

NJAC COUNTY BIZ

An Educational and Informative Newsletter for Counties and Businesses

New Jersey Association of Counties

ISSUE 78 - OCTOBER 2017

Time and Labor Processes Simplified Through the Use of a Web-based System

by Steve Usarzewicz, Director of Time and Labor for Primepoint HRMS & Payroll



Employees clock in and clock out. They take a personal day. There's a holiday. Or wait, they worked a holiday? Now there's overtime. Wait, what? There's also a union contract for different overtime rates?

Keeping track of employees' working hours can be a time-consuming and intricate task, and many organizations still complete the process manually. The use of a web-based Time and Labor system automates this process to ensure employees are paid on time without mistakes. It allows for increased efficiency and accuracy in all areas of the job, including reporting, overtime tracking, productivity hours, and employee participation. This type of online system provides the opportunity to save both time and money, especially when the organization has a variety of complex needs.

The need for reports containing data that is gathered through timesheets is a frequent occurrence for all organizations. A web-based Time and Labor system stores this data over time, so users can easily run reports for the specified requirements and time period without needing to compile the information themselves. In addition to the simplicity of reporting, this compilation of data can help users recognize patterns of behavior among the staff, such as time-off tendencies, allowing for more informed planning and strategizing.

The scheduling of overtime hours is a frequent concern among many organizations. It is often more difficult for an administrator to be aware of staff nearing overtime status when using manual timesheets. A web-based Time and Labor system can provide an efficient method for recognizing these situations while employing notifications to ensure the users are aware of potential overtime occurrences. The web-based timekeeping method also allows for administrators to compare the employees' scheduled work time to their actual work time.

Another valuable outcome of using a web-based Time and Labor system is increased productivity. Having Time and Labor information stored in an online system allows for the data to be directly transferred to payroll.

continued on page 3

INSIDE THIS EDITION:

- Pg. 1 Time and Labor Processes Simplified
- Pg. 2 Get to Know Your County Official
- Pg. 3 Welcome to our New Member
- Pg. 4 UnitedHealthcare Community Plan CEO
- Pg. 5 TTN is Planning for the Future
- Pg. 7 NJAC Summit on Opioid Crisis & Resources
- Pg. 8 DMR Architects
- Pg. 9 Grants Management
- Pg. 10 Credit Union of NJ
- Pg. 11 Wisdom of the Crowd
- Pg. 13 Helpful Energy Assistance
- Pg. 14 County Administrators Certificate Program
- Pg. 15 Law Enforcement Operations
- Pg. 16 NJ Wireless Deployment Summit
- Pg. 17 Eastern DataComm Seminar
- Pg. 18 Nationwide Economics
- Pg. 19 NACo - SALT
- Pg. 21 From the Executive Director
- Pg. 22 What's Happening in Your County

Get to know your County Official.....

How many years have you served as Monmouth County Freeholder?

I have served as Monmouth County Freeholder for 12 years.

What was the first public position you held?

The first public position that I held was Matawan Borough Council Member.

Why did you choose to run for Monmouth County Freeholder?

I worked my way up to running for Freeholder, a natural progression. I was active in municipal government first in Matawan then after in Colts Neck. I spent nine years working at the municipal level as a member of the Township Committee, Deputy Mayor, and the Mayor.

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 while serving in this position was to decide to run again (she said laughing)? Seriously, thought - I can't think of one issue or position that was particularly difficult. I always try hard to serve my constituents to the best of my ability. "Always do the right thing", that has always been my mantra. It is always a challenge to help people to understand what a freeholder does and to get the message across on issues that are critically important to our communities.

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

The most surprising thing for some people to learn about me is that I am fluent in Italian and grew up in a bilingual family. I'm quite proud of that heritage. That and the number of years I have been married to Don Burry -- 60 years this year! Ultimately, I am a person with strong convictions and with many passions. Someone once said, "They never built a statue for someone who left well enough alone."

Who is your role model?

I have a few role models. First, I would have to say **my father**. He was a self-educated, patrician Italian. My husband, **Don Burry**: He is extremely kind, loyal, understanding, and very effective with his suggestions and opinions. **Thomas Jefferson**: He was truly a renaissance man. So much of what we have today we, as Americans, can thank Thomas Jefferson for.

What do you love about Monmouth County?

How could you not love Monmouth County!? When you think in terms of what we have here, we are so fortunate in the way Monmouth County geographically is positioned; the miles of bay and ocean shoreline, the beaches, the most pristine farmland, woods and forestry. It's just a wonderful place to live. Added benefit of just 50 minutes from New York City.

We've been so fortunate to have had decision makers with vision and purpose. There's such variety here if you think in terms of the different municipalities; their strengths and individualities. We've also become a center for the arts from Matawan to Manasquan. There's a lot to like about Monmouth County. And I don't want to overlook the fact that our government is also very well administered. And as Henry Hudson said when he came up the Narrows and looked at Monmouth County: "it's a great land to visit; a great land to settle in."



Lillian G. Burry
Freeholder Director
Monmouth County



Time and Labor Processes Simplified *(continued)*

This eliminates the need for manually inputting or interpreting the data, ultimately increasing accuracy as well. The opportunity to gain more productive hours than administrative hours can save the organization time and resources.

In addition to providing benefits for administrators at the organization, employees may find value in an online Time and Labor system through an employee self-service feature. The self-service aspect of the system allows employees to view their own timesheet, request time off, and view schedule changes, among other functions. As a result, administrators and managers spend less time attending to the needs that employees are now able to accomplish on their own.

There are a multitude of advantages for using a web-based Time and Labor system over a manual application. In addition to the benefits mentioned previously, the potential to use multiple platforms (such as mobile, tablet, or desktop devices) allows for increased convenience while completing this task. A web-based system also allows an organization to reduce its use of paper; for example, digital signatures can replace the need to manually sign off on timesheets. The approval process can become more structured and formalized, if desired, with the ability to assign multiple tiers of approval. Finally, a variety of hardware can be installed and utilized to reduce employee error and ensure integrity of use for employees clocking in or out.

Efficiency and accuracy encompass the advantages of utilizing a web-based system for Time and Labor needs. These systems are easy to use, convenient, and cost-effective. Overall, this allows the organization to save time and resources, making these web-based systems even more valuable.

To learn more about Primepoint HRMS & Payroll, please contact Vic Scire, Vice President Marketing via e-mail at vscire@primepoint.com or via telephone at (800) 600-5257.



WELCOME TO OUR NEW MEMBER



For more than 20 years, Solix has successfully administered state and federally funded programs requiring complex regulatory program expertise and protection of confidential information. Each year, Solix administers programs and issues eligibility decisions that result in the award of more than \$5 billion in public benefit funding.

In the government sector, Solix is the leading administrator of telecommunications Lifeline programs, working with many governmental agencies and leading service providers throughout the U.S.

Please contact Eric D. Seguin, Senior Vice President, Customer Relationship Management, at eric.seguin@solixinc.com or telephone (973) 581-7676 to learn more.

UnitedHealthcare Community Plan of New Jersey Names CEO

by Jennifer Statham, Regional Communications Director for UnitedHealthcare



Jocelyn Chisholm Carter
CEO
UnitedHealthcare
Community Plan

Jocelyn Chisholm Carter has been named CEO of UnitedHealthcare Community Plan of New Jersey effective October 1, 2017. Carter has been with UnitedHealthcare for 13 years, where she most recently served as CEO of the Community Plan of Mississippi. As the Medicaid health plan leader in NJ, she will manage all aspects of clinical, quality and operational effectiveness, as well as maintain contract compliance and leverage relationships with state partners.

As a top health care executive, Carter has always believed that leading by influence is what drives results. She leaves a strong legacy in Mississippi, where she managed the Children's Health Insurance Program (CHIP), as well as MississippiCAN, which together, serve more than 260,000 members.

She also had a significant impact on the greater Mississippi community, including the successful launch of the award-winning Farm to Fork program, which to date, has delivered more than 60 tons of food to more than 16,000 Community Plan members. She has also made it her personal mission to be a good steward of maternal and child health, and spends a great deal of her time talking to new

moms and their children.

Before becoming CEO of the Community Plan of Mississippi, Carter was senior associate general counsel for UnitedHealthcare Community & State. Prior to her role in health care, she was an assistant district attorney in New York City. She holds a Juris Doctorate degree from the University Of Baltimore School Of Law.

Jocelyn Carter is on Twitter @jocelyncarter and LinkedIn:

<https://www.linkedin.com/in/jocelyn-carter-07651b7/>.



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.](#)

Trenton-Mercer Airport: Planning for the Future

by Brian M. Hughes, Mercer County Executive.



Brian M. Hughes
Executive
Mercer County

Air travel was a folly in 1907 when the first plane touched down at Alfred Reeder's farm field, just off Bear Tavern Road in Ewing Township. The airfield was acquired by Mercer County just 22 years after that chance landing, and what began as a landing strip in a farm field is now the third busiest airport in New Jersey, hosting more than a half million passengers each year and averaging about 80,000 take-offs and landings each year.

From its contributions to early aviation, to its preeminent role in the production of the World War II Avenger Torpedo Bomber, and today home to a healthy mix of commercial, corporate and private air service, Trenton-Mercer Airport's power as an economic engine is unparalleled, contributing thousands of jobs and more than \$100 million a year to the local economy.

I'm proud of Trenton-Mercer Airport's illustrious past and energized by its promising future as a premier travel hub, providing safe and convenient transportation options, and offering the right venue for smart growth and development by the public and private sectors.

And I'm excited about what's happening at Trenton-Mercer Airport (TTN) today, as we take the appropriate steps to realize that promise. The airport is in the process of updating its Master Plan, which will provide the framework needed to guide possible future airport development. The goal is to satisfy aviation demand in a cost-effective manner, while considering potential environmental and socioeconomic issues.

The Master Plan is being prepared by Urban Engineers, which was selected through a qualifications-based process as the general consultant for the airport, and McFarland Johnson, a national aviation consulting firm specializing in airport planning studies at smaller commercial service airports. Ninety percent of the project is funded by the Federal Aviation Administration (FAA), through various aviation user fees, with the remaining 10 percent coming from Mercer County.

In addition to professional evaluation, the Master Plan is being developed with public involvement. Two public meetings have been held. The first, in September 2016, presented information on existing conditions, forecast and airport facility needs. The second meeting, in May 2017, contained the same information as the first meeting, but also presented the recommended development plan.

A third Airport Master Plan presentation is scheduled for Thursday, Oct. 19, as part of a regularly scheduled Board of Chosen Freeholders meeting. After a presentation by our consultants, the public will have an opportunity to ask questions about all airport-related projections and goals.

It's important to note that no specific projects are approved as a result of the Master Plan process; the public meetings reflect the plan itself, and not the physical projects.

The FAA does not formally approve the Master Plan because it is considered a local policy or guidance document. They have, however, already approved the projected growth of airport services as outlined in the Master Plan, and the airport is awaiting the FAA's formal approval of the airport layout plan (ALP) for airspace and design standards. Approval of the ALP is not a green light to proceed with a recommended construction project.

continued on page 6

Trenton-Mercer Airport: Planning for the Future *(continued)*

It simply means that the FAA has no safety concerns related to the proposed Airport Master Plan and that it conforms to FAA standards. Additional studies will be needed before a projected depicted on the Master Plan is implemented

I want to point out that no physical expansion of the airport is planned. There are no proposals to lengthen either of the two runways at TTN, and while modifications to the taxiway system are proposed in order to enhance safety and meet FAA design standards, they would not increase the airport's capacity.

We are, however, looking to design and build a new passenger terminal that would meet our current and future needs. When I announced this intention more than two years ago, I said I wanted to ensure that our airport could take advantage of future opportunities and the economic impact that could result. I believe more than ever that the return on investment would be very positive, but we need to act now.

We've made smart investments to upgrade the airport during the past several years; for example, the \$7 million investment for terminal improvements and parking lots we made in 2013 was quickly recovered through airport revenue, without a penny coming from taxpayers. But these were temporary solutions. Our existing passenger terminal is 50 years old and becoming increasingly ill-equipped to accommodate our growing customer base. The latest industry standards recommend a facility at least three times the size of our existing terminal based on current use. By comparison, Wilkes-Barre/Scranton International Airport had about 16 percent fewer enplanements than TTN in 2016, yet its 11-year-old terminal is five times larger.

A new passenger terminal would be one of the most significant infrastructure improvements by the County in many years. And it would be closely linked to our continuing success in expanding travel and tourism in Mercer County.

But before TTN can move ahead with plans for a new terminal, or any new airport development, an environmental review process must take place under the guidelines and regulations of the National Environmental Policy Act. This would be in the form of an Environmental Assessment or an Environmental Impact Statement, which would look at an airport project's effect on noise, air quality and other factors, and determine whether mitigation is required.

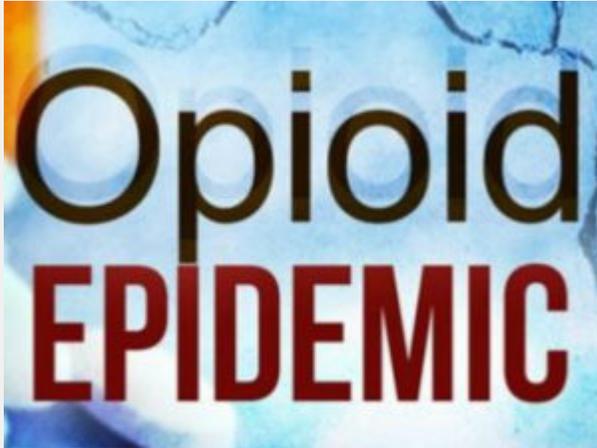
The technical analysis would be the same for either type of review, and either would provide additional opportunities for public comment. Which type of review is undertaken will be determined by the FAA, whose final approval is required.

For more information about the Airport Master Plan process and what the plan contains, please visit the airport section of Mercer County's website at www.mercercounty.org.

Alfred Reeder's farm is gone, but the airport it ultimately spawned is thriving as it helps to fuel the regional economy and serve travelers throughout the area who recognize Trenton-Mercer Airport as a convenient and economical means of travel. Our challenge is to chart a smooth course for TTN for the foreseeable future, and Mercer County is taking the appropriate steps to make that happen.



Summit on State's Growing Opioid Epidemic



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](#).

[Sponsorship and vendor opportunities as well as individual registrations are available for businesses.](#) Networking opportunities are available for both businesses and local government officials. For the first time, and given the magnitude of the problem, NJAC has waived the [registration fee for county government officials and employees](#). Registration is required due to the limited available space and seating. Included with your registration is a continental breakfast, luncheon, and interaction with the panelists and keynote speaker.

For more details about event hosting and table top displays, please contact Loren Wizman, Business Development Director, at loren@njac.org or (609) 394-3467. [Sponsorship, vendor applications](#), and registrations must be submitted to Kim Nolan, Office Manager, via email kim@njac.org or faxed to (609) 989-8567 no later than Friday, December 1st.

Click [here](#) for directions to the [Trenton Country Club](#). Valet parking is available as well as a coat check.

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

NJAC SUMMIT ON OPIOID CRISIS and RESOURCES FOR RECOVERY

December 8, 2017
9:00 a.m. - 2:00 p.m.

Trenton Country Club - West Trenton, NJ

DMR Architects, the City of Hackensack and Redevelopment Stakeholders Complete the Hackensack Cultural and Performing Arts Center and Atlantic Street Park

by Megan Byers, Marketing Coordinator for DMR Architects



The multi-phased and dynamic Hackensack Cultural and Performing Arts Center and Atlantic Street Park, a multi-phased project that brought a cultural arts center and public park to the heart of downtown Hackensack, is now complete. DMR Architects, along with a talented team of stakeholders and professionals, worked alongside the City of Hackensack in bringing this vision to a reality.

DMR's relationship with this project began when DMR worked with the City of Hackensack, its professionals and stakeholders to adopt the Rehabilitation Plan for the Main Street Area, a strategic plan to redevelop a strategic plan to revitalize the downtown district over the next 5 to 10 years. The plan was adopted in 2012.

Concurrent to the implementation of the plan, a catalyst project began, the design and construction of the Hackensack Cultural and Performing Arts Center and Atlantic Street Park. The project encompasses the 140+ year old, former Masonic temple at 102 State Street in Hackensack, and the adjacent site, a former under-utilized surface parking area.

During the multi-phase project, the City first completed ADA renovations to the first floor of the building at 102 State Street in 2012, so it could open as the Cultural Arts Center. The City then proceeded with the design and construction of Atlantic Street Park, which opened in 2015. The third phase of the project, transforming the second floor of the facility to the Performing Arts Center, was completed in the summer of 2017. Currently, a fourth phase is under construction to provide updated gallery space on the first floor. DMR supported the City through each phase of the project, providing architectural, landscape architectural and professional planning services.

Atlantic Street Park

Atlantic Street Park now provides outdoor performance areas for spring and summer concerts, shaded outdoor space for lunch hour, an intimate garden and outdoor chess tables. The design includes a performance stage, with ample seating on benches, seatwalls and lawn areas. A significant architectural feature is wooden trellises that create an outdoor room, while also providing shade during the spring and summer months. Since it's opening, the park has been used continually for outdoor movie nights, Shakespeare in the Park and lunch time concerts.



continued on page 9

DMR Architects *(continued)***Hackensack Cultural and Performing Arts Center**

Following the great success of Atlantic Street Park, the City then sought to complete the planned upgrades to the second floor of the former Masonic temple, the Hackensack Performing Arts Center. The performance area includes seating for 200 people, support spaces such as a green room, dressing rooms, light and sound systems, a control room and a lobby areas with ticket booth and coat room.

Both the Hackensack Cultural and Performing Arts Center and Atlantic Street Park is an exceptional project that has served as a catalyst to the development of downtown Hackensack, which is well on its way to reviving itself into the commercial and cultural center it once was.

To learn more about DMR Architects, please contact Megan Byers, Marketing Coordinator via e-mail at meganb@dmrarchitects.com or via telephone at (201) 288-2600 ext. 222.



Grants Management in Egg Harbor Township, NJ December 4-5, 2017

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.



YOUR MONEY *your market*



LIMITED-TIME BONUS RATE MONEY MARKET ACCOUNT

New Money Only | Open by November 15
\$50,000 Minimum Deposit



Call us at (609) 789-0795

Email us at BusinessDevelopment@CUNJ.org

TERMS & CONDITIONS: *Promotional period September 15, 2017 - November 15, 2017. CUNJ membership is required. Must be 18 years or older to be eligible. APY = Annual Percentage Yield. Must open any new Credit Union of New Jersey Money Market Account with a \$50,000 minimum opening deposit and \$500,000 maximum opening deposit to earn bonus APY. New accounts from \$1,000 to \$49,999 will earn 0.15% APY. New accounts above \$500,000 will earn 0.30% APY. New accounts below \$1,000 will not earn an APY on their balance. No additional funds to be added after 11/15/17. APY reverts back to tiered APY after 4/15/18. This is a variable rate account after the promotional period and the rate will revert to the Money Market rates being paid at that time. New money only. Transfers from existing CUNJ accounts do not qualify. Restrictions apply. See credit union for complete details.

The Wisdom of the Crowd

by Alannah Dragonetti, Head of Marketing for GovPilot

This month saw the premiere of *The Wisdom of the Crowd* on CBS. Adapted from an Israeli series of the same premise, the TV show stars Jeremy Piven as Jeffrey Tanner, a tech mogul who uses Internet crowd sourcing to solve his daughter's murder. *The Wisdom of the Crowd* is a fictional depiction of crowd sourcing's very real and established role in law enforcement.

Before the Buzzword

The term, "crowd source" first appeared in a 2005 *Wired* magazine article, but the concept of asking the public to help accomplish a traditionally individualistic or enterprise pursuit is nothing new. From early 19th century research on shooting stars to a 1940s design contest that resulted in the construction of St. Louis, Missouri's iconic Gateway Arch, all manner of industry has relied on the wisdom of the crowd to answer questions and complete projects.

Perhaps no field has embraced crowd sourcing as ardently and consistently as law enforcement. Whether they are motivated by guilt by association, genuine fear of a threat to society, reward money, elevation to hero status or a combination of all four, law enforcement has always known that it can count on members of the public to come forward with details of various crimes. It's the solicitation and reporting tools that keep changing.

Flyers declaring criminals "Wanted Dead or Alive" blew across the American Old West alongside tumbleweeds, summoning local bounty hunters to catch the perpetrator and claim their reward money.

A few decades later, across the pond, London, England newspapers asked residents of its fear-stricken Whitechapel district for tips about the identity of a local serial killer they dubbed, "Jack the Ripper". What could have been a hyper local and quickly forgotten story—a serial killer targeting known prostitutes in an economically depressed section of London—gained international attention. Police received hundreds of leads in the form of letters and though the Jack the Ripper murders remain unsolved, the case is a watershed moment in the evolution of crowd sourced crime investigation.

Dropping Dimes and Solving Crimes

The next century saw widespread adoption of the telephone and law enforcement saw a new lead generation opportunity. Precincts across the world established tip lines, through which citizens could share insights on publicized cases.

Those anxious about criminal retaliation or police apprehension preferred to drop 10 cents into a payphone under the cloak of anonymity rather than share tidbits of information through their traceable landline. And so, alerting the authorities to an illegal situation became colloquially known as "dropping a dime". As the 20th century marched on, the cost of payphone calls would rise and so would the scale and success rate of crowd sourced crime investigations.

After his six-year-old son's 1981 abduction and murder, John Walsh rose to prominence as an advocate for missing and exploited children, eventually creating and hosting Fox's anti-crime hit, *America's Most Wanted*. One of television's longest-running shows (it aired from 1988-2012), each episode profiled real fugitives, complete with re-enactments of their crimes. At the end of the show, viewers with information on the fugitives featured were directed to dial a toll-free tip line. *America's Most Wanted* is credited with law enforcement's arrest of 1,151 fugitives.

continued on page 12

The Wisdom of the Crowd *(continued)*

APPrehended

Today's police officers are just as likely to nab a suspect by developing a social media profile as they are a criminal profile. Social media's immediacy, ubiquity, image attachment and geotagging capabilities make it an obvious medium for crowd sourced crime investigation.

For example, Seattle, Washington's Police Department uses its Twitter account to fight car theft. "Get Your Car Back" is an initiative in which police share detailed descriptions of reported stolen vehicles with their 2,200 plus followers, who call 911 if they spot the car in question. Programs like "Get Your Car Back" work because in 2017, the arm of the law holds a smartphone.

Law enforcement is not limited to police work. Code enforcement agents are responsible for ensuring that safety rules and regulations are obeyed within their jurisdiction. This branch of local government also finds great value in crowd sourced information. GovPilot offers several tools that connect code enforcement agents with concerned citizens.

Hosted on clients' official county or municipal website, GovPilot's digital Report a Concern form is a user-friendly portal through which constituents can share non-emergency issues. Accessible 24/7 through virtually any device, the Report a Concern form prompts complainants to disclose information about missing street signs, lawn overgrowth and other issues. It even allows them to attach images.

The success of the Report a Concern process inspired the GovPilot team to create GovAlert. Available for free download for Android and iOS, the GovAlert mobile app connects constituents to government services with unprecedented immediacy and convenience.

Users snap a picture of a pothole, litter, or other non-emergency along with a description of the situation. In just one tap, the concern is sent to their local government, as determined by device location settings. The appropriate government official receives the alert in real time.

From "Wanted" posters and leads via letter to TV shows and tip lines, crowd sourced crime investigation has evolved to leverage the latest mediums and technology. GovPilot is proud to move the practice forward with the digital Report a Concern form and GovAlert mobile app.

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.



Act Now! Atlantic City Electric Customers can Take Advantage of LIHEAP and other Helpful Energy Assistance Programs

by Frank Tedesco, Media Relations for Atlantic City Electric

Company holds information summit to education local non-profits and government agencies on how they can help low and limited-income individuals and families.

Atlantic City Electric customers have an opportunity to take advantage of important energy assistance available through the Low-Income Home Energy Assistance Program (LIHEAP). Utility customers in New Jersey can begin submitting their LIHEAP applications now to secure their grant, which can provide as much as \$1,000 toward their energy bill.

LIHEAP is a federal program, administered by the New Jersey Department of Community Affairs that provides assistance to individuals who are having trouble paying their electric, or other energy bills. Homeowners, renters, roomers and subsidized housing tenants may be eligible. Customers can apply for LIHEAP through April 30, 2018 through a network of local agencies, or by calling 1-800-510-3102 or visiting energyassistance.nj.gov.



Vince Maione
Region President
Atlantic City Electric

“We understand that our customers may face financial challenges in meeting their energy needs, so we help them secure the essential energy assistance they need to keep their lights on,” said Vince Maione, Atlantic City Electric region president. “LIHEAP provides important grant money that customers do not have to pay back. Grants are provided first come, first served so it is essential that customers submit their applications now.”

Atlantic City Electric provides important information to customers about energy assistance in many ways including direct mail, bill inserts, at community events, even engaging with local churches and other gathering places. This year, the company worked with the Atlantic City Contact Center to hire nearly 10 new customer service representatives who are contacting customers, who may be in need, to connect them with energy assistance opportunities.

More than 130 representatives of non-profit and government agencies also recently attended Atlantic City Electric’s annual Energy Assistance Summit at the company’s headquarters in Mays Landing, N.J. The event provided attendees information on energy assistance programs and resources available for New Jersey residents.

In addition to LIHEAP, many other energy assistance programs are available for energy customers across South Jersey. They include:

- The Universal Service Fund (USF), which helps ensure energy bills are more affordable for eligible customers. Call 1-800-510-3102 or visit energyassistance.nj.gov for details.
- The Payment Assistance for Gas and Electric (PAGE) program provides relief for electric and natural gas bills for low to moderate-income residents that are experiencing a temporary financial crisis. For more information, call 1-732-982-8710 or visit www.njpoweron.org/.
- The TRUE Program, funded by the New Jersey Board of Public Utilities, assists low to moderate-income residents with their electric and natural gas bills. Visit www.njpoweron.org/ or call 1-732-982-8710 for more information.

continued on page 14

LIHEAP and other Energy Assistance Programs *(continued)*

- New Jersey SHARES is a nonprofit corporation that provides assistance to income eligible New Jersey households with energy, telephone and water bills. Visit njshares.org/ or call 1-866-657-4273 for details.
- Senior citizens and disabled adults can take advantage of Lifeline, a utility assistance program that offers \$225 to persons who meet certain income guidelines. This benefit includes utility customers as well as tenants whose utility bills are included in their rent. For more information about Lifeline, call 1-800-792-9745.

Customers also can receive financial assistance through Helping Hands, a program, funded by Atlantic City Electric, providing \$4 million to help struggling customers meet their energy needs during the next four years. These funds are annually dispersed to low-income residents through the Affordable Housing Alliance, New Jersey SHARES, Catholic Charities of the Diocese of Camden and the People for People Foundation.

Atlantic City Electric will work with customers who may have difficulty in paying their electric bill and offers budget billing and payment plans. For more information, call Atlantic City Electric's Customer Care Center at 1-800-642-3780.

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.

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.



2017 County Administrators Certificate Program

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

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

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

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

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



Responding Safer, Together: Law Enforcement Operations on the Fireground



Law enforcement officers often arrive at fire scenes before firefighters. Their actions, therefore, can have life or death impact. Each year officers risk their lives to save trapped fire victims. Unfortunately, each year there are also many incidents where officers' actions have the potential to complicate and even worsen a fire scene and put their lives in danger.

Although police and firefighters often respond together and both play critical roles at fire scenes, in most communities neither group gets much training on the other's role. This webinar will bring together fire and law enforcement presenters and

attendees to discuss how firefighters and officers can work together effectively and safely on the fireground.

You'll Learn:

- How modern building construction has dramatically changes fire behavior and how that changes tactics for officers and firefighters.
- Three critical steps law enforcement officers should consider taking when arriving at fires before the fire department.
- Strategies to improve communication, coordination and cooperation between fire and police departments.

Presented by:

- Deputy Chief Bill Goldfeder, Loveland-Symmes (OH) Fire Department
- Seth Barker, Captain/Training Officer, Big Sky Fire Department, Executive Board Member, International Society of Fire Service Instructors
- Chief (Ret.) Mike Ranalli, Glenville (NY) Police Department, Program Manager, Lexipol
- Brian Kazmierzak, Chief of Training, Penn Township (IN) Fire Department, 2nd Vice President, International Society of Fire Service Instructors

[Register today!](#)

The webinar will be held Wednesday, October 18, at 1 pm ET. Registration is free. Can't make it? Register anyway and we'll send you a recording after the event.

Lexipol
PREDICTABLE IS PREVENTABLE®

PROMOTE YOUR BUSINESS ON OUR WEBSITE!

INQUIRE WITH LOREN WIZMAN, NJAC BUSINESS DEVELOPMENT DIRECTOR,
AT
(609) 394-3467 OR LOREN@NJAC.ORG



NEW JERSEY WIRELESS ASSOCIATION

Wireless Deployment Summit

Wednesday, October 18, 2017

Forsgate Country Club

Topics

- Gain an understanding of wireless 5G technology
- Get the latest updates on the Federal Communications Commission's Broadband Deployment Advisory Committee (BDAC) and the US Senate's MOBILE NOW
- Find out about Small Cells/DAS legislation being enacted in other states
- Hear the latest reports on FirstNet/JerseyNet and NextGen911
- Learn how Smart Cities, the Internet of Things and Connected Cars will affect your counties
- Discover if New Jersey is staying competitive with other states

Speakers

- FCC Commissioner Michael O'Rielly
- AT&T Senior Vice President Marissa Shorenstein
- WIA President and CEO and BDAC member Jonathan Adelstein
- Nokia Bell Labs Senior Fellow, Wireless CTO Victor DaSilva
- Monmouth County Sheriff Shaun Golden
- NJ BPU Executive Director Paul Flanagan
- More speakers being added every week

Registration and Details

- www.newjerseywireless.org or
- email questions to Rob Ivanoff (rivanoff@newjerseywireless.org)

Why Most Schools are NOT Fully Prepared for a Lockdown

Don't Miss This **FREE** Educational Seminar!!

Who Should Attend?

- Superintendents/Heads of School
- Business Administrators
- Principals
- SRO's
- Buildings & Grounds/Facility Teams
- Heads of Security
- IT Managers
- **Anyone responsible for school safety & security!**



Why Should You Attend?

- Walk away with actionable ideas to improve school safety
- Gain a better understanding of Policing in Schools in the 21st Century
- Learn how to save money by maximizing or replacing the following technology:
 - ◆ Inadequate emergency notification system
 - ◆ Phone Systems
 - ◆ Intercom/Paging System
- ◆ Bell Controllers
- ◆ Clock System
- ◆ Video Surveillance Cameras

Featured Speaker: Captain Patrick Kissane,

Executive Director, New Jersey Association of School Resource Officers,
Member of New Jersey School Security Task Force
Speaking on "Policing in Schools in the 21st Century"

Date and Location all Seminars are 11:00 a.m. - 2:00 p.m.: October 19th - Maggiano's at Bridgewater, NJ



Social Security / Healthcare Workshop:

On Wednesday, September 13th, **Nationwide – Retirement Institute** hosted three (3) "Social Security and Healthcare" workshops in Atlantic County, NJ. The workshops provided county employees valuable information and insights on Social Security benefits and the potential cost of healthcare in retirement. All participants were given an opportunity to get a free "Social Security" and "Healthcare" assessment through Nationwide.

Contact Emanuel Mahand, Program Director at 609.923.8859 or mahande@nationwide.com for more information regarding their retirement programs.



Nationwide Economics

Weekly Economic Review & Outlook for October 9, 2017

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

Weekly Review

Wild swings in data due to hurricanes

Hurricanes Harvey and Irma distorted several economic readings in September, resulting in sharp movements in the data. The labor market shed 33,000 jobs in September, the first monthly decline in hiring since September 2010. There was a clear impact from the hurricanes on the figures that should be reversed in coming months, including a 105,000 drop in restaurant employment and nearly 1.5 million people not at work due to weather.

The initial jobs release after Hurricane Katrina for September 2005 showed a nearly identical 35,000 decline in total employment. Subsequent revisions pushed up the figure to a 67,000 gain. We expect a similar result this time as well, with job growth for the rest of the year returning to the solid recent trend.

The Bureau of Labor Statistics noted that there was no measurable impact from the storm disruption on the household survey as the employment readings in the survey jumped. This lowered the unemployment rate to an expansion low of 4.2 percent. The labor force participation rate now sits at the highest level since March 2014, although it is still well below its level of a decade ago.

Average hourly earning rose by a sharp 0.45 percent in September to push annual wage growth up to an expansion high of 2.9 percent. The current pace of wage growth is still below the typical 3.0-3.5 percent for the later state of an expansion, but the trend is pointed upward. With a low unemployment rate and a solid underlying pace of job growth, the latest wage data provides further evidence of labor market tightness.

Auto sales spike in September

The aftermath of the recent hurricanes sent light vehicle sales soaring to an annualized pace of 18.5 million units. In data going back to 1990, this monthly pace is only surpassed by three previous spikes in sales activity. Each of these prior jumps proved to be temporary as sales returned to the recent trend in the following months. Still, September's figure should boost total sales for all of 2017.

Much of the increase can be attributed to postponed sales from August as the storms disrupted consumer activity, as well as the initial replacement of hurricane-damaged vehicles across the South. There were other factors noted in the manufacturer sales releases, including higher new car incentives and a pickup in fleet purchases. As a result, sales of passenger care, which had slumped through August, rose to the highest level of the year.

The manufacturing sector received further good news last week as the ISM manufacturing index climbed to 60.8—the highest reading since early 2004. This value suggests strong expansion for the sector in the near term. The decline in the dollar this year has increased foreign demand for U.S. manufactured goods, raising the new orders and total production components of the index. Moreover, employment readings in the survey are also elevated and should indicate expanded manufacturing hiring in coming months.

The Week Ahead

This week brings some important economic data for September, including inflation and retail sales.

continued on page 19

Nationwide Economics *(continued)*

The Consumer Price Index (CPI) is the most common measure of inflation. Movements in the overall CPI often come from food and energy prices, which can be quite volatile, are frequently reversed within a few months and are not readily controllable by the Fed. The core CPI removes these to get a better look at the underlying trend in inflation.

The headline and core CPI measures have diverged recently, but this could be the return to their movement in the same direction. We expect the overall and core CPI to increase 0.4% and 0.2%, respectively-driven by a weather-driven jump in gasoline prices for the former and continued tightening of labor and product markets for the latter.

Retail sales growth has disappointed thus far in 2017, but the September reading should show a sharp jump-coming in part from the aftermath of the hurricanes. Light vehicle sales surged to an annualized pace of 18.6 million units, the fastest rate since 2005, and this will be reflected in the retail sales figures.

Additionally, gasoline prices spiked by more than 10 percent in September, also helped by the hurricanes. Spending on building materials is also likely to show strong growth as a result of the hurricanes. Removing these three components along with food sales results in the retail sales control group, often viewed as core retail sales. We project overall retail sales to jump by 1.2 percent, with the retail control edging higher by about 0.3 percent.

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



SALT Deduction on Tax Reform Chopping Block

by Charlie Ban, Senior Writer and Web Editor for NACo

State and local governments, National Sheriffs' Association, National Association of Realtors and more are fighting for the SALT deduction



Matt Chase
Executive Director
NACo

Calling a proposal to eliminate the state and local tax deduction (SALT) in the federal tax code, “a \$1.3 trillion federal money grab,” NACo and coalition partners in Americans Against Double Taxation stepped up their campaign to preserve the deduction as Congressional leaders and the administration seek to drop it in their proposed revision of the code, released September 27th and dubbed “Unified Framework for Fixing Our Broken Tax Code.”

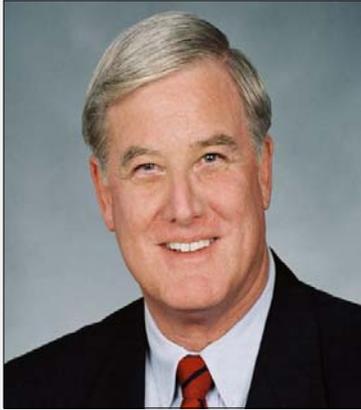
Although the SALT deduction remains at risk, the framework does preserve the tax-exempt status of municipal bonds, another objective of the coalition.

“We are pleased to see the preservation of tax-exempt municipal bonds, a key financing tool counties and states leverage to build roads, schools, hospitals and other public facilities,” NACo Executive Director Matt Chase said.

Americans Against Double Taxation mobilized ahead of the September 27th release of details about the Congressional reform pack age.

continued on page 20

SALT Deduction on Tax Reform Chopping Block *(continued)*



Greg Cox
First Vice President
NACo

“The elimination of the SALT deduction would hurt our residents, especially middle class homeowners, with a triple whammy of higher federal taxes, declines in property values and threats to essential state and local services, like K-12 schools, public safety and infrastructure improvements,” NACo First Vice President Greg Cox said during a September 21st coalition media call.

“This is not a partisan issue, this about helping everyday Americans make ends meet. This is about allowing state and communities solve state and local problems.”

The coalition includes 21 members representing levels of state and local governments, school boards and education associations and the National Association of Realtors, the National Sheriffs’ Association and the International Association of Fire Fighters. Organizations representing the same sectors successfully fought for the SALT deduction during the debate over the Tax Reform Act of 1986.

The coalition is fighting attempts to portray this as a benefit to the wealthy or a subsidy for state and local governments.

“If this goes through, instead of allowing working families to deduct the amount they pay in state and local taxes, the federal government will basically be forcing taxpayers, who make up backbone of our community, to pay taxes a second time on the same income,” said Elizabeth Kautz, mayor of Burnsville, MN said at a press event announcing the coalition.

“The loss in local revenues could result in a cut in local services. It will be a further erosion of the partnership that we have offered and continued to seek. Any changes will disrupt the ability of state and local government to raise the revenue they need to support critical public services.”

Little Rock, AR Mayor Mark Stodola said SALT repeal would put local governments in a difficult position, not only to fund essential services but to work with citizens.

“America’s cities would face enormous pressure to lower local tax rates to offset the decision,” he said. “Federal leaders would wash their hands of the tough decisions that we on the local level...need to make in order to keep our budgets in the black.”

Of the 20 Congressional districts with the most SALT deductions in 2015, 45 percent are represented by Republicans.

“SALT knows no color, there are significant numbers of itemizers in Congressional districts across the country held by Republicans and Democrats,” said Bob Chlopak, manager of Americans Against Double Taxation. “We are looking far and wide but we believe we have a rich pool from which we are going to target and get the votes we need to make it clear that tax reform cannot be passed if repeal of SALT is part of it.”



For further information please contact Charlie Ban at (202) 942-4210 or via e-mail at cban@naco.org.

FROM THE EXECUTIVE DIRECTOR

On September 22nd, NJAC's Board of Directors adopted the following legislative goals for the 2016/17 lame-duck session, the 2018/19 legislative session, and a new Administration in January of 2018.

LAME-DUCK GOALS

Goals are realistic and achievable before the new Governor and Legislature take office in January of 2018.

1. Extend the 2.0% cap on binding interest arbitration awards and reinstate the health benefit requirements under Chapter 78.
2. Authorize counties to share county tax administrators.
3. Equalize the bid, pay-to-play, and prevailing wage thresholds.

SHORT-TERM GOALS

Goals are realistic and achievable within the two year legislative cycle; and, should be specific and tangible, so that NJAC may accurately quantify any potential cost savings or other benefits.

1. Provide counties with their fair share of fees or surcharges collected from administering 9-1-1 services.
2. Permit the use of electronic procurement for goods and services.
3. Restrict commercial entities from using the Open Public Records Act for business purposes.

LONG-TERM GOALS

Goals are realistic and achievable within the first term of the newly elected Governor; and, offer viable solutions for long-standing issues that have had a negative impact on county government.

1. Reduce the costs associated with operating and maintaining county court facilities.
2. Streamline Civil Service laws, rules, and regulations, which includes an opt-out provision for local governing bodies.
3. Establish a dedicated source of grant funding for counties to use as seed monies to regionalize services.
4. Modernize the Local Public Contracts Law.
5. Provide counties with the option to establish a dedicated source of revenue to promote economic development and tourism.



John G. Donnadio, Esq.

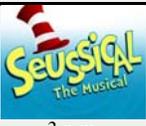
SAVE THE DATE

NJAC's Annual Celebration of County Government

May 9, 2018 - May 11, 2018

Caesar's in Atlantic City, NJ

WHAT'S HAPPENING IN YOUR COUNTY?

SUN	MON	TUES	WED	THURS	FRI	SAT
<p>OCT 15</p> <p>Outside Mullingar 3 p.m. Cape May Stage Cape May Cape May County</p>	<p>16</p> <p>9 and Dine Golf Outing 2 p.m. -7 p.m. Pennsauken Country Club Pennsauken Camden County</p>	<p>17</p> <p>College Night 6 p.m. -8 p.m. gym Community College Vineland Cumberland County</p>	<p>18</p> <p>South Jersey Pumpkin Show starts on 10/15 10 a.m. -5 p.m. Fairgrounds Woodstown Salem County</p>	<p>19</p> <p>I Prevail 6 p.m. Starland Ballroom Sayreville Middlesex County</p>	<p>20</p>  <p>Liberty Science Center Jersey City Hudson County</p>	<p>21</p> <p>Saint-Saens "Organ Symphony" 7:30 p.m. War Memorial Trenton Mercer County</p>
<p>22</p> <p>Frightfest 7 p.m. - 9 p.m. Schaefers Farm Flemington Hunterdon County</p>	<p>23</p>	<p>24</p> <p>The Other Mozart 1 p.m. - 2 p.m. Theatre Raritan Valley Community College Branchburg Somerset County</p>	<p>25</p>	<p>26</p> <p>Brighton Asylum Haunted Attraction 8 p.m. - 10 p.m. The Horror Museum Passaic Passaic County</p>	<p>27</p> <p>Fright Fest 5:30 p.m. Six Flags Great Adventure Jackson Ocean County</p>	<p>28</p> <p>Southern NJ German Shephard Dog Club Show 8 a.m. - 5 p.m. Fairgrounds Columbus Burlington County</p>
<p>29</p> <p>Bluegrass & Cider Concert 1 p.m. Wortendyke Barn Museum Park Ridge Bergen County</p>	<p>30</p>	<p>31</p> 	<p>NOV 1</p> <p>Pumpkin Sail 5:15 p.m. - 9:30 p.m. Echo Lake Park Mountainside Union County</p>	<p>2</p> <p>Beethoven's Fifth Symphony 1:30 p.m. NJ PAC Newark Essex County</p>	<p>3</p> <p>The Security Project 8 p.m. Newton Theatre Newton Sussex County</p>	<p>4</p> <p>The Wizard of OZ Dance Production 2 p.m. Investors Bank PAC Sewell Gloucester County</p>
<p>5</p> <p>Mutts Gone Nuts! 1:30 & 4:30 p.m. MPAC Morristown City Morris County</p>	<p>6</p>	<p>7</p> 	<p>8</p>	<p>9</p> <p>Fringe Festival Seeger 7:30 p.m. Centenary Stage Co. Hackettstown Warren County</p>	<p>10</p> <p>Janet Jackson 8 p.m. Boardwalk Hall Atlantic City Atlantic County</p>	<p>11</p>  <p>VETERANS DAY</p>
<p>12</p>  <p>3 p.m. Count Basie Theatre Red Bank Monmouth County</p>	<p>13</p>	<p>14</p>	<p>15</p>			