



Jody L. Herkloz

Jody is an accomplished lobbyist, fundraiser, association executive, and entrepreneur with broad, bi-partisan reach. Jody leverages a diversified strategic and tactical expertise in support of client priorities. She is also responsible for day-to-day operations of the firm.

Jody has built deep and lasting relationships with officials from both parties at all levels of government that allow her to effectively navigate the halls of power for her clients. She is a trusted confidant to corporate and industry leaders who call on her for her honest, keen and candid counsel.

Jody is an effective spokesperson and community outreach professional who is frequently called on to articulate client priorities. She has served as the public outreach lead for numerous infrastructure clients, responsible for coordination of various outreach functions including public hearings, direct engagement of local business and community leaders, coalition building, and dispute resolution. In this capacity she has adroitly served statewide public infrastructure agencies as well as prominent regulated public utilities.

Jody has developed a strong reputation as a leader in the corporate, charitable, non-profit and political action committee development and fundraising profession. She is also a logistics and management expert who is a highly regarded events and conference manager. Jody has successfully organized and executed events and conferences of all sizes and types within New Jersey and nationally. Jody is a Professional Campaign Fundraiser registered with the State of New Jersey. She is frequently called upon to provide compliance counsel on matters related to the Federal Election Commission and the New Jersey Election Law Enforcement Commission.

Prior to launching NorthStar Strategies with Joe Fiordaliso in 2016, Jody owned and operated her own consultancy that served clients in New Jersey and throughout the region. She also served as a senior staff member with one of New Jersey's oldest and most established government affairs firms. Jody began her career serving in several government positions including as a top aide to the Executive Director of the Majority Office of the New Jersey General Assembly. She has served as New Jersey campaign finance director for the national Republican Party, as finance director for the New Jersey Republican Party and finance director for various county level Republican Committees. Jody has also served as finance director for Republican candidates for United States Senate and Congress.

Jody's leadership has been sought by philanthropic, business, and political organizations alike. She presently sits on the Board of Directors and Executive Committee for the Girl Scouts of the Jersey Shore; serves as Chair of the Ocean County Employers Legislative Committee (ELC); and is Vice Chair of NEW JOBS PAC, New Jersey's largest and most influential ideological business political action committee.

Jody is a true Jersey Girl, born and raised along the Jersey Shore. She is a proud University of Delaware Blue Hen who learned the importance of public service from her father, a retired Lieutenant with the New Jersey State Police. When she is not spoiling her niece and nephew at Disney World, she is a competitive ballroom dancer.

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