DIVISION OF LOCAL GOVERNMENT SERVICES

PROVIDERS OF DEFERRED COMPENSATION SERVICES

Updated February 2022

The following is a list of deferred compensation providers currently in good standing with the Division of Local Government Services. Inclusion on this list should not be considered an endorsement of the provider by the Division. The Division's role is one of review and approval of deferred compensation plans for counties, municipalities and authorities to ensure compliance with State regulations. Further, the Division seeks to protect the integrity of local government deferred compensation plans, as well as the interests of the participants.

**N.J.A.C. 5:37-7.1 Award of service agreements**

(a) In seeking a contractor, the employer, notwithstanding the existence of one or more service agreements with other contractors, shall solicit written proposals from two or more contractors offering prototypical plans or service agreements. After reviewing the proposals, a service agreement shall be awarded by resolution of the governing body. The resolution shall include a written description of the method used to solicit proposals, identify the responding vendors and state the rationale for selecting a specific contractor.

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**CBIZ InR**
Jeffrey Hugo, Executive Vice President
115 W Stte Street, Suite 300
Media, PA 19103
610-891-1677
jhugo@CBIZ.com

**Empower Retirement, LLC**
Kim Gardner, Assistant General Counsel
8525 E. Orchard Road
Greenwood Village, CO 80111
Kim.gardner@empower-retirement.com
303-737-2262

**Equitable Financial Life Insurance Company**
Joseph DeMayo
500 Plaza Drive, 7th Floor
Secaucus, NJ 07094
Joseph.DeMayo@equitable.com
(201) 743-6815

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**Great-West Life & Annuity Insurance Company**
Daren M. Faller
Account Executive
15 Constitution Drive Suite 1J
Bedford, NH 03110
www.gwrs.com
(800) 596-3384, ext.622
(732) 409-4925

**The Hartford**
Melissa Hoyt
Regional Sales Consultant
100 Bright Meadow Blvd.
Enfield, CT 06082
mhoyt@massmutual.com
(860) 835-9011
ICMA-RC  
Joseph Teague  
Managing Vice President  
777 North Capital Street, NE  
Washington, DC 20002  
jteague@icmarc.org  
www.icmarc.org  
(866) 886-8022  
(202) 962-4644

Lincoln National Life Insurance Company  
Sy Green or Bruce Linger  
61 South Paramus Road, Suite 425 Paramus, NJ 07652  
bruce.linger@LFG.com  
(800) 445-2448

Massachusetts Mutual Life Insurance Company  
Melissa Hoyt  
Regional Sales Consultant  
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Enfield, CT 06082  
mhoyt@massmutual.com  
(860) 835-9011

MetLife  
Elise Ornstein  
Workplace Sales Director  
MetLife Resources  
501 US Highway 22  
Bridgewater, NJ 08807  
elise.ornstein@metlife.com  
(908) 253-2327

Mutual of America  
Thomas MacMurray  
Senior Vice President  
320 Park Avenue  
New York, NY 10022-6839  
Thomas.MacMurry@mutualofamerica.com  
(212) 224-1696

National Life Group  
Michael Marino  
Executive Managing Director  
200 Shultz Drive, Suite 125  
Red Bank, NJ 07701  
MMarino@nlgroupmail.com  
(732) 243-9536  
Fax: (732) 243-9537

Nationwide Retirement Solutions, Inc.  
(Formerly U.S. Conference of Mayors)  
Emanuel Mahand  
Program Director  
3505 W. Moreland Road, B123  
Willow Grove, PA 19090  
mahande@nationwide.com  
(877) 677-3678  
Cell: (609) 923-8859  
Fax: (855) 335-5584

Prudential Insurance Company of America  
Jessica Frazier  
Director/ Contracts, Investments & Pension Solutions, Retirement  
30 Scranton Office Park  
Scranton, PA 18507  
jessica.frazier@Prudential.com  
(570) 340-4046  
Fax: (570) 482-8031

Variable Annuity Life Insurance Company (VALIC)  
Tom Morgan  
District Vice President  
VALIC Financial Advisors, Inc.  
100 Connell Drive  
Berkley Heights, NJ 07922  
Tom.Morgan@valic.com  
(908) 470-4110  
(800) 892-5558, ext. 87219
VOYA
(Formerly ING Life Insurance & Annuity Company)
Lewis D. Custode, Jr.
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(716) 626-3931