

# NJAC COUNTY BIZ

An Educational and Informative Newsletter for Counties and Businesses

New Jersey Association of Counties

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## Horizon's Innovations are Driving Improvements to Healthcare

by Allen J. Karp, Senior Vice President of Healthcare Management for Horizon Blue Cross Blue Shield of New Jersey



Allen J. Karp  
Senior Vice President  
Horizon Blue Cross Blue Shield of NJ

Our healthcare delivery system is caught in a time warp. At one end of the spectrum, medical technology and approaches to care have never been more advanced. Yet, the way our health system is organized and financed is a relic of the past, making health care more expensive, untethered to quality and economically unsustainable.

Health care costs in the U.S. have risen annually and now top \$3 trillion, or about 18 percent of US GDP. Increased spending hasn't translated to improved care quality. About 30 percent of health care spending does nothing to actually improve a person's health.

Health insurance premiums reflect the underlying cost of care. Premiums are pressured higher as costs for hospital stays, prescription drugs and general medical care rise. New Jersey residents and employers feel these costs disproportionately. New Jersey is the fourth most expensive state for family health coverage.

What are driving these trends? Uncoordinated care and our antiquated fee-for-service system.

Horizon believes that through collaboration with doctors, hospitals and health care professionals, we could begin to replace the fee-for-service system with one based on value.

About 1.4 million Horizon members are now part of value-based models, such as Accountable Care Organizations, Patient-Centered Medical Homes, Episodes of Care and the OMNIA Health Alliance. The common thread of these models is a commitment to better care, a better health care experience for the patient and lower health care costs.

Horizon's Episodes of Care programs offer insights into how value-based care works. An episode is generally described as a medical circumstance that unfolds during a defined time period – often from diagnosis to the final stage of discharge. Horizon has 18 active EOCs, which range from Crohn's disease to hip/knee replacement.

Horizon collaborates with physicians, sharing data that identifies the best candidates for the episodes, and

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## Get to know your County Official.....

### How many years have you served as Bergen County Executive?

I was elected in November 2014, and have been serving as County Executive for two and a half years.

### What was the first public position you held?

The first elected position I ever held was Fire Chief for the Paramus Fire Department, but my first role serving the public was as a teenage employee of the Paramus Department of Public Works.

### Why did you choose to run for County Executive?

After serving as Mayor of my hometown of Paramus for 8 years, I chose to run for County Executive because I believed that my experience and the leadership skills I developed as Mayor were needed in county government.

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

Bergen County owns Bergen Regional Medical Center, the state's largest hospital, which serves as a vital safety net for some of the most vulnerable patients. The hospital is transitioning from a previous operating agreement and many, including my predecessor, believed that the best course of action would be to sell the facility. That may have been the easiest choice, but it wasn't the right one. The challenge of charting a new course for the future of the hospital has dominated my first term in office, but I'm confident that all of the tough decisions we're making will ultimately benefit the patients, staff, our regional healthcare sector, and the people of Bergen County. I know that this difficult work will result in a legacy we can all be proud of.



James Tedesco III  
*Executive*  
Bergen County

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

When it snows, I hook up a plow to my county truck and head out with our Department of Public Works to help keep the roads clear.

### Who is your role model?

My father is my greatest role model because taught me the value of public service from a very early age. My political role model is my former high school history teacher, Congressman Bill Pascrell.

### What do you love about Bergen County

In our 70 municipalities, we have something for everyone. More than 9,000 acres of parks offer mountain hikes, water views, playgrounds, skiing, concerts, and family fun at the County Zoo. We have major corporations and wonderful small businesses. We have nearly one million residents, more than any other county in New Jersey, and everyone is welcome here. We are simply the best place to live, work, grow a business, and raise a family.



## Horizon's Innovations are Driving Improvements *(continued)*

together we define goals for the EOC patients as they move from one step of the episode to the next.

Horizon shares information about the care and cost of care for patients throughout the episode, so that physicians may see where there are opportunities for improvement. At the end, physicians are compensated with payments if they meet their goals. Meeting goals creates value for the patient, the doctors and Horizon, and savings generated are shared with the partner physicians.

These episodes shatter the myth that less care is less expensive care. In fact, more resources are concentrated on the patient to ensure that care is delivered at the right time, in the right setting, and with quality as the driving motivation. Doing so helps patients recover more quickly, avoid future ER visits and hospital re-admissions.

2015 results from Horizon's value-based program show that patient-centered Horizon members, as compared to those members in traditional practices, had a 5 percent lower rate of ER visits and a 2 percent lower rate of hospital admissions. We can improve care and promote wellness while lowering costs.

We deserve an integrated, coordinated and value-based health care delivery system. Horizon will continue to work with our providers to bring this care approach to our members and employer groups. We are committed to helping New Jerseyans lead healthier and happier lives while wringing excessive and unnecessary costs out of the delivery system.

For further information about Horizon Blue Cross Blue Shield please call 1-800-355-BLUE (2583) or visit [www.horizonblue.com](http://www.horizonblue.com).



## Passaic County Freeholders Partner with Google Expeditions to Create Virtual Classroom at Historic Dey Mansion

*by Patrick Alexander, Public Information Officer for Passaic County*

On May 9<sup>th</sup>, 2017, the Passaic County Freeholders approved Google Expeditions to include Historic Dey Mansion in Wayne to their virtual reality database. Google Expeditions allows educators to bring students on virtual reality field trips, providing students an opportunity to learn about museums, historical landmarks, and other points of interest. Google Expeditions photographs each location and pieces them together to provide a 360 view.

The Google Expeditions app can utilize a Virtual Reality (VR) headset, but it is not required. Additionally, Google provides the app and documentation services free of charge. Passaic County has officially joined the vast partnership, which includes WNET, PBS, the American Museum of Natural History, and the Planetary Society, to name a few.

*"The Dey Mansion is more than a house that George Washington slept in, it's a place where he changed history," said Freeholder Director Sandi Lazzara. "I am thrilled that Google is funding this phenomenal education initiative. The Expedition App brings all of this history into the classroom, and provides students with a more impactful learning experience."*



**Sandi Lazzara**  
Freeholder Director  
Passaic County

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## Google Expeditions to Create Virtual Classroom *(continued)*

Google Expeditions creates content that can be integrated with existing course curriculums, annotating points of interest with detailed information and allowing teachers to add questions specific to their curriculum. Google Expeditions has sent out teams to document these sites and provides maintenance for the app, but also provides kits through Best Buy Education. By accepting verified user-generated content, Google Expeditions is rapidly expanding their virtual database.

*“Google is performing a great service to our students by making this resource available, but they realized it was even more important to make their app as accessible to educators as possible,”* said Freeholder T.J. Best. *“Not all students have smartphones and not all schools have Wi-Fi for classrooms, but that does not prevent students in struggling school districts from learning about the w+orld with this app.”*

Google Expeditions provides an opportunity for students to bring distant places such as the Great Wall of China or the Mayan ruins of Chichen Itza into the classroom, but an equally important part of their mission is to make this service as accessible as possible. The program offers kits, which include routers that allow the app to run without an internet connection and tools to turn student’s smartphones into VR headsets.



## PSEG CEO Ralph Izzo Lays Out the Future of Energy in NJ



**Ralph Izzo**  
President, Chairman &  
Chief Executive Officer  
PSEG

Ralph Izzo, president, chairman and chief executive officer of Public Service Enterprise Group (PSEG), today called for a set of statewide regulatory reforms that would create financial incentives for utilities to help their customers reduce at-home energy use, as well as expand access to renewable energy and new energy-saving technologies.

He also encouraged New Jersey utility regulators to consider longer-term approval of energy infrastructure projects, which would lead to additional job creation.

Izzo delivered his remarks at a state energy forum sponsored by the Chamber of Commerce Southern New Jersey.

*“Customers’ demands are changing,”* Izzo said. *“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 usage – all while keeping bills affordable.”*

In order to meet these competing demands, utilities and the regulatory framework that governs them must adapt from a system that encourages utilities to sell as much energy as possible to a new system that provides incentives for the utility to promote greater energy efficiency, Izzo said.

*“Energy efficiency is the critical component that will drive the utility of the future,”* Izzo said. *“The cheapest kilowatt remains the one that is not needed.”*

*“While New Jersey has set aggressive goals for renewables, we have only taken baby steps in the area of energy efficiency,”* he said.

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## Ralph Izzo Lays Out the Future of Energy in New Jersey *(continued)*

The universal reach of utilities, touching every home and business in their service territory, means that investment in energy efficiency at the utility level would ensure all customers, at every income level, would reap the benefits of those programs.

Similarly, utilities can help promote universal access to renewable energy sources, such as solar energy. PSEG has already spent more than \$1 billion on solar projects in New Jersey and 13 other states.

“While the sun is free, we need to remember that converting it to energy is not,” Izzo said. “We need to invest in renewables in a way that helps match those who pay for the attributes of renewables (all ratepayers and taxpayers) with those who reap the benefits of those investments.”

Izzo also discussed the role utilities can play in helping increase the speed of adoption and depth of penetration of new technology.

“The utility, with its network and strong customer relations, can be the ultimate sales channel for new energy products and services,” he said.

Izzo also called for a new look at how New Jersey regulates the long-term modernization of gas and electric infrastructure. He said the state can improve the efficiency and effectiveness of the long-term project-approval process without reducing regulatory oversight.

New Jersey’s Board of Public Utilities typically approves infrastructure projects – such as PSE&G’s programs to flood-proof electric substations or replace aging cast-iron gas mains – in three-year increments. A longer-term approval would allow utilities to plan their purchasing and hiring more efficiently and lead to creation of more jobs, Izzo said.

As New Jersey strives to meet changing customer demands, Izzo warned that if New Jersey nuclear plants are allowed to close, the state will move backward in the areas of reliability, clean air and affordable electric bills.

“If done right, the future of energy in New Jersey is one where we use less energy, the energy we use is cleaner and more reliable, and bills are affordable,” Izzo said.



*Public Service Enterprise Group (NYSE: PEG) is a publicly traded diversified energy company with annual revenues of \$9.1 billion. Its operating subsidiaries are: Public Service Electric and Gas Company (PSE&G), PSEG Power, and PSEG Long Island*

### SAVE THE DATES 2017 NJAC MEETINGS AND EVENTS

<b>June 23</b>	Board of Directors Meeting - <i>Trenton</i>
<b>July 20</b>	7 <sup>th</sup> Annual Night of Baseball & Fireworks <i>Trenton Thunder vs. New Hampshire Fisher Cats</i>
<b>September 22</b>	Board of Directors Meeting - <i>Trenton</i>
<b>December 8</b>	Board of Directors Meeting & Year End Summit <i>Trenton Country Club - West Trenton</i>

## Federal Grant Opportunities

### Basic Center Program

**Deadline:** July 14, 2017

**Available:** \$50,000 to \$200,000 per year for a 3 year period

**Number of Awards:** 91

**Funding Opportunity Number:** HHS-2017-ACF-ACYF-CY-1239

<https://ami.grantsolutions.gov/HHS-2017-ACF-ACYF-CY-1239>



### Transitional Living Program and Maternity Group Homes

**Deadline:** July 14, 2017

**Available:** \$100,000 to \$194,726 per year for a period of 5 years

**Number of Awards:** 103

**Funding Opportunity Number:** HHS-2017-ACF-ACYF-CX-1233

<https://ami.grantsolutions.gov/HHS-2017-ACF-ACYF-CX-1233>



### Distance Learning and Telemedicine Grant Program

**Deadline:** July 17, 2017

**Available:** \$50,000 to \$500,000

**Number of Awards:** 100

**Funding Opportunity Number:** RUS-17-01-DLT

<https://www.rd.usda.gov/programs-services/distance-learning-telemedicine-grants>



### Rural Housing Preservation Grant

**Deadline:** July 17, 2017

**Available:** No minimum or maximum

**Number of Awards:** Not specified

**Funding Opportunity Number:** USDA-RD-HCFP-HPG-2017

<https://www.gpo.gov/fdsys/pkg/FR-2017-06-01/pdf/2017-11315.pdf>



# Credit Union of New Jersey Improves the Lives of its Members

by Andrew L. Jaeger, CCE, President/CEO for Credit Union of New Jersey

In 1943, Credit Union of New Jersey (CUNJ) was established to serve New Jersey State Highway Department employees while only offering basic savings and personal loans. Today, as we approach our 75<sup>th</sup> anniversary, CUNJ serves the employees of over 300 select employers, including the State of New Jersey, and residents and businesses of certain areas of New Jersey. We are now excited to offer the CUNJ member benefits to all New Jersey municipalities and counties that utilize the Civil Service Commission's Merit System.

## CUNJ is Different

Unlike a bank, there are no stockholders. CUNJ is owned by the people who have accounts with us, called members, represented by a volunteer board of directors that make decisions in the best interest of the membership rather than stockholders.

## Providing Value to our Local Government Partners

CUNJ works directly with employer groups offering special programs, free financial literacy seminars, cost-efficient products and services, and exclusive discounts to their employees at no-cost to help strengthen the employer benefit package.

## Improving Financial Lives by Giving a Good Deal

One of CUNJ's brand promises is, "We will give you a good deal," and CUNJ delivered on this by saving its members \$4.1 million through better rates and lower fees in 2016 compared to average New Jersey bank rates and fees, according to a study by Credit Union National Association. Savings of \$1,014 a year for high use households is just one example how CUNJ gives members a good deal.

## Improving Financial Lives by Making it Easy and Taking Care of its Members

CUNJ also promises, "We'll make it easy" and "We'll take care of you." Technology in the financial industry has improved greatly over the last five to ten years. In 2015, CUNJ made a commitment to upgrade its core operating system, including a new loan origination system, to improve the member experience and make transacting easier. Andrew L. Jaeger, President and CEO, says, "It's faster and has improved the member experience". We also reissued all of our debit and credit cards with the EMV chip, which was a big undertaking. With increasing plastic card fraud, the EMV chip card is going to dramatically improve security for our members." Meeting the shifting consumer demands for its members is a constant blend of high touch and high tech. CUNJ has made the commitment to develop employees' knowledge and skills for high touch while expanding electronic delivery channels for added convenience. With access to over 55,000 surcharge-free ATMs through the Allpoint Network, over 5,000 Shared Branches nationwide and a top-line mobile banking application, it's top of mind to have easy access to CUNJ. "We're increasing convenience through digital channels," Jaeger says. "We're continuing to invest in the various ways members want to do business with us."

## Giving Back to the Local Community

CUNJ formed a 501c charitable foundation in 2012. Through fundraising and volunteerism, the CUNJ Foundation gives back to various organizations in the community and holds an annual scholarship program. CUNJ is also proud sponsor of the New Jersey State Employees Charitable Campaign.

## We're Here to Improve the Financial Lives of our Members

Our business development team is ready to help you get started. Contact us today at [businessdevelopment@cunj.org](mailto:businessdevelopment@cunj.org) for more information about how we can present this money saving employee benefit to you and your employees.



## Payroll Problems: How Do They Impact Employee Engagement?

by Jennifer Dowd, Marketing Director for Kronos, Inc.

Payroll problems may be the fastest way to send top talent to the exits. According to a new survey from [The Workforce Institute](#) at [Kronos Incorporated](#), about half of the American workforce (49 percent) will begin searching for a new job after experiencing just two issues with their paycheck, an alarming rate that highlights the fragility of a carefully cultivated employee experience if organizations can't first deliver on core business processes. The Workforce Institute surveyed more than 1,000 U.S. employees to examine the hidden costs of payroll errors and explore the vital role payroll professionals serve in building an engaging employee experience.

Little patience for problems: nearly half of American workers (49 percent) will seek new employment after just two payroll mistakes, such as being paid late or incorrectly.

- Approximately one in four employees – 24 percent – will look for a new job after the first payroll mistake, while another 25 percent will seek new employment after the second issue.
- Salaried employees are more likely than hourly workers to start looking for a new job after the first problem (29 percent versus 19 percent.)

Effective managers are vital: employees look to their direct supervisor before anyone else for help, making this a critical role to resolve pay issues through effective guidance.

- More than one in four employees (26 percent) say they would first turn to their manager, direct supervisor, or boss for help fixing a mistake.
- About one-fifth of employees (19 percent) would report their payroll problem directly to their human resources department, while 14 percent would turn to their payroll department.
- Surprisingly, seven percent of employees say they would not report a payroll error to anyone.

Generational differences exist: Baby Boomers are most forgiving of payroll errors and have the deepest understanding of their paychecks.

- Nearly half (44 percent) of American employees aged 55 and older say they would stay at their job as long as they are eventually paid correctly. That's in stark contrast to their colleagues aged 18-29 (13 percent,) 30-39 (17 percent,) and 40-54 (27 percent,) who are much less willing to stay even if they're eventually paid correctly.
- While 43 percent of employees aged 18-29 and more than half (52 percent) of employees aged 30-39 have been forced to make a late payment on a bill such as a credit card, car loan, or home/apartment due to a payroll problem, just one in ten (11 percent) Baby Boomers report having ever encountered a similar situation.

Everyone wants a raise: an overwhelming majority of U.S. workers feel they deserve an annual pay raise.

- According to the survey, 84 percent of all employees expect a pay raise each year they stay with their organization, with hourly (85 percent), salaried (83 percent), young employees aged 18-29 (81 percent), Baby Boomers 55+ (81 percent), female (88 percent), and male (80 percent) respondents in nearly universal agreement.

County employees are not exempt from these numbers. This is an opportune time to take a look at your workforce and see how your numbers stack up against the rest of the country.

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](mailto:wesley.witherington@kronos.com) or via telephone at (973) 331-5465.





# NJAC Night of Baseball & Fireworks

July 20, 2017

7:00 p.m.

Arm & Hammer Ball Park, Trenton, NJ

*Join us for a night of fun!*

**Baseball**

**Luxury Suite**

**Picnic dinner**

**Refreshments**

**Networking**

**Fireworks**

The New Jersey Association of Counties is hosting a Night of Baseball and Fireworks on Thursday, July 20<sup>th</sup>, at the Arm & Hammer Ball Park where the New Hampshire Fisher Cats take on the Trenton Thunder at 7:00 p.m. Enjoy a night a AA baseball, fireworks, and networking.

If your company is interested in being a host, then please visit our website for more details or contact Loren Wizman, Business Development Director, at [loren@njac.org](mailto:loren@njac.org).

If you are a county official or department head interested in attending the event, then please reach out to Kim Nolan, Office Manager, at [kim@njac.org](mailto:kim@njac.org) with your contact information.



## Grand Slam



vs.



# Cool for the Summer: 2 Ways GovPilot Benefits Beach Towns

by Alannah Dragonetti, Head of Marketing for GovPilot

It's finally and officially summer! Beach towns across your county are firing-up ice cream machines, cleaning carousel horses and otherwise preparing for an influx of tourists.

Like summer itself, GovPilot's government management platform is full of possibilities. Two GovPilot capabilities promise to bring order and efficiency to beach towns during this busy time.

## 1. Beach Pass Issuance

Before they can lounge by the shore, beachgoers must stand in line for a beach pass holding chairs, blankets and umbrellas, their bare feet on burning sand. This momentary discomfort is a small price to pay for a lifetime of happy beach memories, but why pay it when GovPilot exists?

GovPilot's digital application form can be customized to fit a variety of purposes, including beach pass issuance. Beach bunnies simply hop on the official town website and apply for a daily, monthly or full summer beach pass via a GovPilot digital form.

The wet, salty beach is no place to bring a leather wallet! Applicants can keep their wallet and cash crisp by entering their credit card information directly into the form. Applicant data is stored in GovPilot's secure, web-based server, where it is reviewed by beach patrol for swift pass issuance.

## 2. Parking Permit Issuance

Streamlined beach pass issuance can create a complicated parking situation in beach towns. Don't worry, GovPilot thought of that too!

Last year, New Providence, New Jersey published GovPilot digital resident and non-resident parking permit application forms on its municipal website to organize parking at its two train stations. 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.

Just as GovPilot's parking permit issuance process helped New Providence generate revenue and organize its lots, it can bring much-needed order to beach towns in their busiest months.

During summer, tourists descend on beach towns to relax. With GovPilot's automated beach and parking pass issuance processes, beach town officials can also enjoy a low stress summer.

## About GovPilot

GovPilot is a web-based Management Platform developed exclusively for local government. GovPilot optimizes workflow and revenue streams by replacing antiquated paper processes with digital automation. GovPilot unifies fragmented data and facilitates communication between employees and departments to promote informed decision-making. The platform offers 100+ templated processes, which can be used "off the shelf" or modified to fit a department's specifications. GovPilot grants unlimited users the ability to manage and share data 24/7, from the office, the field, or the comfort of home.

For more information about this topic, please contact Alannah Dragonetti by telephone at 201.222.1155 or via email at [alannah@govpilot.com](mailto:alannah@govpilot.com).



## 7 Ways Unified Communications Benefits State and Local Gov't

by Lisa Valladares, Marketing Manager for Eastern DataComm



Many government agencies at the state and local level still rely upon legacy phone systems or Centrex-type services leased from carriers. These older systems are difficult to manage, expensive to maintain, and lack many of the features of a modern communications platform. Designed when most workers sat at desks throughout the day, they are incapable of supporting today's remote and mobile workers.

**Legacy phone systems aren't just frustrating for government employees — they make it difficult for agencies to meet the expectations of their constituents.**

As consumers we have grown accustomed to seamless communication via a variety of channels, including phone, email, text and online chat. We are used to having ready access to accurate, up-to-date information. We demand this level of

service from businesses, and expect nothing less from government agencies.

**An IP-based unified communications (UC) platform can help state and local governments enhance both their operations and the services they deliver.** UC brings together voice, video and collaboration tools in a single interface, eliminating communications silos and enabling seamless transition from one channel to another. "Presence" lets users know whether someone is available and their preferred means of communication, eliminating phone tag. UC solutions can also be integrated with other applications and data to streamline workflows and provide one-click access to powerful communications tools.

**Here are seven ways that UC and ShoreTel can benefit state and local governments:**

1. UC makes it easier for constituents to reach the right person to answer their questions and solve their problems. UC supports personalized call handling and routing, as well as auto-attendant and contact center capabilities.
2. IP communications creates a common platform across multiple sites and agencies. (ex: Borough Hall and the police department, DPW, town library and/or the fire department.) By enabling real-time collaboration, it helps boost productivity, speed response times and facilitate decision-making.
3. Many government agencies are using telework programs to reduce costs, provide for continuity of operations, and give employees greater flexibility. A UC system can be extended to teleworkers so they remain connected and have access to the tools they need when working remotely.
4. Many municipal administrators and other key personnel are frequently out of the office. The mobile device integration enabled by a modern UC platform gives them secure access to the communications environment — anytime, anywhere. With mobility, administrators can make and receive phone calls just as if they are at their desks.
5. Because IP communications leverages the data network for voice calls, it is more cost-efficient and easier to manage than legacy platforms. Web-based administration tools simplify moves, adds and changes across multiple locations. Teams can access comprehensive features and functionality without draining vital resources. With a short amount of training, most anyone can easily access this information and make these changes — saving costs with a limited IT team that many municipalities have.
6. Whether on-premises or in the cloud, today's UC platforms have a fault-tolerant and redundant architecture that helps ensure continuous availability for disaster recovery.

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## Unified Communications *(continued)*

7. An IP communications system can also be integrated with physical security systems. UC becomes the communications platform for emergency notification systems. With the [LENS solution](#), a municipality can notify everyone inside and outside the building as well as other sites that an emergency event has commenced. The UC platform enables the solution to call the local police, 911 and key administrators simultaneously as well.

The [ShoreTel Unified Communications platform](#) is a proven solution that connects people and information while reducing total cost of ownership. It is highly secure and reliable, with failover capabilities that are essential to government agencies for both day-to-day operations and during emergency situations. You can ensure high quality services with enterprise-class availability to meet the demands of your employees and constituents.

At Eastern DataComm, we are proud of our history serving the communications needs of state and local governments.

**Let us show you how we can enhance the quality of your communications infrastructure to help you increase efficiency and better serve your constituents. [Contact us](#) today!**



## WELCOME TO OUR NEW MEMBER



**Jersey Flight Football, Inc. (JFF)** is a team within the National Arena League (NAL) and will be playing their home games at Sun National Bank Center, Trenton, New Jersey, starting in the Spring of 2018. Owners Kyna Felder-Ruiz and Samuel Davis, Jr. are excited to be partnering with the NAL and the Sun National Bank Center to bring the excitement of Arena Football back to the Mercer County community and surrounding region.

The indoor football league, which launched its inaugural season last month, features teams from Columbus, Georgia; Corpus Christi, Texas; Dayton, Ohio; Albany, Georgia; Boone, North Carolina; Jacksonville, Florida; Allentown, Pennsylvania; and Monterrey, Mexico.

Season tickets for next year's inaugural season went on sale May 1, 2017.

For additional information please contact Tammy Elfort, Director Corporate & Foundation Relationships at [telfort@jerseyflightfootball.com](mailto:telfort@jerseyflightfootball.com) or call 1-877-339-2338 and visit:

[www.jerseyflightfootball.com](http://www.jerseyflightfootball.com)

[www.jerseyflightcommunity.org](http://www.jerseyflightcommunity.org)

[www.nationalarenaleague.com](http://www.nationalarenaleague.com)

## Essex County Division of Senior Services and Parks Department Expand Senior Café in the Park Program to Essex County Cedar Grove Park

by Anthony Puglisi, Public Information Director for Essex County

*New Location Enables Essex County to Offer Congregate Meals, Exercise and Wellness Programs, and Other New Activities*



Joseph N. DiVincenzo, Jr.  
Executive  
Essex County

Essex County Executive Joseph N. DiVincenzo, Jr., the Essex County Division of Senior Services and the Essex County Department of Parks, Recreation and Cultural Affairs officially announced the opening of the “Café in Essex County Cedar Grove Park,” a new senior citizen congregate meal center in the Robert J. O’Toole Community Center in Essex County Cedar Grove Park on Wednesday, May 31<sup>st</sup>. The Cedar Grove site replaces the congregate meal location that was in Essex County Verona Park.

“I really want to commend our Division of Senior Services and Department of Parks for combining their resources to offer our seniors this wonderful program. Seniors benefit from the nutritious meals they receive at our congregate meal locations, but now they will also have the opportunity to enjoy our beautiful parks when they come for lunch,” DiVincenzo said.

“Our congregate meal program does more than just provide nutritious food to seniors. We want to get them involved in exercise programs, learn about healthy lifestyles and stay active in their community,” Essex County Senior Services Director Jaklyn DeVore said. “There is a lot of potential here to expand our program so we can attend to the complete wellness of our seniors. I thank the County Executive and Parks Department for helping to make this dream come true,” she added.

DeVore noted that hosting the congregate meal program in a park and being in a county-owned building gives her flexibility to expand the program beyond just providing nutritious meals. There are plans to offer exercise programs and social activities in the park, cooking demonstrations, health and wellness programs and diabetes prevention. She also will try out new ideas, such as altering the hours of the program to offer breakfast or dinner programs if seniors are interested.

“Through our County Executive’s initiative to revitalize our historic Parks System, we have modernized many of our facilities and made them ideal locations for people to meet and enjoy our parks,” Essex County Parks Director Dan Salvante said. “We enjoy partnering with the Division of Senior Services and look forward to having more seniors enjoy our parks,” he added.

The Robert O’Toole Community Center on Fairview Avenue in Cedar Grove opened in December 2016 when the new 77-acre Essex County Cedar Grove Park was completed. It is named for retired Cedar Grove Mayor and Councilman Robert J. O’Toole. The congregate meal site is open Mondays to Fridays from 11 a.m. to 2 p.m. Seniors ages 60 years and older and their spouses are eligible to participate. There is a suggested \$3 donation to help defray the cost of the program.

The Senior Building in the Northern Division of Essex County Branch Brook Park was the first senior congregate meal site to open in an Essex County park in August 2011. Other sites have opened in Essex County Independence Park, Essex County Watsessing Park, Essex County Weequahic Park and Essex County Irvington Park. In 2013, the Essex County Division of Senior Services received an *Aging Achievement Award* by the

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## Senior Café in the Park Program *(continued)*

National Association of Area Agencies on Aging (n4a), which recognized the Café in the Park program as an innovative initiative to keep seniors active and involved.

The Essex County Division of Senior Services offers a wide range of services to eligible Essex County senior citizens. The Division provides congregate and home-delivered meals, offers adult protective services, provides basic transportation services, administers contracts with adult day care centers, offers counseling services for caregivers, contracts with several municipalities to provide visiting nurse services and provides dental, legal, care management and outreach services. The Division also sponsors the popular Essex County Legacies Writing Contest which asks seniors to share stories from their lives and the Essex County Older American Month Celebration which recognizes “legends” for their contributions to the community. The Essex County Division of Senior Services is located at 900 Bloomfield Avenue in Verona. For more information, please call 973-395-8375.



## Nationwide Economics

### Weekly Economic Review & Outlook for June 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

Recent inconsistent economic data have lowered projections of real GDP growth this quarter. For the manufacturing sector, the expansion continues benefiting from export activity and a rise in new orders even as the continued inventory build portends some potential future weakness. A second weaker employment report over the last three months raises concerns over the strength of this important driver of the economic expansion. The Atlanta Fed’s GDP Nowcast of second quarter economic growth has slipped to 3.4 percent—down from a high of 4.3 percent at the beginning of May.

The manufacturing sector continued its expansion in May, building on its brisk improvement over the last six months. Benefiting from the steadiness in the value of the dollar, the ISM manufacturing index has now reported six consecutive strong months over 54.0. New orders rebounded from their decline last month and were slightly less than the average of the last six months. Expanding for the third time in four months, however, the rise in inventories is a worrisome trend. But overall the report showed continued strength in manufacturing with the new orders, production and the export indices remaining at lofty levels.

Job growth in May was weaker than expected at 138,000. Moreover, there was a downward revision of 66,000 jobs from the totals reported for the previous two months. Despite the slower pace of job gains, the unemployment rate dropped to an expansion low of 4.3 percent. The broader U-6 measure of the unemployment rate fell as well, with the spread between the two at the lowest level since the Great Recession began—suggesting that labor market slack is diminishing.

The second soft employment report in the last three months raises the possibility that the labor market is downshifting. Still, this slowdown has not been corroborating elsewhere, as over that same time frame jobless claims have fallen, consumer confidence in the labor market has improved, and the ADP and ISM employment metrics have held at relatively elevated levels. As a result, it is more likely that the slowing in nonfarm payroll

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## Nationwide Economics *(continued)*

employment gains this year is coming from a shortage of qualified workers rather than any reduction in the willingness of firms to hire-and thus in probably not tied to a slowing in economic activity.

The trade deficit was wider than expected in April, as auto exports again fell sharply. Real GDP growth is still likely to bounce back in the second quarter, but it appears to be rebounding less than previously anticipated, as noted by the Atlanta Fed indicator.

Rates dropped on the downside employment surprise, with the 10-year yield falling to its lowest level since November. The market is still pricing in a Fed tightening that is expected be announced at it June 14 FOMC meeting, but expectations for additional rate hikes in the second half of the year and beyond are fading. For the near term, rates can be expected to move in line with the tone of the FOMC statement and Yellen's post-meeting press conference.

### **Weekly Outlook**

This will be a light week for economic data, as are most weeks following the employment report. Look for May data on service sector growth, factory orders data for April, and the job opening and labor turnover survey (JOLTS) for April.

ISM nonmanufacturing is projected to increase to 57.8 in May, reflecting accelerating economic activity. After a rather slow first quarter, economic growth is rebounding in the second quarter based on recent data. This should translate into greater activity in the service sector, pushing the ISM nonmanufacturing survey index further into growth territory.

U.S. factory order activity should be little changed due to a drop in already-reported durable goods orders. Despite the April drop in durable goods orders, nondurable orders are expected to rebound following an unexpected decrease in March. Taking both into consideration, factory orders will likely remain flat for the month.

Weekly claims for unemployment insurance are near multi-decadal lows and will likely trend lower to 239,000 following a modest increase in the prior week. Labor market conditions are tightening as indicated by the low unemployment rate and a high number of job openings (charted below). When the labor market has limited supply of qualified workers, employers are unwilling to let go of the employees they have, and this should push jobless claims down again in the latest week.

For further information please contact Emanuel Mahand, Program Director Of DE/NJ/PA, at [MAHANDE@nationwide.com](mailto:MAHANDE@nationwide.com), or Bina Kumar, Managing Director - East Region, at [kumarb1@nationwide.com](mailto:kumarb1@nationwide.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](mailto:loren@njac.org).**

## Atlantic City Electric Basic Generation Service Customers' Bill to Decrease 5.3 Percent

by Frank Tedesco, Media Relations Manager for Atlantic City Electric

The New Jersey Board of Public Utilities (BPU) recently approved the Basic Generation Service (BGS) supply rates and decreases in distribution pass-through charges that appear on an Atlantic City Electric (ACE) customer's bill. Starting June 1, 2017, a typical BGS residential customer using 716 kilowatt hours per month, will see a total monthly bill decrease of \$7.21, from \$136.90 to \$129.69, a 5.3 percent decrease over rates currently in effect. The two drivers of this decrease include lower energy supply rates and an adjustment to pass-through distribution charges.

The energy supply rate decrease of \$4.65 per month or 3.4 percent is a result of the BPU's annual BGS Auction, a competitive bid process that determines the energy supply portion of the bill for ACE's BGS customers. Lower wholesale power prices, driven by lower natural gas prices are resulting in electricity savings for ACE residential BGS customers.

Customers who receive their energy supply from an alternative or third-party energy provider will not be affected by this rate change.

The BPU has also approved ACE's petition seeking the Board's approval to adjust pass-through distribution charges that appear on customers' bills including the Non-Utility Generation Charge and Societal Benefits Charge. These charges are reviewed and updated on an annual basis through periodic filings to the BPU.

Due to decreases in these charges, a typical residential customer using 716 kilowatt hours per month, will see a total monthly bill decrease of \$2.56, or 1.9 percent. All ACE residential customers will benefit from this bill decrease regardless if they are a BGS customer or utilize a third party supplier.

Distribution rates cover the cost of delivering power. All electric customers in the ACE service area receive electric distribution service from ACE, even if they buy their energy from a third-party supplier.

For more information about Atlantic City Electric, visit [www.atlanticcityelectric.com](http://www.atlanticcityelectric.com). Follow us on Facebook at [www.facebook.com/atlanticcityelectric](https://www.facebook.com/atlanticcityelectric) and on Twitter at [www.twitter.com/aceleconnect](https://www.twitter.com/aceleconnect).



Our mobile app is available at [www.atlanticcityelectric.com/mobileapp](http://www.atlanticcityelectric.com/mobileapp).

*Atlantic City Electric, a public utility owned by Exelon Corporation (NYSE: EXC), provides safe, reliable and affordable regulated electric delivery services to approximately 550,000 customers in southern New Jersey.*

## 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](mailto:loren@njac.org).



# 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 15<sup>th</sup> 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](mailto:agoldschmidt@naco.org) for more information on this unprecedented offer. Learn why your county should be a member by visiting [www.naco.org](http://www.naco.org).***

## Are you Interested in Serving on the NACo Board of Directors?

In just a few weeks the National Association of Counties organization (NACo) will be in Franklin County, Ohio for its Annual Conference and electing new NACo Board of Directors.

New Jersey currently does not have a NACo Board of Directors representative, and has one slot to fill on their Board. It is now time for the New Jersey Association of Counties (NJAC) to submit a nomination for a representative to serve on the 2017-2018 NACo Board of Directors. The NACo Board term is for one year beginning with the election at the Annual Business Meeting and Elections of Officers and Directors on Monday, July 24<sup>th</sup>, 2017 and ending July 2018.

The Nominating Committee Report is being prepared for presentation at the Annual Business meeting. This report will list every person nominated by a state association to serve on the Board. NACo wants every state association represented on the NACo Board of Directors in accordance with the NACo Bylaws and in order to

accomplish this NACo must receive NJAC's nomination to be included in the report and the NACo Membership will be able to vote on it.

If you are interested in serving as a representative on the NACo Board of Directors, please remember that your county must be a member of NACo in order to serve on their Board of Directors. Email Kim Nolan, NJAC Office Manager, at [kim@njac.org](mailto:kim@njac.org) with your interest of serving on the NACo Board of Directors no later than Friday, July 7th.



## Commissioner highlights importance of CDBG and HOME at Capitol Hill Roundtable discussion

by Daria Daniel, Associate Legislative Director - Community, Economic & Workforce Development - for NACo

On May 24<sup>th</sup>, Orange County, North Carolina Commissioner Renee Price participated in a Capitol Hill roundtable discussion on protecting two critical community development programs: the Community Development Block Grant (CDBG) and the HOME Investment Partnerships (HOME) program. House Financial Services Committee Ranking Member Maxine Waters (D-Calif.) and fellow committee members Reps. Dan Kildee (D-Mich.) and Emmanuel Cleaver (D-Mo.) served as the moderators for the panel discussion, which included Commissioner Price, several city mayors as well as local agencies and non-profit organizations that utilize CDBG and HOME funding.

The CDBG program provides annual grants on a formula basis to nearly 1,200 metropolitan city and county governments and to state governments. There are 185 counties that receive grants directly. Counties utilize the flexibility of CDBG funds to support projects that meet their local priorities in addressing community and economic development, housing, water and infrastructure and human service needs. The HOME program assists state and local governments to provide affordable housing for low-income families, helping to improve the quality of life in local communities. HOME funds are allocated to 650 participating jurisdictions in counties and cities. HOME funds can be used towards the acquisition, reconstruction and rehabilitation of housing.

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## Importance of CDBG and HOME *(continued)*

Ranking Member Waters noted that these programs were proposed for elimination in President Trump's FY 2018 budget plan and asked panelists to discuss what programs and services such an elimination would impact, as well as how states and localities would fund these programs and services without aid from the federal government.

Commissioner Price, Chair of NACo's Community, Economic and Workforce Development Steering Committee, discussed how CDBG funds a homeless shelter for men in Orange County, N.C. and provides them with services including health care, skills training and job opportunities. CDBG also funds a summer youth employment program and pairs youth with local businesses to learn skills and potentially earn permanent jobs with these businesses. Price noted that counties, particularly rural counties, are still dealing with difficult fiscal conditions and would have difficulty funding these critical programs and services without federal assistance. The CDBG and HOME programs provide the necessary seed money to leverage additional funding from the private and non-profit sectors.

It is essential that counties collect information on CDBG and HOME-funded housing, community and infrastructure projects and begin calculating the county impact if these programs were eliminated in FY 2018. It would also be helpful to invite your members of Congress to see projects supported by CDBG and HOME funding.

Currently, CDBG is funded at \$3 billion and HOME at \$950 million in the FY 2017 omnibus appropriations bill ([H.R. 244](#)).

Click [here](#) for the archived webcast of this roundtable discussion.

### NACo Resources

- Click [here](#) to view NACo CDBG Policy Brief
- Click [here](#) to view NACo HOME Policy Brief
- Click [here](#) to view the [NACo FY 2018 HUD Appropriations Resolution](#) adopted at the 2017 NACo Legislative Conference.



For further information regarding this article please contact Daria Daniel via e-mail at [ddaniel@naco.org](mailto:ddaniel@naco.org).

**The NJAC Foundation would like to send a special thanks to**

**INVESTORS BANK  
&  
NJM INSURANCE COMPANY**

*for partnering with us to award scholarships to county vocational-technical school graduates who plan on continuing their education at a NJ county college or state college or university.*

## FROM THE EXECUTIVE DIRECTOR



**John G. Donnadio, Esq.**

NJAC's 9-1-1 Fee Committee recently met to discuss the fact that the State collects annually from consumers approximately \$120.0 million in telecommunication surcharges as 9-1-1 System and Emergency Response Fees (Fees) and deposits these monies into the 9-1-1 System and Emergency Trust Fund Account (Fund). In fact, the State has collected over \$1.2 billion in fees since 2006 with only 11% of Fund monies being spent on eligible expenses as recently reported by the Federal Communications Commission (FCC). As previously reported, the State has failed to provide any funding for eligible expenses to local 9-1-1 centers operated by counties and municipalities, and has instead diverted Fund dollars to cover general operating expenses in the Department of Law and Public Safety. With this in mind, the Committee charged NJAC with taking the following action.

- The Committee directed NJAC to advocate for constitutionally dedicating to any new 911 fees or surcharges imposed by the Legislature and collected by the State to county and municipal 9-1-1 centers.
- The Committee further directed NJAC to advocate for the best practices outlined in the "New Jersey 9-1-1 Consolidation Study" published in 2006, which in part, calls for reducing the number of local 9-1-1 centers to streamline operations and save taxpayer dollars.
- The Committee advised NJAC to continue partnering with the New Jersey Wireless Association (NJWA), the New Jersey State League of Municipalities (NJSLOM), and other interested stakeholders.
- The Committee recommended NJAC to advocate for amending the Constitution to require the Governor and Legislature to properly allocate State monies pursuant to statutory law.

The Committee also directed NJAC to collect and summarize the data from all twenty-one counties concerning the costs associated with operating and maintaining county 9-1-1 centers. As of this writing, 15 counties have reported that they've spent over \$216.0 million in capital improvements over the last five years. These improvements may include facility upgrades; and, the purchase or lease of hardware and software such as telephone systems, computer aided dispatch, location mapping technology, voice recording technology, data analytics, and NextGen 9-1-1. These 15 counties also spent an estimated \$76.0 million in 2016 on operating expenses, which may include administrative costs such as salaries, staff training, ongoing systems maintenance, network security costs, and IT consulting services. On the average, these counties provide some level of 9-1-1 dispatch services for approximately of 75% of the municipalities located within their borders. Please note that complete survey results will be available once data is collected from each county.

Additionally, as a reminder, the next New Jersey Association of Counties' Board of Directors meeting is scheduled to take place next Friday, June 23<sup>rd</sup>, in Committee Room 6 of the State House Annex Building in Trenton. Networking and a continental breakfast will be available beginning at 9:30 a.m. until the meeting begins at 10:00 a.m.

Following the NJAC Board of Directors meeting, there will be a 1:00 p.m. County Administrators Meeting held in Committee Room 6 of the State House Annex Building in Trenton. The Middlesex Regional Education Services Commission will discuss among the county administrators its energy management services.

# WHAT'S HAPPENING IN YOUR COUNTY?

SUN	MON	TUES	WED	THURS	FRI	SAT
				<u>JUNE</u> 15	16 Dancing with the Stars 9 p.m. Circus Maximus Theatre Atlantic City <i>Atlantic County</i>	17 NJ Tiny House Festival 6/16-6/18 County Fairgrounds Augusta <i>Sussex County</i>
18 	19 Sunset Jazz Series el Gran Combo de Puerto Rico FREE 8 p.m. Wiggins Park Camden <i>Camden Count</i>	 20 8 p.m. bergenPAC Englewood <i>Bergen County</i>	21 Movies Under the Stars Hidden Figures FREE 9 p.m. Pier A Park Hoboken <i>Hudson County</i>	22 Downtown Freehold Concert Series FREE 7:30 - 9:30 p.m. Hall of Records Freehold <i>Monmouth County</i>	23 <b>NJAC Board Mtg.</b> 9:30 a.m. State House Annex Trenton	24 34 <sup>th</sup> Annual Whitesbog Blueberry Festival 10 a.m. - 4 p.m. Whitesbog Browns Mills <i>Burlington County</i>
25 Pennsport School of Dance: Everybody Dance Now! 7 p.m. Investors Bank PAC Sewell <i>Gloucester County</i>	26  26 8 - 10:30 p.m. Plays-in-the-Park Edison <i>Middlesex County</i>	27	28	29 The Gypsy Kings Feat. Nicolas Reyes & Tonino Baliardo 7:30 p.m. NJ PAC Newark <i>Essex County</i>	30  30 7/1 (Every Saturday) Woodstown <i>Salem County</i>	
						<u>JULY</u> 1 Independence Day Parade 1 p.m. Convention Hall Cape May <i>Cape May County</i>
2 Stars N' Stripes 7:30 p.m. Open Air Theatre Titusville <i>Mercer County</i>	3 Seaside Heights Boardwalk Concert Series 7 p.m. Boardwalk Seaside Heights Borough <i>Ocean County</i>	 4	5	6 Cumberland County Cooperative Fair 7/4 - 7/8 Fair Grounds Millville <i>Cumberland County</i>	7	8 Garden State Comic Fest 10 a.m. - 6 p.m. William G. Mennen Sports Arena Morristown <i>Morris County</i>
9 Radio Nashville 7:00 p.m. - 8:30 p.m. Duke Island Park Bridgewater <i>Somerset County</i>	10	11 Finding Dory FREE MOVIE 7:30 p.m. Warinanco Park Elizabeth <i>Union County</i>	12 Tropical Steel Band 7 p.m. "Pat" Di Ianni Boat House Garrett Mountain Woodland Park <i>Passaic County</i>	13  13 7/7-7/16 Railroad Excursion Phillipsburg <i>Warren County</i>	14 Wine & Music Under the Stars 6 - 9 p.m. Old York Cellars Ringoos <i>Hunterdon County</i>	