



GFOA of N.J. 2014—2015 Leadership

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Millburn, N.J.

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Executive Director

Michael K. Drulis



Government Finance
Officers' Association
of New Jersey

2015
Annual Fall
Conference

Since 1937, the GFOA of NJ has been a professional association of government finance officers working together to enhance and promote professional management of government for public benefit. The GFOA of NJ's membership includes those working in state, county, and municipal government, school districts, the public employee retirement systems, libraries, federal agencies, investment banks, and accounting, law, and consulting institutions.



September 16-18, 2015

Atlantic City, New Jersey

Welcome to the GFOA of NJ's 2015 Annual Fall Conference

Thank you for participating in your Government Finance Officers' Association of NJ's (GFOANJ) Annual Fall Conference. Join us as we work through the week and tackle the timely issues of pensions, health benefits, the statewide affect of distressed localities, new reporting for healthcare and much more.

Through member support the GFOANJ continues to thrive as New Jersey's premier statewide association of Finance Officers. The GFOANJ Conference Committee and Leadership have worked to create a speaking program and credit offering to match the demands on the modern Finance Officer and the structure they support. This year's conference provides workshops and sessions lead by knowledgeable speakers, cutting-edge exhibitors displaying needed services and the installation of Officers and the Annual Business Meeting. Possibly the most important reason of all - an opportunity for us to gather and exchange ideas among colleagues to advance our profession as a whole.

GFOANJ.org has grown in function and provides our members an online profile in which you can view the credits obtained from this and future GFOANJ events. Save this program as it contains important course information that relates to your credits from this conference. Your profile will be populated with credits based on your sign in over the next three days. On or before Friday, October 9, 2015, credits in your profile will be updated and you will receive a .pdf version of your participation in a certificate form via email. Stay tuned for additional membership benefit functionality!

The only way to receive credits for participation is to scan your badge as you enter the classroom. Mis-scans or no scans will not be credited and cannot be adjusted after the conference. WE VALUE YOUR OPINION! Please visit gfoanj.org following each presentation to provide your evaluation of each session.

Thank you again for your participation and support of the GFOANJ. Please be sure to visit our Exhibitors in order to play exhibitor blackjack and be entered to win GFOANJ sponsorship to the 2016 GFOA International Conference! This event and others only occur through our exhibitors generous support.

For more information on the past year, be sure to read through the 2014-2015 Annual Report and Newsletter in your participant bag. We are standing by at the registration table to be of complete assistance.

Michael Drulis,
Executive Director, GFOA of NJ

Did you know that....

Our Exhibitors make the Conference Possible! IT'S TRUE! Our exhibitors are well known for their support of Finance Officers and may be able to make your job easier or you more effective. It is their participation which underwrites our conference costs making the abundance of required credits available in one high level and engaging three-day experience.

Conference registrants who fully participate in the GFOA Exhibitor Black Jack, and turn in their card to registration table by Thursday at 12:30 PM, will be placed in a drawing for a registration to the GFOA International Conference in Toronto, Ontario, Canada. May 22 – May 25, 2016! Two registrations will be made available for this contest.



GFOA of NJ 2015 Annual Fall Conference Exhibitors

Thank you to our exhibitors who, through their support, make the Annual Fall Conference a reality and contribute to the continued success of our organization. And a special thanks to our 2015 Premier Sponsors and our 2015 Welcome and Registration Sponsor Casa Payroll Services



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Premier Exhibitors

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PNC Bank, N.A.
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Wells Fargo Bank
Rutgers University
Cit-e-Net, LLC
Invoice Cloud
Workiva
Axa Advisors
New Jersey Environment
Infrastructure Trust
NOVAtime Technology

GFOA Exhibitors

Intersoft Technologies Int'l
Santander Bank, N.A.

Wednesday, September 16, 2015

8:00 am – 9:00 am	Registration, Breakfast and Exhibits
8:45 am – 9:30 am	President's Welcome – Election of Officers & Organizational Business <i>Jason Gabloff, President, GFOA of NJ & Douglas Petix, Incoming President, GFOA of NJ</i>
9:30 am – 10:00 am	13027-1 Keynote Presentation: Atlantic City Update <i>Mayor Donald Guardian, City of Atlantic City</i>
	CMFO – Financial & Debt 0.5, CCFO – Financial & Debt 0.5, CTC – NA, RMC – Professional Development 0.5, QPA – NA, CPWM – Government 0.5, CPA – 0.5 Management Advisory Services
10:00 am – 10:10 am	Coffee Break
10:10 am – 11:00 am	13027-2 Distressed Cities Effect on New Jersey and Its Bond Rating <i>Timothy Cunningham, Director, DLGS</i>
	CMFO – Financial & Debt 1.0, CCFO – Financial & Debt 1.0, CTC – NA, RMC – Finance 1.0, QPA – NA, CPWM – Government 1.0, CPA – Finance 1.0
11:00 am – 11:10 am	Refreshment Break
11:10 am – 12:00 pm	13027-3 Continuing Disclosure – Meeting SEC Requirements <i>Leon Costello, CPA, RMA, LPSA, Audit Partner Ford-Scott Associates LLC, Christopher Langhart, Partner, McManimon, Scotland & Baumann, LLC and Sherry Tracey, Managing Director at Phoenix Advisors, LLC</i>
	CMFO – Office Management 1.0, CCFO – Office Management 1.0, CTC – NA, RMC – Finance 1.0, QPA – Office Admin/General Duties 1.0, CPWM – NA, CPA – SEC Requirements 1.0
12:00 pm – 1:30 pm	Lunch—NJSLOM Update <i>Michael Darcy, Executive Director, NJSLOM</i>
1:30 pm – 2:20 pm	13027-4 Interest Arbitration Budget Impact – PERC Issues <i>Stephen Trimboli, Founding Member Trimboli & Prusinowski LLC & Robert Landolfi, Business Administrator, Department Director, Woodbridge Twp.</i>

Wednesday Continued

CMFO – Budgeting 1.0, CCFO – Budgeting 1.0, CTC – NA, RMC – Finance 1.0, QPA – Office Admin/General Duties 1.0, CPWM – Government 1.0, CPA – Management Advisory Services 1.0

2:30 pm – 3:20 pm **13027-5 Legislative Update**
Michael Drulis, Executive Director, GFOA of NJ

CMFO – Office Mgt 1.0, CCFO – Office Mgt. 1.0, CTC – Legislation 1.0, RMC – Professional Development 1.0, QPA – Office Admin/General Duties 1.0, CPWM – Government 1.0, CPA - Management Advisory Services 1.0

3:20 pm – 3:30 pm **Refreshment Break**

3:30 pm – 4:20 pm **13027-6 Changes in Governmental Banking**
Robin Hulmes, Vice President, Investors Bank, Monica McCormack-Casey, Vice President Senior Government Banking Relationship Manager, TD Bank & Ronald Fraser, 1st Vice President, Director of Sales, Valley National Bank

CMFO – Office Mgt 1.0, CCFO – Office Mgt 1.0, CTC – NA, RMC – Profess. Dev. 1.0, QPA – Office Admin/General Duties 1.0, CPA - Mgt Advisory Services 1.0

4:30 pm – 6:30 pm **Exhibitor Reception—Join us for food, drinks and networking**

8:30 pm – 10:30 pm **Hospitality, Steel Pier Room – Desserts and Refreshments**

Thursday, September 17, 2015

7:00 am – 9:00 am **Registration, Breakfast and Exhibits**

7:30 am – 8:20 am **13027-7 Accounting: A Tax Collector's Control Report**
Bill Homa, CFO, Cedar Grove

CMFO – Accounting 1.0, CCFO – Accounting 1.0, CTC – Reporting/Billing/Collection 1.0, RMC – Finance 1.0, QPA – NA, CPA – Accounting 1.0

9:00 am – 10:00 am **13027-8 Pensions & Benefits**
Dave Miller, County Treasurer, Mercer County, Joseph Kovalcik, Country Treasurer, Morris County, & Gerry Seneski, CFO, Cumberland County

Did you know that....

Your GFOA Has Provided Conference Floor Wi-fi!

The GFOA is offering limited wireless internet connectivity to our participants. Please join the “Sheraton-Meeting” Wireless Network, open your web browser and go to a public website such as Google.com or Yahoo.com. You will then be redirected to the PSAV login page. When prompted, enter the access code GFOA15. There will be a limited amount of hardcopy presentations available on a first-come-first-served basis for each session. Presentations will be available for viewing at gfoanj.org.

Your GFOA has big plans in 2016!

Please plan to participate in the upcoming 2016 GFOA Member Events!

GFOA of NJ Mini Conference, Spring 2016 – A one-day highly topical approach packed with CEU's tailored to the needs of today's Finance Officers.

GFOA International, May 23 - May 25, 2016 – This year the GFOA International Conference will be held at the Metro Toronto Convention Centre in Toronto, Ontario. Visit www.gfoa.org for more information about international's conference.

GFOA of NJ Golf Outing, Summer 2016 – A networking and information sharing event for Finance Officers and those who provide the necessary support of their operations.

GFOA of NJ, 2016 Annual Fall Conference, September 13-16, 2016 – Plan early and take advantage of early bird pricing and great room rates at the Sheraton in Atlantic City, NJ.



Did you know that....

Your GFOA Offers Scholarship Opportunities!

Each year the Government Finance Officers Association of New Jersey (GFOA of NJ) offers scholarships to students based on financial assistance and academic performance. GFOA of N.J. scholarships aim to encourage and promote the advancement of education by providing scholarships and other assistance in institutions of higher learning to children of deceased or disabled persons who have worked in government in the State of New Jersey.

Students can receive up to \$2,500.00 per individual, per year.

For more information and to apply online please visit our website at gfoanj.org and click on keyword "Scholarship." Don't hesitate, apply today and encourage eligible family and friends to do so as well!

Your GFOA Publishes a Quarterly Newsletter titled "The Report," our coalition's e-newsletter filled with timely discussions around public finance, governmental budgeting and many other topics!

Members can find interesting and pertinent articles as well as upcoming events, GFOA of NJ news, and bylaws changes. The GFOA also publishes an *Annual Report* which highlights the year's activities and achievements outlined through the many committees within the organization.



Thursday Continued

CMFO – Budget 1.0, CCFO – Budget 1.0 or County Fiscal 1.0, CTC – NA, RMC – Finance 1.0, QPA – NA, CPWM – NA, CPA – Finance 1.0

10:10 am – 11:00 am **13027-9 457 Plans**
Craig Reid, Director, Axa Equitable & Emanuel Mahand, Nationwide Financial Retirement Plans Director

11:00 am – 11:30 am **Coffee Break and Exhibits**

CMFO – Financial & Debt 1.0, CCFO – Financial & Debt 1.0, CTC – NA, RMC – Finance 1.0, QPA – NA, CPWM – NA, CPA – Finance 1.0

11:30 am – 12:20 pm **13027-10 An Overview of NJ's History and Politics and Its Relevance to Today**
Marc Pfeiffer, Principal, PfeifferGov, LLC

CMFO – Office Mgt 1.0, CCFO – Office Mgt 1.0, CTC – NA, RMC – Professional, Dev. 1.0, QPA – NA, CPWM – Government 1.0, CPA - Mgt Advisory Services 1.0

12:30 pm – 2:00 pm **Lunch**

2:00 pm – 2:50 pm **13027-11 Tax Exempt Status of "Non-Profit" Hospitals**
Martin Allen, Local Government Real Estate Tax Appeal Attorney, DiFrancesco, Bateman, Coley, Yospin, Kunzman, Davis, Lehrer, Flaum PC

2:50 pm – 3:10 pm **Refreshment Break**

CMFO – Financial & Debt 1.0, CCFO – Financial & Debt 1.0, CTC – NA, RMC – Finance 1.0, QPA – NA, CPWM – NA, CPA - Finance 1.0

3:10 pm – 4:00 pm **13027-12 User Friendly Budget Update**
Joseph Monzo, CFO South Brunswick Township & Tina Zappichi, Assistant Division Director, DLGS

CMFO – Budget 1.0, CCFO – Budget 1.0, CTC – NA, RMC – Finance 1.0, QPA – NA, CPWM – Government 1.0, CPA - Management Advisory Services 1.0

4:10 pm – 5:00 pm **13027-13 Fraud War Stories with Corrective and Preventative Advice**
Ron Chillemi, Assistant Attorney General and Division Director, State of NJ & Carol McAllister, CPA,RMA, Partner, Bowman & Company

CMFO – Ethics 1.0, CCFO – Ethics 1.0, CTC – Ethics 1.0, RMC – Ethics 1.0, QPA – Ethics 1.0, CPWM – Ethics 1.0, CPA – Professional Ethics 1.0

5:00 pm – 7:00 pm **GFOA of N.J. Reception—Boulevard’s Café**

Friday, September 18, 2015

8:30 am - 9:30 am **Registration and Breakfast**

9:30 am – 10:20 am **13027-14 Purchasing: Legislative Update**
Nicola Reid, Purchasing Agent, Stafford Township

CMFO – Financial & Debt 1.0, CCFO – Financial & Debt 1.0, CTC – NA, RMC – Finance 1.0, QPA – Procurement Procedures 1.0, CPWM – Government 1.0, CPA – Management Advisory Services 1.0

10:20 am – 11:10 am **13027-15 Ethics in Purchasing**
James Jorgensen, Morris County Purchasing Agent

CMFO – Ethics 1.0, CCFO – Ethics 1.0, CTC – Ethics 1.0, RMC – Ethics 1.0, QPA – Ethics 1.0, CPWM– Ethics 1.0, CPA – Professional Ethics 1.0

11:10 am – 12:00 pm **13027-16 Affordable Care Act & Accounting**
John Baldino, President, Humareso

CMFO – Accounting 1.0, CCFO – Accounting 1.0, RMC – Finance 1.0, QPA – Office Admin/General Duties 1.0, CPWM – Gov’t 1.0, CPA – Accounting 1.0

*~ Registration is Open ~
Wednesday 8 a.m. – 4:30 p.m. | Thursday 7 a.m. – 5:00 p.m.
Friday from 8:30 a.m. – 11:15 a.m.*

**The GFOA of NJ will gladly recycle your nametag holder if you return it to registration at the end of your visit.*

Outgoing President’s Message

As I finish up my second and final year as president of the GFOANJ, I would like to thank all you for your support. To all of the members of the Executive Board, your hard work and dedication has been unbelievable. I greatly appreciate all the time and energy each of you put in. A special thank to Michael Drulis and his staff for the continued support and work they do on behalf of GFOANJ. We have a great group of officers coming in and wish all of them luck as we continue to move GFOANJ into. I look forward to continuing to work with all you.

Sincerely,
Jason Gabloff

Incoming Presidents Message

Fellow Members of the GFOA of NJ,

Thank you for having the confidence in me to allow me to act as your President. Given the talented individuals who have preceded me in this role, I am both honored and humbled to be able to serve you during the 2015-2016 fiscal year.

I have had the privilege of being a member of this organization for almost twenty years and have served as a board member and officer for more than ten years. Throughout that time I have met many people who have not only enriched my knowledge of Municipal Finance, and hence my career, but who have become great friends and I am grateful to the GFOA to affording me the ability to make those connections. I hope that we can continue to foster an environment that will enrich your ability to network and connect with other Finance Officers also.

As our positions as Finance Officers becomes increasing more complex and more demanding, it is incumbent upon all of us as members of this organization, to assist each other and, when possible, to be a resource to those that legislate the laws and write the regulations that impact us in our various municipalities. We have made great in-roads in all of those areas, but there is still more to accomplish.

I have always considered education to be an on-going process throughout one’s life, and educating our membership through both formal seminars and informal socials must be a priority in this constantly changing career. Our Annual Conference and our Spring Mini-Conference need to be supplemented by Area Socials and Training that are convenient for our members to attend in their parts of the state.

The talent that makes this organization so respected is not limited to those who serve on the board or as officers, it exists throughout the membership of this organization. We need to hear your opinion and we need your participation. This is your organization and it is only through utilizing the talents of our membership that our organization can continue to flourish. Feel free to contact me or any other member of the board with your comments or if you are interested in sharing your talent.

Sincerely,
Douglas A. Petix