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**2010 NEW JERSEY CONFERENCE OF MAYORS
 CONFERENCE QUARTERLY MAGAZINE**

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President's Message

By: Mayor Thomas Arnone, NJCM President

Fellow Mayors,

I am grateful, and thank you for your confidence in me to serve as our next President. It is a position I take seriously and will work tirelessly to deserve your support. With that said, let me thank Mayor Wahler and our entire Executive Board for their efforts this past year. Mayor Wahler has taken the NJCM to a new level on the national stage through his active participation with the US Conference of Mayors - fighting for federal funding for communities in our state, working with our federally elected to address issues facing us as Mayors and so much more. I have asked Brian to continue these efforts on my behalf this year via the US Conference of Mayors. I believe through his continued efforts on the national stage, the NJCM will be well served.

My goals for the coming year are simple, continue to expand upon our successes as a growing organization. Work closely with the Christie Administration and the leadership in the Legislature to address the issues that effect all Mayors in New Jersey. Offer constructive comment and solid recommendations, not criticism. To continue to offer more educational opportunities for our Mayors and elected,

that will enable us to be better public servants, to those we are elected to represent.

It truly is an exciting time to be part of the New Jersey Conference of Mayors. Attendance at our events is up, and the quality of programming has been enhanced. We are reaching out to our Mayors

Thomas Arnone, NJCM President is also the Mayor of Neptune City

negotiate a different and better outcome. If you are not active in the NJCM, I am asking you to get engaged. In the coming months



like never before to get you engaged. With more new and innovative things to come our way this year, I trust you will see as I do, that the NJCM is a value added organization meeting our mission of education, opportunity and being a unified voice in Trenton and Washington, D.C.

The reality of the day is that change is coming at us. Issues such as clean energy, fair housing, municipal aid, CAPS, a toolkit, arbitration, etc. Mayors need to be able to keep up with and work to avoid getting shorted when we can effectively

and years ahead, your active participation is what will keep our organization moving forward.

I look forward to meeting you and hearing from you throughout the coming year. 🇺🇸

Warmly,



Mayor Thomas Arnone
President - NJCM



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For example, Michigan law enforcement only gained the authority to carry TASER devices in 2003. Soon after, the Michigan Municipal Risk Management Authority (MMRMA) began reimbursing their law enforcement agencies for deploying TASER devices, and their losses from excessive force claims have fallen more than 95 percent. Their return on the investment costs of purchasing TASER devices? More than 6000 percent! That's a smart investment for any law enforcement agency.

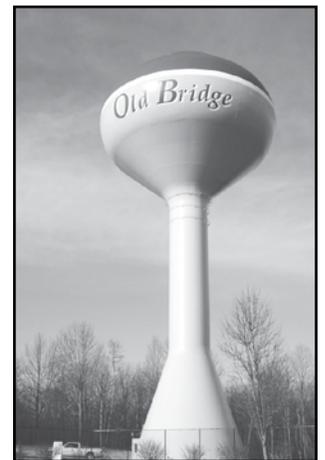
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Parting Words

By: Mayor Brian Wahler, Piscataway Township

When I became President of the New Jersey Conference of Mayors (NJCM) in the spring of 2009 I wrote in the NJCM quarterly magazine how grateful I was for having been given the opportunity to lead an organization for which I have great respect. Now that my term has come to an end, I more than ever appreciate the hard work and commitment that the members of the NJCM has for this organization. I am very appreciative for all their help and support this past year. And while no year ever truly stays static, this past year seemed particularly volatile in New Jersey and, in particular, volatile for the majority of our Mayors and municipalities. But as leaders in our communities, we have always been staunch advocates for our constituents and regardless of how dire the circumstances are that will not change.

Governor Chris Christie addressed the NJCM at our 47th Annual Conference and Exposition held at the Borgata Hotel Casino & Spa in Atlantic City on April 29th. As he pointed out, and as we all know, most communities are experiencing plummeting revenues and budget gaps, the likes of which have not been seen since the Great Depression. These are conditions that few, if any, present Mayors have ever had to consider, let alone actually tackle. And the reality is that while some federal stimulus funds have proved helpful to some communities, it is hardly the panacea that will solve this “perfect storm”. Coming together at a conference such as we did in Atlantic City, putting our heads together and listening to speakers on a number of

topics such as property taxes, arbitration reform, and affordable housing, can often provide new and insightful ideas as well as the impetus to move forward in a positive manner or even change direction.

Senator Robert Menendez, Congressman Frank Pallone Jr., and David Agnew, Deputy White House Director of Intergovernmental Affairs, spoke at the conference and provided suggestions and information that may prove helpful for our communities in the short and/or the long run. It is important that, as Mayors,

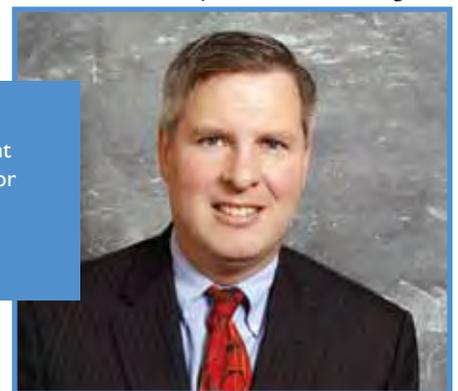
Brian Wahler, Former NJCM President is also the Mayor of Piscataway Township. Mayor Wahler also serves as an officer for the US Conference of Mayors.

we keep the lines of communication open and to continue to dialogue with these and other officials as well as with the Governor and his cabinet officers. Our own NJCM Mission Statement advises us to do exactly that.

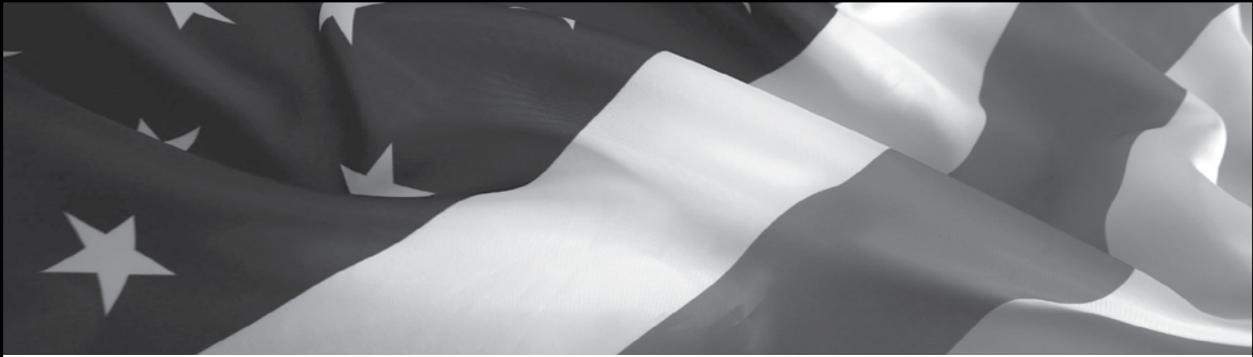
Another important resource for us continues to be the United States Conference of Mayors (USCM). They have been at the forefront of the voices heard in Congress regarding the Energy Efficiency and Community Block Grant (EECBG) program. Many of our New Jersey Mayors have also lent their voices to advocate for this program. EECBG is designed

to spur economic growth, decrease total energy consumption, create and retain jobs and improve energy efficiency in the transportation, buildings and other energy consumption sectors. Each of these initiatives is equally important to fight for so that our cities and towns can survive and prosper. Our advocacy must continue and our voices must remain raised.

On a final note, I congratulate Thomas Arnone, Mayor of the Borough of



Neptune City, as he takes on the mantle of the Presidency of the NJCM. He will be an outstanding leader and I'm certain will receive the same cooperation, help and support that I've received. I wish him and his Executive Board great success. With his leadership this Mayors' organization - the best in the nation - can only continue to grow and thrive. ♪



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Commissioner Martin Brings New Service Culture To DEP

By: Bob Martin, Commissioner Department of Environmental Protection

Everyone wants to do right by the environment. We see this in the everyday choices that people make, whether it's using compact fluorescent light bulbs to save energy, buying hybrid cars to reduce emissions, or simply putting newspapers and bottles in the recycling bin instead of the trash.

We do all these little things because we know they add up to make a big difference. We do them because we value clean water and air, vibrant and healthy cities, clean beaches, lots of preserved open space, and abundant and healthy populations of wildlife.

The breadth and diversity of the Department of Environmental Protection's mission to safeguard New Jersey's environment is expansive. I am impressed by the dedication of our employees who work hard every day to carry out this mission.

The DEP's core mission is and will continue to be to protect our air, water, land and remarkably diverse natural resources. We will continue tough enforcement of environmental laws that protect our natural resources and the health of our residents.

But we also need a new direction, one that is in step with the great deal of environmental progress that has been made and one that cuts through the morass of laws and regulations that has developed over the years, often creating unnecessary impediments to good economic development and placing unreasonable burdens on our residents. We must weed out those rules that serve little or no purpose and strengthen those that do.

The DEP has already begun the fundamental shift toward becoming a visionary agency that is adapted to the 21st century. Through cultural changes,

we are instilling within our organization a customer service focus in which DEP is no longer viewed as an obstacle, but rather as a driver for economic growth that does not compromise environmental protection.

The DEP is making permitting and inspection of individuals, businesses, local governments and other organizations both timely and predictable. We are basing decisions on science, data, facts and cost/benefit analyses.

Among our program priorities, we will:

- Ensure aggressive cleanups of contaminated sites through the Licensed

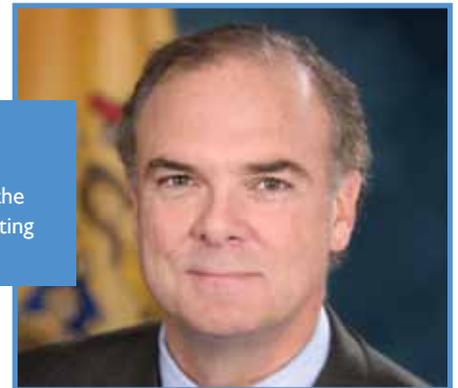
Bob Martin is the Commissioner of the Department of Environmental Protection. He retired in 2008 as a partner in Accenture LLP, the world's largest business and technology consulting firm. He lives in Hopewell Township

Site Remediation Professional program so this land can once again become productive and create opportunities for economic development;

- Encourage opportunities for green energy, especially development of wind and solar energy;
- Work with stakeholders to improve the health of Barnegat Bay and address the issues of cooling systems at the Oyster Creek nuclear power plant;
- Launch a stakeholder process to review and strengthen protection of our most ecologically important streams;
- Preserve and protect the parks and wildlife areas of our beautiful state;

- Make Environmental Justice a priority;
- Determine the best approach and implement a program to accelerate the retrofit of diesel engines.

The DEP must play a key role in the economic growth of the state. Economic development and environmental protection go hand-in-hand, whether it's through renewable energy development, ecotourism, development of industrial technologies that better protect our air and water,



brownfield redevelopment, and in a host of other ways.

To this end, I've created an Office of One-Stop Permitting to streamline the permit process, and an Office of Economic Analysis to consider potential economic effects of actions taken by the DEP. I've also created the posts of Assistant Commissioner for Economic Growth and Green Energy, key positions that will bring fresh new perspectives and objectives to the DEP's core mission.

To be successful, we must eliminate waste and redundancies. The blueprint can be found in the work of the Red Tape Review Group, which assessed the cumulative effect of laws and regulations on New Jersey's economy. This group's finding will steer our efforts to adopt common sense

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Kim Guadagno, *Lieutenant Governor of New Jersey*

Caren Franzini, *CEO, NJ Economic Development Authority*

Lori Grifa, *Commissioner, NJ Dept. of Community Affairs*

Jef Buehler, *Director, Main Street NJ & Improvement District Programs*

Mark Lohbauer, *Principal, JGSC Group / Community InsightsSM*

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New Energy Efficiency Grants Available

\$20,000 rebates through the Energy Efficiency and Conservation Block Grant Program provide funding for NJ municipal and county governments

By: Lee A. Solomon, President, NJ Board of Public Utilities

In today's economic climate, with budget cuts and increased costs, New Jersey's public officials are under pressure to ease the growing tax burden on the state's residents. Improving the energy efficiency of outdated government buildings is a smart way to produce significant taxpayer savings while reducing environmental impacts and creating green jobs. Finding the capital needed to implement cost-justified projects has been difficult in these fiscally-demanding times, but now there is a new source of funding available for local governments.

\$20,000 Rebates to Supplement Energy Efficiency Projects

The New Jersey Board of Public Utilities (NJBPUB) recently launched a new energy savings program designed to bring efficiency projects within reach. Rebates up to \$20,000 are now available through the American Recovery and Reinvestment Act (ARRA) and Energy Efficiency and Conservation Block Grants (EECBG) program.

Leading the Way

The following recommendations made through NJCEP's Local Government Energy Audit initiative are already making a difference in energy costs for some communities.

- Cherry Hill Fire District #13 performed a lighting upgrade from T12 lamps to T8s.
- Monroe Township Fire District #3 replaced malfunctioning roof top unit controllers that had been wasting energy
- Manchester Township updated T12 lighting to energy efficient T8 lighting, and offset a portion of the cost through NJ SmartStart Buildings
- The Hamilton Township Board of Education significantly reduced project costs by using NJ SmartStart Buildings to replace two outdated boilers

The block grant was enacted as part of the Energy Independence and Security Act that became law in December 2007. Grants awarded under the EECBG program can be used to help municipalities undertake environmentally-friendly initiatives, such as updating lighting systems, heating and cooling equipment, or make building envelope improvements including doors, windows and insulation.

Lee A. Solomon, Esq. was named by Governor Christopher J. Christie as President to the Board of Public Utilities (BPU) on February 23, 2010 and serves as a member of the Governor's Cabinet. Prior to his nomination, Lee served as a Judge of the Superior Court of New Jersey, sitting in Camden County; served as the Deputy United States Attorney for the Southern Vicinages of New Jersey and served five years as the Camden County Prosecutor and one year as Acting Prosecutor.

medium sized facilities that covers up to 80% of project costs.

Pay for Performance, a whole-building approach for large buildings that provides financial incentives based on actual savings as compared to an Energy Reduction Plan designed for your specific facility;



The NJBPUB is making this program available to eligible municipalities and counties through a very simple process. Rebates will be available through New Jersey's Clean Energy Program (NJCEP) to all municipalities and counties that are not recipients of a direct Block Grant from the U.S. Department of Energy. Visit the NJCEP website at NJCleanEnergy.com/eecbg to see if your local government is one of the 512 communities that qualifies for the grant. The website also provides links to the program application and a detailed package of information including the list of eligible energy conservation measures.

How to Qualify for an EECBG Rebate

Your municipality or county has three possible paths to an EECBG rebate.

1. Participate in at least one of the following New Jersey Clean Energy Program initiatives:

Direct Install, a turnkey equipment replacement service designed for small to

NJ SmartStart Buildings, which provides financial incentives for energy efficient heating and cooling equipment, lighting upgrades, and devices that control energy usage (recommended by a Local Government Energy Audit or an equivalent audit conducted within the past 12 months); or

2. Applicants must enroll in an eligible utility energy efficiency incentive program; or
3. Applicants must install building shell measures recommended by the Clean Energy Local Government Energy Audit Program.

Submitting an Application

Local government officials may apply for an EECBG rebate until April 1, 2012, however, projects must be installed and all required documentation submitted to TRC (the NJCEP commercial and industrial market manager) before August 1, 2012 in order to receive funds. For

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The Power Of Wellness Programs: Increase Productivity, Decrease Costs

By Paul Portsmore, Vice President, Health Services, AmeriHealth New Jersey

One of the difficult challenges facing New Jersey's municipalities is reigning in costs while retaining critical employees and services; controlling health care costs is a significant part of that challenge.

The recently passed health reform bill addresses many aspects of health care but does not address cost reduction – making it even more crucial for individuals to manage their own health care and for their employers and insurers to help them understand how. Wellness programs present an innovative opportunity for municipalities to incrementally, and demonstrably, reduce both short- and long-term health care costs while helping boost their employees' overall health and productivity. In fact, some New Jersey municipalities are already implementing wellness programs – with encouraging initial results.

It is instructive to define “wellness”: wellness is more than simply eating right or exercising, although those are certainly important components of any wellness program. Loosely defined, wellness programs are health interventions aimed at maintaining or improving health and minimizing the effects of disease. They are measurable programs that create a “culture of wellness” in organizations, providing employees with the education and tools to manage their health – and with incentives to do so.

“Wellness” has emerged as a catchphrase of sorts, but there is nothing trendy about it. Several independent sources, including the Centers for Disease Control and Prevention (CDC), believe wellness programs hold significant potential for bottom-line savings. For example, a CDC study shows potential savings of \$3 to \$6 for every \$1 invested in wellness programs.

AmeriHealth has offered wellness programs since 1995, and was the first to bring employer on-site wellness programs to small- and mid-sized New Jersey-based organizations – organizations that remain a unique focus for AmeriHealth. Today, AmeriHealth brings cost-reducing, productivity-enhancing wellness programs to entities of all sizes, including municipalities.

Understanding the importance of wellness

In order to understand the importance of wellness – and the potential cost savings

associated with wellness programming and healthier employees and citizens – it's necessary to first understand the tremendous financial burden that poor health places on our entire health care system.

Let's begin with obesity. As a society, we're becoming heavier, and that translates to more disease and a greater economic burden. As of 2004, obesity was found to increase our national health care costs by anywhere from \$98 billion to \$129 billion. Average health care costs for obese people are 30 percent higher than for people of normal weight, and a result in an additional \$15.4 billion for sick leave, life insurance and disability insurance.

In general, according to the Journal of Environmental and Occupational Medicine, for every \$1 employers spend on worker medical or pharmacy costs, they absorb \$2-\$4 of health-related productivity costs. The same logic applies to municipali-

Paul Portsmore is responsible for all aspects of health services at AmeriHealth New Jersey, which provides health insurance coverage to New Jersey municipalities, organizations and residents. Among his responsibilities is oversight for the company's extensive wellness programs.

For example, AmeriHealth works with municipalities and other entities to implement wellness programming such as:

- body composition/body mass index (BMI) testing;
- blood pressure screenings;
- smoking cessation programs;
- on-site health coaching, including consultation on nutrition, exercise, chronic disease management and overall wellness support.

AmeriHealth also offers wellness-driven products such as AmeriHealth Healthy LifestylesSM, offering reimbursements, discounts, information, and reminders designed to help members live healthier lives.

AmeriHealth also conducts wellness expos statewide on ways to improve economic health through wellness programs. For example, on June 18,



ties, with all of the same negative implications.

Smoking is another treatable circumstance that comes with tremendous economic as well as general health consequences. We all know about the diseases associated with smoking; what many people don't know is the associated costs: The American Lung Association estimates that smoking cost the United States more than \$193 billion in 2004, including \$97 billion in lost productivity and \$96 billion in direct health care expenditures, or an average of \$4,260 per adult smoker.

What can municipalities do?

By working with their insurers to create wellness programs tailored to their specific needs, municipalities can realize many of the same long-term health and productivity benefits as their private-sector counterparts – all while supporting their economic goals and setting positive examples for their citizens.

2010, AmeriHealth and the Chamber of Commerce Southern New Jersey will jointly conduct a Wellness Expo at Aloft Hotel in Mount Laurel. Speakers from AmeriHealth, the Chamber and prominent health care practices will educate public and private-sector managements and employees on the state of wellness in New Jersey and on opportunities to reduce costs while improving health.

The economic challenges associated with operating in New Jersey are great, and our state's municipalities are forced to confront these challenges every day. Wellness programs present a unique, often overlooked, opportunity for municipalities to incrementally reduce costs while simultaneously benefiting the workers they employ. ♣

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Mayors Remember Congressman Bob Franks

By: Amy Osborn

“The legacy of heroes is the memory of a great name and the inheritance of a great example.” To so many of us, Bob Franks was just that – a hero. I first met Bob in 1988 during my days as a College Republican, and we became friends in 2001 when I coordinated the Veterans for Franks Coalition. New Jersey’s veterans loved him, as he was one of their greatest champions. Bob and I bonded over our mutual love of country music and the Indianapolis Colts, and over the past few years he was a mentor to me and my “go to” guy for advice on many things. There were few better advice-givers than Bob. His friendship was unconditional; when good things happened, he was excited for you, and when times were tough, you could count on him for support. He had a smile and a laugh that could turn even the worst day around and I think that’s what I’ll miss the most. Bob had many friends in the mayor community, and I’ve asked a few mayors who were close to Bob to share their thoughts about our friend.

Len Desiderio has served as Mayor of Sea Isle City since 1993. “I met Bob Franks in 1990. At this time my brother Gerard (age 29) was the Cape May County Regular Republican Chairman. The night that I met Bob, my brother was hosting a Republican cocktail party at our Lounge in Sea Isle City. My brother asked me to look out for Assemblyman Franks, who also at the time was the State Republican Chairman. I remember being surprised when my brother asked me to look out for a blue Pontiac Fiero. “A Fiero,” I said, “Oh boy is this guy going to be special.” Well I didn’t realize just how special he would be. This would be the start of a great personal friendship and being part of “TEAM FRANKS”.

Throughout the years Bob would become a frequent visitor to Sea Isle City and Sea Isle City would play a part in his U.S. Senate and Governor campaigns. Bob was someone that always made you feel at ease and gave you all the time you needed to talk with him. Losing Bob was difficult for many of us, but I do feel extreme pain

for Fran and his 3 Angels – Kelly, Sara and Abby.

Bob was a special person that comes around once in a lifetime. I’m proud to have been his friend and I will always be a proud member of TEAM FRANKS. Bob and my brother Gerard are now politicking again together. Keep an eye on me guys!”

Al Morgan served as Mayor of New Providence from 1999-2006. “I worked for UPS 28 years as a package car driver. 24 of those 28 years were in service to New Providence where I live, and where Bob also used to live, and where I served 2 terms as mayor. As you can imagine, it is not all too common for your UPS man to also be your mayor. Bob loved that and used to play it up. He would to say, “Al has the best job in the world. He works, delivers packages, and gets votes all at the same time.” He was so proud of me. It was inspirational.

One time, when Bob was in congress, the UPS senior vice president, John Fitzgerald, was lobbying him on a bill.

Amy Osborn is a Business Development Consultant and owner of Capitol Concepts. Ms. Osborn serves on the Selective Service Board and has worked with the U.S. Department of State, Defense and Labor, nationally and internationally. You can visit her website at www.capitolconcepts.com

inspiration lives on. God Bless you, my friend.”

Angelo Corradino served as Mayor of Manville from 1992-2007. “I first met the Congressman when we were both in our first term, Bob as a Congressman and I was in my first term as Mayor. He was doing a tour of diners throughout the 7th Congressional District, and was only going to spend a half hour in Manville, until I corralled him and took him on a tour of Manville. He ended up staying for over an hour and a half, setting him behind for the rest of the day. He never complained that he was running late; as always, he was the gentlemen he was throughout his life.

Bob was not only a friend of mine, but he was a friend to Manville, especially our VFW Post, where on one occasion he brought the Congressional Budget Committee for a hearing. That was a distinct honor for our community and we had over 500 people in attendance that day.



Bob asked him where he was from and John told him North Jersey. Bob asked him if he knew “his mayor, Al Morgan of New Providence”. John said, “yes.” Bob told him, “well then have Al talk to me.” Subsequently, I got a call from Washington DC from UPS requesting that I contact Congressman Bob Franks. Getting a call from Washington is a big deal when you’re from a small town in NJ.

Fran, Kelly, Sara and Abby, we pray for you. Please know you always have a home in New Providence. Bob - your family, friends, New Providence, New Jersey and the United States will miss you greatly. Thank you from all of us. Your legacy and

When Manville was devastated by Hurricane Floyd we became an island where no one was able to get in or out. I called the Congressman at 6 A.M. for help and advice. The next thing I knew, there was a helicopter flying into Manville, carrying the Congressman; he had come to assess the situation and see how he could help. I still don’t know how that helicopter made the round trip, because it looked like it was a refugee from Vietnam. Nevertheless, Bob had the courage to fly in it, just to see how

continued on Page 21

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Disabilities Program Widens Municipal Purchasing Options

By: Nils Richardson, President /CEO, Access NJ

New Jersey municipalities can simplify their purchasing procedures, reduce costs and provide the dignity of a job and a paycheck for people with disabilities through the State Set-Aside Program for Rehabilitation Facilities. Every municipality in the state is eligible to participate in this purchasing plan, which some towns have already found to be advantageous.

ACCSES New Jersey/CNA Services operates the program under the supervision of the New Jersey Commodities and Services Council. The products and services are provided by people with disabilities who are trained by CNA-certified, non-profit agencies throughout the state.

Last year some 3,500 New Jersey citizens with severe disabilities were employed through the set-aside program. We offer a talented workforce that can be subcontracted, engaged through our temporary staffing services or hired through our placement and retention services.

Municipal Advantages

Municipalities, counties and quasi-government agencies can purchase goods and services that are currently under contract directly from CNA Services, through the State Cooperative Purchasing Program. Cooperative Purchasing is a collaborative effort among all of the statewide buying entities to improve efficiency, reduce cost and improve the quality of procurements. Purchases can be made by simply quoting the state contract, as well as by directly negotiating prices for items not yet on state contract. Using the CNA set aside in conjunction with the Cooperative Purchasing Program streamlines procurement while providing sorely needed jobs for people with disabilities.

When a product or service offered by CNA is placed on the set-aside list, it is added to one of the agency's state contracts. At that point, any governmental unit, including municipalities, may purchase from CNA Services without going through the competitive bidding process. This differs from traditional bid contracts in that the purchasing entity makes the award through the state review system, which ensures that the commodities

and services meet strict quality and price guidelines. The program, which has no participatory fees, has produced significant efficiencies for a large and diverse group of clients.

CNA Services currently serves over 25 municipal customers throughout the state, including Brick Township, Buena Vista, Camden, Jersey City, Newark, North Plainfield, Middletown Township, Denville, and Teaneck, as well as eleven counties.

Commendation

In addition to our direct relationships with counties and municipalities, we have worked closely with the major organizations representing them, such as the New Jersey Conference of Mayors (NJCM). CNA supplied baseball hats embroidered with the American flag to NJCM for distribution to members at the annual League of Municipalities conference, which prompted these comments from Fanwood Mayor Colleen Mahr, the Immediate-Past NJCM President: "The quality was top notch and the price couldn't be beat! Everyone loved them! It was wonderful to work with ACCSES NJ/CNA Services and give a token of our appreciation to our Mayors. I see tremendous partnership and cost-saving potential for our municipalities through this program."

Nils Richardson is President/CEO of ACCSES New Jersey, a non-profit organization. ACCSES NJ/CNA Services may be reached at 609-392-1255 or on the web: www.cnaservices.org.

Commodities and Services

Of the many products and services available through CNA Services, the following categories are especially applicable to municipalities:

Janitorial Services. We are currently under contract to provide janitorial services to the State of New Jersey, with the work covering some two-and-a-half million square feet of space. We also have provided the services to several counties and municipalities.

Document Imaging. The CNA program enables municipalities to utilize our system

and quickly move with DARM approval to meet their document imaging needs, all without going to public bid. To facilitate this process, CNA provides consulting services to help municipalities and counties navigate the DARM requirements for certification of images.

Toner Cartridges. We offer a large line of new OEM Laser Toner Cartridges and remanufactured or compatible cartridges, all competitively priced.

Unarmed Security Services. We are fully licensed to provide this service under State contract T-1818.

Temporary Employment Services. CNA provides this service to various state agencies in northern New Jersey, and we have placed temporary office workers with the NJ State Chamber of Commerce and the City of Newark.

Secure Document Destruction. This service offers a convenient means for meeting a growing need of municipalities and many other entities.



Please refer to our website www.cnaservices.org – for a complete list of products and services.

Reliability

With member agencies located in every county in the state, CNA Services offers rapid service to its customers, along with convenience and cost savings, while providing more jobs for people with disabilities. Every municipality in New Jersey could benefit by exploring this program. ♣



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Historic Budget Meeting During NJCM Conference

The New Jersey State Senate Budget Committee in an historic gesture, scheduled a Budget Hearing on day one of the NJCM Spring Conference. Mayors from across the state appreciated the opportunity to be heard on local concerns.



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2010 NJCM Spring Conference Photos

Educational seminars and speeches from US Senator Robert Menendez, Congressman Frank Pallone and White House Deputy Director David Agnew rounded out the last day of the conference.



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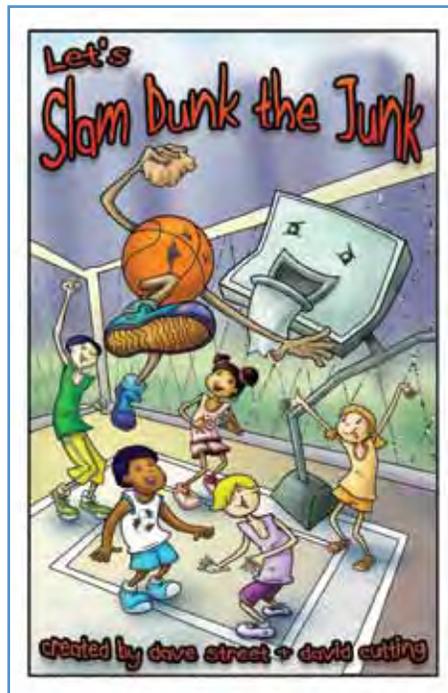
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NJCM Affilate Dave Street Launches Exciting New ‘Slam Dunk The Junk’ Recycling & Litter Prevention Book!

In 2009, the New Jersey Clean Communities Council asked presenters to incorporate the “Slam Dunk the Junk” theme into their presentations.

Long time NJCM affiliate member Dave Street met this challenge by writing a new book, “Let’s Slam Dunk the Junk”-utilizing the principles of basketball to teach young people about recycling, litter prevention and related topics. This book is beautifully illustrated by professional artist David A. Cutting, who has previously worked for the Nickelodeon Cartoon Network and promotes the message of the New Jersey Clean Communities program.

With a price of only two dollars per copy, the book features a beautifully illustrated version of the song “Let’s Slam Dunk the Junk”, educational pages on litter prevention, recycling, reusing and the impact of stormwater on litter. At the end of the book there are captivating activity pages, including a crossword puzzle reinforcing the message.



Mayors can use their Clean Communities money to purchase the books for students and children in their communities, and at only two dollars a book, it is affordable even in this economy. An additional perk for Mayors is the distribution of the book to students and children in their community will help fulfill the Stormwater Outreach Education points, since it also illustrates the impact of stormwater on litter.

Meanwhile, Dave Street continues to perform his acclaimed Clean Communities assemblies programs at schools throughout New Jersey. Dave has also recently been awarded the Clean Communities Council “Excellence in Education” award! You can contact Dave directly at godave908@yahoo.com for further information or to book a school assembly or a performance for your local or county event. ♪

For a preview of “Let’s Slam Dunk the Junk”, please visit: www.slamdunkthejunk.com.

Amy Osborn-continued from Page 13

he could help his constituents. He was a tremendous person.

Not only did I lose a good friend but so did the State of New Jersey. My heartfelt sympathy goes out to his wife Fran, his daughters, and his staff who were with him since he decided to go into public life. We will all miss his sense of humor, his good nature, and most of all his honest approach to any question or problem presented to him. I will never forget our friendship. Rest in Peace my good buddy.”

Thousands of pages could be filled with testimonials about what Bob meant to each of us, how he influenced careers, or made us feel special. The loss is difficult to accept, but the pain we feel now is yet another testament to the legacy Bob Franks leaves behind. Bob Franks was an accomplished and respected public servant and a trusted and treasured friend to many of us. He was a proud, loving and devoted family man who will long be remembered for his compassion and concern for his

community and the people with whom he shared it.

Bob Franks was taken from us too soon, yet we must be grateful for the incredible life he lived. May our memories of Bob live on in each of us, through our actions and in our words. I believe that many of us who appreciated Bob and his work will make it a point to do more than is required of us, to help improve our communities, to treat others with kindness and respect... and to do it all with a smile. ♪

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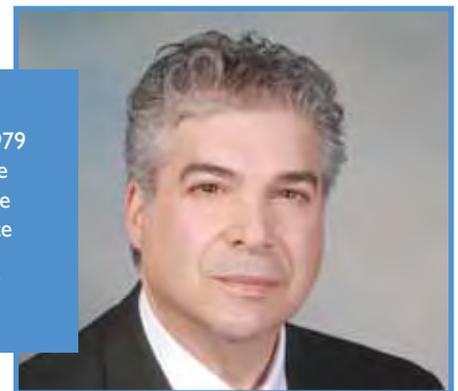
By: Mayor Ron Jones, Beachwood

I was born into a political family and I achieved the dream of my father to serve as a public official. I recall as young child going to strategy meetings and being instructed to listen and not speak. I guess for me these were my political lessons and I was in “future leader’s training”. In my lifetime I have met a great number of political figures, Democrat’s, Republican’s and few I don’t know what they represented. Being elected in this modern day political atmosphere I often ask myself, where have all the statesmen gone? I have fond memories of attending events with my Dad and the leader’s back then all seemed taller, bolder and stronger. They commanded an aura of strength and their voices were powerful and convincing. I recall Mr. Daley, a statesman in Ocean County in the 1960’s. I am unsure what political party he belonged to but he offered a funny story of an incident involving the Pope I vividly remember. Mr. Daley was granted a visitation with Pope John XXIII, an honor bestowed upon very few people. It is customary to show respect by bowing before his holiness. Well for Mr. Daley this simple act took a very humorous twist to say the least. When Mr. Daley was halfway into his bow he inadvertently stepped on the Pope’s robe. So when the Pope stood up he and Mr. Daley fell over on to the floor. Mr. Daley stated he was mortified until he heard the Pope laughing. This one story made Mr. Daley a regular guy to me and impressed upon me political figures should be regular folks who leave their egos at the door. When traveling to Washington, DC, one can visit the

Dirksen Senate Office Building. Senator Everett Dirksen, another figure bigger than life. The Republican Senator from Illinois was a champion for civil rights and was a proponent of the New Deal Programs of President Franklin Roosevelt. Pure silence would beset the senate floor when he rose to speak. He had an agenda of putting people first and never did he utter a harsh word towards a colleague or a person possessing an opinion different from his. Boy, is this a quality missing in politics today. Lastly, Hubert H. Humphrey, the Democratic Senator from Minnesota. He was the son

amongst us are. It isn’t a D or an R. No, quite frankly it is the guy or gal who can argue a position and then go out to dinner with that same political opponent. A leader who is willing to risk their political life on an issue that can further a greater public benefit, even if it could lead to their own demise. It just seems that politics today has lost its focus and meaning. The process has become nasty, hurtful and very personal. It is guided by polls, special interest and pockets of group’s representative to those

Ron Jones is the Mayor of Beachwood in Ocean County. He was formerly elected in 1979 as a Councilman at large in Brick Township. He is the only official of either political party in the history of Ocean County elected in to separate towns. Mayor Jones has served on the Board of Directors of the New Jersey Conference of Mayor’s since 2008.



of a pharmacist who chose to opt out of his fathers business to pursue politics. Hubert Humphrey was instrumental in putting the lid on a coalition of southern Democrat’s determined to do all in their power to see that civil rights reforms were shot dead in the water. This one act solidified the Democratic Party’s platform on civil rights and led to the eventual passage of the Civil Rights Act.

What is the point of all this? Well I wonder who the Statesmen

rising to power in Germany during the 1930’s. Where do you stand in making an impact upon society? Imagine you can be the one who has a kid in the audience listening to your very words. One who will take the political baton from you to lead his or her community someday? I have met hundreds of Mayor’s and can confidently say there is a statesman amongst us. For me it’s my hope we have 566 statesmen amongst us. I personally believe we are getting there. 🇺🇸

Bob Martin - continued from Page 7

principals of rule making and modernize our technologies.

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Recovery Strategies for Your Town

How communities can jump-start economic growth.

By: Joe Getz, JGSC Group

It's no fun to be a Mayor in New Jersey right now: with declining tax revenues, budget deficits, cuts in State aid, and unemployment, it seems there's no good news to be found. With the collapse of the real estate market, tax appeals are up and property values are down. As tax revenues have declined, the cost of everything else continues to rise.

The short-term solutions are all painful and there appears to be no easy way around the immediate problem of delivering municipal services for less. But for the longer term, the real challenge is how to rebuild the lost value of local ratables, create new jobs and restore tax revenue levels. These challenges are more difficult because traditional economic development methods will be less effective than they once were.

New trends create challenges to growth

Large-scale housing developments, once a reliable source of new ratables, will be less effective for economic development as changing lifestyle trends shrink demand for "McMansions." In fact, the Metropolitan Institute at Virginia Tech estimates "that by 2025, there will be as many as 22 million unwanted large-lot homes in suburban areas" across America.

Diminished demand is fueled by a younger generation that is marrying later and postponing families, combined with the desire of "empty-nesters," who no longer have children at home, to simplify and downsize. As a result, the Census estimates that married couples with children, the traditional buyers of single-family homes, now comprise just 20% of all U.S. households.

Strip-mall developments are also overbuilt. This situation is so acute that the International Council of Shopping Centers created seminars aimed at overcoming "the proliferation of white elephants in local communities."

Attracting large-scale employers to your community, while appealing, is also unlikely to provide successful economic development. Among the factors impacting this is the absence of large-scale firms

to recruit. Firms with more than 100 employees account for just 3% of all New Jersey firms. Moreover, research shows that as much of 80% of all new net jobs comes from the growth of existing businesses.

First, look at the big picture

The Christie administration has proposed "Garden State Growth Zones" to stimulate economic development in urban areas. The program appears to focus on key factors that will stimulate economic growth, attract new ratables and create jobs in urban areas. However the program is likely to focus only on the state's larger cities, leaving smaller communities to fend for themselves.

Think small

Even in the absence of outside assistance, there is much you can do to stimulate economic growth. Begin by thinking small. Instead of large employers, new strip-malls, or housing developments, focus on your

the private sector net job creation over the past 15 years.

Growth opportunities exist for downtown in-fill housing, where each new home can add \$50,000 to the local economy and people are returning in record numbers. As "empty-nesters" look to enhance their lifestyles by living in walkable communities that offer the goods and services they seek, the "Gen Y" segment wants increased opportunities for social interaction and the ability to walk, bike or train to work.

Begin with a strategy and a plan

Downtown economic growth won't magically occur. Just as in private-sector developments, economic growth in downtowns must begin with a fact-based analysis to determine what the market can sustain.



Joe Getz is a principal at the JGSC Group. The firm provides downtown revitalization strategies and implementation support to more than 60 municipalities in New Jersey, New York, Pennsylvania, Delaware, Florida, Michigan, Minnesota, and New Mexico. More information is available at www.community-insights.com

downtown commercial corridors. Older communities typically have at least one underperforming downtown district. Long ignored, these districts now hold potential for jump-starting economic growth.

Focus on small businesses especially office space users. In New Jersey, 88% of all firms have fewer than 20 employees, so that's a good place to start. Older downtowns offer numerous benefits for small business including affordable space, diversity of rent options, expansion possibilities and access to highways and support services.

Small businesses are particularly attractive during tough economic times. A study in 2009 found that nearly one in 10 job seekers gained employment by launching their own business. More importantly, the Small Business Administration reports that small businesses accounted for 65% of

The information discovered there is far more important than fancy marketing brochures.

The analysis should yield a strategic plan that identifies specific economic development opportunities, realistic action steps, and tools to track and measure progress. One good way to start is by speaking with those, such as JGSC Group, that understand and specialize in downtown economic revitalization. Another way to begin is through the NJ Downtown Revitalization & Management Institute (DRMI). Coordinated by DCA Office of Smart Growth and Main Street New Jersey, the DRMI provides training sessions for downtown success. Visit <http://www.state.nj.us/dca/divisions/osg/programs/drmi.html> to learn more about the DRMI. ♡

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Mayors Emeritus Very Involved in Support of 2010 NJCM Annual Conference



By: Jack Morrissey, Chairman NJCM Mayors Emeritus Advisory Council

The Mayors Emeritus Advisory Council was again this year very involved in the planning and support of the NJCM's 47th Annual Conference at the Borgata Hotel, Casino and Spa, April 28th through the 30th. The Mayors Emeritus was also involved in the planning and staffing of the NJCM's First Annual Golf Tournament under the guidance of NJCM Business Council Director, Mayor Gary Passanante. This first ever event took place on April 27th at the Atlantic City Golf Course, and was a tremendous success.

Beginning in December of 2009, the Mayors Emeritus (MEAC) started meeting to plan for the involvement in the 2010 NJCM Annual Conference. With the exception of the Holidays, they met at least weekly to organize their involvement for the Conference. The MEAC's sent eight mailings to all Mayors, three mailings to the Mayors Emeritus, provided panelists for and hosted four Panel Sessions, planned for and staffed the new NJCM Golf Outing. The Mayors Emeritus also assisted at the Conference registration, monitored and assisted with all Conference sessions, staffed the MEAC booth, prepared and provided 15 various documents related to the Conference to the Mayors. New this year, the Mayors Emeritus went "green" and paperless – all documentation was provided on CD.

The four Panel Sessions the MEACs sponsored and secured panelists for were: Affordable Housing, Shared Services, Property Taxes and State Mandates. Each of the panel sessions were very well attended and included very lively and informative discussion between the panelists and the Mayors in the audience. A large "thank you" is extended to the following panelists for their involvement in the panel sessions:

Affordable Housing Session

Senator Raymond Lesniak, Mayor Wilda Diaz—Perth Amboy, Mayor Robert

Bowser—East Orange, Former Senator Maria Karrow, Cindy Perr, Esq. and Session Moderator, Mayor Colleen Mahr—Fanwood.

Shared Services Session

Assemblyman Angel Fuentes, Former Assemblyman and Gloucester Township Mayor Dave Mayer, NJCM President Mayor Thomas Arnone—Neptune City, Bergen County Executive Dennis McNerney, Mayor Emeritus and NJ Shared Services Assoc—Tim Smith, Chief Brett Matheis, Police Chief—Clinton. Thanks also to session Moderator Dan Mason, Shared Services Consultant and Mayor Emeritus.

Property Taxes Session

Assemblyman Louis Greenwald, Assemblyman Anthony Bucco, Mayor Ray Eppinger—South River, Mayor Gerald Tarantolo—Eatontown, Former Senator Bill Schluter, Mayor Emeritus Jack Tarditti, Mayor Emeritus Millard Wilson, and finally Session Moderator Mayor Gary Passanante—Somerdale.

Jack Morrissey, Chairman NJCM Mayors Emeritus Advisory Council, Executive Officer and Board of Directors Member, NJCM Former Mayor, 18 years, Merchantville, New Jersey

activities as those provided through the late NJCM Operations Manager, Lee Veale. This year, the award was presented to Barry Lefkowitz for his outstanding and diligent support with obtaining sponsors, securing panelists, mailings and session moderating.

A large "Thank You" and sincere appreciation are extended to the following Mayors Emeritus (MEAC) and their spouses for their many significant contributions in support of the 47th Annual Conference: Tony and Theresa Beatrice, Mike and Mary Mevoli, Bea Cerkez, Mike and TC Kay, Charley Pritchard, Elwood and Elena Hampton, Augie Longo, Ted and Betty Dorn, Barry Lefkowitz, Joe and Cathy Wolk, Ted Wardell, Jack Tarditti, Eskil "Skip" Danielson, Anthony Diccio, Angelo Corradino, Vic Vittorino and Jack and Janet Morrissey. Many times during the Conference, the NJCM Executive Officers voiced their appreciation and gratitude



State Mandates Session

Assemblyman and Mayor John Burzichelli—Paulsboro, Assemblywoman Alison Littell McHose, Mayor Chuck Chiarello—Buena Vista, Mayor Joseph Wolk—Mount Ephraim, Mayor Arthur Ondish—Mount Arlington. Session Moderator Barry Lefkowitz—Lobbyist.

Each Year, the Mayors Emeritus present the "Lee Veale Spirit of NJCM" Award to someone who has demonstrated the same qualities and characteristics in support of the NJCM through the Mayors Emeritus

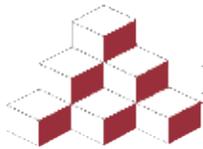
to the MEAC's at the various conference events—The MEAC's thank them for their kind words!

On a personal note, I extend a sincere appreciation to the members of the Executive Board for honoring me as one of the recipients of the "Former Mayor of the Year" awards at the Annual Conference. – Thank you! 🍀

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Managing Challenges In The Public Sector By Finding Cost Saving Solutions In Telecommunications, IT And Electric Services

By: John A. Smith, Managing Director, Capable Communications

The pressure on municipal governments today is relentless: less revenue, fewer services and higher costs. But imagine putting money back into the municipal budget! That's what we accomplish for our municipal clients – it is possible.

Capable Communications is on a mission to help the public sector reduce their telecom, electric and technology expenses, so hard pressed managers can continue to meet the demands of their communities without cutting back on services. Today, choosing from the hundreds of telecommunications service providers, electric suppliers and technology firms makes it difficult for any municipality to research and select the right solutions to meet their unique needs and reduce costs without affecting service levels.

To meet this challenge, officials often need outside support to select the ideal companies for their specific needs. Faced with so many choices and demands, it's hard for a municipality to keep track of ever-changing telecom and IT offerings or electricity suppliers; a role that is outside their core strengths, especially in a time when many are downsizing. Often a municipality chooses the wrong service provider because they're too busy with other projects or do not have time to research all available options. We specialize in helping municipal managers find the best service provider while saving them money. Selecting the right solution and service provider can be the key to holding the line on your municipality's costs during these tough times. **Typically we save municipalities between 10% to 50% on these services.**

Capable Communications has forged partnerships with both local and worldwide providers to take advantage of

multiple cost savings solutions in a wide range of services for its clients. Some of these partnerships include specialized companies like Ancero, BlueClone Networks, Computer Solutions, Expert Technology Associates, ExTel Communications, Empire Technologies, Magellan Hill, OpDecision, Shared Technologies, 4TelecomHelp, R2P2, Value Communications. We also

John Smith is Managing Director of Capable Communications. He has held enterprise and global IT and sales positions with AT&T, Cable & Wireless, United Asset Coverage, and most recently, M5 Networks. He has bachelor's degree from Rutgers in computer science and business administrations

Our vision for Capable Communications is to service our customers as the 'GO TO' advisor in this region whenever municipalities are looking for telecom, electricity or IT related services and need to reduce costs and maintain service levels. Our passion is building partnerships with



maintain relationships with larger providers such as Broadview, PAETEC, AT&T and Verizon. Capable Communications partners with a number of Hosted Voice over IP (VoIP) companies who provide an outsourced phone system solution that enables our clients to enhance their business intelligence and gain efficiencies.

Recent success stories include a large North Jersey MUA, for whom Capable Communications helped lower telecom costs by over 25%. A central New Jersey Township needed to upgrade their phone system. Capable Communications negotiated with the telephone carrier to purchase this phone system upgrade (\$60,000.00) for the Township; thus there was no cash outlay for the Township. Even with this phone system upgrade, this Township is still able to save almost \$50,000.00 per year on their telephone service. Numerous New Jersey Townships are in the process of taking advantage of telecommunications and electric savings in the amounts of \$10,000.00 to \$70,000.00 per year.

clients and matching municipalities with the exact solution providers in order to help them reduce costs and contribute to their overall operational success. We offer free consultancy for all our services.

In summary, Capable Communications' mission is to help public agencies and private sector businesses of all sizes reduce their telecom, electric and technology costs while assisting them with finding better ways to communicate and operate. We help clients find the best service provider at the lowest cost for their specific needs. With over 22 years of telecommunications experience in the NJ market, John's passion for a clear understanding of customer needs and solutions provides the guiding force behind Capable Communications' values – and our customer's success. 📞

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- **Manage and monitor installations:** Coordinate vendor meetings, as applicable, Confirm customer service records (CSR), Confirm carrier deliverables and dates
- **Manage circuit cost and performance:** Monitor carrier billing and serve as your advocate until billing issues are resolved, Provide carrier escalations and serve as your primary point of contact, Coordinate carrier dispatch



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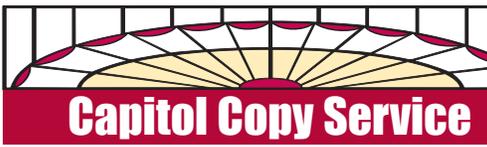
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NJCM Business Council

1st Annual Mayors Spring Golf Classic a Hit!

By: Gary Passanante, Director, NJCM Business Council

For those who did not make this year's inaugural golf outing, you missed one great event! The positive feedback and compliments have been overwhelming. It all started with an escort of our golfers to a personalized locker after their initial check-in and receipt of a stuffed "Goody Bag". A full breakfast followed and the practice range, chipping and putting areas were opened in preparation for an 11:00am shotgun start to the scrambles tournament.

With nearly 80 golfers and over 100 attendees, the Atlantic City Country Club was bustling with Mayors, Freeholders, Assemblyman and Senators. The sun broke providing a gorgeous day of golf but the winds kept things interesting and challenging for all. As the golf came to a close, one team walked away with 1st place earnings of a free round of golf valued at over \$200 each while the second place team earned a \$100 gift certificate to the Pro Shop for each player. Closest to the Pin and Putting Contest winners received a legendary Cleveland wedge and a Nike Cart bag. Door prizes rounded out the event and were distributed along with the prize winners "booty" at the two hour cocktail and hot Hors D'Oeuvres period. This wrap up networking mixer was particularly well received giving participating Business Council members a great opportunity to network with Mayors and key Legislators in a fun and relaxing environment.

On behalf of the Conference leadership, I would like to thank all of you who attended and participated in this inaugural event. I would like to especially thank the

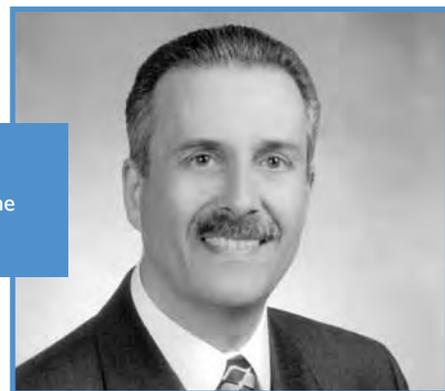
Mayor Emeritus Advisory Council for their generous support before, during and after the event. We would not have been able to achieve this great success without their support. This was an incredibly successful event and look forward to a total sellout next year.

This opening event kicked off the week's conference in grand style and the Business Council was there all the way. A sponsored breakfast and member sponsored technology session provided attending Mayors and Business Council members a peek at the newest technologies that help us all reduce cost, save time and conserve

Gary J. Passanante is the Director of NJCM Business Council and also serves as the Mayor of Somerdale

energy. All-in-all, the NJCM spring conference was a great success for the Business Council and a valuable series of events for all who attended.

budget crisis unparalleled in its history. The Legislative and Administrative actions being taken are rippling through to each and every municipality, challenging every Mayor and business leader to think outside the box in navigating their way through this mine field of economic disasters. As we work together to solve our economic challenges, the NJCM Business Council is ready and able to act as the "go to" organization where the best and brightest minds in our respective arenas can gather



and work in unison to restore economic stability in our communities. Now is the time to invest in our future by creating new jobs and expanding our tax base through the streamlining of regulations and laws. ♣

If you have not yet joined the Business Council, I urge you to contact me by email Director@NJCMBC.org or by phone at (856) 207-9142. I would be happy to discuss our membership and the full set of benefits available

Lee A. Solomon, Esq. continued from Page 9

projects being implemented under Pay for Performance, the recommended measures must be installed and the one-year post construction benchmarking report must be submitted by August 1, 2012 in order to receive a grant. Applications must be received by April 1, 2012 and project installation must be completed before August 1, 2012. Previously installed measures are not eligible.

Visit the NJCEP website at NJCleanEnergy.com/eecbg to download the complete application package. For assistance completing your application, please contact the market manager by calling 866-NJSMART, ext. 4 or send an e-mail to NJARRABLOCKGRANTS@trcsolutions.com.

Focus on Sustainability

There has never been a better time for New Jersey's communities to focus on a sustainable future, one that is built on a foundation of energy efficiency and conservation. Now that the EECBG funds are available, it's time to make sure that your community is taking advantage of the opportunity to reduce your operating costs as well as your carbon footprint. Your taxpayers will be glad you responded. ♣

Brick Township, Harnessing Positive Energy

By: Mayor Stephen Acropolis, Brick Township

Today it is more essential than ever for municipal governments in New Jersey to look towards renewable energy as a source of savings for taxpayers and revenues that can offset operational costs. One of my first major initiatives as Mayor of Brick Township was to form a committee that would work to identify opportunities to save money and generate revenue through the use of renewable energy. The Mayor's Advisory Committee on Renewable Energy (MACRE) consists of a group of citizen volunteers who work with my administration and our engineering firm, Birdsall Services Group (BSG), to identify realistic renewable energy solutions for the township.

Less than two years later, I am proud to say that thanks to the diligent work of many, including the members of MACRE and BSG, Brick Township is on the leading edge of the use of renewable energy to lower costs. With the guidance of BSG, we have developed a comprehensive Sustainable Energy Master Plan (SEMP) that includes all municipal facilities and operations and outlines plans to incorporate renewable energy wherever possible.

Earlier this year we completed the first major project that was a component of the SEMP – the installation of a 125kW roof-mounted solar photovoltaic system and a 12kW ground-mounted solar photovoltaic system at the municipal complex.

The topic of solar panels at the municipal complex had been discussed for many years, but no action was ever taken. We took action. The solar PV systems began providing power to the municipal building in February 2010. Our Taxpayers are already seeing a return on their investment. In addition to the savings, we are going to create needed revenue through the sale of solar renewable energy credits (SRECs) through a process administered by BSG. We anticipate generating about \$75,000 in revenues annually through this process.

Another project that was developed by MACRE and BSG is the installation of a wind turbine at the Drum Point Sports Complex that could generate up to 30,000 kilowatts of electricity and offset the cost of utilities at that facility. The complex is one of the largest municipal-run sports complexes in Ocean County and is used on a daily basis for a number of sporting events including football, soccer, baseball, softball, lacrosse and more. The wind turbine would provide about 40 percent of the electricity needed to power the lights and other facilities at the sports complex.

However, the most exciting project that is on the horizon for Brick Township is the creation of a solar field at a closed landfill. French's Landfill is a superfund site that we have been working with the

NJDEP and USEPA to secure approval for our closure plans. Working with BSG, we have developed an ambitious plan that includes an impermeable cap for the landfill and a 24-acre, 7.5 megawatt solar PV field. We expect the field to generate in excess of \$2.5 million in net revenue annually for 15 years, which would be used to offset property taxes. When completed, this project along with our other solar PV projects and wind turbine project will make Brick Township one of NJ's renewable energy leaders.

We are proud to be moving forward with these and other renewable energy initiatives in Brick Township. Again, with state aid and other revenues becoming harder to come by, and with a municipality that is essentially built out,

Stephen Acropolis is the Mayor of Bricktown

one of our only courses of action is to look for opportunities to use the natural resources around us to cut costs and produce much needed revenues so we can continue to provide the services our residents need and deserve. Thanks to the dedicated volunteers of MACRE and the professionals at BSG, we are doing just that. ♪



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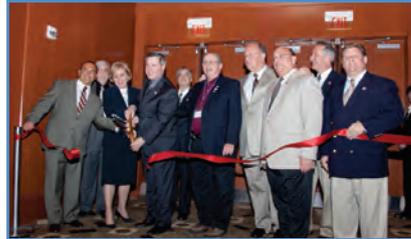
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A Message of Thanks from the Executive Director

Greetings Mayors & NJCM Friends,

There are many to thank and recognize for their support and contributions towards our successful 47th Annual Spring Conference this past April. With a record number of Mayors attending, sold out exhibit space, historic sessions, and the Grand Luncheon seating close to 600 people with a live TV broadcast, one can clearly state the NJCM has turned a remarkable corner.

We thank Chairman Sarlo for working with the NJCM to make the NJ Senate Budget Committee Hearing possible. It allowed Mayors time to express concerns. The Fair Housing Panel with Senator Lesniak, former Senator Karrow and Mayor Mahr to name a few participants, brought current information to the forefront of the debate on this important topic to all NJ Mayors.

The NJCM welcomed exceptional speakers this year throughout the Conference. Governor Christie's keynote address is still generating a buzz. Deputy White House Director of Intergovernmental Affairs David Agnew engaged the Mayors with current efforts underway in Washington. Rutgers Football Coach Greg Schiano related the story of his rebuilding efforts of the team to our current state of affairs and with a steady dose of chopping wood. "we will get to better days." US. Senator Robert Menendez accepted the NJCM Excellence in Government Honors during the Conference for his efforts on Clean Energy Funding for local governments. In his remarks he detailed his continuing efforts to make this funding become an annual program. He also spoke highly of the NJCM and our abilities. All our Guest Speakers offered valuable insight into state and national affairs.

The NJCM thanks the many corporate sponsors that made the Conference possible; Verizon, NJ Shares, South Jersey Industries, Millennium Strategies, NJ American Water, Capable Communications, AmeriHealth, Investors Savings Bank, Taser, PNC, PSE&G, VoIP Network, Valley National Bank, Liberty Gas, McManimon & Scotland, LLC, NJ Natural Gas, United Water, DiFrancesco, Bateman, Kunzman, Davis & Leherer and Viking Village. Their support is greatly appreciated!

On Thursday evening, we offered our praise to outgoing NJCM President Brian Wahler. His efforts to raise the level of the Organization on the national stage and in Trenton were recognized. President Wahler also acquired several of the guest speakers enjoyed by so many at the Conference. White House Deputy Director Agnew one of such speakers. We also came together to support of new President, Mayor Thomas Arnone of Neptune City. Mayor Arnone's goal of continuing to elevate the profile of the NJCM and building upon our successes is a priority. I look forward to working with him and our team.

We thank all the vendors that educated our Mayors on all the outstanding products and services they offer that can help reduce the costs of running local government. Several Mayors have informed us that they are already working with some of these companies since the Conference.

In closing, I wish to thank my staff for their excellence in getting the Conference together pre, during and post event. Mary, Peter and Chelsea, you are fantastic! To all the Mayors that attended, thank you for coming and availing yourselves to the many educational, product & services offerings and networking opportunities. I trust you left better informed than when you arrived. My continued thanks to my fellow MEAC's. Their efforts and dedication to the success of our Conference can never be overlooked, or under appreciated! To those that couldn't attend this year, we understand and hope to see you all at the NJCM Fall Summit this September.

Respectfully,

Hon. Albert "Al" LiCata
Executive Director
NJCM



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