

NJAC COUNTY BIZ

An Educational and Informative Newsletter for Counties and Businesses

New Jersey Association of Counties

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Mercer County an Exemplar of Special Needs Support

by Daniel Meara, Communications Manager for Arc Mercer



Arc Mercer Café worker, Nicie Woods-Atwood pictured with Mercer County Executive Brian Hughes at the café located in the McDade Administration Building.

Some well-known words of Mahatma Ghandi's echo in Mercer County: "The true measure of any society can be found in how it treats its vulnerable members." How deeply Mercer takes this quote to heart is evident in its support for people with special needs and their families.

The county's commitment to providing programs that assist and integrate the people with special needs has won it the admiration of many, not least being Senate President Stephen Sweeney. Senator Sweeney, during a tour of The Arc Mercer to mark Developmental Disabilities Awareness Month, heard one local official after another praise Mercer's attentiveness to people with Intellectual and Development Disabilities (I/DD). On learning of the county's commitment and compassion in this area, the Senator offered this compliment: "Mercer County clearly has supported the special needs community, and many other communities could learn from their example."

The beneficiaries of the county's host of Intellectual/Developmental Disability programs are more than 1,000 people with special needs and their families.

Through grants, work designated for people with special needs, and collaboration, Mercer County ensures the individuals served become integral members of their communities.

Brian Hughes takes understandable pride in the county's focus on special needs. Executive Hughes said, "Through Occupational Training and Employment Services, people with developmental disabilities are able to become an important part of the workforce in Mercer County by providing a skilled labor force. Our employee café is run by clients of the Arc Mercer, where they receive job training in the area of food preparation, customer service, packaging and more.

He added, "I'm proud that Mercer County is playing an important part in raising awareness about intellectual disabilities. The bottom line is I believe each of us is gifted in our own way. I'm most proud that we continue to do all that we can to help all of our citizens discover their own gifts, so that they can all live full and wonderful lives."

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Get to know your County Official.....

How many years have you served as Union County Freeholder?

I have been serving the residents of Union County for the past 18 years.

What was the first public position you held?

The first public elected position that I held was on the committee of the Democratic Party in the neighborhood that I lived in Elizabeth, New Jersey.

Why did you choose to run for Union County Freeholder?

After serving for 6 years on the Elizabeth Board of Education the opportunity arose to run for the Board of Chosen Freeholders. It was at that time that I became the first elected freeholder of Latino descent. Over the years, I always felt that the board needed to be more inclusive.

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

As Freeholders we make many decisions on a daily basis, and these decisions impact the residents of our county - sometimes in a positive way and others not so positive. With that being said, it is important to clearly understand and think about the decision and be assured that you have the most current information available; therefore, you are comfortable with the choice you have made.

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

The readers may be surprised to know that I enjoy watching *The Velocity Channel* and all to do with classic cars.

Who is your role model?

My role model has always been a Cuban patriot named Jose Marti. He was a national in Cuba and a man who struggled for freedom in and out of Cuba for the majority of his life. Marti was a believer in freedom and democracy.

What do you love about Union County?

Union County and the City of Elizabeth are very important for me and my family. Upon leaving Cuba at the age of ten my family and I arrived in Florida where we shortly stayed in a camp. After leaving Florida we moved to Elizabeth, New Jersey, where we had family and it was here in Union County that we call home.

Union County is the greatest place on earth. The residents of Union County are hard working and committed to improving each of their lives, and as a Freeholder we make many decision that help to improve the lives of our residents.



Angel G. Estrada
Freeholder
Union County



Mercer County an Exemplar of Special Needs Support *(continued)*

Integration of special needs individuals takes many forms and is found in all of life's arenas: employment, recreational and educational.

These opportunities are manifest at several county-owned properties. Executive Hughes mentioned one of the pair of cafés in county office buildings that are operated by special needs consumers. As he noted, the cafés, which serve hundreds of county employees every day, give the individuals who run them real-life, community-based restaurant experience.

Another example are the janitorial program set asides Mercer provides for. Through these set-asides, I/DD consumers have the chance to become gainfully employed in professional cleaning services. More than a few have embarked on careers that got their start through these set-asides.

Getting around the county can present a challenge for special needs individuals. Mercer's Transportation Coordinating Council identifies transportation demands and integrates social services according to those needs. In addition, Mercer County's T.R.A.D.E. Transportation assists with the transport of I/DD consumers who live in the far reaches of the county to allow them to take part in programs that enrich their lives.

The Arc Mercer has had a long collaborative relationship with the county. During a recent site-visit to Arc Mercer's Occupational Training Program, Mercer County Office on Aging and Disabilities Resource Connection Executive Director Eileen Doremus remarked on the close ties agency staff has with program participants. A similar close and fruitful relationship exists between the county and its special needs residents.

For further information about The Arc Mercer please call (609) 406-0181 or visit [The Arc Mercer](#).



The Future of Energy in New Jersey

by Ralph Izzo, Chairman, President and CEO for PSEG

The modern utility faces a new reality: Customers' demands are changing. They want more reliability, they want more resilient power, they want cleaner energy and they want access to smart technology to better understand their energy use – all while keeping bills affordable.

This new reality will require utilities and regulators to think and act creatively to meet these needs. That means reforming the way New Jersey utilities are regulated. Regulators must remove the current disincentives for utilities to:

- Promote energy efficiency and reduce at-home energy use, keeping bills stable and reducing air pollution;
- Provide fair, universal access to renewables and new energy-saving technologies; and
- Respond to changing customer demands.

It is critical that we begin moving forward in all these areas.

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The Future of Energy in New Jersey *(continued)*

Energy Efficiency

Energy efficiency is the single most important component that will drive the utility of the future. Energy efficiency delivers clean-energy benefits similar to solar or wind, at a fraction of the cost. Moreover, energy efficiency plays a vital role in reducing customer bills.

In the past, any energy savings enjoyed by customers cut into utilities' revenues, creating a disincentive to invest in programs that reduce energy use.

More than two dozen states have adopted regulatory systems that ensure utilities can bring in enough revenue to keep energy grids running reliably and efficiently, no matter how much natural gas or electricity they sell.

Removing the disincentive for New Jersey utilities to encourage the spread of energy efficiency could unleash the power of the utility to lower bills.

Renewables

Even with a comprehensive energy efficiency effort, our customers will still need electricity for light, warmth and comfort. The cleanest options available are low- and zero-emitting resources such as nuclear energy and renewables.

Overall, PSEG has invested more than \$1 billion in solar energy. Grid-connected solar energy is the best way to minimize the cost of this all-important technology and, at the same time, allow the same customers who help support solar with incentives to enjoy its benefits, as well.

Again, we would like to do more. But even as we do more, it is critical that we do not take a huge step backward by allowing New Jersey's nuclear plants to close, which would reduce reliability, dramatically increase emissions and cause bills to go up.

Universal Access to New Technology

The utility has long been required to make electric and gas service available to all customers, regardless of income level. This mandate of "universal access" can extend beyond gas and electric service.

A utility, with its network and strong customer relationships, can be the ultimate sales channel for new, clean energy products and services, such as "smart" thermostats or electric vehicle charging infrastructure, and working with local business partners to make installation of energy efficiency easy for the business or homeowner.

By playing this role, utilities can provide the "market pull" to help grow a new and important part of the New Jersey economy.

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The Future of Energy in New Jersey *(continued)*

Reliability and Resiliency

At PSE&G, we are making our systems more reliable and resilient against extreme weather. We have done this by:

- Raising substations flooded by Sandy;
- Replacing gas mains – some close to 100 years old; and by
- Rewiring and upgrading our transmission system.

Streamlining the regulatory process to allow long-term planning of these critical programs-as opposed to a cumbersome new filing process every 18 months to two years-will allow more effective planning, lower costs and more consistent job-creation.

New Jersey needs a new regulatory framework that permits long-term infrastructure modernization programs and recognizes utilities' unique position to bring about change, while providing a framework that removes utilities' disincentive to sell less electricity, create energy efficiency programs or partner with new companies to offer energy-saving products that lower bills and provide cleaner air.

If we are able to do this, we can use less energy, the energy we use will be cleaner and more reliable and, through energy efficiency, bills can remain stable.

No small challenge. But if we get it right, we have the opportunity to create a model for our nation – and, without exaggeration, for others around the world.

For further information about PSEG please visit [PSEG](#).



Grants Guidance in Egg Harbor and Lakewood, NJ: Two Classes Available

by Janet Darling, Marketing Director for Grant Writing USA

Learn where to find the grants and how to get them in Egg Harbor.

Atlantic County Police Training Center and Grant Writing USA will present a two-day grant writing workshop August 10-11, 2017, in Egg Harbor. Attend this proven class and you'll learn how to find grants and write winning grant proposals. Beginning and experienced government and nonprofit personnel are welcome to attend. You do not need to work in the same profession as the host agency. We are excited to offer New Jersey Association of Counties members and their staff a special tuition rate of \$425. Please use discount code "NJASSN" to receive this \$30 discount off full price at registration.

Full event details at: <http://grantstraining.com/nj0817>

Learn to stay in compliance and keep the money in Lakewood.

Attend this grant management training, September 18-19, 2017 in Lakewood, and you'll learn what to do after

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Grants Guidance *(continued)*

your government grants arrive. We will help you hone your grant administration skills and arm you with extensive knowledge of the compliance requirements that all grantees must meet when managing federal funds. This training is recommended for grant recipient organizations across all disciplines and is hosted by The Ocean County Police Academy. We are excited to offer New Jersey Association of Counties members and their staff a special tuition rate of \$565. Please use discount code "NJASSN" to receive this \$30 discount off full price at registration.

Full event details at: <http://grantstraining.com/nj0917>

Attend both classes and receive \$70 off your combined tuition! Checks, cards, and purchase orders are welcome. Multi-enrollment discounts are also available.

For more information please contact Janet Darling at Grant Writing USA via telephone at (888) 290-6237 or via e-mail at janet@grantwritingusa.com.

More than 10,000 agencies across North America have turned to Grant Writing USA for grant writing and grant management training.



What Drives Employee Engagement?

by Jennifer Dowd, Marketing Director for Kronos, Inc.

According to a recent Gallup poll on the State of the American Workplace, “70% of U.S. Workers Are Not Engaged at Work”. The dictionary describes ‘engaged’ as committed, involved, interested... So, that means that only 30% of working Americans have a true sense of belonging in their job or at their organization. If that’s true, are we in a downward spiral or can this be resolved? Experts have a lot to say about employee engagement and the strategies to address it.



Bob Lavigna
Director
Institute for Public Sector
Employee Engagement

Bob Lavigna, Director of the Institute for Public Sector Employee Engagement, a division of CPS HR Consulting has become an authority on what motivates people to want to contribute to the success of an organization. He considers leadership to be the #1 driver of engagement. “You can’t get anything done unless you have talent, but in government there is less opportunity to reward monetarily.” So how do you keep an employee feeling like they are appreciated? In his paper, *Improving Employee Engagement: A Public Sector Leadership Imperative*, Lavigna describes areas of focus that employers can adopt to keep employees satisfied. Examples include:

- **Make building a culture of engagement a strategic priority** – In other words, engagement across the organization, not just an HR program/goal.
- **Improve communication** – If surveys are used to measure engagement, announce the results to the workforce and what they can expect as an outcome.
- **Ensure that employees believe that their opinions count** – Respect and trust are impactful motivators regardless of the situation.

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What Drives Employee Engagement?

by Jennifer Dowd, Marketing Director for Kronos, Inc.

Gregg Gordon, the Vice President of the Data Science Practice Group at Kronos Incorporated and author of the new book *Your Last Differentiator: Human Capital* was recently interviewed for an article in Forbes Magazine about trusting and respecting the talent found within an organization. Gordon believes “*Transparency means sharing with employees the strategy of an organization and the challenges it faces. They are the ones in the trenches and understand many aspects of the business and market.*”

This particularly rings true in government. Public service is often criticized for its lack of compassion when budget cuts impact vital programs. Public servants are sometimes caught in the middle when they aren't part of a decision, yet are face-to-face with the citizens who are the recipients of these programs. These employees have built relationships with the public and should be considered to offer valuable advice.

As organizations continue to adopt engagement strategies, it's important to focus on being in the employee's shoes. What would inspire you to stick around and give your employer the best you have to offer?

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.



Gregg Gordon
Vice President
Data Science Practice Group



New Jersey American Legion Honors Mercer County's – James Udijohn as Its Officer of the Year

by Ernest Cerino, Jr., Public Information Officer for Mercer County Sheriff's Office



pictured l to r: **James Udijohn**, Mercer County Sheriff's Office Detective and **Roger Genaro**, NJ American Legion Department Commander

Each year, the NJ American Legion gives its State Law Enforcement Officer of the Year Award to a well-rounded officer who has exceeded the duty requirements expected of his or her position and has demonstrated a distinct pattern of professional achievement. This year's NJ American Legion Officer of the Year is Mercer County Sheriff's Detective JAMES UDIJOHN. The annual award was presented recently at the Legion's statewide convention.

James Udijohn has been a Mercer County Sheriff's Officer since 2007. His current rank is that of Detective. He is one of the Sheriff's Office's most respected, decorated, and highly trained law enforcement officers. He is jointly assigned to the United States Marshal's Regional Fugitive Task Force. Detective Udijohn has received numerous prestigious awards and letters of commendation throughout his career. He is the previous recipient of citations and awards for Meritorious Service, Gallantry, Exceptional Service, Chief's Commendations, and Unit Citations. The NJ State PBA has honored him for valor in 2015 and in the same

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New Jersey American Legion Honors Mercer County's – James Udijohn as Its Officer of the Year

by Ernest Cerino, Jr., Public Information Officer for Mercer County Sheriff's Office

year was named Officer of the Year by NY/NJ United States Marshal's Regional Fugitive Task Force. In 2016, he was selected Mercer County Sheriff's Officer of the Year. In addition, to graduating from the police academy, he has received high-level training from FEMA for complex incident management and from the U. S. Marshal's Service tactical and high-risk operations programs.

"Jim Udijohn is a model law enforcement officer with an impeccable and exemplary record of public service," said Mercer County Sheriff Jack Kemler. "I know that Jim and our great county are grateful to the NJ American Legion for this honor," Kemler added.

The American Legion's Department of New Jersey Americanism Committee selected Detective Udijohn from a pool of nominees from around the state. The awards presentation took place on Thursday, June 8, at the Wildwood Convention Center.

SAVE THE DATES 2017 NJAC MEETINGS AND EVENTS

July 20:

7th Annual Night of Baseball & Fireworks
Trenton Thunder vs. New Hampshire Fisher Cats
Trenton, NJ

September 22:

Board of Directors Meeting
State House Annex, Trenton

October 20 & 27 :

County Administrators Basic Certificate Program
Rutgers University - Center for Government Services
Somerset, NJ

December 8:

Board of Directors Meeting & Year End Summit
Trenton Country Club
West Trenton, NJ

Federal Grant Opportunities

Rural Business Development Grants

Deadline: Open

Available: \$10,000 to \$500,000

Number of Awards: Not specified



<https://www.rd.usda.gov/programs-services/rural-business-development-grants>

Choice Neighborhoods Planning Grants

Deadline: August 28, 2017

Available: \$1,300,000 over a period of up to 3.5 years

Number of Awards: 6

Funding Opportunity Number: FR - 6100-N-38

<https://www.grants.gov/web/grants/view-opportunity.html?oppId=295096>



WELCOME TO OUR NEW MEMBER



Specialty Systems, Inc. (SSI) is an Information Systems and Engineering Services consulting firm that specializes in the delivery of technical services and customized software solutions for customers in both the private and federal/state/local government markets and staffing support.

If you would like to learn more about SSI's services please contact George Galler, Senior Account Executive at ggaller@specialtysystems.com or call (732) 573-4426.

Overcoming Budget Restrictions

by Alannah Dragonetti, Head of Marketing for GovPilot

This article discusses a dirty word that begins with a “B”. We are, of course, referring to “budget”! What were you thinking?

Though budgeting is necessary for legal and efficient operations, any government employee will tell you that budget allocation is a common source of discord and stagnation. GovPilot understands and we are here to help. Keep reading for a solution to what may be your biggest challenge!



The Issue

When establishing an annual budget, most local governments take the following 5 factors into consideration:

1. **Input**- Available revenue to finance public services for the coming fiscal year.
2. **Process**- Encompasses administrative preparation, legislative approval, financial implementation and a third-party performed, year-end audit.
3. **Output**-Based on available revenue and approved allocation of revenue to cover projected departmental services in the coming fiscal year.
4. **Feedback**-Elected officials and administrators opine on the annual, third-party performed audit.
5. **Environment**-Comprised of interrelated factors, including the county or municipality’s political, economic, social and legal status.

For all the logic and strategy involved in developing a budget, there are many emotions entangled in its execution. Because of this, budgeting for local government can sometimes be, well, political. Members of one department may feel slighted when revenue is allocated to fund another and elected officials may be disappointed when there is minimal funding to bring campaign trail promises to fruition. Built exclusively for local government and the budget restrictions that entails, GovPilot resolves many of these all-too-common funding problems.

The Solution

When you hear about a government management platform developed to streamline your current operations, your kneejerk reaction may be to say, “We don’t have the budget for that”. Once you learn about GovPilot, you’ll realize our namesake platform is totally worth it.

We’re sure all departments will agree. While budget allocation has been known to create conflict between disparate departments, GovPilot offers something for everyone. Our product catalog boasts automated marriage license issuance for the Clerk’s Department, mobile capabilities for Code Enforcement and over 100 optimized versions of everyday processes performed by each department.

Even if your budget only allows for Building and Construction to use GovPilot, the platform is completely scalable. Next year, you can introduce GovPilot to your Tax Assessor and the two departments can enjoy seamless collaboration.

You may have a small budget now, but GovPilot promotes more efficient operations to promote revenue generation. Just ask New Providence, New Jersey!

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Overcoming Budget Restrictions *(continued)*

New Providence's decision to streamline its resident and non-resident parking permit application process through GovPilot digital forms was met with an overwhelmingly positive response.

Home to two train stations and several Fortune 500 companies, New Providence is a bustling city with full parking spots to match. Parking permits for New Providence's two train stations are available to residents upon request. In addition, the city grants parking permits to 20 non-residents annually.

Traditionally, applicants purchased and completed permit applications at one of the train lots, at the Borough Clerk's office or via mail. Government officials manually entered applicant data into spreadsheets.

Government officials recently outfitted the municipal website with GovPilot digital resident and non-resident parking permit application forms for improved management.

The public response was positive and instantaneous. Limited non-resident permits were issued at an even quicker rate than usual. A mere three hours after the ecommerce capable forms debuted, New Providence had generated a whopping \$85k and for a short time, ran out of resident parking permits.

Last, but not least, GovPilot is affordable. Our platform is fully customizable, right down to its price. Unlike competitors, our platform is not available at a set rate. Pricing is dependent on parcel count.

GovPilot offers a process for every purpose, a plan for every price point and a solution to every problem...so, what do you say? Still don't have the budget?

About GovPilot

GovPilot is a cloud-based Government Management Platform. GovPilot allows governments to replace antiquated paper processes with digital automation. By incorporating a digital environment, local governments can operate at increased efficiency levels. GovPilot unifies fragmented departments and data to facilitate better communication between elected officials, employees and the public to promote more informed decision-making. The platform offers local governments approximately 100 plus digital, automated processes to choose from. Governments can select digital FOIA, Building & Construction Permitting, Code Enforcement and other processes. GovPilot offers its customers unlimited user licenses, allowing data to be managed and shared by stakeholders 24/7, from the office, the field, or the comfort of their home.

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



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.

2017 County Administrators Certificate Program



Rutgers University Center for Government Services, in cooperation with the New Jersey Association of Counties, is pleased to present a certificate program on county administration designed to enhance the operational and functional knowledge of county administrators and professional staff.

This two-day Basic Certificate Program takes place on October 20, 2017 and October 27, 2017 at Rutgers University Center for Government Services located at 300 Atrium Drive in Somerset, NJ. It covers essential components in the administration of county government. Session on management challenges, public procurement, county fiscal affairs and ethics provide an overview of these important day-to-day operations.

Instructed by experienced professionals in their respective fields, the sessions bring real-life applications and insight to the implementation of daily operations and challenges. This program has been specifically designed to address the needs and interests of administrators, managers, and administrative staff working in county government.

The Division of Local Government Services, DCA has approved continuing education credits for CCPA, CCFO, CMFO, and QPA recertification, as indicated on the agenda.

If you are a county employee or business professional interested in attending this program, please complete the [registration form](#) and submit the fee of \$750.00 to the address of Rutgers University Center for Government Services in New Brunswick. This information can also be found on our website at www.njac.org.



Please reach out to Loren Wizman, Business Development Director, to find out how you can promote your business on our website.

Loren can be reached at (609) 394-3467 or loren@njac.org

An Active Summer at the MIDJersey Chamber of Commerce

by Olivia Taub of the MIDJersey Chamber of Commerce

With summer settling into full swing, the MIDJersey Chamber of Commerce has been working hard on a variety of different projects and initiatives that encourage the development of local communities and businesses. Here at the Chamber, we strive to unite businesses and organization in the area in order to advance economic, social, and cultural growth within the region. We work with our members to create different events that promote learning and networking opportunities.

One of our largest events, the Annual Golf and Tennis Classic, was held on Monday, July 10 at the Old York Country Club and Mercer County Park. The event was comprised of a golf and tennis tournament that happen concurrently, as well as an awards dinner that brought participants from both events together. In addition to providing participants with a day of fun and sport, the event offered a variety of sponsorship and marketing opportunities to promote local and regional businesses. The event also encouraged networking amongst participants and gave them the opportunity to learn about the different events happening in their neighborhoods. The Chamber acknowledges the importance of networking among members and works to foster valuable relationships within the business community. The Golf and Tennis Classic is one of the many events designed to provide businesses with crucial networking opportunities. We will also be hosting a Cocktails and Connections networking event on July 18 at Seasons 52 in Princeton. With this event, we hope to continue conversations between businesses and grow connections within the Chamber and community.

In addition to the string of networking events that are hosted here at the Chamber, we also have numerous different initiatives to help develop the Mid-Jersey region. One of these initiatives is the Trenton Digital Initiative, which works through the MIDJersey Center for Economic Development (MIDCED), the economic development arm of the Chamber. The program refurbishes old PCs and laptop computers donated by local businesses and distributes them through area non-profits to economically-challenged families within the Capital region. Each computer is refurbished with the Ubuntu Linux Operating System (OS) and includes the Libre Office suite, which is compatible with Microsoft Office. The program is volunteer-based and strives to provide access to today's learning and productivity machines throughout the Capital City. For more information on the initiative, please contact Michelle at (609) 689-9960 or email: TDI@midjerseychamber.org.

The Chamber looks forward to the many different events hosted by the local community throughout the summer. For more information on the different events and initiatives hosted by the MIDJersey Chamber and our members, visit us at midjerseychamber.org.



The NJAC Foundation would like to send a special thanks to

PSEG

*for partnering with us to award the NJAC-PSEG
Green Study Scholarships to county vocational-technical
school graduates who plan on continuing their education at
a NJ county college or state college or university.*

Are You Concerned With Cyber Security and Interested in Earning CEC Credits?



It is most important to keep your district or institution safe from cyber attacks. The more devices (IoT) your constituents, students and staff connect to the web, the greater the risk of cyber attacks.

MRA International is holding an event on July 20th at the Ocean Place Resort in Long Branch and has engaged Kenneth F. Belva to speak directly on cyber security, ransomware, and preventive solutions.

Mr. Belva is a cyber security expert practicing in the field since 1998 serving in both technical and non-technical roles. He conducts risk assessments at the application and network layers. He has spoken at the chapters of most NYC professional organizations for cyber and physical

security including ISC2, OWASP, ISSA, and ASIS. In 2015, he presented new methods for automated cross-site scripting detection at OWASP AppSecUSA 2015.

MRA International knows well that a speaker like Ken will dive deep into security issues. Bruno Tirone and his capable team at MRA are very honored that he will participate in our InterNETworking event. Ken Belva will speak at 10:30 am. Lunch and a talk on the Internet of Things will follow.

This course has been approved for 2.0 contact hours for CMFOs, CCFOs, and QPAs in the subject area of “information technology.” The State of New Jersey assigned DLGS course number 13912.

This is an open invitation to government and academic communities*.

Please register at www.mrainternational.com

Thursday, July 20th
10:00 AM to 3:00 PM
[Ocean Place Resort & Spa](#)
Ocean Blvd. Long Branch, NJ

[Watch this 7-minute video to see what cyber prevention services MRA and HP offer to you.](#)

Let's gather together for a day of learning, sharing, and networking.



Nationwide Economics

Weekly Economic Review & Outlook for July 5, 2017

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

Weekly Review

Consumer heat wave on the way?

While down a bit from their post-election peaks, surveys of consumers continue to show optimism about the current state of the economy as well as the prospects for future growth. The Conference Board's consumer confidence survey rose in June, although the University of Michigan's consumer sentiment survey edged down for the month (but up from its mid-month reading). The levels for both surveys suggest that consumer spending should move higher in coming months.

Actual spending has been disappointingly soft so far this year. Retail sales, aside from the ongoing surge in online spending, have been weaker than expected in recent months. Also, light vehicles sales in 2017 have run consistently lower than a year ago with a decided slump in sales of passenger cars. Note, however, the at 2016 light vehicle sales exhibited a similar pattern to this year and ended up setting a record.

Initial forecasts for the just completed second quarter indicate that consumers may have turned a corner. The Atlanta Fed's latest GDPNow projection shows a substantial pickup in total consumer spending during the second quarter from the meager annualized growth rate of 1.1 percent for the first quarter. Should this forecast hold true, the survey data would suggest a continuation of a stronger trend in consumer activity during the third quarter as well.

Personal income up solidly

Personal income (less taxes and adjusted for inflation) climbed at the fastest monthly pace since April 2015. The income data from May suggest that while job gains are slowing as the expansion ages, the labor market continues to tighten—pushing up wages and incomes. The Atlanta Fed's wage growth tracker shows broad wage inflation of 3.4 percent as of May and is suggestive of a steady increase in worker compensation.

These income gains, along with record levels of household net worth and a relatively high saving rate, should give consumers the wherewithal to increase spending over the second half of the year.

Hawkish turn for central banks

Last week central bankers painted a more hawkish picture about monetary policy as they approach the end of easing cycles, and the beginning of tightening cycles. Bank of England Governor Mark Carney stated that the Monetary Policy Committee will debate the removal of stimulus in coming months. The U.K. is one of the few developed economies where inflation pressures have been picking up.

European Central Bank (ECB) President Mario Draghi also hinted at the need to become less accommodative with a plan for a reduction in the pace of quantitative easing asset purchases to be considered for 2018. The ECB remains confident in the upward trajectory of the eurozone economy but also remains focused on bringing inflation up to its target.

Long-term interest rates in developed economies around the world jumped on the Carney and Draghi comments.

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Nationwide Economics *(continued)*

Weekly Outlook

This week bring some of the most important economic releases for June including the employment report, ISM surveys, and auto sales.

Employment should remain a bright spot

The demand for workers remains strong, as the number of job openings recently surpassed 6 million according to the Job Openings and Labor Turnover Survey (JOLTS). This is also a measure of a mismatch between that demand and the skills currently available workers can bring. Driven by continued solid demand but tempered by a slowdown in trend job growth as the economy enters the ninth year of expansion, we expect nonfarm payrolls to advance by 155,000.

We project the unemployment rate will hold steady at 4.3 percent after four consecutive months of decline. This is below the CBO's estimate of the natural rate of unemployment (see chart below), and so should result in upward wage pressures. As a result, we expect average hourly earnings to grow by 0.3 percent for the month.

Business activity surveys to show strength

Recent data from regional purchasing manager surveys and Federal Reserve banks have mostly shown an increase in activity. This suggests that the ISM manufacturing and non-manufacturing surveys should both rise for June. We project the ISM manufacturing survey index will rise 55.8—the strongest level in three months—while the ISM nonmanufacturing survey index climbs to 57.3—both indicating strong business activity.

Auto sales should finally bounce back

After a recent string of slower sales, auto sales should improve in June. Recent trends of solid job gains, ample financing, and a record age of vehicles on the road should create a positive environment. We expect light vehicle sales to edge up to an annualized pace of 16.9 million units, putting the second quarter average just a bit below the same period last year.

For further information please contact Emanuel Mahand, Program Director Of DE/NJ/PA, at MAHAND@nationwide.com, or Bina Kumar, Managing Director - East Region, at kumarb1@nationwide.com.



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.](#)

2017 NACo ANNUAL CONFERENCE

July 21-24

Columbus - Franklin County, Ohio

Register Today

The National Association of Counties (NACo) Annual Conference is the largest gathering of county officials in the country and the foremost opportunity to exchange information with your peers and learn from nationally renowned experts on topics directly related to serving your residents. The Annual Conference is also where we set our federal policy agenda for the year ahead.

NACo's 2017 Annual Conference in Franklin County (Columbus), Ohio will offer over 50 committee meetings, plenary sessions and educational workshops, including four mobile workshops designed to give you first-hand insights into:

- Nationwide Children's Hospital – one of America's leading health care and research facilities supporting more than a million patients and families annually
- Ohio State University Campus Agriculture – Franklin County, the City of Columbus and community partners leverage food system development to revitalize neighborhoods, improve health, address food insecurity and foster economic growth
- Rickenbacker Inland Port – a global multi-modal logistics hub for product distribution to U.S. and Canadian consumers
- Scioto Mile and National Veterans Museum

The Annual Conference also features an exhibit hall with over 150 companies displaying the latest products and services geared towards county needs. Make new contacts with vendors and NACo partners offering potentially cost-savings solutions specific to county governments. Columbus – Ohio's capital and the 15th largest city in the United States – is located within 550 miles of more than half of the U.S. population.

Conference registration fees are significantly discounted for those counties that are already members.

If your county is a non-member, then NACo is offering FREE individual registrations to the 2017 NACo Annual Conference upon your county joining NACo. Contact Andrew Goldschmidt, Director of Membership Marketing, at 1 (888) 407-6226 x221 or agoldschmidt@naco.org for more information on this unprecedented offer. Learn why your county should be a member by visiting www.naco.org.

EPA, Corps Propose to Withdraw 2015 Water Rule

by Julie Ufner, Associate Legislative Director - Environment, Energy & Land Use - for NACo

On June 27, the Environmental Protection Agency (EPA) and the Army Corps of Engineers (Corps) signed a notice initiating the first step of a two-step process to review and rewrite the “Waters of the U.S.” (WOTUS) rule finalized in 2015.

The proposed rule on *Definition of “Waters of the United States” – Recodification of Pre-existing Rules* would withdraw the 2015 rule and reinstitute regulations that were in place prior to the 2015 WOTUS rule. Once the recodification notice is published in the *Federal Register*, the EPA and Corps will accept public comments on the proposal for 30 days. The agencies’ action is in accordance with President Trump’s February 28 executive order, *Restoring the Rule of Law, Federalism, and Economic Growth by Reviewing the “Waters of the U.S.” Rule*. As step two of the process, the agencies plan to release a revised WOTUS proposed rule sometime this fall. The revised definition is expected to be narrower in scope and limited to those waters that flow most of the year.

WOTUS is a term used in the Clean Water Act (CWA) to determine what waters and their conveyances fall under federal versus state permitting authority. In 2014, the EPA and the Corps undertook an effort to rewrite and expand the current WOTUS definition; this rule was finalized in 2015. Since the rule was originally proposed, NACo has expressed concerns with the impact a broader interpretation of WOTUS may have on county-owned and maintained roads and roadside ditches, bridges, flood control channels, drainage conveyances and wastewater and stormwater systems.

In April, the EPA and the Corps met with state and local government partners to brief them on the two-step WOTUS withdrawal and rewrite efforts in accordance with Executive Order 13132, issued by President Bill Clinton in 1999. EO 13132 requires federal agencies to consult with state and local government officials and/or their national associations on yet-to-be proposed rules and regulations that would directly impact state and local governments.

NACo, along with the National League of Cities (NLC) and the U.S. Conference of Mayors (USCM), submitted a joint letter commenting on the scope of the WOTUS rewrite. In the letter, NACo, NLC and USCM emphasized the important role local governments play as co-regulators in environmental programs, and requested the following:

- additional federalism consultations, as appropriate, to gather ongoing feedback from state and local governments on the approach and potential definitions
- easily understandable definitions
- exemptions for ditch maintenance activities and stormwater control features
- comprehensive costs and benefits analysis; and
- publicly available maps with WOTUS determinations.

Once the agencies release the proposed WOTUS rule this fall, counties will have another opportunity to provide public comment.

For additional information please contact Julie Ufner at jufner@naco.org.



- [EPA, Corps propose to withdraw 2015 water rule](#)
- [House Appropriations Subcommittee on Energy and Water Development advances FY 2018 funding measure](#)

NACo Upcoming Webinars



Harvesting Opportunity: The Power of Regional Food System Investments to Transform Communities

August 8, 2017, 3:00 pm – 4:00 pm

[Register](#)

Communities across the country challenged by the changing conditions in the coal industry are exploring innovative revitalization and diversification strategies to build stronger, more resilient economies. Investing in agriculture and regional food systems has emerged as a leading diversification strategy that can be replicated across coal-reliant communities from Colorado to Kentucky. Join us for this educational webinar to learn about practical tools and strategies outlined in a new book by the USDA and the Federal Reserve support stakeholders in developing regional food systems as a part of their economic development plans. Additionally, this webinar will feature current examples of how traditionally coal-reliant communities in Colorado are integrating agriculture into their economic diversification roadmaps.

Contact Jack Morgan (202) 942-4274 JMorgan@naco.org

Prioritizing Policy, Practice and Funding Improvements for People with mental Illnesses in Jails

August 10, 2017, 2:00 pm – 3:15 pm

[Register](#)

Join the Stepping Up partners for the fifth webinar in the “Six Questions” series, which will feature key strategies for prioritizing policy, practice and funding improvements for people with mental illnesses in county jails. On this webinar, a national expert will provide an overview of these key strategies, including how county planning teams should prioritize action items identified through their process analysis and develop a detailed description of needs that includes the projected outcomes of such actions and anticipated funding requirements. A county official will then share their planning team’s prioritization process and how it has helped them move forward with their initiative. The webinar will be followed up by the [Stepping Up Network Call](#) for a deeper dive on the same topic on August 16, 2017, at 2pm ET

Contact Natassia Walsh (202) 942-4289 nwalsh@naco.org

Stepping Up Network Call: Prioritizing Policy, Practice and Funding Improvements for People with Mental Illnesses in Jails

August 16, 2017, 2:00 pm – 3:15 pm

[Register](#)

Join the Stepping Up partners for the fifth Stepping Up Network Technical Assistance Call. On this call, counties will engage in a facilitated discussion on the fifth question of the “Six Questions” document: Have we Prioritized Policy, Practice and Funding Improvements? Counties are encouraged to sign on and join the conversation with national experts and county practitioners to learn about key prioritization strategies and processes! Please be sure to participate in or review the [August 10 webinar](#) on “Prioritizing Policy, Practice and Funding Improvements” prior to joining the call.



Contact Nastassia Walsh (202) 942-4289 nwalsh@naco.org

FROM THE EXECUTIVE DIRECTOR

NJAC is pleased to announce that Public Services Enterprise Group (PSEG) awarded the NJAC Foundation a grant of \$12,000.00 for county vocational-technical school graduates who plan on studying environmental science, green design, green technology, alternative energy, or other related subjects at a county college or state college or university in the fall. As our nation grows increasingly proactive about protecting the environment for future generations, NJAC is thrilled that PSEG and the NJAC Foundation have once again partnered on this important and timely initiative to support county vocational-technical school graduates across the State.

The NJAC Foundation plans to award one \$850.00 scholarship to a student nominated by the superintendent of their school in each county where PSEG maintains a service territory or generation facility. These counties include: Bergen, Burlington, Camden, Essex, Gloucester, Hudson, Mercer, Middlesex, Morris, Passaic, Salem, Somerset, Sussex, and Union counties. The Board of Trustees of the NJAC Foundation commends PSEG for its continued commitment and generosity to the communities in which it serves, and looks forward to working with our county vocational-technical schools to select talented students dedicated to creating green solutions and advancing their education. The NJAC Foundation is a non-profit organization affiliated with the New Jersey Association of Counties (NJAC) and is committed to providing innovative educational opportunities for county vocational-technical school and county college students.



John G. Donnadio, Esq.

NJAC is also pleased to announce the 2017 “New Jersey County Administrators Certificate Program” in cooperation with the Rutgers University Center for Government Services. We’re very excited about the terrific opportunity to once again partner with Rutgers on this unique continuing education initiative designed for our county administrators, finance officers, department heads, professional staff, and elected officials.

The comprehensive two day professional development training program is open to all local government employees and elected officials who would like to advance their careers in public service. Subject matter experts from across the State will cover essential topics such as public procurement, management challenges, county fiscal affairs, and ethics. Courses will take place on October 20th and October 27th at the Rutgers University Continuing Education at Atrium located at 300 Atrium Drive in Somerset, New Jersey. All successful program graduates will receive a certificate from Rutgers University verifying their completion of training. As local governments continue to struggle with making ends meet, it’s imperative that NJAC provide county professionals and elected officials with cutting edge educational opportunities that equip them with the critical resources necessary to deliver essential services in an efficient and effective manner.

Please visit our website, www.njac.org, to view the series *State of Affairs* with Steve Adubato this Saturday, July 15th, beginning at 6:00 a.m and then throughout the day. John Donnadio is interviewed on county government and how its providing more and more traditional programs such as 911 dispatch, animal control service, public health services, delivery of health and human services programs and meals on wheels service.

WHAT'S HAPPENING IN YOUR COUNTY?

SUN	MON	TUES	WED	THURS	FRI	SAT
						JULY 15 Laurita Summer Food Truck Festival 11 a.m. - 9:30 p.m. Laurita Winery New Egypt <i>Ocean County</i>
16	17	18 Denise Hamilton Jazz & R&B FREE 7 p.m. Monte Irvin Orange Park Orange <i>Essex County</i>	19 Sundown Music Series Welcomes OWEL FREE 7:30 - 10 p.m. Haddon Lake Park Haddon Heights <i>Camden County</i>	20 NJAC Night at the Ballpark 7:00 p.m. ARM & HAMMER PARK Trenton	21 Movies in the Park Moana FREE 8:30 - 11 p.m. Van Saun County Park Paramus <i>Bergen County</i>	22 4-H Fair & Chicken BBQ CMC Fairgrounds July 20 th - July 22 nd Cape May Court House <i>Cape May County</i>
23 Morris County -H Fair July 19 th - July 23 rd Chubb Park Chester Twshp. <i>Morris County</i>	24	25	26  July 26 th - July 30 th Show Grounds Freeholder <i>Monmouth County</i>	27 Gloucester County -H Fair July 27 th - July 30 th Fairgrounds Mullica Hill <i>Gloucester County</i>	28 B Street Band FREE 5 - 9 p.m. Amphitheater Westampton Township <i>Burlington County</i>	29 Mercer County -H Fair July 29 th - July 30 th Howell Living History Farm Hopewell Twshp. <i>Mercer County</i>
30 Warren County Farmers Fair & Hot Air Balloon Festival July 29 th - Aug. 5 th Phillipsburg <i>Warren County</i>	31	AUGUST 1 National Night Out 6 - 8 p.m. Followed by Movie Secret Life of Pets Beginning @ 7:30 pm Meisel Park Springfield <i>Union County</i>	2 Finding Dory FREE Movie Begins at Sunset Stephen R. Gregg Park Bayonne <i>Hudson County</i>	3  FREE 7 p.m. Brighton Park Atlantic City <i>Atlantic County</i>	4	5
6 Farmers Market 9 a.m. - 1 p.m. Dvoor Farm Flemington <i>Hunterdon County</i>	7 Middlesex County Fair Aug. 7 th - Aug. 13 th Fairgrounds East Brunswick <i>Middlesex County</i>	8 Salem County Fair Aug. 8 th - Aug. 11 th Fairgrounds Woodstown <i>Salem County</i>	9 NJ State Fair & Sussex County Farm & Horse Show Aug. 4 th - Aug. 13 th Fairgrounds Augusta <i>Sussex County</i>	10  Aug. 10 th - Aug. 12 th Fairgrounds Bridgewater <i>Somerset County</i>	11 Peter Pan 8 p.m. Levoy Theatre Millville <i>Cumberland County</i>	12 Fantastic Beasts FREE Movie 8:30 p.m. Goffle Brook Park Hawthorne <i>Passaic County</i>
13	14					