

NJAC COUNTY BIZ

An Educational and Informative Newsletter for Counties and Businesses

New Jersey Association of Counties

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UnitedHealthcare Opens Health Benefits Store in Palisades Park

by Jennifer Statham, Regional Communications Director of UnitedHealthcare

- **UnitedHealthcare Bergen Asian Resource Center offers customer service, health education and other support to consumers with Medicare and employer-sponsored coverage, with a focus on serving the Asian-American community**
- **Community leaders and UnitedHealthcare executives celebrated grand opening today with ribbon cutting ceremony**

UnitedHealthcare has opened its newest health benefits store to provide enhanced customer service and health education for Asian Americans in Bergen County.

The UnitedHealthcare Bergen Asian Resource Center, at 7 Broad Ave., Suite 207 in Palisades Park, will serve approximately 15,000 Asian-American Medicare recipients in Bergen County. It is the second UnitedHealthcare benefits store in New Jersey staffed by representatives who offer customized in-language support in Korean, Cantonese, Mandarin and South Asian dialects.

New Jersey Medicare beneficiaries and caregivers can visit the store to learn about their Medicare coverage options or participate in health and wellness seminars in the community room. Customer service representatives can answer questions and help connect people with community resources and social services such as the Pharmaceutical Assistance to the Aged & Disabled (PAAD) and Senior Gold programs – both New Jersey state-funded prescription drug initiatives that help eligible residents with the cost of prescription medications.

Customer service representatives are also available to help people enrolled in UnitedHealthcare employer-sponsored plans review their benefits and eligibility, and provide translation service for documents, including those not related to health insurance plans.

Community leaders joined UnitedHealthcare executives at a ribbon-cutting ceremony at the new center, which is the company's 10th storefront dedicated to serving Asian-American communities in the United States.

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HAPPY THANKSGIVING
to YOU & YOUR FAMILIES!

New Health Benefits Store in Palisades Park *(continued)*

“For more than two decades UnitedHealthcare has helped people in New Jersey’s and New York’s Asian-American communities live healthier lives,” said Chris Law, national vice president, UnitedHealthcare Asian Initiatives. “This new storefront in Palisades Park will provide people who live in Bergen County the customer service and support they need to learn more about their health benefits and the many community services available to them.”

Multiple phone lines are also available 9 a.m. to 5:30 p.m. Monday through Friday, including, 1-877-718-3682 for Korean-language inquiries, 1-800-801-1900 for Chinese-language inquiries and 1-800-250-5779 for South Asian-language inquiries; TTY 711.

UnitedHealthcare was one of the first health plans to provide culturally relevant health care services to Asian Americans. The company founded its Asian Initiatives business in 1994 and established its office in New York City’s Chinatown. Its other New Jersey storefront is located in Edison.

“There is an ongoing need for Medicare benefits education and helping people who are not as proficient in English navigate the health care system,” said Phillip Franz, CEO of UnitedHealthcare Medicare & Retirement in New Jersey. “We hope this new location in Bergen will make it as simple as possible for more people to find the Medicare plan that works best for them and receive the support they need to make the most of their benefits.”

UnitedHealthcare is the nation’s largest business dedicated to meeting the health and well-being needs of seniors and other Medicare beneficiaries, with more than 11 million people enrolled in its Medicare plans.* For more information, visit www.uhcAsian.com. Medicare beneficiaries and caregivers can visit www.MedicareMadeClear.com to find helpful information in Chinese and Vietnamese, as well as English and Spanish.

UnitedHealthcare serves more than 1.7 million people in New Jersey with a network of 100 hospitals, and more than 35,000 physicians and other care providers statewide.

For more information, visit UnitedHealthcare at www.uhc.com or follow @UHC on Twitter



Community leaders joined UnitedHealthcare executives at a ribbon-cutting ceremony at the new Bergen Resource Center



Get to know your County Official.....

How many years have you served as Warren County Freeholder?

I took office in January of 2010 and have been a Freeholder for nearly 8 years now.

What was the first public position you held?

Other than being elected Junior class president in Lyndhurst High School, the first elected public position I have ever held is Warren County Freeholder.

Why did you choose to run for Warren County Freeholder?

I ran for Freeholder because I felt that everyday Warren County residents didn't have a voice in county government. Our elected leadership at the time was serving a select few, expanding the reach of government, and kicking the can on hard decisions. I ran on a platform of bringing people's voices into government and ensuring government truly represented the people. That philosophy has guided every decision I have made since being elected.



Jason J. Sarnoski
Freeholder
Warren County

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

The most difficult decision I have had to make as a Freeholder was voting "No" on the Warren County Budget in my second year as a Freeholder. It was a tough vote because, at first glance, the budget looked good. But I spent an enormous amount of time studying every nickel we would spend, and found that the budget was actually baked in many of the structural imbalances that were holding our county back. I'm proud that, as a result of my opposition to that budget, we've since made changes in later budgets that addressed my concerns and actually reduced our spending to its lowest level in over 10 years, with almost no debt. Warren County now has a much stronger financial footing.

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

My experience as a Warren County Freeholder gave me a unique view into the way our federal budget and tax policy affects local government, and has led me to run for Congress in New Jersey's 5th Congressional District. As an engineer by training and profession, I never thought I would devote the time to running for office and representing taxpayers, but I can now see the difference I'm able to make, especially given our progress in Warren County. I find myself with an opportunity to continue the work I started and get involved at a level where I can help more people and put this country on what I believe is a better path.

Who is your role model?

My role model is my father Joseph Sarnoski. He worked two jobs to raise us when I was a child, both as a Lyndhurst Police Officer and as a carpenter. He taught me the value of hard work and what it means to make an honest living. He also taught me the value of volunteerism and service to your community. He spent over 30 years on the Lyndhurst Volunteer Fire Company and he spends his retirement working with the Special Olympics of New Jersey and dressing as Santa Clause for charitable organizations all over New Jersey.

What do you love about Warren County?

I love Warren County because of the people that live here. Warren County is full of hard working, talented, and generous residents. We are a farming community that gets up early and doesn't stop until the work is done. We don't give up when faced with life's adversities; we find a way to help each other through it. We believe in volunteerism and service to our community, country, and faith. Warren County really represents the best of America, in my opinion.



The \$100,000 Bill: Cost of a New Labor Regulation

by Jennifer Dowd, Marketing Director for Kronos, Inc.

A new survey from The Workforce Institute at Kronos Incorporated and Future Workplace reveals it can cost organizations as much as \$100,000 each time a federal, state, or even local labor-related regulation is created or changed.

“The \$100,000 Bill” report is based on a national survey of 812 human resources (HR) and payroll professionals in management, senior leadership, and the C-suite, and examines how the process of turning compliance-focused legislation into actionable internal policy impacts the workforce, HR and payroll professionals, and what can be done to improve this challenging process.

Keeping up with regulatory change is a necessary, yet expensive, responsibility.

More than half of HR and payroll professionals (54 percent) surveyed say that, on average, it costs their organization \$40,000 to \$100,000 to prepare for each labor-related regulatory change. This cost covers a wide range of activities that varies by organization, including, but not limited to, consulting with legal counsel to create new internal policies; training for HR and payroll employees; educating leaders and managers on the change; wide-ranging employee communications to ensure everyone understands the change, etc.

The cost of compliance keeps going up, too. More than two-thirds (68 percent) of those surveyed say compliance has become more expensive in just the last year, while three-quarters (74 percent) say it's more expensive than 2007, just a decade ago.

Not enough time to get ready for new workplace rules.

Regulatory changes can become law in as little as 60 to 90 days, but half (53 percent) of survey respondents say more time is needed to create and communicate new internal policy to employees. More than a third of HR and payroll pros (40 percent) say 120 to 150 days is the preferred amount of prep time to get ready for recently passed legislation.

Complexity, constant change, and time-to-comply all factors that put most organizations – and their employees – at risk.

With too much work and not enough help, nearly two-thirds (58 percent) of respondents reported that they've witnessed colleagues within their organization occasionally cut compliance-related corners.

A possible reason for this trend? In addition to an unsustainable pace of change, one out of every two respondents (56 percent) said their HR/payroll systems are outdated, making compliance a challenge despite their best efforts. There's little relief on the horizon, either. Two out of every three respondents (64 percent) say they expect compliance to become even more complex under the current presidential administration.

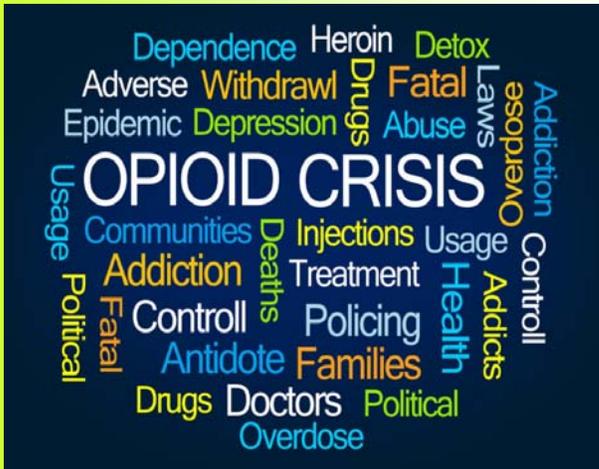
HR and payroll pros need more support to identify and implement critical compliance changes.

There's no one-stop resource to keep up with regulatory changes. Well over half of respondents (59 percent) say they rely on their HR/payroll software vendor/provider to learn about changes, while many also depend on updates from national industry associations (39 percent), their internal legal counsel (37 percent), regional industry associations (35 percent), and legal publications (34 percent).

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.



NJAC Summit on Opioid Crisis and Resources for Recovery



Opioid abuse is wreaking havoc across America. Drug overdose is the leading cause of accidental deaths in New Jersey. Last year, an estimated 2,000 New Jerseyans died of an opioid overdose. The unfortunate reality is the death toll is now higher due to the increase in opioid addictions. While New Jersey does not have the worst rate of opioid overdoses in the nation, New Jersey is at the forefront of combating the epidemic.

The New Jersey Association of Counties (NJAC) is hosting an educational and informative Summit on **December 8, 2017** from **10:00 a.m. to 2:00 p.m.** at the **Trenton Country Club located at 201 Sullivan Way in West Trenton.** Law enforcement authorities, public school officials, and parent advocates will examine the State's alarming opioid epidemic and

present viable strategies for combating this public health crisis. Additionally, addiction and recovery professionals, mental health providers, and other subject matter experts will discuss resources for recovery and recommend new approaches for providing vital support to those in need. Click [here](#) to review the day's [agenda](#).

The two sets of panelists are:

Panel 1

- Shaun Golden, Monmouth County Sheriff
- Frederic Knapp, Esq., Morris County Prosecutor
- Dr. Jim Baird, Jefferson Washington Twp. Hospital & Rowan University Emergency Medicine Physician
- Juan Colon, New Jersey State Police Major
- Louise Habicht, Parent-to-Parent Founder

Panel 2

- Honorable Louis Cappelli, Jr., Camden County Freeholder Director
- Lisa Gladwell, Esq., NJ Recovery Advocates Founder and Chairperson
- Michael Litterer, RWJBarnabas Health Institute of Prevention Director
- Dr. Michael W. Shore, Malvern Institute Recovery Center-Medication Assistance Recovery Program Director
- Angelo Valente, Partnership for a Drug Free NJ Executive Director

Both panel discussion will be moderated by Eric Scott of NJ 101.5 and Townsquare Media.

Although individual table top display hosting opportunities are sold out, there are still a *few* other hosting opportunities available for your company to sponsor breakfast, luncheon, or even as a corporate. For more details about being a sponsor, please contact Loren Wizman, Business Development Director, at loren@njac.org or (609) 394-3467. Submit your [business](#) or [county](#) registration to Kim Nolan, Office Manager, via email kim@njac.org or fax to (609) 989-8567 **no later than Friday, December 1st.** This information can also be found on www.njac.org.

Please respect the Trenton Country Club dress code policy which specifies no denim nor sneakers. Please dress in business casual attire. Thank you.

[Seating is limited so Register Today!](#)

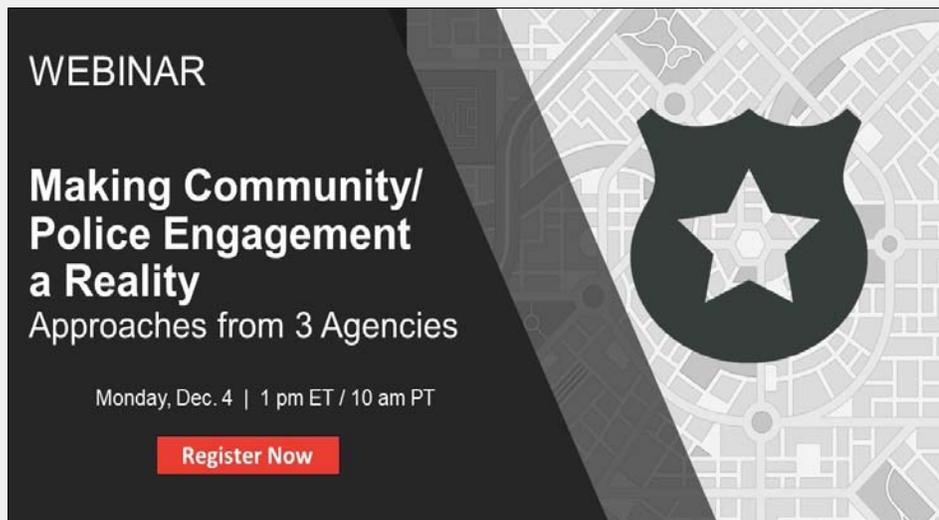
Making Community/Police Engagement a Reality

“The police are the public and the public are the police.” Those words from Sir Robert Peel, known as the father of modern British policing, ring true today. And yet, media reports often depict the police and public as pitted against one another, a chasm of distrust separating them.

In fact, many law enforcement agencies are achieving significant successes in community/police engagement. In [this webinar](#), Lexipol co-founder Gordon Graham will moderate a lively discussion among representatives from three agencies actively engaged in their communities. The programs used are quite different, but each provides ways to improve communication with community members, build partnerships and enhance public safety.

You'll learn:

- The role community engagement plays in mitigating agency risk.
- Different forums to consider for community outreach, from workshops to citizen's academies to presence at sporting events.
- How demographic and crime data can help determine effective deployment of community engagement efforts.
- Best practices in designing and implementing community outreach programs.



Presented by:

Gordon Graham
Attorney and Risk Management Expert
Board Member, Lexipol

Chief Robert Jonsen
Menlo Park (CA) Police Department Co-Founder and

Officer Ryan Tillman and Lt. Rodney Lombard
Chino (CA) Police Department
Breaking Barriers United

Sgt. Michael Hestir
Columbia (MO) Police Department Co-Founders,

Register today!

The webinar will be held Monday, Dec. 4 at 1 pm ET/10 am PT. Registration is free. *Can't make it? Register anyway and we'll send you a recording after the event.*

Questions? [Contact us.](#)

Lexipol

PREDICTABLE IS PREVENTABLE®

Recap of Mercer County Clerk's Office Business Services Info Session at Trenton Business Week 2017

by Paula Sollami Covello, Esq., Mercer County Clerk



Mercer County Clerk Paula Sollami Covello presented a panel on October during the annual Trenton Business Week to demonstrate all of our important business services available to Mercer County business start-ups and entrepreneurs.

County Clerk Paula Sollami Covello, along with several staff members, discussed several business services offered by the Mercer County Clerk's office to a group of passionate and motivated small business operators and developers.

The services covered during the information session ranged from County Small Business Trade Name Registration, becoming a Notary Public, to the recording of property records and other legal instruments.

The registration of small business names and the swearing in of public notaries are two of the most popular and relevant small business services offered through the Office of the Mercer County Clerk. While not required legally, registering the business trade name with the county will protect your business name against all competitors, and ensure that no one else in the county will be able to register or operate under that trade name. Additionally, many banks have the firm requirement of requiring the business's trade name be registered prior to opening a business checking account.



All filings, registrations, and notary swearings can be done by visiting the **Office of the Mercer County Clerk at 240 West State Street, 6th Floor, Trenton**, during the regular business hours of 8:30am-4:30pm Monday through Friday, with additional hours on Wednesdays, when the office is open late until 6:30pm to provide added convenience for residents. Also, on the first Thursday of the month is a Notary night at the Mercer County Connection from 3-7pm, where individuals can come in with the proper paperwork to be sworn in as a Notary Public.

To find links to all of our services, please visit our website at www.mercercounty.org/countyclerk.



Picture This: A Look at the Evolution of Data Visualization

by Alannah Dragonetti, Head of Marketing for GovPilot

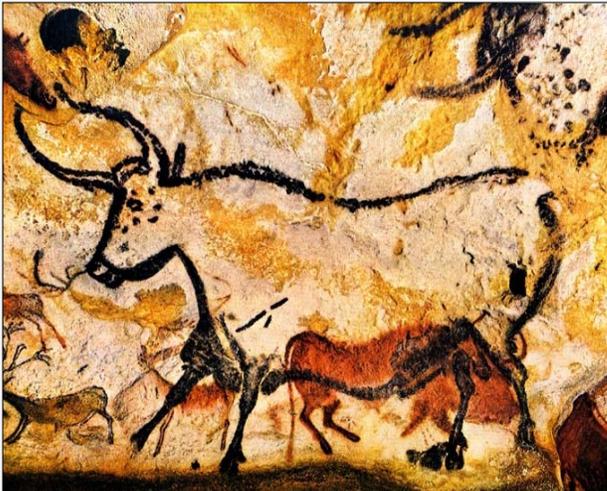
The prevailing educational theory is that there are seven learning styles:

1. **Aural**- Responds best to sound and music
2. **Logical**- Retains information conveyed through mathematical equations
3. **Physical**-Prefers hands-on learning
4. **Social**-Learns best in a group setting
5. **Solitary**- Relies on self-teaching
6. **Verbal**- Remembers through mnemonic devices/the written word
7. **Visual**- Gravitates toward images

Most people are visual learners and history offers plenty of evidence to support this. GovPilot looks at the evolution of data visualization in this piece (pun intended).

Cave as Canvas

In *Titanic*, Rose (Kate Winslet) famously commands the artistic, Jack (Leonardo DiCaprio), to “paint me like one of your French girls.” Swap this line for “paint me like one of your French caves” and *Titanic* is a very different—but still historically accurate—film. Tucked into the bucolic countryside of Montignac, France, Lascaux Cave, is the site of one of the earliest known examples of data visualization.



In the fall of 1940, a group of teenage boys stumbled upon a collection of drawings spanning large stretches of Lascaux Cave’s walls. Subsequent, professional investigation identified nearly 6,000 images rendered in mineral pigments circa 17,000 BCE. Eight years after their accidental discovery, the painted walls of Lascaux Cave were opened to the public. Like any art museum, Lascaux Cave is segmented into exhibits. Titles, like the *Chamber of Felines* and the *Great Hall of the Bulls* plainly indicate the animal-centric scenes depicted. The reasons behind their depiction is not as clear.

Though initial interpretations of the Lascaux Cave paintings suggest that they are purely decorative, several competing theories have emerged. Late 20th century analysts speculated that the cave walls illustrate prehistoric fertility rituals. More recent studies view the placement and characteristics of depicted animals as a metaphor for the changing of the seasons. Other anthropologists and art historians interpret the Lascaux Cave paintings as an account of past hunting success. Despite differing perceptions, all researchers agree that the Lascaux Cave paintings are the result of early man making sense of his world through visualization.

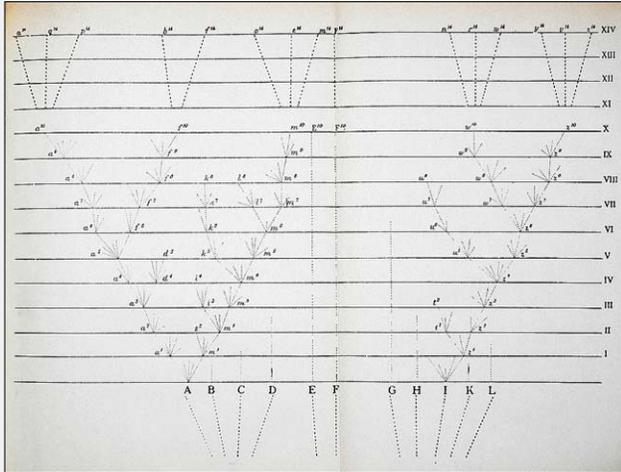
The Golden Age of Data Visualization

The 19th century saw many advancements in fields such as ergonomics, biology and sociology. Researchers sought an easily digestible format through which to present their findings to readers of journals and other media outlets. Pie charts, bar graphs and other information graphics, or infographics, proved the perfect medium.

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A Look at the Evolution of Data Visualization *(continued)*

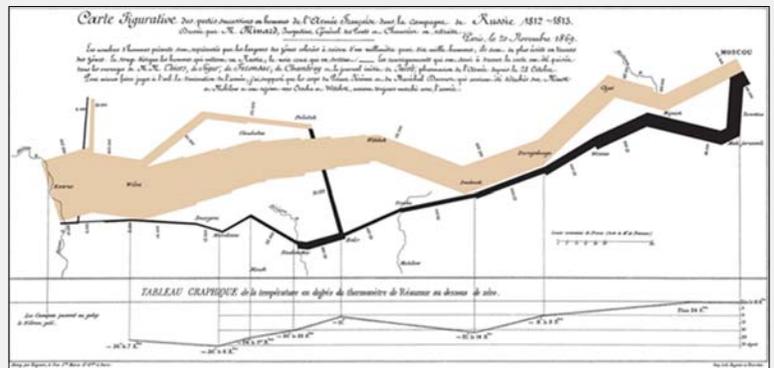
Thus, the years 1850-1900 have come to be known as the Golden Age of Data Visualization.



The quintessential Golden Age infographic can be found on the pages of Charles Darwin’s seminal 1859 work, *On the Origin of the Species*. The branches of Darwin’s “Tree of Life” infographic show the ways in which the species are connected.

Naturally, University of Wisconsin botanist, David Baum, is a fan. Baum sums-up the “Tree of Life”’s continued relevance, stating, “There is tremendous diversity in the living world, which is the result of the accumulation of different traits in different organisms. Thankfully, the tree metaphor not only offers a way to keep track of the features of different organisms, but it also provides guidance in how to conceptualize the broad sweep of biological diversity.” Darwin’s “Tree of Life” illustrates all species. Ten years later, another Charles used the infographic to elucidate a strictly human issue.

French civil engineer, Charles Joseph Minard’s 1869 infographic, the “Russian Campaign of 1812” honors the lives lost when Napoleon’s Army invaded Russia and retreated over the Polish border. Widely considered “the best graphic ever produced”, it conveys the high cost of war with impressive intricacy. Minard’s two-dimensional illustration plots six points of data: the number of men in Napoleon’s troops; the distance traveled; temperature; latitude and longitude; direction of travel and location relative to specific dates.



Group →	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18
1	1 H																	2 He
2	3 Li	4 Be											5 B	6 C	7 N	8 O	9 F	10 Ne
3	11 Na	12 Mg											13 Al	14 Si	15 P	16 S	17 Cl	18 Ar
4	19 K	20 Ca	21 Sc	22 Ti	23 V	24 Cr	25 Mn	26 Fe	27 Co	28 Ni	29 Cu	30 Zn	31 Ga	32 Ge	33 As	34 Se	35 Br	36 Kr
5	37 Rb	38 Sr	39 Y	40 Zr	41 Nb	42 Mo	43 Tc	44 Ru	45 Rh	46 Pd	47 Ag	48 Cd	49 In	50 Sn	51 Sb	52 Te	53 I	54 Xe
6	55 Cs	56 Ba		72 Hf	73 Ta	74 W	75 Re	76 Os	77 Ir	78 Pt	79 Au	80 Hg	81 Tl	82 Pb	83 Bi	84 Po	85 At	86 Rn
7	87 Fr	88 Ra		104 Rf	105 Db	106 Sg	107 Bh	108 Hs	109 Mt	110 Ds	111 Rg	112 Cn	113 Uut	114 Fl	115 Uup	116 Lv	117 Uus	118 Uuo
Lanthanides	57 La	58 Ce	59 Pr	60 Nd	61 Pm	62 Sm	63 Eu	64 Gd	65 Tb	66 Dy	67 Ho	68 Er	69 Tm	70 Yb	71 Lu			
Actinides	89 Ac	90 Th	91 Pa	92 U	93 Np	94 Pu	95 Am	96 Cm	97 Bk	98 Cf	99 Es	100 Fm	101 Md	102 No	103 Lr			

The periodic table is another enduring infographic drawn that year. Prior to 1869, elements were grouped by either atomic weight or common properties. Russian chemist, Dmitri Mendeleev, broke new ground with his table that illustrates both.

The periodic table uses horizontal rows (periods) and vertical columns (groups) to classify elements according to their atomic structure. Numbers correspond to number of protons, while labels adhere to elements’ Greek and Latin names.

Interactive Information

The world took a great leap forward into the 20th century. From 1900 to 2000, many information mediums slipped into the gap of obsolescence, but the infographic persevered, gaining a second wind with the dawn of the Internet.

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A Look at the Evolution of Data Visualization *(continued)*

Scroll, zoom, double click and other web conventions provide new and exciting ways to visually process data and industries have adjusted accordingly. The *New York Times* recently published an interactive timeline of the events leading-up to FBI Director, James Comey's firing on its site, BuzzFeed incorporates charts into online personality quizzes and local governments across the United States and Canada are illustrating data through GovPilot geographic information system (GIS) maps.

Data aggregated from all GovPilot-supported processes and departments comes to life on the platform's user-friendly GIS map. Color-coded layers empower government officials to view familiar territory from a fresh perspective—leading to deep, actionable insights.

Many clients publish a version of the GIS map on their official site to share the wealth of knowledge with constituents. Granting constituents access to accurate, easily digestible data improves critical government-constituent relations.

From cave paintings to custom GIS map layers, humans have a long history of creating visual aids to glean meaning from information. GovPilot helps clients communicate key data in a tangible way for actionable insights.

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) 222-155 or via email at alannah@govpilot.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.

Contact Loren Wizman, Business Development Director at

(609) 394-3467 or loren@njac.org

[Click here for an application.](#)

WELCOME TO OUR NEW MEMBER



Energy Systems Group (ESG) is accredited by the National Association of Energy Service Companies (NAESCO) as an energy services provider. ESG's comprehensive offering includes facility-wide audit, energy and facility project development, engineering and design services, implementation, financing, operations and maintenance services and measurement and verification of savings

ESG's extensive experience, amassed while developing well over \$2.5 billion of energy performance projects and innovative renewable energy facilities, marks it as one of the nation's leading energy service companies. ESG is licensed to do business in over 48 states, the U.S. Virgin Islands and Puerto Rico, and provides large scale energy efficiency projects with guaranteed savings.

Please contact Bonnie Grazaiano, Account Executive, at bgraziaio@energysystemsgroup.com or telephone (646) 770-7456 to learn more.

Grants Management in Egg Harbor Township, NJ

County Police Training Center and Grant Writing USA will present a two-day grants management workshop in Egg Harbor, December 4-5. In this class you'll learn how to administer government grants and stay in compliance with applicable rules and regulations. This training is recommended for grant recipient organizations across all disciplines.

More information including learning objectives, class location, graduate testimonials Atlantic and online registration is available here: <http://grantstraining.com/NJDec17>

We are excited to offer New Jersey Association of Counties members and their staff a special tuition rate of \$565. Please use code "NJASSN" to receive this \$30 discount off full price at registration. Tuition includes Grant Management USA's 400-page grant management workbook and reference guide. Seating is limited, online reservations are necessary.

Multi-enrollment discounts and discounts for Grant Writing USA returning alumni are available. Tuition payment is not required at the time of enrollment.

For further information please contact Janet Darling, Grant Writing USA at (888) 290-237 toll free or via e-mail at janet@grantwritingusa.com or Mike Fadden, Atlantic County Police Training Center at (609) 407-6715 or via e-mail at fadden_mike@aclink.org.

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



Preparing for Winter?

Manhole Protection Rings (aka MPR's)

- DOT Approved
- Protects Utility Structure
- Prevents Plow Damage
- Installs in Minutes
- 2 Per Kit
- Kits Cost about \$200ea



AQUAPHALT - Permanent Hot Patch Alternative



- DOT Approved
- Water & Freezing Temp Friendly
- 100% Permanent
- Sets up in Minutes
- Costs about \$38/55Lb Pail
- No Cost Demo

Falcon Asphalt Hot Box: Sales & Rental

- 3 Ton Hot Box Rental
- \$400/Day - \$1200/Week
- Keep Asphalt Hot All Day Long
- Delivery & Pick-Up
- Tack & Lutes Available



In PA?

Chris - 484-735-6190
Sean - 484-225-1914



In NJ?

Barry - 610-349-6191
Steve - 610-709-4831

Winter is Coming: Atlantic City Electric is Ready

by Frank Tedesco, Media Relations for Atlantic City Electric

Customers are also encouraged to take essential steps to be prepared

Atlantic City Electric has taken essential steps to prepare its system and drill critical processes and procedures all to provide safe and reliable service through the winter. During the past few months, the company has completed hundreds of tasks including inspecting and enhancing existing equipment, installing new smart equipment to help reduce outages and performing necessary tree trimming.



Vince Maione, Region President, ACE addresses attendees of a Winter Preparedness Conference held Nov. 9 in Gloucester County, N.J., to share important storm preparedness messaging in advance of the winter storm season.

“Seasonal readiness work is essential in enhancing our energy grid and reducing the potential for service interruptions caused by stormy weather,” said Vince Maione, Atlantic City Electric region president. “We plan to continue to make investments over the next several years to upgrade and modernize our electric infrastructure as well as trimming trees and other preventative maintenance work to further improve service reliability for our customers.”

Over the past five years, Atlantic City Electric has invested about \$800 million to modernize and enhance its electric system for its customers. This work has resulted in fewer power outages. And if outages did occur, they were restored faster than before.

Atlantic City Electric also conducts emergency response drills and completes testing of computer and emergency systems as part of its winter preparedness program. Employees from across the company, including those who work in the field and those who provide back-office support, review and drill emergency processes and procedures to help ensure safe and efficient response to storms or emergencies.

As part of the Exelon family of companies, Atlantic City Electric also shares best practices with its sister utilities – Delmarva Power, BGE, ComEd, PECO and Pepco – and participates in collaborative emergency response training exercises to ensure the company can provide seamless support and resources to another Exelon utility during storm or emergency restoration efforts.

The mutual assistance strength within the Exelon family was evident during winter storm Stella in March 2017. Atlantic City Electric mobilized about 1,000 personnel, including nearly 500 line and field support personnel. Approximately 125 line personnel from PECO in Philadelphia assisted in the restoration effort. In addition, crews from BGE in Baltimore and ComEd in Chicago were on standby if needed. During that event, power was restored to 95 percent of the 31,500 customers who lost service within 24 hours after the storm passed.

Just as Atlantic City Electric prepares for winter, we encourage our customers also to be ready. Atlantic City Electric customers should:

- Assemble an emergency storm kit. Include a battery-powered radio or television, flashlight, a first-aid kit, battery-powered or windup clock, extra batteries, special-needs items, an insulated cooler and a list of important and emergency phone numbers.

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Winter is Coming *(continued)*

- Keep at least a three-day supply of nonperishable food and bottled water and have a hand-operated can opener available.
- Protect your electronic equipment.
- Plug computers and other sensitive equipment into surge suppressors, and consider a UPS (uninterruptible power supply) for temporary battery backup power.
- Identify a safe alternate location in case of an extended outage.
- Tune to local news broadcasts for the latest weather and emergency information.
- Follow the advice of local emergency management officials.
- If candles and heaters are used, never leave them unattended, watch children and pets who could knock them over.
- Never operate a generator indoors.



Readers are encouraged to visit [The Source](#), Atlantic City Electric's online news room. For more information about Atlantic City Electric, visit atlanticcityelectric.com. Follow us on Facebook at facebook.com/atlanticcityelectric and on Twitter at twitter.com/aceleconnect. Our mobile app is available at atlanticcityelectric.com/mobileapp.

For additional information about energy assistance programs, visit atlanticcityelectric.com/help, visit nj211.org or call 211, New Jersey's non-emergency helpline, available 24/7 throughout the state.

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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.

Nationwide Economics

Weekly Economic Review & Outlook for November 13, 2017

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

Weekly Review

Labor market headlines focus on the continued solid pace of job growth and the successive expansion lows for the official U-3 unemployment rate. Beneath this top layer of readings there are several key indicators that shed light on other aspects of labor market health – nearly all of which point to further solid job market gains.

The gradual slowdown in job growth has not been caused by a reduction in hiring demand by businesses but rather by the dwindling number of available workers in the market. The Job Openings and Labor Turnover Survey (JOLTS) in the third quarter showed the highest number of open positions going back to 2000. Moreover, the employment readings for the ISM business surveys suggest further hiring ahead for both manufacturing and services, while a rising percentage of small business owners plan to increase employment.

Underemployment figures are finally approaching typical levels for an economic expansion as well. The U-6 unemployment rate (which includes all measures of underemployment) fell to 7.9 percent in October, equaling the low point of the 2001-2007 expansion. There was a big drop in the number of workers who were part time for economic reasons, suggesting that companies are increasing hours to meet rising demand.

Wage growth, however, remains slow according to a couple of widely viewed measures. After trending higher in the first half of 2017, year-over-year growth in average hourly earnings fell back to 2.4 percent in October—although this was likely impacted by the hurricanes. The broader Employment Cost Index also showed a sluggish 2.5 percent pace of wage growth as of the third quarter. The Atlantic Fed's wage growth tracker has shown faster gains, but it too slipped a bit in October.

The S&P 500 index posted a weekly decline last week for the first time in more than two months. Divergent tax plans from the House and Senate may have raised concerns from investors about the prospects for tax reform. Still, optimism remains high that lower corporate tax rates will become law by the first quarter of 2018.

With nearly all companies reporting, third quarter earnings were a resounding success. The S&P 500 had blended earnings growth of 6.1 percent with 74 percent of companies reporting upside earnings-per-share surprises. Forward earnings guidance is upbeat for the quarters ahead as consumer spending remains solid with an added boost from the hurricane rebuilding in the South.

Short-term interest rates are trending higher as the mid-December FOMC meeting gets closer. Market expectations are nearly unanimous in projecting a rate hike next month. The 10-year Treasury note yield closed higher last Friday at 2.40 percent, but it has not surpassed 2.50 percent since March. The yield curve has flattened since the start of the year but does yet not signal any near-term concerns about a downturn in the economy.

The Week Ahead

Economic data releases pick up this week with October data for CPI, retail sales, housing starts, PPI, and industrial production.

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Nationwide Economics *(continued)*

Following two months of strong gains in the Consumer Price Index (CPI), this week's release of October data is poised to slow. After refinery shutdowns in the wake of Hurricane Harvey, which pushed gasoline prices higher, their reopening last month allowed gasoline prices to fall again. We expect the Consumer Price Index to advance by 0.1 percent for October, the slowest pace in three months. Core inflation, which excludes the volatile food and energy components, is projected to accelerate modestly to a gain of 0.2 percent in response to tightening labor and product markets.

While light vehicle sales remained very strong in October, in part as households and businesses replaced hurricane-damaged units, they were down from September's surge. Moreover, lower fuel prices (see above) should mean that consumers spent less at gasoline stations. On the other hand, spending at building supply and furniture stores in the wake of the hurricanes probably continued to strengthen. As construction and repair projects continue, they should raise retail sales excluding automobiles by 0.6 percent for October. Including automobiles, retail sales are likely to only advance by only 0.1 percent.

After falling for the past three months, and seven out of nine, housing starts should move higher this month. Despite modest growth overall, single-family starts have continued to edge higher this year and may be boosted further in coming months in response to hurricane rebuilding in the South. Multifamily housing starts have been a drag for much of the year, although they are probably close to hitting their bottom for this cycle. We project a modest gain for total housing starts in October, climbing to an annualized pace of 1.21 million units.

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



Freeholder Melissa DeCastro, Esq. Receives Recognition from National Women's Organization

by Emily Horak, Communications Coordinator for the National Foundation for Women Legislators

The National Foundation for Women Legislators (NFWL) is proud to announce Freeholder Melissa DeCastro as a 2017 Elected Women of Excellence Award winner.

This award was created to identify women who have worked tirelessly, often breaking down barriers and overcoming obstacles that once seemed insurmountable, to serve their communities. These pacesetters have engendered an environment where women can now serve in public office and fight for the issues they are passionate about.

The 2017 Women of Excellence winners were presented with an award at the Women of Excellence reception at the Target Plaza Commons the night of Tuesday, November 14, 2017 during NFWL's 1017 Annual Conference in Minneapolis, Minnesota.

The reception brought together elected women conference attendees from across the country to recognize the accomplishments of Women of Excellence Award Winners.

"Part of the spirit of NFWL is that we take time to acknowledge the significant accomplishments of the hardworking and dedicated women around us, and we are delighted to recognize this year's honorees," shares NFWL Executive Director Jody Thomas.

Melissa DeCastro was born and raised in Salem County. She works tirelessly to improve the welfare and future of the community, the county and our quality of life. Melissa is the liaison to many crucial areas of government such as: The Board of Election, The County Surrogate Office, The County Clerk, Tourism, Youth Social Service, Social Service, as well as Culture and Heritage, Commission on Women among many other vital parts of government areas in which she is involved. Melissa is a member of the board of the New Jersey Association of Counties, as well as her artwork is regularly chosen to be displayed at the New Jersey Bar Association. Melissa is the daughter of Dr. and Mrs. Amante and Lynn DeCastro. She has one brother Amante, who is married to Keri and they have one son Amante. Melissa is happily married to her husband Nicholas Sommer and they have one son Charles, who is one. Melissa will continue to work hard every day so that Salem County achieve its full potential so that future generation will continue to live and work in the county she loves.

The winners were nominated by their colleagues and constituents from their home states, before being chosen by a distinguished panel of NFWL members.

"We congratulate our winners from this year and honored to present them with their award," Thomas concludes.

About the National Foundation for Women Legislators, Inc. (NFWL)

Through annual educational and networking events, the National Foundation for Women Legislators supports elected women from all levels of governance. As a non-profit, non-partisan organization, NFWL does not take ideological positions on public policy issues, but rather serves as a forum for women legislators to be empowered through information and experience. To learn more please visit www.womenlegislators.org.



JOB VACANCY ANNOUNCEMENT

Clerk to the Board of Chosen Freeholders

Application Deadline: November 22, 2017



The County of Sussex is seeking a full-time professional (40+ hours per week) to prepare Board agendas, serve as recording secretary, have custody of all Board records, and other duties as directed by the Board. The successful candidate must possess strong written and verbal communication skills, excellent organizational skills, and ability to address issues with the public. Attendance at all Freeholder meetings is mandatory. Registered Municipal Clerk (RMC) certification is preferred.

Submit a cover letter, resume, and completed [application](http://www.sussex.nj.us/Cit-e-Access/webpage.cfm?TID=7&TPID=10993) (available at <http://www.sussex.nj.us/Cit-e-Access/webpage.cfm?TID=7&TPID=10993>) no later than November 22 to:

**Office of Employee Services
Sussex County Administrative Center
One Spring Street
Newton, NJ 07860**

Congratulations to NJAC Legislative Director



On October 19, 2017 Allen A. Weston II, NJAC Legislative Director, was appointed by Governor Chris Christie to serve as a member of the Clean Air Council. Mr. Weston has served as the Legislative Director for the New Jersey Association of Counties since April 2012. He is a graduate of Penn State University and resides in Hamilton, NJ with his wife, Kristen, and one year old daughter, Katelyn.

Since its creation in 1954, the Clean Air Council serves in an advisory capacity to make recommendations to the New Jersey Department of Environmental Protection regarding air matters. It consists of eighteen members, fourteen of which are appointed by the Governor. Members serve four-year terms, include the Commissioner of Health, Commissioner of Community Affairs, Secretary of Agriculture, and Secretary of Board of Directors, NJ Commerce Commission, ex-officio.



FROM THE EXECUTIVE DIRECTOR

NJAC and the National Association of Counties (NACo) have been hard at work opposing Washington's tax reform proposal to eliminate or cap the state and local tax deductions (SALT), which since 1913 has allowed taxpayers to deduct state and local taxes paid from their federally taxable income. As property, income, and other state and local taxes are mandated by law, the deductibility of these taxes protects over 44 million middle-class taxpayers across the nation from being subjected to double taxation by the federal government. For New Jersey residents who pay the highest property taxes in the nation with an average property tax bill of approximately \$8,500.00, the impact would be devastating. According to the "Americans Against Double Taxation Coalition," 41% or 1,770,520 New Jersey residents claim the SALT deduction and would endure a tax increase of over \$30.5 billion without it. With this in mind, NJAC strongly opposes eliminating or capping SALT as the action would impose an onerous double tax on middle-class residents, and cause irreparable harm to the State's housing market and ratable base.



John G. Donnadio, Esq.

NJAC is also urging members of the State Legislature to permanently extend the 2% cap on binding interest arbitration awards before the law sunsets on December 31st. County and municipal officials from across the State, and on both sides of the aisle, hail the cap as a critical tool for controlling personnel costs; negotiating reasonable successor contracts; and, avoiding arbitration awards granted by third party administrators who are not accountable to taxpayers. For nearly a decade, the 2% cap on binding interest arbitration awards has kept public safety employee salaries and wages under control simply because parties have been closer to reaching an agreement from the onset of negotiations. For county governments alone, the cap has effectively managed the growth of over \$1.0 billion worth of public safety employee salaries since using interest arbitration as leverage for negotiating more lucrative contracts was no longer a viable option for collective bargaining units. In fact, the data contained in the report recently released by the Governor's appointees to the Police and Fire Public Interest Arbitration Task Force, demonstrates that the 2% cap has limited the use of interest arbitration, as originally intended under the law, to a procedure of last resort for when parties reach an impasse in negotiations.

Moreover, the 2% cap on binding interest arbitration awards has established clear parameters for negotiating reasonable successor contracts that preserved the collective bargaining process and took into consideration the separate 2% tax levy cap on overall local government spending. In addition to employee salaries, wages, and health benefits that comprise 50% of county operating budgets statewide, county governments face significant regulatory and statutory State mandates, which include implementing Criminal Justice Reform, operating judicial and prosecutorial facilities, providing courthouse security, housing inmates in county jails, delivering health and human service programs, maintaining county roads and bridges, funding county colleges and vocational-technical schools, conducting primary and general elections, and much more. With this in mind, the 2% cap on binding interest arbitration awards has proven to be an effective resource that made it possible for county governments to live within their limited means. Failure to permanently extend the 2% cap on binding interest arbitration awards will inequitably alter the collective bargaining process in favor of labor at the expense of taxpayers, and will lead to awards by arbitrators with no fiduciary duty to deliver essential services in a cost effective manner.

WHAT'S HAPPENING IN YOUR COUNTY?

SUN	MON	TUES	WED	THURS	FRI	SAT
			NOV 15 Grandparents Raising Grandchildren 5:30 p.m. - 7 p.m. Rutgers Cooperative Extension Cape May Court House <i>Cape May County</i>	 16 6 p.m.-10 p.m. Liberty Science Center Jersey City <i>Hudson County</i>	17 Bingo Night 6:30 p.m.-7:30 p.m.. Environment Center Cherry Hill <i>Camden County</i>	18 Fall Market 8:30 a.m. - 1 p.m.. Community Agriculture Center Moorestown <i>Burlington County</i>
19 Holiday Craft & Vendor Fair 9 a.m. - 4 p.m. American Legion Dunellen <i>Middlesex County</i>	20 International Juried Exhibition 9 a.m. Center for Contemporary Art Bedminster <i>Somerset County</i>	21 Outdoor Walk Talk Zika Virus 10 a.m. Carney's Point Recreation Park Carney's Point <i>Salem County</i>	22	23 	 24 4 p.m. & 7:30 p.m. County Basie Theatre Red Bank <i>Monmouth County</i>	25 Mariah Carey 8 p.m.. Event Center Borgata Atlantic City <i>Atlantic County</i>
26 Wreath Workshop 1 p.m. - 4 p.m.. Garretson Farm Fair Lawn <i>Bergen County</i>	27	28 Movie: Gifted FREE 6:30 p.m.. Public Library Mountainside <i>Union County</i>	29	30		
					DEC 1 Garth Brooks 7 p.m.. Prudential Center Newark <i>Essex County</i>	2 Debbie Boon 7:30 p.m.. Investors Bank Performing Arts Center Sewell <i>Gloucester County</i>
3 A John Denver Christmas 3 p.m. Newton Theatre Newtown <i>Sussex County</i>	4	5 A Christmas Carol 7:30 p.m. McCarter Theatre Center Princeton <i>Mercer County</i>	6	7	8 <i>NJAC Summit on the Opioid Crisis and Resources for Recovery</i>	9 Santa Saves the Circus 2 p.m. - 4 p.m.. Hunterdon Central High School Flemington <i>Hunterdon County</i>
10 Nutcracker NJ Ballet 12/8 - 12/10 1 p.m. MPAC Morristown <i>Morris County</i>	11	12 Holiday Tours 12/13, 12/17 & 12/20 1 p.m. - 4 p.m.. Lambert Castle Paterson <i>Passaic County</i>	13 Home for the Holidays 2 p.m.. Surfflight Theatre Beach Haven <i>Ocean County</i>	14 A Christmas Carol 7:30 p.m.. Levoy Theatre Millville <i>Cumberland County</i>		