

## **North Jersey NIGP Chapter #7**

*Chartered October 26, 1977*

**President:** *Maria J. Rivera*

**Treasurer/Membership:** *Denise Piskowski*

**Vice President:** *Kevin O'Keefe*

**Secretary:** *Michael Kupec, Jr.*

### **MINUTES**

### **REGULAR MEETING**

### **SEPTEMBER 18, 2025**

The meeting was called to order at 10:00 am by President Maria J. Rivera. All were asked to rise for the Pledge of Allegiance.

Owing to a scheduling challenge, President Maria J. Rivera introduced:

**Dr. Olga Chaban – Senior Coordinator Professional Continuing Professional Education and Training, Rutgers University Center for Government Services** at the start of the meeting. Dr. Chaban spent a few minutes offering a brief overview of upcoming plans at Rutgers Center for Government Services.

President Maria J. Rivera asked for a Motion to accept the Treasurer's Report. Denise Piskowski /Treasurer reported the. A Motion was made and seconded. Motion unanimously passed.

President Maria J. Rivera asked for Motion to accept the Minutes of the Meeting of June 19<sup>th</sup>, 2025. A Motion was made and seconded. Motion unanimously passed.

#### **Guest Speakers –**

**President Maria J. Rivera introduced Jason Sena, Esq. of Archer & Greiner, and Terrence Scott Wall of Marsh and McLennan Companies, Inc.**

#### **Insurance Procurement**

After briefly describing their respective backgrounds, they navigated to the topic of insurance procurement. They noted that QPAs approach insurance procurement in 3 or 4 different ways... facing nuances, risks and opportunities. By a show of hands, members were asked if they are doing insurance as a EUS or a professional service. It was mentioned that there may not be a perfect way to approach it. Some may go out for an RFQ or RFP and see what comes back. This way it is transparent. You're advertising and putting it out there. But insurance is a very niche area of the law.

The approach suggested is the one offered by the Office of the State Comptroller – Extraordinary Unspecified Services (an exemption to the public bidding requirement). Many places will take the route of Professional Services Exemption but based upon the Office of the State Comptroller guidance, that will not qualify for that exemption because it doesn't require professional tasks.

Going the route of EUS will involve getting at least two quotes and to file a certification with the governing body of your efforts to obtains said quotes. Also, to report these quotes once received. The governing body will then adopt a

resolution awarding the contract to whomever they choose. Once decided, the award must be published. Documentation must be available for the public to see.

One way to identify vendors is to go to the governing body, another is to attend the annual League of Municipalities. When meeting with them, it was suggested we ask what they feel is an appropriate insurance product for our needs and go from there.

### **Health Benefits Plan Procurement**

For those QPAs that also wear the HR hat, we are hearing that a 36.5% increase is on the way along with a claw back \$200 million loan and payback. So, in January municipalities will begin to see these hits. So when you're shopping for insurance, if you are volunteered, and it ends up in your office, there are a couple of different things that are worth bearing in mind when reviewing proposals. Remember, that if the coverage is the same, similar or better ...consult with your labor attorney... as they have the ability to move the coverage along providing they match the collective bargaining agreements. Oftentimes, the PBA is typically the lead union and the other unions look closely at what they do. (But it really depends on the town.) Please remember that health insurance funds exist: direct with carrier, fully insured, self-funded, stop loss coverages and third party administrators.

Another reminder, you are not locked into a January 1<sup>st</sup> start date for your insurance plan year. It may be move to February or March. Another discussion point -- please know that it is important that whomever is handling your insurance is bonded.

### **Contractor's Insurance**

Ensure that there is clarity with vendors when communicating (legal) insurance levels/limits before work begins. (Even with the contractors who have been with you for 15 years.). When dealing in the shared services arena, be sure the QPA running the show checks that vendors have appropriate coverage.

Conversation moved to Q & A.

President Maria J. Rivera introduced our final speaker.

### **Kevin Regan, Director of Government Sales, ACCSES New Jersey (Association of Choices in Community Supports and Employment Services)**

ACCSES New Jersey is a not-for-profit organization that supports community-based programs for people with disabilities providing leadership, training, and technical assistance. Its mission includes creating job opportunities for people with disabilities through its network of nonprofit agencies and by securing government contracts to provide services like commercial cleaning and packaging. It is actively involved in conferences in Atlantic City including Conference of Mayors, Housing Authorities and League of Municipalities.

This organization oversees the program for the State of New Jersey and is housed under the Department of Human Services. It is overseen by a Commodity Council which is comprised of about seven State Government Departments: the Department of Human Services, the DEP Corps, the Commission for the Blind, the Division of Vocational Rehab and a few others plus a few individuals appointed by the Governor (of which two have disabilities). Affiliates include roughly 40 member groups such as Goodwill Industries, Easter Seals, Friendship House, Flight of Horizon, ESW in Edison CVR in Monmouth County, and many others. They are also an advocacy group for these organizations.

ACCSES NJ sells products and services to towns, schools, counties, commissions, various authorities – everything is through state contracts. (It's an easy buy.) Attendees were reminded of the state law (statute? or executive order? or Chapter 99?) that stipulates that of all public entities shall seriously work toward spending 5% of their respective budgets ...purchasing from ACCSES NJ.

Kevin Regan's presentation included several personal stories.

**President Maria J. Rivera invited esteemed, former President James J. Jorgensen to come up and talk about some of the exciting things planned for our Quarterly meeting of December 2025**

James proposed we do something in December that was a bit more fun. So he has crafted a "Chapter 7 Version" of Purchasing Jeopardy – and it promises to be informative. There will be contact hours attached to CEU's like those he developed for the State to be submitted the Executive Office. It will be mix of Chapter 7 and Chapter 19. He expects the game to have two boards. (The format will be similar to that which was played at Rutgers two years ago.) Tables will be numbered. It will not be formal. No pressure whatsoever. The answer will need to be formal ...as they must be correct. James is still working on cools prizes. James invited members to submit topics to be included in the game.

**OLD BUSINESS** – None to report.

**NEW BUSINESS**

President Maria J. Rivera announced it was time to for nominations of officers for the 2026-2027 term: President, Vice President, Treasurer and Secretary.

Former President James J. Jorgesen reminded members that nomination can be made from the floor by anyone.

President Maria J. Rivera invited member to make nominations.

The name of Maria J. Rivera was presented for the office of President and seconded. Motion passed unanimously.

The name of Kevin O'Keefe was presented for the office of Vice President and seconded. Motion passed unanimously.

The name of Ehab Salama was presented for the office of Treasurer and seconded. Motion passed unanimously.

The name of Michael Kupec, Jr. was presented for the office of Secretary and seconded. Motion passed unanimously.

The name of Denise Williams was presented to be a member of the Executive Board and seconded. Motion passed unanimously.

The name of Mark Crane was presented to be a member of the Executive Board and seconded. Motion passed unanimously.

The name of Karen Sullivan was presented to be a member of the Executive Board and seconded. Motion passed unanimously.

The name of Elizabeth Crescibene was presented to be a member of the Executive Board and seconded. Motion passed unanimously.

President Maria J. Rivera proposed hiring former President James J. Jorgensen as a consultant to Chapter 7. This role will include, but not be limited to, identifying future speakers. Compensation = \$1,500 per year.  
Motion passed unanimously.

**Closing Comments**

President Maria J. Rivera mentioned that the December 18, 2025, meeting would be held at the Somerville Elks Lodge 1068, 375 Union Avenue, Bridgewater, NJ 08807.

A Motion was made and seconded to adjourn the meeting at 11:39AM. Motion unanimously passed.

Respectfully Submitted,

Michael Kupec, Jr.

Secretary