

NJAC ANNUAL CONFERENCE 2018
Professional Development Workshops

THURSDAY, MAY 10TH 10:00 A.M.

THE FREEHOLDER AND THE COUNTY ADMINISTRATOR

Submitted by John Bonanni, Morris County Administrator

[APPROVED CCFO County Fiscal Operations](#)

This presentation will focus on the roles and responsibilities of the freeholder and county administrator, which is at times great, and somewhat contentious at other times. In the end, everyone needs to row in the same direction. The elected leader and the county administrator must be mutual advisors to each other. They need to have a relationship that is based on an open and honest level of communication. The elected leader sets the policy, the administrator makes it happen. One plans the work, one works the plan. The ongoing success of any county lies in the ability of both the elected officials and the administrator to respect each other's responsibilities, while collectively moving the county forward towards the accomplishment of its goals.

Panelists

John Bonanni, Morris County Administrator

Anthony DeNova, Passaic County Administrator

THE OPIATE EPIDEMIC

Submitted by Bradford Seabury, Morris County Chief Assistant Prosecutor

[APPROVED CMFO/CCFO Office Management/Ancillary Subjects, CPWM Management, RMC Professional Development, QPA Office Administration/General Duties](#)

This presentation will provide an overview of the opiate epidemic, including current drug trends involving prescription pills, heroin, and fentanyl. The abuse of prescription opiates, heroin, and fentanyl is not only rapidly increasing the number of overdose deaths in New Jersey, but much of the crime within our neighborhoods including burglaries, thefts, and violent crime - is the result of opiate addiction as addicts commit these offenses to feed their habit. Law enforcement has thus evolved to recognize that the need for effective treatment is at an all-time high to break the cycle of addiction and to reduce crime and save lives. This workshop will discuss the concept of treating addiction like a disease and ensuring that the Criminal Justice System takes a dynamic approach to the opiate problem. This workshop will also outline the need to vigorously prosecute profit-based drug dealers, prioritize treatment for the addicted drug users, and examine best practices for law enforcement and local governments.

Panelists

Frederic M. Knapp, Morris County Prosecutor

Bradford Seabury, Morris County Chief Assistant Prosecutor

FIRSTNET - IS IT A REPLACEMENT OR A COMPLIMENT TO EXISTING P25 RADIO SYSTEMS *Submitted by Robert Ivanoff, President, New Jersey Wireless Association (NJWA)*
[APPROVED CMFO/CCFO Financial/Debt Management, QPA Procurement Procedures](#)

This workshop will discuss how the State of New Jersey has “opted in” to FirstNet and how AT&T is now designing and deploying the system in New Jersey and across the country. This session will provide an update on FirstNet features and its deployment schedule. Counties and municipalities have invested millions of dollars in the existing radio dispatch networks, so the session will also discuss the impact of FirstNet on these networks. Although push to talk voice is still mission critical, FirstNet’s high speed broadband network will provide first responders with a host of new information and capabilities.

Moderator

Robert Ivanoff, *President, NJWA*

Panelists

Rick Koehler, *NJ State Market Manager, AT&T & FirstNet*

Dominic Vilecco, *President, V-Comm Engineering President*

David Cooke, *FirstNet, Region Two Consultation and Outreach*

HOW COUNTIES CAN PROMOTE ECONOMIC DEVELOPMENT

Submitted by Meghan Hunscher, Morris County Economic Development Corporation

[APPROVED CCFO County Fiscal Operations](#)

[APPROVED 1.50 CM #9144442](#)

This session will cover various ways that counties may promote economic development including developing a website, videos and providing data to highlight the county and communities within; supporting local municipal economic development initiatives through “best practices” and creation of market profiles, highlighting available property on a County website and organizing tours of properties, bringing resources to ordinance revisions, visioning and redevelopment projects; creating and maintaining ecosystems of existing and target industries and through collaborating with other organizations; supporting small business by connecting them with available resources; and conducting business outreach and attraction initiatives.

Panelists

Meghan Hunscher, *Morris County Economic Development Corp. Executive Director*

Marc Saluk, *Hunterdon County Economic Development Director*

THURSDAY, MAY 10TH 11:15 A.M.

PENSION AND HEALTH BENEFITS REFORM

Submitted by Tom Byrne, Founder of Byrne Asset Management

[APPROVED CMFO/CCFO Budgeting, CPWM Management, RMC Finance/Professional Development, QPA Procurement Procedures](#)

This workshop will provide a comprehensive overview of public sector pension and health benefit costs, and potential solutions to more effectively control these costs that include: preserving public employee benefits at or above private sector levels; fully funding all pension benefits earned to date; providing for a revised retirement program moving forward; accomplishing all of the above while devoting no more than roughly 15% of the State's budget to public employee health and retirement benefits; and accomplishing all of the above without increasing property taxes.

Panelist

Tom Byrne, Founder of Byrne Asset Management

DO'S AND DON'TS OF LOCAL GOVERNMENT ETHICS

Submitted by Kearns, Reale & Kearns

[APPROVED CMFO/CCFO, CTC, RMC, CPWM, QPA, Ethics, RPPO/RPPS Ethics CLE Ethics 1.2](#)

This seminar will focus on the topic of ethics. Attendees will experience a series of scenarios teaching the boundaries between ethical and unethical behavior in local government. The panelist has been lecturing on ethics for over 21 years and is a member of the Governor's Task Force on Local Government Ethics Law.

Panelist

William J. Kearns, Jr., Esq., Kearns, Reale & Kearns & NJLM General Counsel

TIME THEFT AND UNWANTED OVERTIME

Submitted by Victor Scire, Primepoint, LLC

[APPROVED CMFO/CCFO Financial/Debt Management](#)

This presentation will focus on bringing knowledge and awareness to time theft and unnecessary overtime hours. The objective is for employers to gain insight on these major hidden costs that they may not have previously considered, as well as provide technology solutions to help reduce these costs.

Panelist

Steve Usazewicz, Director of Time and Labor Management, Primepoint, LLC

GROWN IN MONMOUTH COUNTY – RETENTION AND GROWTH OF THE AGRICULTURAL INDUSTRY

Submitted by Teri O'Connor, Monmouth County Administrator

[APPROVED FOR CCFO County Fiscal Operations](#)

This workshop will showcase Grown in Monmouth (GIM), a Monmouth County Freeholder program designed to help retain and grow the County's agriculture industry. Grown in Monmouth continues to identify new markets; and, connect growers with consumers to develop a preference for Monmouth County agricultural products, activities, and services. In 2015, Monmouth County received a Rural Business Development Grant from the United States Department of Agricultural (USDA) to help develop a program that focused on the retention and growth of the County's agricultural industry. One unique aspect of the GIM program is its utilization of economic development/market driven principals. These principals serve as the main driver of the program, which includes the GIM brand, marketing logo, website, and directories all developed by the County.

Panelists

Thomas A. Arnone, Monmouth County Freeholder Director

Teri O'Connor, Monmouth County Administrator

HOW BEST TO EFFICIENTLY AND EFFECTIVELY SECURE AND UTILIZE LOCAL AID DOLLARS

Submitted by Jerry K. Prevete, VP of ACECNJ & Pennoni

[APPROVED FOR CMFO/CCFO Budgeting, CPWM Management/Government, RMC Finance, QPA Office Administration/General Duties](#)

This workshop will demystify the challenge of obtaining Local Aid Dollars and provide several views on the best methods to obtain and utilize these funds from the county engineer, municipal engineer and NJDOT perspective. This session will cover how best to access and use the funding available in these programs as well as some of the pitfalls that exist in the program.

Moderator

Frank Scarantino, Mott MacDonald

Panelists

Mary Kay Murphy, Executive Director, North Jersey Transportation Planning Authority

Laine Rankin, NJ DOT, Director of Local Aid

Joseph Ettore, Monmouth County Engineer

Thomas Mineo, Union County Engineer

Todd Hay, Regional Vice President, Pennoni

THURSDAY, MAY 10TH 2:00 P.M.

UPDATE FROM THE DIVISION OF LOCAL GOVERNMENT SERVICES

Submitted by Timothy Cunningham, Director, DLGS, of NJ DCA

APPROVED CMFO/CCFO Office Management/Ancillary Subjects, CTC General/Secondary,
RMC Professional Development, QPA Office Admin/General Duties
CLE 1.2 General

This workshop will provide an update from the Division of Local Government Services including a comprehensive review of the local government budget automation process; discussion of the Division's guidance regarding the new county entity budget cap for prosecutors, sheriffs, clerks, surrogates, registers of deeds and mortgages, superintendents of elections, board of elections, and boards of taxation; guidance on the Local Finance Board's review of county/authority applications; and, advice for negotiating collective bargaining agreements. The Division provides technical and financial assistance in budgeting, financial reporting, joint services, purchasing, and management issues; and, is responsible for the financial integrity of all local government units. The Division also reviews and approves all municipal, county and fire district budgets; and, reviews many local government financial transactions. Additionally, the Division governs and guides the conduct of local government officials.

Panelist

Timothy Cunningham, *Director, DLGS*

MODELS IN REGIONAL PLANNING

Submitted by Linda J. Brennen, 2018 President, New Jersey Chapter County Planners Association

APPROVED CMFO/CCFO Office Management/Ancillary Subjects, CPWM Management/
Government, RMC Professional Development
APPROVED 1.0 CM #9145101

In this session, the New Jersey County Planners Association will highlight three recent regional planning projects that illustrate how effective relationships among various levels of government can result in innovative projects, cost-savings, and new grant-funded and partnership opportunities. Three specific examples in Somerset, Monmouth and Passaic counties illustrate how regional planning is a value-added benefit to public and private investments. The workshop will review *Supporting Priority Investment* in Somerset County, a comprehensive *Joint Land Use Study* in Monmouth County, and the *Smart Traffic Signal Corridor* project in Passaic County

Moderator

Kamal Saleh, *Union County Planning and Economic Development Supervising Planner*

Panelists

Walter C. Lane, *Somerset County Planning Division Planning Director*

Linda J. Brennen, *Monmouth County Division of Planning Supervising Planner*

Michael Lysicatos, *Passaic County Department of Planning Assistant Director*

MAJOR POLICY SHIFTS THAT WILL IMPACT THE STATE'S ECONOMIC OUTLOOK

Submitted by the NJCC, NJBIA, and NFIB

This workshop will hear from three of the State's top business policy experts on how Governor Phil Murphy's legislative priorities for the first year in office will impact the State's economy and business climate. This workshop will focus on legislation concerning pay equality, mandated paid sick leave, and an increase to the State's minimum wage. Panelists will discuss how these policies will impact the State's unemployment rate, the ability to attract new business to New Jersey, outward migration, and the other industry specific concerns.

Panelists

Michael Egenton, *Executive Vice President, NJCC*

Michael Wallace, *Vice President of Government Affairs, NJBIA*

Laurie Ehlbeck, *State Director, NFIB*

CAMDEN RISING - HOW CAMDEN COUNTY HAS BEEN AN IMPORTANT PARTNER IN THE REBIRTH OF A CITY

Submitted by Dominick J. Vesper, Jr., Camden County Deputy County Administrator

[APPROVED CMFO/CCFO Office Management/Ancillary Subjects, CPWM Management, RMC Professional Development, QPA Office Administration/General Duties](#)

This discussion will describe how the county government has played a vital role in the rebirth of the City of Camden. The County of Camden has had its county seat in the City of Camden since 1844. Although both the County and the City have shared their respective primary offices at 520 Market Street since 1929, it hasn't been until the last several years that the county has taken a larger role in assisting the city with government operations that were necessary and critical for a city to rise. This presentation will provide a closer look at the unique and favorable partnership that the County and City share. Presenters will describe how the county government has delivered critical and key such services as: police services, code enforcement, public health oversight, public works sharing plans, and parks and recreation opportunities in urban settings, and management training through Camden County Community College.

Panelists

Louis J. Cappelli, *Camden County Freeholder Director*

Francisco "Frank" Moran, *Camden City Mayor*

Ross G. Angilella, *Camden County Administrator*

Dominic Vesper, *Camden County Deputy County Administrator*

Holly Cass, *Camden County Deputy County Administrator*

Jim Rhodes, *Camden County Deputy County Administrator*

THURSDAY, MAY 10TH 3:15 P.M.

ELECTRONIC DISBURSEMENT OF FUNDS

Submitted by Gerry Seneski, Cumberland County Finance Officer

[APPROVED CMFO/CCFO Financial/Debt Management, RMC Finance, QPA Procurement Procedures](#)

This workshop will discuss the anticipated rule changes to N.J.A.C. 5:30-9A. which regulates the electronic disbursement of funds and the claimant certification process to modernize the manner in which local governing bodies conduct business. The Division of Local Government Services (DLGS) is set to publish the new rules in the spring of 2018 pursuant to P.L. 2016, c.29. This workshop will offer a comprehensive overview of the new rules to provide local governing bodies with a wide range of contemporary payment alternatives to streamline the bill paying process and establish important internal controls. In summary, the new rules will authorize local governing bodies to pay bills by using electronic fund technologies such as wire transfers, Electronic Fund Transfers (EFT), and Automated Clearing House (ACH) payments.

Panelist

Gerry Seneski, *Cumberland County Finance Officer*

COUNTY HUMAN SERVICES DIRECTORS AND OEM COORDINATORS DISCUSS CODE BLUE

Submitted by Lisa Cerny, NJ Association of County Human Service Directors

[APPROVED CCFO County Fiscal Operations](#)

This workshop will discuss how the new Code Blue law requires County Emergency Management Coordinators or other appropriate offices, agencies, or departments to establish a plan for issuing Cold Blue alert to municipalities, social service agencies, and non-profit organizations that provide services to at-risk individuals and are located within the county's borders. Even though several counties have implemented Code Blue plans in the past, this is the first year of the law and each county is interpreting the law differently. This workshop will focus on funding; and, the licensing of warming centers and its impact on county government operations. This workshop will also discuss how State regulations are interpreted differently and lack clarity regarding warming centers. Each county was asked to provide their code blue plan and will have a booklet available for distribution at the workshop.

Panelists

Lisa Cerny, *Gloucester County Human Services Director*

Michael Oppgaard, *Monmouth County OEM Coordinator*

CHANGE LEADERSHIP IN GOVERNMENT - TOOLS FOR SUCCESS FROM THE NJ CERTIFIED PUBLIC MANAGER

Submitted by Jane Sharp, Rutgers CPM Director

[APPROVED CMFO/CCFO Office Management/Ancillary Subjects, CPWM Management, RMC Professional Development, QPA Office Administration/General Duties](#)

Recent graduates of the New Jersey Certified Public Manager Program from diverse positions in three different counties discuss the implementation of their CPM capstone projects designed to benefit their respective departments. Panelists will also discuss the lessons learned about leadership and management through participation in the CPM program with managers from various state, county, and municipal government agencies and how this process transformed their work in county government as well as their vision of “noble public servants”.

Moderator

James Davy, *Interim Director, NJ Certified Public Manager Program*

Panelists

Dr. Charlene Gungil, *Passaic County Director of the Department of Health*

Denise Katula, *Somerset County Manager of Leadership and Talent Development*

Todd Wirth, *Burlington County Management Specialist*

WHAT FREEHOLDERS AND SENIOR MANAGEMENT NEED TO KNOW ABOUT MANAGING TECHNOLOGY

Submitted by Marc Pfeiffer, Bloustein Local Government Research Center & NJ GMIS

[APPROVED CMFO/CCFO, CTC, CPWM, RMC, QPA Information Technology](#)

This session will explore the role that freeholders and senior management have, and cannot delegate, in managing their county’s technology. Technology now plays an increasingly essential and critical role in government. As a result, county leaders need to understand and manage their technology risks through planning, budgeting, and decision-making; ensuring that their employees are trained in cyber hygiene; and ensuring that technology staff can do its job competently. In addition to exploring how this can be done, several county CIO’s will be on hand to answer audience questions about county technology issues.

Panelist

Marc Pfeiffer, *Bloustein Local Government Research Center & NJ GMIS*

FRIDAY, MAY 11TH 8:30 A.M.

ADAPTIVE CHANGE - TRANSFORM YOUR APPROACH TO EMPOWER YOURSELF AND OTHERS

Submitted by LaVida Stalsworth, NJ Civil Service Commission (CSC)

APPROVED CMFO/CCFO Office Management/Aancillary Subjects, CPWM Management, RMC Professional Development, QPA Office Administration/General Duties

The purpose of this workshop is to provide county officials a preview sample of an upcoming NJ Civil Service Commission Training Office instructor-led course concerning adaptive change and how to transform your approach to empower yourself and others. Informing individual perspectives to view workplace changes as constructive opportunities supports an organization's forward momentum to achieve its mission and strategic goals. Individuals who take this course will learn to reconsider change as a positive workplace dynamic with empowering opportunities to enhance professionalism. Learning the principles of adaptive change will make a difference in employees' perspectives and approaches to change for enhanced performance before, during, and after organizational changes occur.

Panelist

Janet Thompson, *Education Program Development Specialist, CSC*

COOPERATIVE PURCHASING BEST PRACTICES

Submitted by Bryna Bartlett, US Communities

APPROVED CMFO Financial/Debt Management, CCFO Financial/Debt Management/County Fiscal Operations, CPWM Government, RMC Finance, QPA Procurement Procedures

This panel will discuss how the utilization of national cooperative contracts is becoming more common, but there are still questions and concerns on how the process works and what are the necessary requirements for a COOP to be compliant with the State's procurement laws. This workshop will also review the different types of cooperative contracts available and what the process is to utilize each of the various types of contracts. The workshop will further discuss the benefits of utilizing cooperative contracts, the value they bring to public agencies, and real examples of the utilization and success of such initiatives. The session will also allow for attendees to discuss their specific situations and the panel will discuss approaches to an appropriate procurement.

Panelists

Gerald T Reiner Jr., *Bergen County Purchasing Agent*

Bryna Bartlett, *Program Manager, U.S. Communities*

ICE ENFORCEMENT AND REMOVAL OPERATIONS

Submitted by Christopher Moriarty, Immigration and Customs Enforcement (ICE)

This workshop will discuss immigration enforcement policy and procedure. Stakeholders range from federal and local law enforcement partners, religious and civic leaders, mayors, freeholders, state legislators, and more. The idea is to create more regular and thoughtful interaction with communities and organizations both large and small, and most importantly, find the voids where relationships do not exist and build pathways for progress and opportunity. This workshop will provide information and resources about federal immigration enforcement policy and procedure to those looking for more clarity and understanding of our nation's complex immigration laws.

Panelists

Christopher Moriarty, *Community Relations Officer, ICE*

REGIONAL RESILIENCE PLANNING IN NEW JERSEY

Submitted by Michael Kolber, Planner, Office of Coastal and Land Use Planning, NJ DEP
[APPROVED CMFO/CCFO Financial/Debt Management, CPWM Government, RMC Finance](#)

Since Superstorm Sandy, building resilience to storms and flooding has been a major priority for the NJ Department of Environmental Protection (NJ DEPT). These efforts include participation in the Natural Disaster Resilience (NDR) competition funded by the U.S. Department of Housing and Urban Development. This session will review available funding from the Resilient NJ Program, which will be accepting applications for \$10 million in planning grants this Spring, and the NDR Regional Stormwater Infrastructure Toolkit. Session participants will learn more about how to apply for these grants, how they can be utilized, and the benefits to be gained by those selected to participate. Participants will be able to learn about the regional solutions that are currently underway through the implementation of this project.

Panelists

Michael Kolber, *Planner, Office of Coastal and Land Use Planning, NJ DEP*
Alexis Taylor, *Outreach Team Leader, Rebuild by Design, NJ DEP*

FRIDAY, MAY 11TH 9:45 A.M.

INTEREST ARBITRATION AND NEGOTIATIONS UPDATE

Submitted by Genova Burns, LLC

[APPROVED CMFO/CCFO Budgeting, CPWM Management, RMC Finance/Professional Development, QPA Procurement Procedures.](#)

[CLE 1.2 General](#)

This program will focus on the most recent developments regarding interest arbitration as well as an examination of negotiations under Chapter 78, and other timely issues concerning negotiations with both law enforcement and civilian units. Specific attention will be given to the interest arbitration statute, which sunset on December 31, 2017. The current state of the law regarding interest arbitration will be discussed. The seminar will also explore how counties should prepare for negotiations for agreements that expire after 2017. The seminar will also examine recent court and PERC decisions, which affect negotiations, salary increments and health insurance. Discussion will also occur on other important, timely issues concerning interest arbitration and negotiations as well as the current state of any legislation concerning the cap.

Panelist

Joseph M. Hannon, Esq., *Counsel for Genova Burns, LLC & NJAC Labor Counsel*

ESSENTIALS FOR ISSUING COUNTY AND MUNICIPAL DEBT AND PREPARING YOUR RATING CALL

Submitted by Joseph Luppino, Bergen County Finance Officer/Treasurer

[APPROVED CMFO/CCFO Financial/Debt Management, CPWM Management, RMC Finance, QPA Procurement Procedures](#)

This seminar will provide an overview of the process for preparing and marketing the issuance of county bonds and notes, preparing for the rating call, and best practices for issuing bonds and notes. The workshop will discuss the initial steps of financing capital projects and the importance of assembling the finance team. Financial advisors will discuss factors that will influence whether the issuer will issue temporary notes or bonds, and the differences between a negotiated sale vs. competitive sale. Bond counsel will discuss time table for a bond or note issue, resolutions that are needed to be approved by the governing body prior to a bond sale and continuing disclosure requirements. The seminar will close with summary of the rating process.

Panelists

Joseph Luppino, *Bergen County Finance Officer & Treasurer*

Dan Mariniello, *Financial Advisor, NW Financial Group, LLC*

Doug Goldmacher, *Moody's Investors Services*

John D. Draikiwicz, Esq., *Bond Counsel, Gibbons PC.*

ASPIRING TO BE A SMART COMMUNITY

Submitted by Bonnie Graziano, Account Executive, ESG

[APPROVED CMFO/CCFO Office Management/Ancillary Subjects, CPWM Management RMC Professional Development, QPA Green Purchasing](#)

This seminar will discuss the buzz regarding Smart Communities, the Internet-of-Things (IoT), Microgrids, and more. The workshop will further demystify the terminology and shine a light upon the paths available to you today. What constitutes a “smart” community and what are the steps you can take to guide your county towards this? Learn how to identify and integrate solutions that advance your county’s goals and objectives while driving operational efficiencies and improving livability, workability, and resiliency. From building upgrades and wastewater treatment to smart street lighting and intelligent parking, find out what other communities are doing to drive revenue, reduce costs, and modernize infrastructure.

Panelists

Joe Fahrney, National Director of Local Governments, ESG

Bonnie Graziano, Account Executive, ESG

Adam Zellner, President, Greener by Design

Mike Thulen, Program Coordinator, Board of Public Utilities

Valerie Moran, Senior Account Executive, ESG

Paul Van Gelder, Vice President, CHA

Robbi Acampora, Financial Advisor, Phoenix Advisors

SUBMISSION DENIED! OVERCOMING COMMON PROPERTY DEVELOPMENT CONSTRAINTS

Submitted by Jennifer Gangeri, LAN Associate

[APPROVED FOR CMFO/CCFO Office Management/Ancillary Subjects, CPWM Government, RMC Professional Development](#)

Whether you are selecting a new property or have an existing site, regulatory hurdles and development constraints can often lead to delays and/or increased construction costs. In a State regulated by numerous layers of municipal, county, regional and state authorities, this session will explore best practices and strategic due diligence for site selection and (re)development. By understanding the regulations and agencies that apply to the development lifecycle, participants will be able to better identify potential barriers and planning techniques for their respective locations. This session will review applicable regulations and various case studies, primarily focusing on flood hazard areas, resiliency, rebuilding, development, critical buildings, land use, contamination, and other common regulatory restraints.

Panelists

Tracy Silna Zur, Freeholder, Bergen County

Steven Ramiza, Vice President, Environmental Engineer, PA, LEED, AP, LAN Associates

Christopher Guddemi, Surveyor, Civil/Environmental Scientist, Wetlands Specialist, PLS, LEED AP BD+C, LAN Associates

Kim Vierheilg, Vice President, Architect, AIA, LEED, AP BD+C, LAN Associates