



McGlynn carries a successful tenure as governor's chief of staff to lobbying career

When he served as chief of staff to former New Jersey governor Thomas H. Kean, from 1985 to 1990, Brielle resident Ed McGlynn loved his job, but he did not realize at the time it would provide the groundwork for a satisfying career as a lobbyist.

Mr. McGlynn, 62, is a lawyer as well as a registered government affairs representative in the state of New Jersey. A government affairs representative is commonly known as a lobbyist.

For the past 17 years, he has represented individuals, associations and companies as both an attorney and a lobbyist. He monitors bills in the New Jersey Legislature, as well as proposed regulations, to determine whether they would harm or benefit his clients.

Mr. McGlynn speaks before legislative committees and meets with state senators and assembly members to discuss his clients' positions for or against a bill or new regulation.

Over his years in the Kean administration, he developed an excellent relationship with members of the state legislature, and his remarkable ability to maintain such relationships with a wide variety of people has carried over to his career as a lobbyist.

To this day, Gov. Kean says Mr. McGlynn's work as his chief of staff and political advisor was a major reason for his success and popularity as governor from 1982 through 1990.

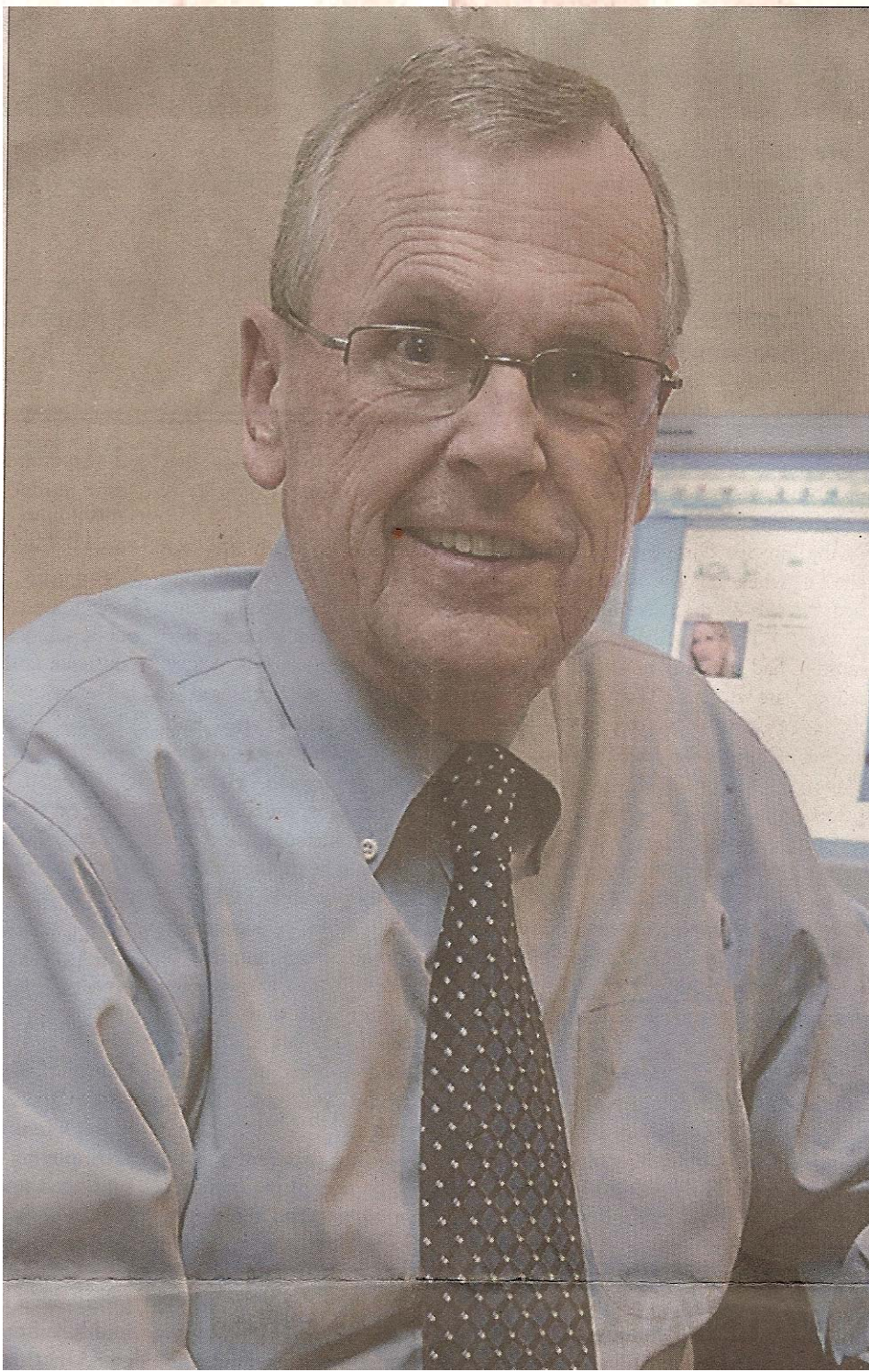
Mr. McGlynn grew up in Kearny and North Caldwell, and graduated from West Essex High School. As he was growing up, he was "surrounded by lawyers" in his family, including his father,

It was in college that he met his wife of 40 years, Jeanne. They have two children, Michele Castor, of Point Pleasant, and Richard McGlynn, of Auburn, Ala., who is married to Kristen.

Mr. and Mrs. McGlynn also have five grandchildren: Michele's daughter, Alexandra, 17, a senior at Point Pleasant Borough High School, and Richard and Kristen's children, Liam, 11, Aidan, 9, Cade, 7, and Keegan, 5.

Mr. and Mrs. McGlynn moved with their children to Point Pleasant in 1972, and Mr. McGlynn attended Seton Hall University Law School during nights until 1974, when he graduated and was admitted to the bar.

While attending law school, Mr. McGlynn became involved with the local Republican Party, and went on to work as the Point Pleasant Beach Planning Board attorney, and later as borough attorney,



SUEANNE GOSS, The Coast Star
Brielle's Ed McGlynn, a registered government affairs representative, worked in his home office recently. He splits his time between working at home and in Trenton, where he meets with state legislators and government officials.

brother, Richard B. McGlynn. "I think I kind of had my destiny predetermined," he said of growing up in a family of successful lawyers.

Politics also ran in the family as his father was elected to the Kearny Council at the age of 21, which Mr. McGlynn said was the youngest age of any Kearny council member in history.

The elder McGlynn also ran for the U.S. House of Representatives in 1954, but lost the election.

Mr. McGlynn attended McKendree College, Lebanon, Ill., where he graduated in 1968 with a bachelor's degree in history with a minor in political science.

Point Pleasant.

His involvement in gubernatorial politics began when his brother ran in the 1980 primary for New Jersey governor. Mr. McGlynn served as the manager of his brother, Richard's campaign, which was less than successful. Out of the eight candidates in the primary, his brother came in last, Mr. McGlynn recalled.

During 1981, Mr. McGlynn became friendly with Lewis L. Katsarides, a fellow attorney whose offices were on the same floor of the West Orange office building as McGlynn's. McGlynn, the late McGowan, the late

firm. Mr. McGlynn was a partner in.

When Gov. Kean was sworn in as governor, Mr. Kimmelman was appointed attorney general. Mr. Katsarides chose Mr. McGlynn as his special assistant, and then his executive assistant.

In June 1983, Mr. McGlynn was appointed deputy chief of staff to Gov. Kean.

"The first years were tough years," he recalled of the administration. The governor's chief of

STORY BY
BRIAN O'KEEFE

staff at the time, Greg Stevens, did not enjoy dealing with the legislature, he said, so Mr. McGlynn's job as deputy chief of staff was to serve as a liaison to the legislature.

In 1985, Gov. Kean was re-elected in a landslide, and that Christmas Eve, he appointed Mr. McGlynn as his chief of staff. Mr. McGlynn would remain in the position until Gov. Kean left office on Jan. 16, 1990, having coached the two-term loser for

both parties, and still do, I believe.

"There's a fundamental decency that comes through with Ed," Gov. Kean said. "He's just a good person and a good human being, and that helps a lot ... you like him and you trust him."

"Trust is one of the most important and hardest things to establish in politics," the governor said.

"A lot of that was done by Ed," Gov. Kean said.

Many governors have problems with the legislature, and have to deal with county issues, the governor said. But with Mr. McGlynn in charge of those issues, the administration went along with

governors.

Both as chief of staff and deputy chief of staff, Mr. McGlynn interacted often with the governor, and got to know him well.

"I have never met a better human being, but also a tremendous politician," he said of Gov. Kean. "It was a remarkable experience" to work with him, he said.

Speaking of Mr. McGlynn last week, Gov. Kean praised his contributions to his administration.

"The fact that I ended up as, I guess, the most popular governor in recent years was not in a small way due to Ed's work," said Gov. Kean.

"Often, chiefs of staff end up not very well liked because they have to make hard decisions," Gov. Kean said. "Ed ended up extraordinarily popular with everybody."

"He's very outgoing," the governor said. "He's concerned about people's problems, and he shows that concern ... [Senators and assemblymen] liked him and they

"extraordinarily well," Gov. Kean said.

Whenever there was a problem, "Ed would step in and solve that problem," the governor said. "We didn't have any of the kind of backbiting problems that other recent governors had."

Carl Golden, who was Gov. Kean's press secretary during his entire administration, also praised Mr. McGlynn's ability to "deal with the various personalities in the legislature."

Noting that chief of staff is a "very high pressure job," Mr. Golden said Mr. McGlynn "had the even temperament and disposition that that job requires."

The stresses of the job "never knocked him off stride," Mr. Golden said. "A good deal of the chief of staff's job is a requirement to say no to people ... Ed was able to say no in such a way that the person he was talking to understood the reasons for the response."

That skill was important in maintaining good relations and avoiding hard feelings, Mr. Golden said.

Those skills have continued to be valuable to Mr. McGlynn in his lobbying career, in which it is essential to be on good terms with the various officials he speaks to on behalf of his clients, which include the New Jersey Amusement Association, which includes 200 amusement park owners.

Mr. McGlynn also works as general counsel to Jenkinson's Boardwalk, in Point Pleasant Beach, and he often acts as both a lawyer and a lobbyist in his work as a government affairs representative.

When he is not working, Mr. McGlynn enjoys spending time

with his family, sailing at the Manasquan River Golf Club and reading newspapers.

He is also a trustee at his alma mater, McKendree College, and a member of the Point Pleasant Beach Elks Lodge. He sits on three sub-boards of the Meridian Hospital System.

"I'm just a genuine, nice person," said Joseph Brennan, a friend and attorney in Wall Township. "When you're a friend of Ed McGlynn's, you have a friend for life."

"It's a very likable man who doesn't seek the limelight," Mr. Brennan added. "He will go out of his way for almost everybody."

"If you ask him a question, you get a helpful answer," said another friend, Michele resident Dr. Jim Thompson. "I don't believe he has a secret home in his back."



Photo courtesy of Ed McGlynn

Ed McGlynn's son, Richard, lives in Auburn, Ala. with his wife, Kristen, and their children, Liam [bottom row, from left], 11, Cade, 7, Aidan, 9, and Keegan [back row], 5. Richard is the associate athletic director for compliance at Auburn University.



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— Joseph Brennan Friend and fellow attorney



SUEANNE GOSS, The Coast Star [center] Photo courtesy of Ed McGlynn [above]

Ed McGlynn enjoys spending time with his family, including his wife, Jeanne McGlynn [center photo, from left], daughter, Michele Castor, and granddaughter, Alexandra Castor. He served as chief of staff and chief political advisor to former New Jersey Gov. Thomas H. Kean [above] from 1985 through 1990. Gov. Kean says Mr. McGlynn was a significant reason for the success of his administration.