E-Books**  
With Full Text of Cases and Statutes a Tap Away

# GOLD DOME

## The Old, The New, and The To Do



By Ben Dworkin, Ph.D., Director, Rowan University Institute  
for Public Policy & Citizenship

**O**n Election Night 2017, Phil Murphy leapt on stage to celebrate his 14-point gubernatorial victory, but come January 2018, the most influential player in Trenton would not be the state's new chief executive. Nor would it be new Assembly Speaker Craig Coughlin. Rather, the pivotal political player was the veteran state Senate President Steve Sweeney.

Precisely because he could hit the ground running—sprinting might be more appropriate—the Gloucester County Democrat dominated virtually everything that has taken place under the gold dome in 2018.

His legislative efforts continue to be affected by his ongoing feud with Murphy for, among other things, control of the policy agenda. The bitterness between the two sides remains palpable and overshadows much of the state's political theater.

So it was not surprising that Sweeney spearheaded the launch of a new legislative commission, the New Jersey Economic & Fiscal Policy Workgroup, with a bipartisan roster of legislators and some of the state's wisest policy experts to reexamine New Jersey's financial structure.

Though initially established to look at the effects of the recently passed federal tax cut, the final report found the Workgroup embracing an admittedly “broad mission” aimed at curbing pension and other benefit costs (a Sweeney priority), holding down property taxes, making government more efficient, assessing both the efficiency and equity of our tax structure, leveraging the value of state assets, and, finally, back to the group's original purpose: mitigating the negative effects of the federal tax law.

Looking through a political lens, the 35 specific proposals can be divided into categories of what's old, what's new, and what's to do.

**What's old?** One of the pension and health benefit reform recommendations that received the most attention was a familiar one to Trenton watchers: move state workers and retirees to a “Gold” level of benefits, as established by the federal Affordable Care Act, from the more expensive “Platinum” level

that has been negotiated for many here in New Jersey. Sweeney supporters see this as bringing Obamacare to the Garden State. For most state union employees, it is a non-starter.

In contrast, an old idea that should move forward in the near future is the proposal to cap sick leave payments for retiring public workers at \$7,500. This has had broad support in Trenton even though the politics between Republican Christie and Democratic legislative leadership stalled its passage for years. No such impediment is expected in the current legislative term.

**“ By embracing his Workgroup's recommendations, Steve Sweeney will need all of his political skills to move beyond that which will be easy to accomplish.”**

**What's new?** One of the more intriguing ideas to come out of the report was the proposal to establish new toll lanes on interstate highways, something that has been done with some success in Virginia and Maryland. The federal government has only recently allowed all states to follow suit. The revenue generated would be allocated towards supporting the pension system as well as the constant need for improvements to mass transit.

Though the details are far from finalized, initial discussions in Trenton are looking at either building a new lane or reconfiguring existing lanes during rush hour periods. This would offer EZPass users the option of reducing their travel time by paying. Or drivers could travel for free, but potentially face more traffic. On the east-west highways in northern New Jersey, such as I-78 and I-80, the possibility of capturing new revenue from Pennsylvania commuters who cross New Jersey to work in New York makes the idea even more tempting for some policymakers.

**What's to do?** There were more than a few “punts” among the Workgroup’s recommendations. With such a broad mandate and a limited time frame, no one should be shocked that the report calls for new commissions to study special education costs, property tax assessments, sales tax exemptions, and shared services.

Further, as the NJ League of Municipalities has noted, several ideas that might shape the overall contours of the state’s fiscal picture were omitted completely, including the recently eliminated 2% cap on interest arbitration awards and the continued diversion of energy tax receipts to the state treasury.

Commissions that review New Jersey’s fiscal situation have a long history, but a record that is somewhat mixed. It would not be fair, however, to say that their work was for naught. Many, if not all, of their recommendations made their way into policy and had a positive effect.

Of course some, like the SLERP Commission’s (1988) recommendation to extend the sales tax to disposable paper products, the infamous toilet paper tax, were adopted and proved so unpopular that no one is likely to propose it again.

The Workgroup’s report has been criticized as a rehash of ideas that have been batted around Trenton for years but never go anywhere. Fair enough, though the fact that multiple studies conclude similar things is more of an indictment of the lack of will to get them done, rather than a critique of the ideas themselves.

What makes this report different from the others would appear to be Sweeney’s strong advocacy for it. Traditionally, politicians like blue ribbon panels to make recommendations so that they can avoid responsibility for tough decisions. Sweeney seems to be doing the opposite.

By embracing these recommendations, he will need to use all of his considerable

political skill to move beyond the low-hanging fruit.

In 2018, Sweeney was the aggressive veteran competing with a first-year Governor and a first-year Speaker. As a result, he dominated the political landscape.

This report is just the conclusion of his first act. The key to real change in Trenton will be how he manages the second. 🗳️



## Dr. Ben Dworkin

will be a panelist at the League Conference Session

**“Murphy’s Marks: The Governor’s Freshman Report Card”** at 10:45

on Wednesday, Nov. 14 in room 201/202.

## MUNICIPAL OFFICIALS

Have you recently worked with a new vendor and think that other municipalities could benefit from their services?

**Please tell your vendors about the League’s magazine!**

**nj municipalities**  
Official Publication of the New Jersey State League of Municipalities

- Read by over 6,355
- Trusted news source for over 100 years
- 2017 MarCom Gold Award Winner
- Primary audience is local government readers

Contact: Taran B. Samhammer, Marketing & Digital Media Manager  
609-695-3481 x124 • [tsamhammer@njslom.org](mailto:tsamhammer@njslom.org)

[njslom.org/advertise](http://njslom.org/advertise)

**Advertising can help spread your vendor’s message!**

Let us know your vendor’s contact information so that we can send them a free sample.

*Thank you for your support of NJLM!*

# LEGISLATIVE UPDATE

Michael F. Cerra, NJLM Assistant Executive Director;  
Jon R. Moran & Lori Buckelew, NJLM Senior Legislative Analysts; Frank Marshall, Esq., NJLM Staff Attorney



## A-3892

### Prior notice of tax sale

**Status:** Introduced and referred to Assembly Tourism and Gaming Committee.

Expanding upon the current tax sale notification process, A-3892 would require both regular and certified mail, return receipt requested with the cost added to the sale, not to exceed \$25 for each notice along with a notice explaining that failure to redeem the tax sale certificate after the date of sale may result in foreclosure of the property. The notice must be provided on a separate document, attached with a postage prepaid and pre-addressed return card, which the person may sign indicating their understanding of the matter and return by mail.

Failure to mail the notice to the property owner would constitute grounds to void the subsequent tax sale. However, failure of the property owner to sign and return the attached document does not invalidate any proceedings.

Currently, prior to the day of sale, the tax collector must notify taxpayers of the pending sale (Tax Sale Notice) and the amount due to avoid tax sale. Copies of the tax sale notice must be advertised one time in each of the four weeks preceding the tax sale. The tax collector can make the decision to mail notices in lieu of advertising for two weeks out of the four. A copy of the published tax sale notice is to be mailed to the homeowner and posted in five public places in the municipality.

A-3892 will require additional notification adding to the cost of the tax sale. The maximum \$25 fee will not cover the additional costs that A-3892 will impose on municipalities. In addition the current notification process provides property taxpayers opportunities to avoid tax sales.—LB



## S-607/A-4002

### Solar energy systems fee exemptions

**Status:** Referred to Senate Budget and Appropriations Committee

This legislation would exempt installation of certain solar energy systems from paying building fees and charges. This bill would reactivate a statute which provided for a similar exemption from building fees and charges but is inactive because it cross-references and expired provision of law.

The bill would not only reactivate the exemption but it would also expand the types of solar energy systems qualifying for the exemption.

Reducing our state's reliance on fossil fuels is an important goal, however, solar energy systems, like all other projects, require careful planning and oversight best accomplished at the local level. Construction officials rely on fees to offset the costs of enforcement and review. Exempting solar energy systems from municipal construction code fees would have the effect of completely eliminating review of these projects due to budgetary constraints.

In the alternative, in order to continue the same level of service and review for all projects, municipalities would need to increase fees on other types of projects in order to make up the difference.

For these reasons, the League respectfully opposes this legislation.—FM



## A-4247

### Information Security Standards

**Status:** Assembly State and Local Government Committee

We oppose A-4247, which mandates municipal adoption of security standards to protect against unauthorized access to “information and information systems.” Physical and cyber security are crucial to municipal administration, municipal operations, and the privacy rights of private citizens. But by providing no new funding, this bill would impose an unfunded mandate.

Specifically, A-4247 requires the State's Office of Information Technology (OIT) in the Department of the Treasury to provide minimum information security standards and guidelines that

are to be followed by State agencies. Further, the bill requires municipalities, school districts, and other local governments to follow the OIT's guidelines or use other standards and guidelines that protect information commensurate with the information's sensitivity. The unfunded mandates issue is not remedied by that "other standards" option.

In addition to imposing an unfunded mandate, therefore, the bill creates another concern for municipalities. The OIT will develop standards that will address the concerns and meet the needs of large State government departments and agencies. It is highly unlikely that those one-size-fits-all standards will address the concerns and meet the needs of 565 diverse communities, all around our Garden State. And, while the bill allows local governments to use other standards, we can anticipate litigation, should a breach occur, that would challenge a local decision to use standards that differ from the OIT mandate.

Local officials appreciate the threats to their cyber security. We share the sponsors' concerns. But we oppose the unfunded mandates contained in A-4247.-JM

## **A-4038** **Local contracting units** **joint ventures**

**Status:** Introduced and referred to Assembly State and Local Government Committee.

The League of Municipalities has reviewed and opposes A-4038, which authorizes local contracting units to establish joint venture and set-aside programs. Specifically, A-4038 expands the definition of "set-aside contracts" to include joint ventures if authorized by the contracting agency. While well intended, A-4038 will permit a nonqualified for-profit businesses to receive the benefits of set-aside programs; thus violating the original objective of set-aside programs.

A-4038 defines "joint venture" as:

"An association of one or more qualified women's business enterprises, qualified minority business enterprises, or qualified veteran business enterprises and one or more businesses that are not qualified women's business enterprises, qualified minority business enterprises, or qualified veteran business enterprises, which association proposes to perform a contract as a single for-profit enterprise."

To qualify as a joint venture, each business and business enterprise joining together enters into a written agreement that specifies the terms and conditions of the relationship between the members of the joint venture and the role of each member of the joint venture in performing the contract. Each member

of a joint venture contributes property, capital, efforts, skill, and knowledge to the joint venture.

We oppose A-4038, as it has the potential to provide vendors with an unfair advantage in the local procurement process.-LB

## **S-2858/A-4389** **Prohibits issuance of** **certain badges**

**Status:** Assembly State and Local Government Committee

The League supports this common-sense bill, which prohibits New Jersey Transit and the Port Authority of New York and New Jersey from issuing a law enforcement badge or a badge that may be mistaken as a law enforcement badge to any directors or commissioners.

The bill also prohibits a municipality and the State from issuing a law enforcement badge or a badge that may be mistaken as a law enforcement badge to any municipal or State elected official.

Finally, the bill prohibits a county from issuing a law enforcement badge or a badge that may be mistaken as a law enforcement badge to any county elected official who is not elected as a law enforcement officer.

The issuance of any inappropriate credentials to any public officials, or to any private citizens, is an invitation to trouble. This bill moves New Jersey in the right direction.

We commend the sponsors and urge approval of this common-sense initiative.-JM

## **A-3454** **COAH Regulations** **for Prioritization**

**Status:** Assembly Housing and Community Development Committee

The League supports A-3454, which would direct COAH or its successor to adopt regulations to provide a preference for persons or families who have applied for affordable housing assistance and reside in the municipality in which they have applied.

This common-sense legislation would prioritize current residents in affordable housing applications. Providing a preference for current residents helps those who have already established roots to remain in their community.

Such a preference would, in particular, help allow senior residents remain within the community they have been a part of for years.-FM



## S-2693 Prevailing wage in residential

### construction

**Status:** Introduced and referred to Senate Labor Committee.

The League of Municipalities has reviewed and opposes S-2963, which concerns prevailing wage payments in residential construction projects.

S-2693 would require an entity that undertakes a residential construction project that receives financial assistance from a State or local public body but is not required by any State statute to pay the prevailing wage rate. In this case, the entity must pay the workers employed in the construction the prevailing wage under the Davis-Bacon Act as if the financial assistance included federal funds.

The bill defines “financial assistance” to include any tax exemption, abatement or other incentive or any rebate, credit, loan, loan guarantee, expenditure, investment, grant, incentive, or other financial assistance which is approved, funded, authorized, facilitated, or administered directly or indirectly by any public body or undertaken to fulfill any condition of receiving any of the assistance, or provided by the public body to any entity before, during or after completion of a project.

It further defines “residential construction project” as a construction project involving the construction, alteration or repair of townhouses, single family houses, or apartment buildings of not more than four stories in height, including all incidental items, such as site work, parking areas, utilities, streets, and sidewalks, unless there is an established area practice to the contrary.

We oppose S-2693 as it will increase the cost of residential construction projects. In addition, we are concerned that since S-2693 would take effect immediately it could have an impact on existing signed agreements.—LB



## NJLM LEGISLATIVE & SPECIAL EVENTS

The NJLM Legislative team will be on hand at a variety of Conference events.

### Tuesday, Nov. 14

**2 p.m.** **Room 319**

**Coffee with Your Colleagues: An Orientation on the League & Legislation**

**3 p.m.** **Room 320**

#### League Resolutions Committee

The Resolutions Committee meeting is open to all delegates. Municipal officials are encouraged to attend and comment upon proposed resolutions. Only members of the committee may vote at the committee meeting.

### Wednesday, Nov. 15

**9 a.m.** **Room 404**

#### How the Levers of Power in Trenton Affect Your Municipal Agenda

Hear from highly experienced government affairs experts how the actions in Trenton impact municipal issues. This advanced session explores the powers of the Governor, role of the legislature, comparison of State to local government; party caucus vs. sunshine law; required meeting notices. Learn how the Trenton legislative and regulatory processes really work.

**10:45 a.m.** **Room 201/202**

#### Murphy’s Marks: The Governor’s Freshman Report Card

**10:45 a.m.** **Room 403**

#### Marijuana Legalization: A State & Local Perspective

With the anticipated legalization of the recreational use of marijuana, this program will feature a discussion with the Department of Health’s regulatory role and the local perspective from Mayors who served on the League’s Marijuana Task Force.

**12:15 p.m.** **Crown Ballroom, Floor 2, Sheraton**

#### Mayors’ Box Lunch and Executive Briefing (ticketed event)

**2 p.m.** **Room 201/202**

#### Legislative Leadership: Working Together for a Better New Jersey

One year into the Murphy Administration, we ask the people in charge of setting the Legislative agenda about their hopes and concerns.

**5:15 p.m.** **Pearl Ballroom, Floor 2, Sheraton**

#### Women in Municipal Government Networking & Awards Event (ticketed event)

### Thursday, Nov. 16

**12:15 p.m.** **Crown Ballroom, Floor 2, Sheraton**

#### Delegates Luncheon (ticketed event)

**3:30 p.m.** **Pearl Ballroom, Floor 2, Sheraton**

#### Annual League Business Meeting

This meeting is open to all delegates. Only the Mayor or his/her designated representative may cast a vote.

# NJLM Publications

## Resources for You and Your Professional Staff

**A History of Municipal Government in New Jersey:** New Jersey's municipal story with new statutory provisions enacted.

Member \$12 • Non-Member \$14

**An Electrical Energy Policy Primer:** Strong understanding of how the electricity market operates. (2014)

Member \$40 • Non-Member \$45

**Brownfield Properties 2<sup>nd</sup> Edition:** Examines the factors that have contributed to the "Brownfield Phenomena" with federal and state legislation.

Member \$28 • Non-Member \$30

**Building Economic Development at the Local Level Primer 8<sup>th</sup> Edition:** Municipalities can sustain and build their own economic base as they contemplate a formal economic development plan.

Member \$35 • Non-Member \$60

**Faulkner Act:** New Jersey Optional Charter Law.

\$12 for All

**Guide to Unfunded Mandates (1st. Ed.) (2012)**

Member \$15 • Non-Member \$18

**Legislative Bulletin (yearly subscription):** Bills signed into law affecting municipalities.

Member \$7 • Non-Member \$12

**Local Public Contracts Law Series 1 (2014)**

Member \$60 • Non-Member \$120

**Local Public Contracts Law Series 2 (2017):** Primer on competitive contracting.

Member \$60 • Non-Member \$120

**Local Government Ethics Law (2014)**

Member \$12 • Non-Member \$14

**License Volume 1:** Mercantile, Peddler, Solicitor, Canvasser & Itinerant Vendor Fee; Vending Machine/Taxi and Limousine Fees.

Member \$50 • Non-Member \$55

**License Volume 2:** Alarm Fees, Penalties/Landlord Registration.

Member \$28 • Non-Member \$37

**License Volume 3:** Dog & Cat Licensing Fees; Liquor Fees; Garage Sale, Flea Market and Auction Fees.

Member \$40 • Non-Member \$56

**License Volume 4:** Municipal Parking Fees & Rec. Fees.

Electronic only: Member \$40 • Non-Member \$55

**License Volume 5:** License Fees for Planning Board, Board of Adjustment, Zoning, Historic Preservation & Construction/Building. This is an Excel file only (2015).

Member \$50 • Non-Member \$100

**Municipal Directory:** Published annually. Desktop reference guide listing mailing and contact information for all 565 municipalities in New Jersey. Also includes the names of their current Mayors, Clerks, Managers, Administrators, and Attorneys.

Printed Copy: Member \$25 • Non-Member \$40  
Electronic PDF: Member \$49 • Non-Member \$59

**New Jersey 5 Traditional Forms of Government:** New Jersey townships, villages, boroughs, cities and towns.

\$12 for All

**NJ Mayors Healthy Cookbook:** Healthy Recipes from Elected Officials.

\$10 for All

**New Jersey Municipalities Magazine:** Monthly magazine and the official publication of NJLM. Serves as a forum for the exchange of ideas and information on municipal affairs for public officials. Combined print and digital subscription.

Nine-month subscription: Member \$25 • Non-Member \$30  
(Single copies also available)

**Newly Elected Officials Handbook:** Updated annually. Instructional materials for elected and re-elected municipal officials. 40/40A of New Jersey Statutes Annotated.

Member \$20 • Non-Member \$30

**Open Public Meetings:** OPMA – Guide to the Sunshine Law.

\$12 for All

**Open Public Records:** OPRA – Quick guide provides introduction to the Right to Know Law.

Member \$12 • Non-Member \$14

**Overview of NJ Personnel Policies with MEL-JIF (2015)**

Member \$12 • Non-Member \$14

**Police/Fire Data Service:** Annual Subscription. Tracks trends in police and fire contract settlements and arbitration.

Electronic only:

**Full:** Members \$305 • Non-Members \$500

**Police:** Members \$265 • Non-Members \$400

**Fire:** Members \$240 • Non-members \$340

**Protecting Your Towns Environment:** Provides overview of key environmental issues confronting New Jersey municipalities.

Member \$12 • Non-Member \$14

**Salary Survey:** Salary information for 40 municipal positions. Updated bi-annually (2015).

Electronic only: Member \$90 • Non-Member \$180



# nj Business Directory



**Alaimo Group**  
Consulting Engineers

200 HIGH STREET, MOUNT HOLLY, NJ 08060  
Tel: 609-267-8310 Fax: 609-845-0300

2 MARKET STREET, PATERSON, NJ 07501  
Tel: 973-523-6200 Fax: 973-523-1765

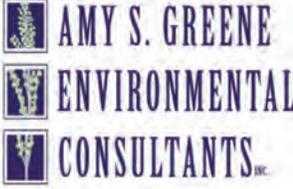
[www.alaimogroup.com](http://www.alaimogroup.com)

**THE BUZAK LAW GROUP, LLC**  
Attorneys at Law



MONTVILLE OFFICE PARK  
150 RIVER ROAD SUITE N-4  
MONTVILLE, NEW JERSEY 07045

PHONE: (973) 335-0600 FAX: (973) 335-1145  
[BLG@BUZAKLAWGROUP.COM](mailto:BLG@BUZAKLAWGROUP.COM)



**AMY S. GREENE**  
**ENVIRONMENTAL**  
**CONSULTANTS, INC.**

- Wetland Delineation
- Environmental Permitting
- Wetland Mitigation
- Endangered Species Surveys
- Vegetation & Wildlife Surveys
- Site Plan Review
- Environmental Resource Inventory
- Reforestation Plans
- Environmental Construction Monitoring

4 Walter E. Foran Blvd.  
Suite 209  
Flemington, NJ 08822  
908-788-9676

[www.amygreene.com](http://www.amygreene.com) [mail@amygreene.com](mailto:mail@amygreene.com)



**Carroll Engineering**

*Celebrating 45 Years of Engineering Excellence*  
1973 - 2018

Civil Engineering - Municipal Engineering - Planning and Site Design -  
Surveying - Water Facilities Engineering - Wastewater Engineering -  
Traffic & Transportation Engineering - Structural Engineering -  
Environmental Engineering - Geographic Information Systems -  
Construction Management



105 Raider Boulevard, Suite 206, Hillsborough, NJ 08844 - 908.874.7500  
[www.carrollengineering.com](http://www.carrollengineering.com)



**BOSWELL ENGINEERING**  
Engineers | Planners | Surveyors | Scientists

330 PHILLIPS AVENUE  
SOUTH HACKENSACK, NJ 07606-1722  
P - (201) 641-0770  
E-mail: [marketing@boswellengineering.com](mailto:marketing@boswellengineering.com)  
[WWW.BOSWELLENGINEERING.COM](http://WWW.BOSWELLENGINEERING.COM)

EST. 1924

"94 Years of Engineering Excellence"

CONTRACTORS | CONSTRUCTION MANAGERS

**JINGOLI**

David DelVecchio, Business Development  
[ddelvecchio@jingoli.com](mailto:ddelvecchio@jingoli.com)

100 Lenox Drive, Suite 100 | Lawrenceville, New Jersey 08648  
P: 609.896.3111 | F: 609.219.0799  
[www.jingoli.com](http://www.jingoli.com)

**BRINKERHOFF** 

ENVIRONMENTAL SERVICES, INC.

**Robert P. Sobol**  
Manager, Client Services

732.223.2225 ■ [BrinkEnv.com](http://BrinkEnv.com)

MANASQUAN ■ MEDFORD ■ NEWARK

- ◆ Civil Engineering
- ◆ Structural Engineering
- ◆ Surveying & Mapping
- ◆ Land Planning
- ◆ Landscape Architecture
- ◆ Construction Management and Construction Inspection

301 Gibraltar Drive  
Suite 2A  
Morris Plains,  
New Jersey 07950  
973-377-8500  
[www.kellkirk.com](http://www.kellkirk.com)

 **"Satisfaction By Design"**  
**Keller & Kirkpatrick, Inc.**

**Bruce D. Linger, CFP®, CRPC®, CCFSTM**  
*Member, The Resource Group*



Lincoln Financial Advisors Corp.  
 61 South Paramus Road, Suite 425  
 Paramus, NJ 07652  
 phone 201 556-4500  
 direct 201 556-4564  
 toll free 800 445-2448 Ext. 4564  
 fax 201 556-4511  
 cell 908 510-6069

[www.goforanswers.com](http://www.goforanswers.com)  
[www.HeroPlusProgram.com](http://www.HeroPlusProgram.com)

[Bruce.Linger@LFG.com](mailto:Bruce.Linger@LFG.com)



**Michael J. Neglia, P.E., P.L.S., P.P**  
*President*

34 Park Avenue  
 P.O. Box 426  
 Lyndhurst, NJ 07071

Tel: 201.939.8805  
 Fax: 201.939.3935

[mneglia@negliaengineering.com](mailto:mneglia@negliaengineering.com)  
[www.negliaengineering.com](http://www.negliaengineering.com)

Civil Engineering  
 Municipal Engineering  
 Traffic Engineering  
 Planning  
 Land Surveying  
 Construction Management



**MASER**  
 CONSULTING P.L.

**Customer Loyalty through Client Satisfaction**

Engineers & Design Professionals    877.627.3772 | [maserconsulting.com](http://maserconsulting.com)



**USA**  
**PHONE.COM**  
**(856) 761-1000**

The Most Cost Efficient BUSINESS Phone Systems. Period.



Highways. Streets & Structures  
 Traffic & Parking  
 Transit  
 Signals & ITS  
 Walking & Biking  
 GIS & Technology

**Transportation Solutions  
 Building Better Communities**

[www.McMahonAssociates.com](http://www.McMahonAssociates.com) | 609.585.5745  
 4573 S. Broad St., Suite 200, Yardville, NJ 08620

Local officials are looking for vendors.  
**List your contacts here!**

**Advertise in this Business Directory**

Contact Taran B. Samhammer  
[tsamhammer@njslom.org](mailto:tsamhammer@njslom.org)  
 609 695-3481 x124

**Connect with New Jersey's municipal market**




New Jersey State League of Municipalities

- ✓ **Advertise in NJ Municipalities**  
 Put your message directly into the hands of local governments each month. Over 6,355 print & digital readers throughout all 21 counties.  
[njslom.org/advertise](http://njslom.org/advertise)
- ✓ **Advertise on NJLM's website**  
 Increase your website traffic by placing a link directly to your site from NJLM's website. Local government officials & employees rely on NJLM daily for information, job listings and resource centers.  
[njslom.org/advertiseonline](http://njslom.org/advertiseonline)
- ✓ **Annual Conference Exhibiting & Sponsorships**  
 Showcase your products & services, & network with 16,000+ attendees. The NJLM Conference offers 3 days of 100+ educational sessions & 700+ exhibitors.  
[njslom.org/exhibit](http://njslom.org/exhibit)
- ✓ **League Supporter Program**  
 A program offering businesses a way to show their support of NJLM's mission and local government in NJ.  
[njslom.org/supporters](http://njslom.org/supporters)

# Around the State

## Showing Off Your City

**A**s 2018 draws to a close, there are many memories and moments captured by municipalities all over the state. From peaceful to festive, townspeople have enjoyed their hometowns. And they've shared these lovely images, such as the above-pictured day on the Raritan River in Highland Park, through the first annual Show Off Your City photo contest.

This year, the League once again invites you to send in pictures highlighting your municipality's best and most beautiful for the Show Off Your City photo contest. Municipalities are invited to send us photos of their tourist attractions, downtown areas, economic development initiatives, parks, city halls, community groups, and new projects.

Entries will be posted on the League's Facebook page, website, and some will be featured in the April issue of *NJ Municipalities*, and possibly other issues. A winner will be chosen and receives a free League publication of their choice!

Please send in high resolution jpg files, at least 1MB in size, with a photo credit provided if necessary. Unfortunately stock photos and images that are too low resolution will not be considered. By submitting a photo you are agreeing that you own the rights to the photo and that NJLM has permission to use the photo in *NJ Municipalities*, on NJLM's social media and website, and on other printed materials. A winner will be chosen on February 15. Please include your Facebook profile name and we will tag your photo on Facebook!

Throughout the year, these wonderful contributions help illustrate League digital and print publications as we show off member cities! 📷

@ Please send in your high resolution images to the League at [aspiezio@njslom.org](mailto:aspiezio@njslom.org) by Feb. 1. For more information, visit [www.njslom.org/showoffyourcity](http://www.njslom.org/showoffyourcity).

## NJLM Supporters



The New Jersey State League of Municipalities would like to thank its supporters, who value their partnership with the 565 municipalities of New Jersey. For information about the League's sponsorship program, please contact Michael J. Darcy, CAE, at 609-695-3481, Ext. 116 or [mdarcy@njslom.org](mailto:mdarcy@njslom.org).



### GOLD LEVEL

Atlantic City Electric, an Exelon Company  
New Jersey American Water



# NJWA

NEW JERSEY WIRELESS ASSOCIATION

*Working with municipalities in our state to improve  
the lives of New Jersey citizens through wireless*

## Right-of-Way & Federal Action Impacting Local Control NJLM Session

Tuesday, November 13th | 2-3:40 pm  
AC Convention Center, Room 301

- Latest development on FCC's 5G wireless infrastructure deployment order from September 2018
- Update on Congressional and State Legislation
- Will Federal and State pre-emption impact local Control?
- Session qualifies for CEU's

### Panelists

- **Greg Meese, Esq.**  
*Price, Meese*



A recognized authority on  
New Jersey Land Use Law

Member NJWA Board of Trustees

- **Edward Purcell, Esq.**  
*DiFrancesco Bateman*
- **Ken Fellman, Esq.**  
*Helmer, Conley and Kasselmann*
- **Dan Cohen, Esq.**  
*The Cohen Law Group*
- **Brian Wahler**  
*Mayor Piscataway (Moderator)*

### Are We High Tech Enough to be a "Smart City"?

Thursday, November 15, 9-10:40 am  
AC Convention Center, Room 318



### Annual Wireless Professional Networking Event

Harrah's Waterfront Conference Center  
Wednesday, November 14 | 5:30-8:30pm  
Complimentary Appetizers - Cash Bar



[newjerseywireless.org](http://newjerseywireless.org)

# EMEX™ Reverse Auctions: A Leader in Saving Money on Energy Costs for New Jersey's Municipalities, Schools and Utility Authorities

## For New Jersey Government Agencies, EMEX has:

- Helped Save Tens of Millions of Dollars
- Facilitated Over 350 Electricity & Natural Gas Contracts
- Served More Than 1.5 Billion kWh



Start a free consultation today and see how much EMEX can reduce your local government's electricity and natural gas bills.

1 877 459 4728  
[EnergyMarketExchange.com/njgov](http://EnergyMarketExchange.com/njgov)



**EMEX**  
Power Savings, Simplified.