

NJAC COUNTY BIZ

An Educational and Informative Newsletter for Counties and Businesses

New Jersey Association of Counties

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NJ Breaks Into Top 10 in 2016 America's Health Rankings

by Marilyn Gordon, M.D., Chief Medical Officer for UnitedHealthcare of New Jersey

Last month, United Health Foundation released the 27th annual America's Health Rankings, the longest-running assessment of the nation's health on a state-by-state basis. According to the 2016 report, New Jersey ranked number 9, up two slots from last year. This two-step jump is even more telling when you take a historical look at the report which shows that just five years ago, New Jersey ranked 17th.

Today, New Jersey can proudly call itself the ninth healthiest state in the country and point to the following strengths that helped it reach this ranking:

- **Low rates of smoking:** New Jersey has the third lowest percentage of smokers in the nation, with only 13.5% of adults who are smokers. In the past three year's smoking decreased 22% from 17.3% to 13.5% of adults.
- **Reduced obesity rate:** While obesity continues to be a widespread health issue, the percentage of obesity among adults dropped for the first time in many years, going from 26.9% to 25.6%.
- **Low rate of infant mortality:** The state has the second lowest rate of infant mortality in the country. In the past five years, infant mortality decreased from 5.4 to 4.4 deaths per 1,000 live births.

On the other hand, the nation, including New Jersey, still has health challenges to overcome:

- **Drug deaths:** As a whole, the nation is facing an epidemic of drug-related deaths with a total of 14 per 100,000 population New Jersey, like many of her neighbors to the north, faced a similar challenge.
- **Rising physical inactivity:** The percentage of New Jersey adults who reported doing no physical activity or exercise outside of work in the last 30 days rose sharply from 23.3% to 27.2%.

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Paul Marden, CEO UnitedHealthcare, New Jersey addressed the crowd at the July 15, 2016 Healthy Communities create Healthy Citizens grant launch event

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Get to know your County Official.....

How many years have you served as Atlantic County Freeholder?

In 2017, I will be completing my sixth year on the Freeholder Board.

What was the first public position you held?

I was appointed as a charter member of the City of Linwood's Environmental Commission back in 2001.

Why did you choose to run for Atlantic County Freeholder?

Always looking for another challenge, I felt that I did as much as possible during my six years on Linwood City Council and began to seek other ways to serve the broader community. In the midst economic uncertainty facing Atlantic County due to a decline in the hospitality industry in Atlantic City, I felt that I could get some things accomplished in conjunction with the County Executive and other members of the Freeholder Board.

What has been the most difficult decision you have had to make while serving as County Freeholder?

As a member of the budget committee, each year we make decisions that affect not only our county employees, but the overall welfare of the community. That in itself provides annual trepidation. However, voting against my party and for a Homeless Trust Fund was by far the most difficult vote I have made as a Freeholder.

What would our readers be most surprised to learn about you?

The readers would be surprised to learn that at age 18, I backpacked through Europe and Africa, by myself, for three and a half months.

Who is your role model?

Dr. Harvey Kesselman, President of Stockton University for his work ethic, passion, and constant support of those he leads at the college.

What do you love about Atlantic County?

For its vibrancy, potential, and people. Not many places in New Jersey have blueberry farms, beaches, urban centers, back bays, forests, and great food within minutes of each other.



Alexander C. Marino
Freeholder
Atlantic County



America's Health Rankings *(continued)*



L to R: Megan Sheppard, Cumberland County Health Department; Peggy Barker, Elwyn; Paul Marden, CEO UnitedHealthcare, NJ; Linda Schwimmer, President & CEO NJ Health Care Quality Institute; Carolyn Heckman, Inspira Health Network; Millie Irizarry, City of Vineland Health Department; Lisa Scheetz, Cumberland Cape Atlantic YMCA; Albert Kelly, Mayor of Bridgeton; Joseph Derella, Cumberland County Freeholder Director; Ruben Bermudez, Mayor of Vineland

As leaders in our communities, it is our responsibility to encourage employees, residents, colleagues, families and friends to keep moving.

UnitedHealthcare provides a range of useful, preventative programs that employers and residents can take advantage of to ensure New Jersey remains in the top 10.

For example, through UnitedHealthcare's "Sweat Equity" program, New Jersey residents with Oxford health insurance can earn cash rewards for participating in Sweat Equity-eligible exercise programs such as Zumba, kick-boxing, yoga, swimming, tennis, racquetball and biking. In addition, members have free access to our Health4Me app as well as disease management tools to help manage chronic health issues.

"The New Jersey Health Care Quality Institute's "Healthy Communities create Healthy Citizens" initiative, supported by a partnership grant from United Health Foundation, aims to improve chronic disease management, health literacy, and access to healthy lifestyle initiatives in three New Jersey communities. Cumberland County, one of the three communities, established a Healthy Corner Store Network and

Healthy Worksites throughout the county as part of this initiative. Twenty-seven corner stores in Cumberland County are participating in the Healthy Corner Store Network, which helps store owners stock healthier food.

Utilizing these resources and maintaining healthy habits will help sustain New Jersey's overall health ranking. Together, let's help all counties maintain a healthy lifestyle in 2017 and beyond.

For more information about America's Health Rankings and the complete list of results, visit www.americashealthrankings.org; Twitter: @AHR_Rankings; Facebook: www.facebook.com/AmericasHealthRankings

For more information about the New Jersey Health Care Quality Institute's "Healthy Communities create Healthy Citizens" initiative, visit www.njhcqi.org/HCHC.



Do you have educational or informational articles you would like published in the NJAC COUNTY BIZ?

Contact Loren Wizman, Director of Business Development, at (609) 394-3467 or loren@njac.org.

Top Five Workplace Trends of 2017

by Jennifer Dowd, Marketing Manager for Kronos Public Sector

As we put another year behind us, it's important to look forward to the future rather than always reflect on the past. Your employees continue to play a critical role in your community's well-being. Here are some top trends many organizations will be facing this year.

The year of the middle manager: Organizations spend a lot of time and money at the top developing a strategic vision, while human resources remains focused on engaging employees. Yet organizations often neglect the tip of the spear: their middle managers. Managers have the greatest impact on overall performance, for better or for worse. 2017 will see a renewed focus on giving people managers the skills, abilities, tools, and technologies needed to develop connections with their employees, nurture top talent, and execute the organization's vision on the front lines.

Focus on the employee *experience* to drive engagement: Organizations will look for ways to make the employee experience easier, rewarding, more transparent, and professionally fulfilling. Which benefits matter most to employees? What technologies, trainings, and processes can help workers succeed without suffering burnout? How can the performance evaluation process be enhanced to provide real-time feedback for employees while relieving overbearing processes for managers?

Legislative and economic uncertainty reigns supreme, imposing the need for increased agility: To say the economy is in flux is an understatement. We saw a U.S. Presidential election like the world has never seen before. Labor laws, such as the currently-stalled FLSA overtime proposal, are ever-evolving. Major changes that will impact the workforce are no-doubt forthcoming. Organizations – with HR caught in the middle – will need to react with agility to keep pace with new legislation, interpret laws appropriately, and continue to retain top workers while remaining compliant.

People data for analytics will help solve meaningful problems: The big data movement has left many organizations drowning in a sea of metrics. By 2020, IDC estimates that about 1.7 megabytes of new information will be created every second of every day for every human. Technology will enable organizations to look more closely into the workforce data they already capture – i.e. people data – to make better employee and business decisions that solve challenges related to turnover, retention, engagement, customer and patient satisfaction, and productivity.

Organizations climb higher on the human capital management (HCM) maturity curve by demanding more from technology: The human resources function has evolved from the transaction-driven personnel department of decades past into a strategic business partner thanks to a growing foundation of data-driven practices. However, many HR leaders still spend more than a third of their time on manual tasks, have limited insight into the entire business, and are continually inundated by basic employee FAQs. HR leaders will now demand more from technology to deliver better recruiting, retention, talent management, collaboration, and onboarding solutions with prescriptive insights and enhanced self-service features that drive a better employee experience.

To learn more about Kronos, please contact Wesley Witherington, Kronos Sales Executive State of New Jersey, Public Sector and Education, at wesley.witherington@kronos.com or via telephone at (973) 331-5465.



Following its annual December board of advisors meeting. The Workforce Institute at Kronos Incorporated identified these top trends as the most impactful for human capital management (HCM) and workforce management in 2017.

Not Your Grandparents Flooring

by Vincent Ferraro, Commercial Sales Professional for Frank Mazza and Son, Inc.

The floor covering industry is vastly changing from the days of plain and dull. Manufacturers have been pairing with innovative designers to bring the industry into more modern times. These designers have taken full advantage of this opportunity and exploded the industry with color and design. Commercial flooring no longer needs to be drab and dreary but instead can be bold, vibrant and energizing. Whether you are looking to do a small office or an entire building, the design options are remarkable and endless.

Carpeting is available in many new styles and colors across the spectrum - not only in broadloom but also in the convenience of carpet tiles. With carpet tiles, gone are the days of having to completely empty a room to install the new carpeting. Instead, in most cases, you can lift the furniture and place the carpet tiles underneath. This reduces down-time. Oftentimes, employees can continue to work while the carpet tiles are being installed.

Hard surface has changed as well. Where V.C.T, which comes with the high maintenance costs of waxing and polishing used to be the norm you now have options. With the introduction of L.V.T, with its luxurious tile and wood looks you have the ability to have a fancier look without the cost. L.V.T is low maintenance and nonporous to resist staining, does not need to be waxed or polished and will have a cost savings over V.C.T after 2 ½ years. Your accounting and maintenance departments will love that.

Rubber flooring is no longer just plain squares or dots but is now available in exciting colors and comes in various tile sizes and patterns. Rubber flooring is hypoallergenic and its natural oils make it easy to return its luster and shine with simply rubbing with a rag. With rubber tile, you can eliminate the fear of slipping on stairs and handicap ramps because of its slip resistant qualities.

Who says your bathroom has to be the same old same old? Let's face it people judge companies by their bathrooms. The tile industry has been introducing texture and size variations which will allow you to give your bathroom a bold new look. How would you like your bathroom to have the look of real stone but at a fraction of the cost? With the new printed porcelain tiles you could have just that, and then take it over the top and add some pizzazz with a decorative mosaic.

Now is the time to discuss the options that are available with a flooring specialist at Frank Mazza and Son, Inc. With our 70+ years in floor covering we will help you liven up your space and to inspire and awaken your creative side.

To learn more about our products and services please contact Vincent (Vince) Ferraro at vferraro@mazzaflorring.com.



NJAC CELEBRATION OF COUNTY GOVERNMENT

CAESARS in ATLANTIC CITY, NJ

MAY 10 - 12, 2017

NOW ACCEPTING SEMINAR PROPOSALS

Deadline January 27, 2017

PLEASE CLICK [HERE](#) FOR MORE DETAILS

Illumination: How GovPilot Upholds United States Freedom of Information Laws

by Alannah Dragonetti, Content Creator for GovPilot

The future of FOIA legislation is open wide, thanks to GovPilot!

In Colorado, it is the CORA (Colorado Open Records Act). In GovPilot's home state of New Jersey, it's called the OPRA (Open Public Records Act). Whatever lawmakers choose to call it; each U.S. state has its own form of Freedom of Information Act (FOIA) legislation that protects the American public's right to access government records.

Open data is not a formality or public relations move, but a practice that offers just as much to government as it does the governed. This week's blog post explores FOIA legislation's surprisingly short history and GovPilot's efforts to ensure its future.



Senator John E. Moss

New Information

Though it aligns with the democratic values the United States of America was founded on in 1776, the concept of Freedom of Information is a relatively new one. In fact, it was not signed into law until the nation was on the cusp of its bicentennial.

The first, faint cries for open information could be heard in the early 1950's. Cold War paranoia was at fever pitch and classifying government data was the prevailing protocol. This practice did not sit well with many journalists, citizens and some government officials, most notably, Democratic California Senator, John E. Moss. Senator Moss believed that the public could not truly participate in democracy without having knowledge of government leaders' actions and decision-making process.

Shortly after arriving in Washington D.C., Senator Moss earned a reputation as an outspoken advocate of government transparency. In 1955, the Democrats regained control of Congress and established a Committee on Government Operations subcommittee to investigate several high profile cases of federal agencies withholding information. Senator Moss was appointed chairman, solidifying his role as leader of the open information movement.

For over a decade, Senator Moss and his supporters conducted investigations, held hearings and otherwise fought for the passage of a federal open data law. On July 4, 1966, President Lyndon B. Johnson finally and reluctantly signed the FOIA.

Everybody Gets an OPRA Process!

Senator Moss' legacy lives on. Today, all fifty states and the District of Columbia have FOI laws granting public access to government records. Though most are based at least in part on the federal FOIA, the particulars—who can issue requests, which department is required to provide access to its records, the formalities a request must meet—vary.

Fortunately, GovPilot offers over 100 customizable digital templates of everyday government processes. Built with the input of subject matter experts, GovPilot processes simplify and centralize data collection, streamline

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U.S. Freedom of Information Laws *(continued)*

communication and automate routine tasks. Many New Jersey clients have leveraged the GovPilot platform to upgrade their state-mandated Open Public Records Act (OPRA) compliance process.

Digital forms are a main component of the GovPilot OPRA process. Instead of requiring constituents to write and send a formal letter, GovPilot clients share a digital OPRA request form on their official website. The form can be completed via desktop, laptop or mobile device for optimal convenience.

Upon submission, the requestor and designated municipal employee both receive a notification. This is the first of many transparent steps in the OPRA process, as managed by GovPilot's automated workflow. Automation eliminates miscommunication, information barriers and other common impediments to progress. Turnaround time is minimal and transparent operations eliminate mystery to cut the frequency of constituents' phone calls and unannounced visits to city hall.

Union Township, NJ knows the benefits of GovPilot's OPRA process firsthand. Since upgrading operations a few months ago, the clerk's office has saved significant time and resources responding to OPRA requests, even as the convenience of digital forms causes the volume of requests to skyrocket. CMC/Municipal Clerk, Eileen Birch, says that GovPilot has, "streamlined the entire process and it is easier to keep track of the requests. The best part is no paper!"

The enhanced tracking capabilities Birch speaks of help government gauge which data is in high demand. Administrations looking to further convenience employees and constituents can opt to publish the most sought-after data sets on a GovPilot map. In its most basic form, GovPilot's geographic information system (GIS) parcel map illustrates layers of weather and traffic information aggregated from public domains such as FEMA and Google. Clients often add custom layers that harness commonly sought information from internal databases. Displayed on the municipal website, the public-facing map becomes a reliable and easily digestible source of information for citizens.

The GovPilot platform helps government manage and track requests, analyze trends and adjust operations to ensure that requests for information are met in a way that conveniences and satisfies both government and constituent.

For more information about this topic, please contact Alannah Dragonetti by telephone at 201.222.1155 or via email at alannah@govpilot.com



Grant Training Opportunity Coming to Sicklerville, NJ

by Jodi McDowell, Marketing Consultant for Grant Writing USA

Grant Writing USA along with its esteemed local hosts will present a grant writing workshop. This training is for grant seekers across all disciplines. Attend this class and you'll learn how to find grants and write winning grant proposals. Beginning and experienced grant writers from city, county, and state agencies as well as nonprofits, K-12, colleges and universities are encouraged to attend. Attend this class and you'll learn how to find grants and write winning grant proposals.

Sicklerville, NJ - January 26-27, 2017

[Click here for full event details.](#)



Recording Volume & Revenue Increased in 2016

by Scott M. Colabella, County Clerk for Ocean County



Scott M. Colabella
Ocean County Clerk

The Recording Division of the Ocean County Clerk's Office collected \$51,865,991 million in revenue for documents placed on record during the 12 month of 2016 as compared to \$43,794,780 million in revenue collected in 2015. This represents \$8 million more in recording revenue or a 18.4% increase from the prior year.

Realty Transfer Tax collected from real estate transactions for 2016 resulted in the State of New Jersey receiving \$37,086,149 million in revenue while Ocean County realized a revenue total of \$14,779,842 million from Realty Transfer fees.

Ocean County's revenue total increased by \$1,871,811 or 14.5%, rising from \$12,908,031 million in 2015, to \$14,779,842 in 2016.

In 2016, the County Clerk's Office recorded 25,300 deeds, and 24,665 mortgages, as compared to 24,492 deeds and 22,778 mortgages in 2015. The County Clerk's Office placed on record 85,653 other documents such as notices of settlements and assignments of mortgages, etc., for a total of 135,618 documents recorded in 2016. In comparison, 131,893 total documents were recorded in 2015.

When comparing the County revenue generated from the Recording Division with the total operating expenses in 2016 of \$2,076,558 - Ocean County taxpayers realized a return of \$12,703,284 on the operation of the Recording Division. A return of \$6.11 for every tax dollar spent.

The dollars collected help to provide property tax relief to residents.

Eighteen thousand four hundred and forty applications for US passports were processed thru the Ocean County Clerk's Office in 2016, 2,178 Notary Public applications, 485 Trade Name certificates were recorded for individuals starting a new business, 972 veterans had their Honorable Military Discharge (DD-214 Papers) recorded and over 43,000 Vote By Mail Ballot applications were processed.



CONGRATULATIONS

ACCSES NJ, has selected Mohsen Badran as their new President and CEO effective January 2017. Over the past six years Mr. Badran served as President/CEO of Goodwill Industries of the Coastal Empire in Savannah, Georgia, and then in the same post for Gateway Community Industries in Kingston, NY.

Bernard M. "Bernie" Flynn, President and CEO of **New Jersey Manufacturers Insurance Company** was recently named 2016 Trentonian Person of the Year.

Mr. James D. Adams, PE recently joined **KSE** as Vice President. Mr. Adams will be managing **KSE's** Construction Engineering and Inspection (CEI) and Quality Assurance (QA) services for the Port Authority of NY & NJ's Goethals Bridge Replacement Projects.

Business Partners of the Year Honored by County Vocational-Technical Schools

by Kathryn Forsyth, Communications Director for NJCCVTS

High-tech companies, local businesses, government agencies and even a beekeeper are among the 2016 Business Partners of the Year honored by New Jersey's 21 county vocational-technical school districts.



Timothy McCorkell
Superintendent
Monmouth County
Vocational Technical School
District

"The hands-on involvement of businesses from all sectors of the economy is the key to successful career and technical education programs," said Timothy McCorkell, president of the New Jersey Council of County Vocational-Technical Schools and superintendent of the Monmouth County Vocational School District.

Thousands of individuals, companies, trade unions and other employers volunteer their time and expertise on county vocational-technical school advisory boards, serve as guest speakers, role models and mentors, host site visits, offer internships and scholarships, donate equipment, and hire students and graduates.

"Employers who help our students understand and experience the real world of work provide a critical aspect of career preparation," McCorkell said.

Below are the 2016 county vocational-technical school business partners of the year.

Read the whole article and see the pictures [here](#).

Atlantic County Institute of Technology recognized **Barry Bruner, of Mutual Aid Emergency Services in Absecon**, for helping ACIT Health Science Academy students become certified Emergency Medical Technicians (EMTs).

Bergen County Technical Schools honored **John Bryndza, a project engineer at Stryker Orthopaedics in Mahwah**, who helped students at Applied Technology High School collaborate with a team of Stryker professionals to solve an engineering challenge.

Burlington County Institute of Technology honored **Rowan College at Burlington County**, which partnered with BCIT this year to allow high school students to earn college credits and pay for new advanced manufacturing and fabrication machines.



Jeffrey S. Swartz
Director & CEO
Camden County Workforce
Development Board

Camden County Technical School District selected **Jeffrey S. Swartz, director and CEO of the Camden County Workforce Development Board**, for his on-going involvement with CCTS.

Cape May County Technical School District recognized the **New Jersey Division of Fish & Wildlife**, which provides environmental studies, law enforcement and engineering students with indoor and outdoor learning activities, presentations pertaining to career pathways and field work partnerships.

Cumberland County Technical Education Center honored **Team Nissan, of Vineland**, for the dealership's many years of service to the school and its automotive students.

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Business Partners of the Year Honored by NJCCVTS *(continued)*

Essex County Vocational Technical Schools selected **Joseph Jingoli & Son, Inc.**, the firm building the new Donald M. Payne Sr. Vocational Technical High School in Newark, which has opened the project to on-site learning experiences for construction trades and engineering students.

Gloucester County Institute of Technology honored **Depasquale Salon Systems**, a national distributor of hair, nail, skin care and cosmetic products, for the company's active involvement in GCIT's cosmetology programs.

Hudson County Schools of Technology recognized **Antonio Quinlan**, the owner/operator of **Hudson River Honey** and the executive director of the **Hudson River Apiary Society**, who brought the science of beekeeping to High Tech High School through a cross-curricular project involving the study and raising of the bees and the production and sale of honey-related projects.

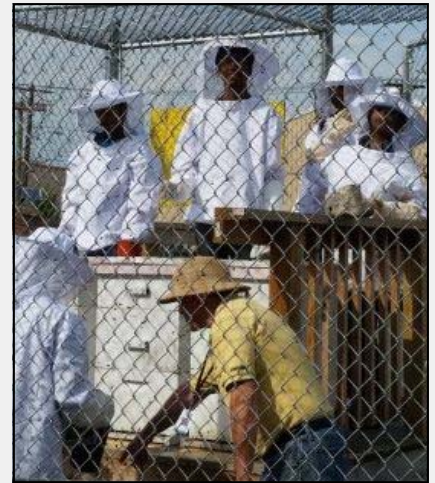
Mercer County Technical School District selected **Stout's Transportation, of Trenton**, a provider of coach and bus transportation services, whose staff members serve on the MCTS advisory board and mentor automotive technology, automotive collision and diesel technology students.

Middlesex County Vocational & Technical Schools recognized **McCarter Theatre, in Princeton**, which has been working with MCVTS performing arts and technical theater students since 2009.

Monmouth County Vocational School District honored **Dr. Scott Gyax of FEMERIS Women's Health Research Center in Hamilton, NJ**, for his many years of work with the Biotechnology High School (BTHS) internship program.

Morris County Vocational School District recognized the **County College of Morris** for the college's efforts in establishing the high school Engineering Design and Advanced Manufacturing (EDAM) program and in supporting the MCVSD grade 12 option Challenger Program.

Ocean County Vocational Schools honored **Thompson Healthcare and Sports Medicine (THSM)**, which has six locations in Ocean and Monmouth counties.



High Tech students working in the hive with Antonio Quinlan



The Columbia Bank branch in the main lobby of Passaic County Technical Institute

Passaic County Technical Institute selected **Columbia Bank**, which created a fully-functioning bank branch in the lobby of the school. The bank also hires students and awards scholarships; bank staff members serve on the advisory board and helped develop PCTI's on-line personal finance course.

Salem County Vocational-Technical Schools recognized **Holtec International**, a diversified energy technology company, which is partnering with the SCVTS welding program. Three members of the class of 2016 gained full-time employment at Holtec's new facility in Camden.

Somerset County Vocational & Technical High School honored **Greg Burchette**, the owner of **Bridgewater Motorworks in**

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Business Partners of the Year Honored by NJCCVTS *(continued)*

Bridgewater, recognizing his efforts in mentoring and hiring SCVTHS automotive technology students and helping the district become NATEF certified.

Sussex County Technical Schools recognized **Jason Nicholas of j2n Architecture in Oak Ridge**, who has served on the school's architectural advisory board for more than 15 years.

Union County Vocational-Technical School honored **TE Connectivity/Subcom, of Eatontown**, which has provided key financial support and mentoring to the district's robotics team for the past three years.

Warren County Technical School recognized John Smith of **Smith Motor Company in Washington, NJ**, who has been hiring automotive students through the cooperative education program for many years.



Federal Grants

National Fish & Wildlife Foundation Five Star & Urban Waters Restoration Program

Deadline: January 31, 2017

Available: \$20,000 to \$50,000

Number of Awards: 40-50

<http://www.nfwf.org/fivestar/Pages/home.aspx>



Bryne Criminal Justice Innovation Program

Deadline: February 2, 2017

Available: \$1,000,000 over a period of up to 3 years

Number of Awards: 12

Funding Opportunity Number: BJA-2017-11263

<http://www.bja.gov/BCJI17>



Technology Innovation for Public Safety

Deadline: February 7, 2017

Available: \$500,000 over a period of 2 years

Number of Awards: 8

Funding Opportunity Number: BJA-2017-11547

<https://www.bja.gov/TIPS17>

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Federal Grants *(continued)*

Body-Worn Camera Policy and Implementation Program

Deadline: February 16, 2017
Available: \$17,000,000
Number of Awards: 63
Funding Opportunity Number: BJA-2017-11221
<https://www.bja.gov/funding/BWCPIP17.pdf>



National Indoor Environments Program: Reducing Public Exposure to Indoor Pollutants

Deadline: February 17, 2017
Available: \$200,000 per year for a period of up to three years
Number of Awards: 10-20
Funding Opportunity Number: EPA-OAR-ORIA-17-02
<https://www.epa.gov/grants/air-grants-and-funding>



Economic Development Assistance Programs Public Works and Economic Adjustment Assistance Programs

Deadline: Open
Available: \$1000,000 to \$3,000,000
Number of Awards:
Funding Opportunity Number: EDAP2017
<http://www.grants.gov>



The Coastal Program

Deadline: September 30, 2017
Available: \$500,000 award ceiling
Number of Awards: 500
Funding Opportunity Number: F17AS00014
<http://www.grants.gov/web/grants/search-grants.html>



Save the Dates

2017 NJAC Meetings and Events

January 20	Annual Conference Committee Meeting - <i>Trenton</i>
January 27	Reorganization Meeting - <i>Trenton</i>
March 10	Board of Directors Meeting - <i>Trenton</i>
May 10 - 12	Annual Celebration of County Gov't at Caesars in Atlantic City
May 11	Board of Directors Meeting at Caesar's in Atlantic City
May 12	Board of Directors Meeting at Caesar's in Atlantic City
June 23	Board of Directors Meeting - <i>Trenton</i>
July 20	7 th Annual Night of Baseball & Fireworks <i>Trenton Thunder vs. New Hampshire Fisher Cats</i>
September 22	Board of Directors Meeting - <i>Trenton</i>
December 8	Board of Directors Meeting & Year End Summit <i>Trenton Country Club - West Trenton</i>

WELCOME TO OUR NEW MEMBERS



LAN Associates is a full service, engineering, planning, architecture, and surveying firm founded in 1965. We service a variety of federal, state, county, and municipal governments, housing authorities, boards of education, Fortune 500 companies, foreign companies, religious facilities, and private clients. LAN's main office is located in Midland Park, Bergen County, New Jersey; with a second location in Goshen, Orange County New York and a satellite office Trumbull, Connecticut. If you would like to learn more please contact Jennifer Gangeri, Marketing Coordinator at Jennifer.gangeri@lan-nj.com or Kim Vierheilg, Vice President at Kim.Vierheilg@lan-nj.com.



Tyler Technologies (NYSE: TYL) is the largest company in the country solely dedicated to providing software and services to the public sector, including solutions for state, county and local governments and schools. To learn more about Tyler Technologies please contact Mashal Babak, Director of Sales at mashal.babak@tylertech.com.

Nationwide Economics

Weekly Economic Review & Outlook for January 3, 2017

by Ben Ayers, Senior Economist of Nationwide Mutual Insurance Company and
Ankit Gupta, CFA, Junior Economist of Nationwide Mutual Insurance Company

Weekly Economic Review

As usual, last year had many surprises, including Cubs Win!, President-elect Trump, and Brexit. While the latter two had definite impacts on financial markets, measures of consumer sentiment surged starting in November, just after the Cubs became world champions-so perhaps Cubs Win! Had an impact on the economy and financial markets after all (after 108 years).

Equity prices and interest rates began 2016 on a high note, with the Federal Reserve tightening monetary policy in December 2015 for the first time in almost 10 years. But concerns about a hard landing for China and signs of slowing in the U.S. hit financial markets, pushing interest rates and stock prices down. Broad stock market indices were down for the first five days of January and the entire month-often viewed as a precursor to a down year overall.

By the late spring, however, financial markets had calmed down, China looked to be stabilizing, and U.S. economic data had firmed. Moreover, Fed policy makers hinted at a near-term hike in rates. As a result, financial markets looked ahead to another tightening move by the Fed, probably at the June Federal Open Market Committee meeting.

But on June 23, the United Kingdom held a non-binding referendum on leaving the European Union. To the surprise of most (especially the British bookies), the UK voted for Brexit. This put international financial markets in a tizzy-with funds looking for the safest ports. The safest port of all is always U.S. Treasury securities, and the rally in them pushed yields down to record low levels.

The Fed was unwilling to make a move during such financial market turmoil-especially when looking at additional weaker U.S. economic data-and so decided not to tighten further. Interestingly, equity markets rallied again about a week after Brexit.

U.S. economic data looked better in the summer and fall, and interest rates and stock prices moved higher. But the U.S. presidential election added considerable to financial market uncertainty and stock prices slipped in the weeks leading up to the election.

Then, when it was clear that Donald Trump would be the 45th President of the United States late on election night, stock prices plunged-until they reversed course the day after the election. A combination of the end of political uncertainty, financial markets looking ahead to the Trump –pro-growth agenda (and ignoring the negative agenda items), and stronger U.S. economic data, have pushed stock prices to new all-time highs-with a run at 20,000 for the Dow Jones Industrial Average.

In mid-December, following stronger economic data, the Fed tightened monetary policy again-and raised expectations for further tightening in 2017. Interest rates soared to the highest levels since the “taper tantrum” in 2014, helping to push the dollar up sharply.

Rates and stock prices moved off of their highs as the year came to a close, but they are still elevated compared with recent history (for rates) or all history (for stocks). With stronger growth and higher rates on the horizon, more surprises are surely in the store for 2017.

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Nationwide Economics *(continued)*

Weekly Outlook

The first week of the new year is the big Kahuna with regard to economic data, with the December jobs report, the ISM surveys, motor vehicle sales, the foreign trade balance, factory orders, and jobless claims.

While nonfarm payroll employment gains have slowed in 2016 as the pool of available labor has shrunk in the eighth year of economic expansion, we expect another solid increase of 169,000 for December. The surprisingly large drop in the unemployment rate last month is likely to be partially reversed with an increase to 4.7 percent-still very low. Average hourly earnings fell unexpectedly last month, but December should see a jump of 0.3 percent (and perhaps even higher) as most other measures of wage gains have been steadily increasing.

The two surveys from the Institute for Supply Management (ISM) give key readings on the health of the manufacturing and services sectors of the economy. The ISM manufacturing survey has moved decisively above the break-even level of 50 over the past few months, and we expect to edge higher to 53.5 for December. The ISM nonmanufacturing survey has shown considerably more strength, but we project that it will slip a tad to 56.9 given its jump last month.

Auto and light truck sales (including SUVs, minivans, and pickup trucks) have been very strong in 2016. We expect some moderation in the pace of light vehicle sales for December, down to an annualized pace of 17.5 million units-but that would still put total sales for the year to a record 17.5 million units, just above last year's previous record.

If you are interested in providing a social security or healthcare workshop for your employees, please contact your local Nationwide Retirement Specialist or Emanuel Mahand (Program Director) at Cell:609-923-8859 or mahande@nationwide.com.



NACo/Nationwide Scholarship Entries Now Being Accepted

High-school seniors whose parents, grandparents or legal guardians actively contribute to a 457(b) plan offered through the NACo Deferred Compensation Program are eligible to apply for a \$2,500 college scholarship. Four \$2,500 scholarships will be awarded in spring 2017 in honor of the scholarship program's 12th year in existence.

The NACo/Nationwide scholarship essay contest is an educational opportunity for high-school students about to transition into a new stage of their lives. Young adults should understand the importance of preparing for a comfortable financial future as well as be aware of potential obstacles, according to NACo's President Bryan Desloge. "These challenges will continue to escalate in years to come so it will be incumbent on our organization and our exclusive Retirement Services partner to listen to the creative voices and obtain the transformative ideas of our next generation. These scholarships and its criteria allow us to examine this information and build even better retirement tools and resources. We look forward to receiving these thought provoking ideas from many of these impressive graduating high school seniors through this process," said Desloge.

To help students consider why saving early and consistently may be important, Desloge shared key points from last year's scholarship winners, who answered the question, "Upon entering the workforce, what would

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NACo/Nationwide Scholarship *(continued)*

convince you to start saving now for retirement? Consider not only the reasons why, but the communication methods that would be most effective to receive this information":

Alexander Olson of Odell, Illinois, sees potential in utilizing various new technologies to communicate with and educate millennials about retirement planning. He wrote, "My generation has grown up with the internet, social media, and smart phone apps being our way to communicate with each other as well as the world. These methods would be a great way to reach my generation and get us willing to start investing as early as possible for retirement."

Chandler Thompson of Piney Flats, Tennessee, pointed to the media's focus on the rich and famous as playing a role in discouraging today's youth to save for retirement. Instead of focusing on qualities like patience and responsibility, Thompson said messaging should focus more on: "...maintaining a lavish, fun filled life of wealth and prosperity by making the connection that placing an untaxed portion of their income in a secure location with a reasonable rate of return will guarantee continuance of their successes."

Jake Shim of Plantation, Florida, wrote about how parents can be a valuable source of knowledge to their children when it comes to retirement planning. While Jake's mom is more of the free-spirited, impulsive type, his father instilled in him the value of saving at a young age. Jake writes, "Mom used to laugh at dad sometimes because he would always be thinking of how to make things more efficient and ways to save money. However, I think my dad will have the last laugh when it comes time to retire."

Ayana Riley of San Diego, California, points out a major deficit in education her generation receives surrounding retirement planning, writing, "Financial literacy is just as important to learn as the English language." She sees potential in utilizing "visually stimulating" social media communications to connect with her generation. She wrote, "A social campaign with a catchy hashtag would engage your intended audience and inspire them to educate themselves."

How eligible students can apply - Parents, grandparents or legal guardians should talk to their eligible high school seniors about applying right away. Starting January 3, the application can be completed online at www.nrsforu.com/scholarship.

Eligibility requirements - Graduating high school seniors who are legal U.S. residents are eligible to apply.

- Applicant's parent, grandparent or legal guardian must be enrolled in and actively contribute to a 457(b) plan offered through the NACo Deferred Compensation Program.
- Applicants must enroll in a full-time undergraduate course of study no later than the Fall term of the 2017-2018 school year at an accredited two- or four-year college.
- Immediate family members of NACo employees, or members of the NACo Defined Contribution and Retirement Advisory Committee, or its governing board of directors, or staff of individual States' Association of Counties that are members of the LLC, or Nationwide employees are not eligible to apply; this program is not offered outside the United States.
- Application and entry must be submitted online at www.nrsforu.com/scholarship between January 3 and March 5, 2017.

Nationwide sponsors the NACo/Nationwide Scholarship to recognize more than three decades of partnership with the National Association of Counties (NACo) and its member counties. The NACo/Nationwide Scholarship is just one of the benefits of this partnership. For additional information about the NACo Deferred Compensation Program, please contact David Belnick at david.belnick@nationwide.com or 410-790-5440; or contact your Nationwide representative at 877-677-3678.

NACo Upcoming Webinars



NEOW: Newly Elected Official Webinar

January 18, 2017, 2:00 pm – 3:30 pm

[Register](#)

Designed specifically for newly elected officials, this webinar will give you an overview of legislative, leadership and solutions that will be valuable to you from day one. Hear from fellow officials about their perceptions with plenty of time for Q & A.

Contact Andrew Goldschmidt (202) 942-4221

agoldschmidt@naco.org

Leadership Development Series: Instrument Training for Integrity Pilots

January 25, 2017, 2:00 pm – 3:15 pm

[Register](#)

The term Instrument training is used to highlight the role of procedures and skills—what we have been calling “discernment”—to navigate the foggy skies of decision-making. Just as pilots have to trust their instruments during bad weather, public servants must steer their way through the temptations of instinctual judgment, and trust their instruments.

This will be an exciting culmination to NACo's four-part series on Integrity and Civility, featuring Stu Brody, Founder of Integrity Intensive. A slide show will be featured to portray the flaws of common notions of integrity, and how to overcome them, and add quality to our decision-making as public officials. Mr. Brody will offer the hidden lessons of the practice of integrity that lies in the smallest of our actions. In this unique presentation on the Law of Small Things Mr. Brody will develop the principle that integrity cannot be practiced on the biggest level, unless it is practiced on the smallest level. The implications for this Presidential year will be discussed.

The series probes beyond common understandings of integrity and civility and teaches distinct skills—a “practice”—for tackling the complex ethical and interpersonal challenges of public life.

Contact Akera Gamble (202) 942-4225

agamble@naco.org

Stepping Up: Introduction to the "Six Questions County Leaders Need Ask"

February 2, 2017, 2:00 pm – 3:15 pm

[Register](#)

Join the [Stepping Up](#) partners for an introduction to the newly released report, *Reducing the Number of People with Mental Illnesses in Jail: Six Questions County Leaders Need to Ask* (“Six Questions”). On this webinar, the first in the 2017 Stepping Up webinar series, a national expert from the Council of State Governments Justice Center will provide an overview of the Six Questions and Four Key Measures of Success and will describe how the strategies provided within the report can assist counties in their Stepping Up efforts. Then, county officials will share how they have been using the Six Questions in their own communities to help further their initiatives’ efforts to reduce mental illness in their jails.

Contact Nastassia Walsh (202) 942-4289

nwalsh@naco.org



Counties' Weigh in with U.S. House Leaders on Health Care: Consider implications of reforms on federal-state-local partnership

by Brian Bowden, Associate Legislative Director for NACo

On January 6, NACo and the 3,069 counties we represent, sent a letter to U.S. House leadership in response to their request for input on health care recommendations ([letter sent to governors and insurance commissioners on December 2, 2016](#)).

In the letter, NACo explains that counties invest \$83 billion annually in community health systems and are the cornerstones of care in their communities, through:

- 961 county-supported hospitals;
- 883 county-owned and supported long-term care facilities;
- 750 county behavioral health authorities; and
- 1,943 county public health departments.

Counties often help finance and administer the Medicaid program, and it is crucial to helping counties:

- meet their often mandated obligations to provide health care for low-income populations, including the underinsured and uninsured, the homeless and those cycling in and of county jails;
- keep rural hospitals and clinics open and retain health professionals to care for aging populations; and fund behavioral health services and combat the opioid epidemic.

Counties also provide health insurance to 2.5 million employees and 2.4 million dependents, spending an estimated \$20 billion to \$24 billion annually on health insurance premiums.

As Congress considers changes to the nation's health care system, NACo urges them to consider implications of reforms that would merely shift costs to counties. Counties' stand ready to work with Congress to identify strategies to strengthen our nation's health system and provide high-quality coverage and access to care for all of their residents while being responsible stewards of local taxpayer dollars.

For further questions please contact Brian via e-mail at bbowden@naco.org.



NATIONAL ASSOCIATION of COUNTIES
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NGA becomes a U.S. Communities Sponsor

U.S. Communities recently welcomed the National Governors Association (NGA) as a National Sponsor and Member of the U.S. Communities Foundation Board of Directors

U.S. Communities, the nation's leading national government purchasing cooperative serving state and local government, education and not-for-profit organizations, is pleased to welcome the National Governors Association as a National Sponsor of the U.S. Communities program and member of the U.S. Communities Foundation Board of Directors. Their new role becomes effective on January 1, 2017.

The National Governors Association is the bipartisan organization of the nation's governors. Through NGA, governors share best practices, speak with a collective voice on national policy and develop innovative solutions that improve state government and support the principles of federalism. As part of NGA's continuing efforts to help governors make government work in the most effective and efficient way possible, NGA has joined the U.S. Communities Foundation Board and become a National Sponsor of the program.



Scott Pattison
Executive Director &
CEO of NGA

"NGA is proud to sponsor the U.S. Communities program," NGA Executive Director and CEO Scott Pattison said. "States seek to be efficient and save taxpayers' money. Through U.S. Communities, states are able to realize significant savings in the time and cost of procurement, and therefore more effectively and efficiently serve their citizens."

Kevin Juhring, Executive Director of U.S. Communities, commented on NGA's new status with the program. "State agency utilization of U.S. Communities contracts to procure goods, services, and solutions grew 44 percent in 2016," he said. "NGA's nomination to the Foundation Board and their partnership as a National Sponsor demonstrates their commitment to the program as a best practice for state agencies."

U.S. Communities is proud to have NGA as a National Sponsor and member of the Foundation Board of Directors. The Foundation Board is comprised of the leaders from the Founding Sponsors which include the Association of School Business Officials, the National Association of Counties, the National League of Cities, the United States Conference of Mayors, the League of California Cities and the California State Association of Counties. The Foundation Board is responsible for strategic oversight and program direction among their membership base.

U.S. Communities strives to deliver best public procurement practices while driving value to governments and delivering significant savings of tax dollars. U.S. Communities and NGA will work jointly to help states meet and exceed the best public procurement practices and assure participating state agencies of the value they can realize when utilizing U.S. Communities contracts.



BECOME A MEMBER *of the* NEW JERSEY ASSOCIATION OF COUNTIES

Learn about the benefits of being a part of NJAC and how you can join by contacting Loren Wizman, Business Development Director, at (609) 394-3467 or loren@njac.org.

[Click here for an application.](#)

Eugene Caldwell Named NJCJWA President for 2nd Time

as posted on the [Community Bulletin](#) of NJ.com

Senate President Stephen Sweeney led the swearing in ceremony of the New Jersey County Jail Wardens Association (NJCJWA) at the Cathedral Kitchen in Camden on Friday, January 13. Eugene Caldwell II, took the oath of office as president of the Association. Caldwell, a 29-year corrections veteran, is the current warden of the Gloucester County Department of Corrections, and this is his second term as president of the NJCJWA.



Eugene J. Caldwell II
President of NJCJWA &
Gloucester County Warden
©Mike Hickman Photography

“It’s an honor to be sworn in by Senate President Sweeney,” stated Caldwell. “The NJCJWA provides strong progressive leadership for staff working in county correctional facilities throughout the State. I’m proud to be a part of this outstanding organization.”

New Jersey Department of Corrections Commissioner Gary Lanigan administered the oath of office to the Vice President Warden Michael Tolerico of Passaic County; Secretary Warden Mildred Scholtz from Burlington County; Treasurer Warden Sandra Mueller of Ocean County, and Sergeant at Arms Warden Mark Cranston of Middlesex County. Member at Large Warden Mark Farsi of Sussex County; Member at Large Warden Karen Taylor of Camden County; and Life Member Oscar Aviles, the retired Director of Hudson County Corrections were also sworn in.

Warden Michael Tolerico is a proponent of professional organizations. “Professional organizations such as the NJCJWA not only provide a venue for jail administrators to collaborate, share experiences and ultimately learn from one another, but also provide our correctional staff with professional development, leadership, and jail operations training opportunities. The NJCJWA also serves an important role in our state’s criminal justice system by hosting monthly meetings where all involved stakeholders discuss current matters, trends and best practices.”

The pledge of allegiance was led by young men from the Kids in Transition Program, a residential treatment program for boys with behavioral health challenges. The program is run by CFG Residentials LLC. Msgr. Michael Mannion from the Diocese of Camden provided the invocation.

A soup kitchen is an unusual venue for this type of event. Warden Caldwell selected the Cathedral Kitchen so that the Association could give back to the community. “The Cathedral Kitchen has been an outstanding partner to corrections in New Jersey, and the NJCJWA is proud to support their efforts to help those in need,” stated Caldwell. The NJCJWA presented the Cathedral Kitchen with a check for \$7,500.00.

Several other community partners throughout the State were in attendance. “Correctional agencies rely heavily on community-based resources and programs to help returning prisoners,” explained Caldwell. “The NJCJWA has established relationships with these organizations so that returning prisoners can get the assistance that they need to be successful.”

Also in attendance were representatives from the law enforcement community, including Administrative Office of the Courts, the NJ State Police, Sheriffs Association of NJ, several police departments and police chiefs association, NJ State Parole, the Public Defenders Office, Homeland Security, Immigration and Customs, and the FBI. “Networking and information sharing are important components of the NJCJWA’s mission. This event provided a great opportunity to bring everyone together,” said Caldwell.

To view photos from the January 13, 2017 event, please visit www.njcjwa.org.



John G. Donnadio, Esq.

FROM THE EXECUTIVE DIRECTOR

If you haven't done so already, please check out the important dates below as we're in the early stages of planning for an outstanding annual celebration of county government; and, look forward to the swearing-in of Gloucester County Freeholder Heather Simmons as the Association's next President. I would also like to thank Hunterdon County Freeholder John King for his steadfast leadership and commitment to NJAC this past year. Freeholder King skillfully and effectively navigated NJAC through some watershed moments; and, I very much appreciate the fact that his decisions were always made for the good of county governments across the State.

CONFERENCE COMMITTEE - Don't miss the opportunity to serve on NJAC's conference committee as we begin planning for our 67th annual celebration of county government from May 10th through May 12th at Caesars in Atlantic City.


The Committee is hosting a kick-off meeting at 10:00 a.m. on **January 20, 2017** at NJAC's office located at 150 West State Street in Trenton. Please contact Kim Nolan, kim@njac.org, if you're interested in helping us prepare for county government's premiere event of the year.

CONFERENCE SEMINARS – We're also accepting proposals for conference seminars/workshops. Space is very limited, so please **submit your proposal no later than January 27, 2017** to Loren Wizman by email at loren@njac.org. To make sure that our elected officials, administrators, finance officers, purchasing officials, planners, engineers, attorneys, public works employees, and other county officials actively participate in our conference, the Conference Committee will give priority consideration to workshops approved for continuing education credits by the appropriate State agencies and the Rutgers University Center for Local Government Services.

1. Seminar sessions should be 50-60 minutes long.
2. Proposals should include the name, title, and company information of those presenting.
3. Proposals should be typewritten in Garamond font Pitch 9.
4. Proposals should contain a title and one-page informative summary of the workshop, so that we may include these details in our conference journal.
5. Proposals should include handouts, power point presentations, and other similar materials.
6. Proposals should be submitted by *January 27, 2017*.
7. We will notify you in writing of the time, location, and other important details concerning your workshop well in advance of the conference.

NJAC REORGANIZATION MEETING – Please make sure to join us at 11:00 a.m. on **January 27, 2017** in the Senate Chambers of the New Jersey State House for NJAC's Reorganization Meeting where Gloucester County Freeholder Heather Simmons will become our 76th President. Following the ceremony, students from the Gloucester County Institute of Technology will provide a fantastic lunch to guests at the New Jersey State Museum. Please RSVP to Kimberly A. Nolan, Office Manager, via email - kim@njac.org - no later than Thursday, January 19, 2017. Driving directions to the New Jersey State House can be found on our website under the [Event Reorganization Meeting Post for January 27, 2017](#).

WHAT'S HAPPENING IN YOUR COUNTY?

SUN	MON	TUES	WED	THURS	FRI	SAT
<p>JAN 15</p>	 <p>16 Dr. Martin Luther King, Jr. Day</p>	 <p>17 9 a.m. - 4:45 p.m. NJ State Museum Trenton <i>Mercer County</i></p>	<p>18 MLK, Jr. Freedom Medal Award Ceremony 5:30 p.m. Boathouse Pennsauken Twp. <i>Camden County</i></p>	<p>19</p>	<p>20 Comedian Bobby Collins 8 p.m. BergenPAC Englewood <i>Bergen County</i></p>	<p>21 Kitchen Wizards Ages 5-12 10:30 a.m. Main Branch Library Cape May Court House <i>Cape May County</i></p>
<p>22 Lambertville-New Hope Winter Festival 3 p.m. - 7 p.m. Elks Lodge Lambertville <i>Hunterdon County</i></p>	<p>23 Restaurant Week Bi-Annual Culinary Celebration 1/23 thru 2/3 Throughout <i>Hudson County</i></p>	<p>24 Dancing with the Stars Live! 8 p.m. Count Basie Theatre Red Bank <i>Monmouth County</i></p>	<p>25 MRC: Point in Time Homeless Count 10 a.m. - 2 p.m. Christian Caring Center Brown Mills <i>Burlington County</i></p>	<p>26 Eye Screening Clinic (FREE) 10 a.m. - 1:30 p.m. Center City Mall Paterson <i>Passaic County</i></p>	<p>27 15th Annual AC Indoor Auto Races 1/27 & 1/28 7:30 p.m. Boardwalk Hall Atlantic City <i>Atlantic County</i></p>	<p>28 DREAM Park Tack Sale 10 a.m. - 4 p.m. DREAM Park Logan Twshp. <i>Gloucester County</i></p>
 <p>29 1/28 & 1/29 1 p.m. Prudential Center Newark <i>Essex County</i></p>	<p>30</p>	<p>31 Chair Yoga 10 a.m. Ware Building Woodstown <i>Salem County</i></p>				
			<p>FEB 1 A Comedy of Tenors 8 p.m. - 10 p.m. Paper Mill Playhouse Millburn <i>Morris County</i></p>	<p>2 Nature Through a Child's Eye Annual Exhibit 9 a.m. - 5 p.m. Environmental Education Center Basking Ridge <i>Somerset County</i></p>	<p>3 New Jersey Film Festival 1/28, 1/29, 2/2, 2/3, & 2/4 7 p.m. Voorhees Hall New Brunswick <i>Middlesex County</i></p>	<p>4 Superbowl Appetizers Villa Milagro Vineyard Phillipsburg <i>Warren County</i></p>
<p>5 Mid-Winter Antiques Show 2/4, & 2/5 10 a.m. - 4 p.m. Wheaton Village Millville <i>Cumberland County</i></p>	<p>6</p>	<p>7</p>	<p>8 Pushcart Players Stone Soup & Other Stories 10:30 a.m. Union County PAC Rahway <i>Union County</i></p>	<p>9</p>	<p>10 Antigone Rising 6 p.m. Stanhope House Stanhope <i>Sussex County</i></p>	<p>11 Bee Gees Gold 8 p.m. Strand Center for the Arts Lakewood <i>Ocean County</i></p>
<p>12 Lincoln's Birthday</p> 	<p>13 Lincoln's Birthday Observed</p>	<p>14</p>				