

Jeffrey A. Fetzko, MSW, ACSW, LSW
Voice: 908-369-4899 | Email: jfetzko@fetzko.com

Summary of Qualifications: Proven executive leader, planner, educator and fund development professional. Innovative planner, problem solver and program designer. Extensive background with managing facilities and grounds including construction projects. Extensive experience working with elected officials on projects in Somerset County, NJ including thirty years of building relationships with municipal, county, state and federal government. Successfully represented non-profit organization expansion projects in front of planning and zoning board of adjustment boards, and local municipal government professionals. Extensive experience working with architects, builders and civil engineers. Knowledgeable about all aspects of building construction and real estate laws and regulations.

EDUCATION

Master of Social Work (MSW), Administration, Policy and Planning (APP)

Rutgers University, New Brunswick, N.J. 1983

Bachelor of Arts in Social Work (BSW)

Rutgers University, New Brunswick, N.J. 1978

LICENSES

New Jersey Real Estate Commission - Broker of Record New Jersey - NJ #1327094 (1997-current)

New Jersey Real Estate Commission - Instructor - NJ #1327094 (1997-current)

New Jersey Real Estate Commission – Central Jersey Real Estate Institute Director - NJ #1327094 (1997-current)

Pennsylvania Estate Commission - Broker of Record Pennsylvania - PA #RB069806 (2022-current)

FAA UAV (drone) Pilot License - (2017-current)

Certified Fund Raising Executive (CFRE) #34025

Association of Fundraising Professionals (AFP) - 1997-2015

New Jersey Licensed Social Worker (LSW) #44SL00102400

State of New Jersey - Board of Social Work Examiners - 1994-current

Academy of Certified Social Workers (ACSW)

National Association of Social Workers - 1985-current

CERTIFICATIONS

Accredited Buyer Representative (ABR)

Seniors Real Estate Specialist (SRES)

ePRO Realtor (ePRO)

MEMBERSHIP

Garden State MLS -Multiple Listing Service

Bright MLS -Multiple Listing Service

Central Jersey MLS –Multiple Listing Service

National Association of Realtors (NAR)

PROFESSIONAL EMPLOYMENT BACKGROUND

Keller Williams Cornerstone (NJ/PA) (kw.com)

Real Estate Broker Associate: August 2013 – current

Asset management, commercial and residential real estate broker.

Fetzko Group (fetzko.com)

Principal: October 2012 – current

Management of construction projects.

Fetzko Consulting (fetzko.com)

Principal: October 2012 – current

Management and fund development consultant to non-profit corporations.

Somerset Home (somersethome.org)

Executive Director/CEO: May 1982 – October 2012

CEO for a \$3.5 million nonprofit corporation with 80 employees and multiple sites. Planned, developed and expanded agency services and facilities over thirty years. Raised a total of \$50 million in both operating and capital funds resulting in five mortgage free buildings and a continuum of services including: group homes, independent living, transitional living, street outreach, youth shelter, and clinical treatment services.

Managed fund development, public relations, strategic planning, risk management, licensing and accreditation processes for the agency. Extensive experience with fund raising and proposal preparation with foundations and corporations.

Rutgers University, School of Social Work

Adjunct Professor: 1987 – 1994

Developed course material, wrote syllabus, instructed students in classroom environment.

Served as member of the faculty teaching both graduate and undergraduate students.

Courses taught: Fiscal Procedures for Non-Profit Executives, and Social Welfare Policy and Practice.

Hunterdon Youth Services

Assistant Executive Director: 1979 – 1982

Created nonprofit corporation. Developed residential child care programs for adolescents in the care of the juvenile justice and the child welfare system.

Easter Seal Society of New Jersey

Clinical Housing Supervisor: 1977 - 1979

Richard Hall Community Mental Health Center

Psychiatric Intervention Counselor: 1978 - 1979

Somerset Home for Temporarily Displaced Children

Youth Counselor: 1973 – 1979

Somerset County Board of Social Services

Social Service Caseworker: 1977 - 1978

NONPROFIT AND GOVERNMENTAL ASSOCIATIONS

Social Services Purchasing Alliance (sspanj.org)

President, Board of Trustees: 2004 – present

Founder and President of a nonprofit corporation to develop aggregate purchasing options for nonprofit organizations that contract with the NJ Departments of Human Services, Children and Families and Health. Developed group dental and health insurance programs which have saved NJ nonprofits hundreds of thousands of dollars in insurance premiums.

National Network for Youth (nn4youth.org)

Member, Board of Directors: 1983 – present, Treasurer 2012 - present

Serve as member of the board of directors helping to turn around a financially strapped organization. Worked cooperatively with the board of directors as a member of the finance committee and Treasurer to turn a \$200,000 debt into a \$200,000 surplus within 24 months.

New Jersey Alliance for Children, Youth and Families (njacyf.org)

President: 2006 – 2008, Member Executive Board 1983 – 2012

NJACYF is a member organization representing 44 agencies serving 2,000 children residentially statewide in NJ and collective budgets of \$750 million. Met monthly with cabinet level state officials to plan policies and procedures related to the structure and process of services to children, youth and families.

Hillsborough Education Foundation (hef.org)

Trustee: 2001-2006

Served as a member of the board of non-profit corporation. Raised funds for wiring school system classrooms for internet, teacher grants program and scholarships.

Somerset County Commission on Child Abuse and Missing Children

Commission Member: 1993-2012

County Freeholder appointed Commissioner charged with developing programs for preventing child abuse and neglect on the county level.

Somerset County Youth Services Commission

Commission Member: 1981 – 2012

County Freeholder appointed Commissioner charged with developing programs to combat juvenile delinquency on county level. Chaired membership, program development, and substance abuse committees.

United States Department of Health and Human Services

Peer Monitor: 1993 - 2004

Evaluated runaway and homeless youth programs funded by HHS.

Garden Coalition for Youth and Family Concerns

President: 1988-1992 and 1998-2002, *Member Board of Trustees:* 1985 – 2006 (organization merged with the NJ Alliance for Children Youth and Families in 2006)

Contributed research, content, and edited studies on N.J. runaway and homeless youth. Co-authored and advocated for the New Jersey Homeless Youth Act (1999) and N.J. statewide tuition waiver program (2004) resulting in more than \$15 million in state funding devoted to homeless and aging out youth in NJ.

Somerset County Inter-Agency Coordinating Council

Council Member: 1997 – 2012

County Freeholder appointed Council Member. Charged with developing policies and programs to enhance the array of mental health programs available for youth in Somerset County.

PROFESSIONAL MEMBERSHIP ORGANIZATIONS

National Association of Social Workers

Member: 1978 - present

Association of Fundraising Professionals (AFP)

Member: 2000-present

PUBLICATIONS

The Changing Face of the New Jersey Department of Human Services

Eagleton Institute of Politics, Rutgers University (co-author) 1985

Many Faces, No Voice

Garden State Coalition for Youth and Family Concerns (contributing author and editor) 1995

Bridges to Independence

Provided a blueprint for New Jersey's approach to independent living services array and a program model for the New Jersey Homeless Youth Act. Garden State Coalition for Youth and Family Concerns (contributing author and editor)
2001

POLICY INITIATIVES

New Jersey Homeless Youth Act

Developed and implemented a strategy to write and have the legislature and governor approve a comprehensive homeless youth policy for New Jersey. *Law Enacted 1999*

New Jersey Tuition Waiver Act

Developed and implemented a strategy to write and have the legislature and governor approve a tuition waiver program for youth living in transitional living programs and aging out of New Jersey's child welfare system. *Law Enacted 2003*

SPECIALIZED TRAINING

Strategic Perspectives in Non Profit Management (SPNM)

Harvard Business School, Harvard University, Cambridge, MA. July
2002

COMPUTER SKILLS

MS Word, MS Excel, MS PowerPoint, Adobe Dreamweaver, Adobe Fireworks, HTML

PROFESSIONAL REFERENCES

Margo Hirsch, JD – Former Executive Director, Empire State Coalition- Brooklyn, NY 718-237-2722

Martin Krupnick, PsyD - Executive Director, IEP Youth Services Freehold, NJ 732-610-4383

Anthony DiFabio, PsyD - Executive Director, Robins Nest Glassboro, NJ 856-237-6123