

NJAC COUNTY BIZ

An Educational and Informative Newsletter for Counties and Businesses

New Jersey Association of Counties

ISSUE 83 - MARCH 2018

Emergency Preparedness: Minimize the Financial Disaster after the Disaster

by Jennifer Dowd, Marketing Director for Kronos, Inc.

When disaster strikes, Federal Emergency Management Association (FEMA) assistance is called upon. This year, though, FEMA has been put through the ringer and stretched farther than predicted. Individuals, small businesses, and municipalities applying for assistance or looking for reimbursement are faced with the fear that there simply might not be enough cash to go around even with additional funding being approved. City and county governments may feel particularly vulnerable knowing they need to aid their citizens affected by the disaster, but also address their own damages/losses. This is where emergency preparedness plays a big role.



As many cities and counties put plans in place to deploy first responders in the event of an emergency, what often gets forgotten are the many other employees who play a vital role, including those in the back-office, and keeping track of all labor hours associated with the response. “When facing a crippling disaster, the first reaction is to evaluate the situation, ensure the safety of the community and communicate with citizens. Unfortunately, one of the most critical considerations — how to pay for it all — is often an afterthought.”¹ After the disaster is not the time to realize there should have been a process in place to account for recovery and clean-up costs.

To recoup as many dollars as possible from FEMA and other supporting agencies, there are very strict reporting procedures that come with these requests. Reconciling labor data to demonstrate which personnel hours were dedicated to recovery versus standard work hours is a complicated process. This can be exacerbated when a municipality still collects all time manually. According to one county struck by a catastrophic flood who uses an automated time tracking and scheduling solution, “You can’t imagine how much staff you will need to deal with an emergency”. Even non-reimbursable costs are important to track so city/county leaders and citizens have a holistic view of the total impact of the event.

The Office of Inspector General (OIG) under Homeland Security does regular audits of FEMA money reimbursed to government entities. In an effort to guide other municipalities who are either creating emergency preparedness plans or have just undergone a natural disaster, they’ve released a report with audit tips that include instances where discrepancies have led to the request for more information on questionable claims. According to OIG, records, contracts, etc.).”²

continued on page 3

INSIDE THIS EDITION:

- Pg. 1 Emergency Preparedness: Minimize the Financial Disaster after the Disaster
- Pg. 2 NJAC Conference
- Pg. 3 Grant Opportunities
- Pg. 4 Childhood Lead Exposure
- Pg. 5 Jail Video Footage: Risks & Opportunities
- Pg. 6 Advancement of Electric Vehicle Technology
- Pg. 7 Eastern DataComm
- Pg. 8 Ways to Appeal to Millennial Constituents
- Pg. 10 Grants Training
- Pg. 10 NJ Digital Government Summit
- Pg. 11 Meetings and Events
- Pg. 12 Alkermes Appoints President and COO
- Pg. 13 NJNG to Pass Benefits of Tax Reform to Customers
- Pg. 14 New Food Products & Distribution Contract
- Pg. 15 Nationwide Economics
- Pg. 16 NACo
- Pg. 18 From the Executive Director
- Pg. 19 What’s Happening in Your County

2018 CELEBRATION OF COUNTY GOVERNMENT

SCHEDULE OF EVENTS

MAY 9th - 11th AT CAESAR'S IN ATLANTIC CITY

WEDNESDAY, MAY 9th

Exhibitor Setup 9:00 a.m. - 3:00 p.m.
 Registration Desk Hours 1:00 p.m. - 7:00 p.m.
 Meet & Greet Reception with DJ Entertainment 5:00 p.m. - 7:00 p.m.



THURSDAY, MAY 10th

Registration Desk & Exhibit Hall Hours 8:00 a.m. - 3:00 p.m. & 4:30 p.m. - 6:30 p.m.
(Continental Breakfast begins at 8:00 a.m.)

Board of Directors Meeting 9:00 a.m. - 9:45 a.m.

Staggered Seminars 10:00 a.m. & 11:15 p.m. & 2:00 p.m. & 3:15 p.m.

President's Luncheon Awards & Governor Phil Murphy *(invited)* 12:30 p.m. - 1:30 p.m.

Exhibitors Reception & County Colleges Acapella Sing-Off 5:00 p.m. - 7:00 p.m.



FRIDAY, MAY 11th

Registration Desk & Exhibit Hall Hours 8:00 a.m. - 3:00 p.m.
*(Continental Breakfast begins at 8:00 a.m.) *Vendors cannot begin to breakdown until 2:00 p.m.*

Staggered Seminars 8:30 a.m. & 9:45 a.m.

Former Governors of NJ Briefing moderated by Nick Acocella 11:00 a.m. - 12:00 p.m.

County Schools Cook-Off 12:15 p.m. - 1:00 p.m.

Cook-Off Awards Ceremony 1:00 p.m. - 1:45 p.m.



More details & registration can be found at www.njac.org

Minimize the Financial Disaster after the Disaster *(continued)*

In any emergency preparedness plan, the welfare and safety of the citizens is the most important area of concentration. However, once a plan to execute on deploying public safety is completed, don't stop there. Move the conversation to tracking and reporting. This can mean the difference between funded vs unfunded recovery dollars. Make sure you can answer this vital question: Are you able to generate labor reports by the nature of the work performed, by the location at which it was performed, and by the project for which the work was done? Avoid the financial disaster after the disaster. Create written guidance on how to track labor costs as part of your formal emergency plan.

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.



¹<https://www.kronos.com/resources/proactive-approach-emergency-preparedness>

²<https://www.oig.dhs.gov/sites/default/files/assets/2017/OIG-17-120-D-Sep17.pdf>

Federal Grant Opportunities

Research Grants for the Primary or Secondary Prevention of Opioid Overdose (R01)

Deadline: May 15, 2018

Available: \$350,000 to \$750,000

Number of Awards: 7

Funding Opportunity Number: RFA-CE-18-006

<https://www.grants.gov/web/grants/search-grants.html>



BJA FY 18 Innovative Prosecution Solutions for Combatting Violent Crime and Illegal Opioids

Deadline: April 24, 2018

Available: \$360,000

Number of Awards: 6

Funding Opportunity Number: BJA-2018-13602

<https://www.bja.gov/funding/InnovativeProsecution18.pdf>



Bergen County Receives Grant to Reduce Childhood Lead Exposure

by Jared Lautz, Director of Communications for the Bergen County Board of Chosen Freeholders

On February 21, 2018, the Bergen County Board of Chosen Freeholders adopted Resolution #127-18, accepting a \$374,006 grant from the New Jersey Department of Health for the Childhood Lead Exposure Prevention (CLEP) Project. The grant allows the County to take a regional leadership role in preventing, tracking, and responding to lead exposure in children under the age of 17 with blood levels greater than or equal to 5 µg/dL.

Under the grant, the County will provide outreach services to pediatricians and children's health clinics to educate physicians of the importance of performing blood lead screenings for children under the age of 6 at certain age milestones. According to a 2016 NJ Department of Health report, even though 98% of children tested were found to have normal lead levels, only approximately 20% of children under the age of 6 have had blood lead tests performed, a number the County seeks to increase dramatically.

Once a child tests positive for elevated blood lead levels, the County will use a statewide lead exposure tracking database to dispatch environmental inspectors to homes to perform testing of painted surfaces, soil, and water as required for the presence of lead, as well as recommend testing of other children and pregnant women living in the same household. The grant will allow the county to purchase additional x-ray fluorescence machines and a consumer product analyzer to find potential sources of lead contamination. The County will also educate families about the effects of lead, methods of reducing lead exposure, and will serve as case managers for all lead exposure to ensure follow-up testing occurs.



James J. Tedesco
Executive
Bergen County

"Even low levels of lead exposure can hurt a child's mental and physical development," said Bergen County Executive James J. Tedesco. "Because children are far more vulnerable to lead poisoning than adults it is important that Bergen County do everything in its power to track, prevent, respond and work with local pediatricians and clinics. We are grateful for this state funding – it will help numerous children throughout the county."

"Our Bergen County Department Health has the expertise, equipment, and experience, so expanding our lead program to cover almost all towns in the county is a win-win for everyone," said Freeholder Chairman Tom Sullivan. "We know how dangerous lead exposure, even in small amounts, can be for the developing nervous systems of our children. This is a proactive step to allow us to closely monitor lead in children in Bergen County to keep them safe and healthy."

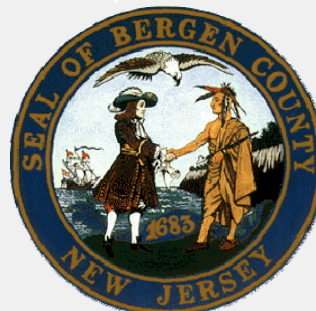


Thomas J. Sullivan
Chairman
Bergen County

For information about childhood lead exposure and prevention, please visit:

<http://www.state.nj.us/health/childhoodlead/> or email kwolujewicz@co.bergen.nj.us

Childhood Lead Poisoning



Jail Video Footage: Risks & Opportunities

by Shannon Pieper, Director, of Marketing Communications for Lexipol

Video is extremely prevalent in today's jails. Most facilities have a host of internal and external fixed cameras. Some correctional personnel wear body cameras; and, in certain situations such as cell extraction, video recording is required.

All this video footage carries both opportunity and risk. For example, video can be extremely helpful in resolving allegations of abuse. But how do jail administrators ensure pertinent footage is available when needed? How can officers ensure their actions are compliant with HIPAA and PREA regulations while the cameras are running?

[This webinar](#) will explore some of the issues involving security, privacy and liability associated with the rapidly evolving area of jail video.

You'll learn:

- How jail video contributes to facility security, beyond just remote monitoring.
- Why HIPAA and PREA affect how jails use and release video.
- When to retain video footage for future possible use.
- Factors to consider when determining where and how long to store video.
- Real-world examples of how jail video footage significantly impacted the outcome of an incident.

Presented by:



Linda Bryant
Assistant Superintendent & Compliance Attorney
Hampton Roads (VA) Regional Jail



Mark Chamberlain
Training Coordinator, Lexipol
Former Chief Deputy of Corrections
Garland County (AR) Sheriff's Office

Register today!

The webinar will be held Tuesday, March 27 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: webinars@lexipol.com

WEBINAR

**Jail Video Footage:
Risks & Opportunities**

Tuesday, March 27 | 1 pm ET / 10 am PT

Register Now
to attend live or get the recording

Lexipol
PREDICTABLE IS PREVENTABLE®

Atlantic City Electric Requests BPU Approval to Drive Advancement of Electric Vehicle Technology - *Company*

proposes programs to help expand EV interest among South Jersey customers

by Frank Tedesco, Media Relations for Atlantic City Electric



Vince Maione
Region President
Atlantic City Electric

Atlantic City Electric has requested New Jersey Board of Public Utilities approval to implement a suite of electric vehicle (EV) programs focused on providing customers with reduced electric rates, credits, rebates and other incentives toward purchasing and operating EVs. The \$14.9-million suite of programs is the latest in a series of efforts by Atlantic City Electric to advance the future of energy service for customers across southern New Jersey.

“Our customers are demonstrating their interest in electric vehicle technology,” said Vince Maione, Atlantic City Electric region president. “These programs both incentivize customers to pursue an EV option as their next vehicle purchase and provide them with the peace of mind that new charging options will be available to meet their fueling needs across South Jersey.”

Atlantic City Electric’s proposal outlines a voluntary suite of programs consisting of several key offerings for customers:

- Special electric rates for residential customers with EVs who charge their vehicles during off-peak hours.
- Residential customers can receive 50 percent off the equipment and installation costs for a Level 2 smart charging station at their home.
- Commercial customers who own or operate condominium/apartment complexes, or local businesses and office buildings with garage parking, can receive Level 2 smart charging stations at 50 percent off the equipment costs.
- Atlantic City Electric will install and manage 30 Direct Current Fast Chargers (DCFC) in main transportation corridor sites, and up to 150 Level 2 charging stations along major roadways and in neighborhoods within the company’s service area.
- The company will create a \$2-million innovation fund to provide grants to people or groups with projects designed to advance EV charging across the state and support the electrification of the transportation sector.

While Atlantic City Electric customers have expressed interest in EVs, many are hesitant to purchase EVs due to range anxiety and lack of available and affordable vehicle charging options. New Jersey currently has limited public EV charging infrastructure, contributing to customer apprehension toward investing in this clean and efficient transportation resource.

According to the U.S. Department of Energy, the carbon profile of New Jersey’s electric energy mix shows that an EV in the state is responsible for about a quarter the emissions of a gasoline vehicle. The registration of plug-in EVs in 2016 was 79 percent higher than 2015 (according to ChargeEV), with more than 10,000 plug-in EVs on the road, 60 percent of which have been purchased in the last two years.

Atlantic City Electric will begin offering the programs within two months after Board of Public Utilities approval.

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.



Why Most Schools and Municipalities are Not Fully Prepared for a Lockdown - *Free Seminar*

by Lisa Valladares, Marketing Manager for Eastern DataComm

Join your colleagues on April 17th in Hackensack, NJ or April 24th in Bridgewater, NJ for an educational event to discuss solutions that continue to be one of the most important topics facing school districts, law enforcement and municipalities today - safety!

Featured Speakers

- *School Response to Active Threats & The Importance of Information Sharing*

Lt. Kevin Cherven and Lt. Brian Lyman

Founders of the National School Security Information Sharing System and Lockdown Experts

[Register today!](#)

Who Should Attend?

- Superintendents/Heads of School
- Business Administrators
- Principals
- SROs
- Buildings & Grounds/Facility Teams
- Heads of Security
- IT Directors/Managers
- Anyone involved in school safety and security

Why Should You Attend?

- Walk away with actionable ideas to improve school safety
- Gain a better understanding of School Response to Active Threats and the importance of information sharing
- Learn how to save money by maximizing your investments in technology
- Understand the benefits of upgrading or replacing the following technology:
 - Inadequate emergency notification system
 - Phone Systems
 - Intercom/Paging Systems
 - Bell Controllers
 - Clock System
 - Video Surveillance Cameras

2 Dates and Locations

Tuesday, April 17, 2018

Maggiano's - Hackensack, NJ

Tuesday, April 24, 2018

Maggiano's - Bridgewater, NJ



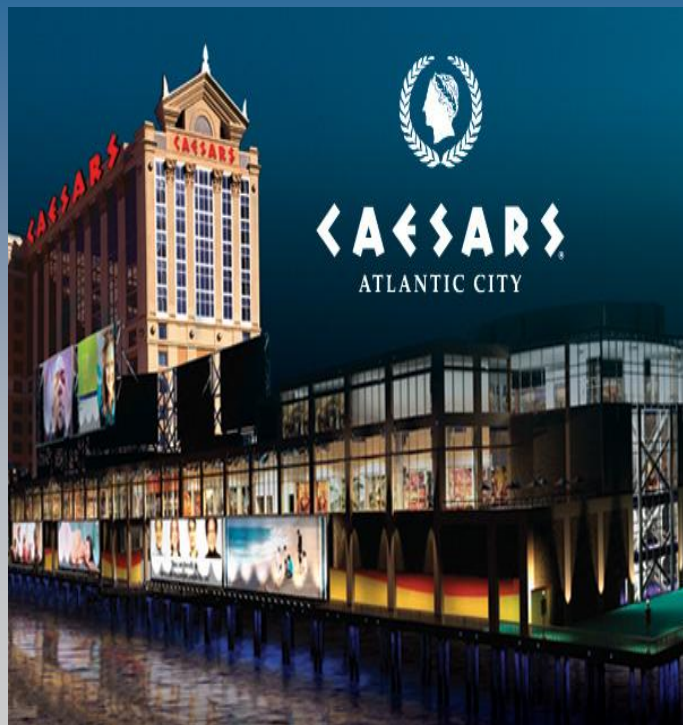
At each of our events, learn:

- How you can utilize your existing technology components (ex: phone system, paging system speakers, etc.) to support your safety initiatives.
- The importance of the 20-second emergency incident response time.
- The benefits of working with one vendor on your school safety and communication initiatives.

The events are free and lunch will be served - seating is limited at each event!

[Register today!](#)

Thank you.



68th NJAC Annual Conference

May 9th - May 11th, 2018

Register [here](#) to attend, exhibit, advertise in the conference directory, and host an event

County Government with a Unified Voice!

3 Ways to Appeal to Millennial Constituents that Don't Involve Avocado

by Alannah Dragonetti, Head of Marketing for GovPilot

Millennials. Whether you “get” them or not, those born between 1982 and 2000 account for [one quarter](#) of the United States population and, most likely, a large percentage of your constituency.

It behooves local government to appeal to this key demographic. Fortunately, Millennials’ likes, dislikes and values are well (often self) documented.

GovPilot has read about the Millennial lifestyle, some of our employees are living it and now we are reporting back with a list of three constituent engagement approaches bound to resonate with members of this generation.

3 Ways to Appeal to Millennial Constituents that Don't Involve Avocado

Looking to connect with the youth? Millennials are likely to respond favorably to local government operations that are:

1. Convenient

The first generation to grow-up with computers in the home, Millennials are extremely attached to technology. 53% say that they would **rather lose** [their sense of smell](#) than ditch their favorite digital device! GovPilot's free GovAlert mobile app **allows** Millennials to reach you on their beloved smartphones.

continued on page 9

3 Ways to Appeal to Millennial Constituents that Don't Involve Avocado *(continued)*

From streaming shows at leisure on Netflix to having groceries delivered next day by Amazon Prime, the Millennial lifestyle is built upon automated convenience. That's why Millennials are sure to appreciate the presence of GovPilot's digital forms on your official website. Available 24/7, accessible via any device and able to integrate with most mainstream credit card payment processors, digital forms empower Millennials to own **doggos**, register to **volunteer** and do **everything else that they love** while avoiding something they're statistically not fond of—**driving** to city hall!

2. Data Driven

The only thing Millennials are interested in driving is data! *Forbes* credits Millennials' comfort with technology with making this group the "most data driven generation". Millennials' respect for data colors everything from their shopping decisions to their work style and it's changing the world in major ways.

GovPilot's government management platform is also data driven. Constituent information aggregated by aforementioned digital forms power automated workflows that allow you to perform your job with greater ease and efficiency.

3. Transparent

When it comes to their opinions on government, *The Atlantic* quips that "transparency" may be "the closest thing to a unifying political philosophy that Millennials have offered."

It makes sense that a generation of people so willing to share details of their lives on blogs and social media places such a high premium on transparency. Give Millennials what they want by illustrating commonly sought datasets on GovPilot's public-facing geographic information system (GIS) map.

Members of the Millennial generation prioritize convenience, harness the power of data and strive for transparency. **So does GovPilot.** Adopt GovPilot government software and engage this significant sector of your district's population.

About GovPilot

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

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



Grants Training in Lakewood, NJ - April 17-18, 2018

by Janet Darling, Marketing Director for Grant Writing USA

The Ocean County Police Academy and Grant Writing USA will present a two-day grants workshop in Lakewood, April 17-18, 2018. In this class you'll learn how to find grants and write winning grant proposals. This training is applicable to grant seekers across all disciplines.

More information including learning objectives, class location, graduate testimonials and online registration is available here: <http://grantstraining.com/OC2018>

We are excited to offer New Jersey Association of Counties members and their staff a special tuition rate of \$425 which includes everything: two days of terrific instruction, workbook, and access to our Alumni Forum that's packed full of tools, helpful discussions and more than 200 sample grant proposals. Please use discount code "NJASSN" to receive this \$30 discount off full price at registration.

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

Contacts:

Janet Darling
Grant Writing USA
888.290.6237 toll free
janet@grantwritingusa.com



Chief Bill Dikun
Ocean County Police Academy
732-363-8710
wdikun@co.ocean.nj.us

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

New Jersey

Click [Here to Register](#) for this

government
technology

DIGITAL GOVERNMENT SUMMIT

May 22-23, 2018
Trenton, NJ

Government Technology's passion is helping spread best practices and spurring innovation in the public sector. The New Jersey Digital Government Summit is designed to do just that. The summit has an advisory board that gathers public sector and private sector leaders to create an agenda designed to make that passion relevant and actionable to the state and local government organizations attending the summit. Participants tell us they use inspirational keynotes, leadership discussions, networking breaks, and timely topics discussed in the numerous breakout sessions to help advance the goals of their organizations and their own career paths.

Topics Include:

Innovation and Leadership; Digital Government Trends; Emerging Technologies; Cyber Security; Data and Analytics; Mobility and Citizen Engagement; Cloud Services; and, Collaboration.

Purpose:

This event is for and about state and local government. The purpose of the event is to foster discussion and dialogue on the use of information technology as a strategic tool for managers, executives and policy makers.

Event Venue: Lafayette Park Hotel & Suites, 1 West Lafayette Street, Trenton, NJ 08608



Meetings & Events 2018

March 23, 2018

10:00 a.m.

NJAC Board of Directors Meeting

*State House Annex Building - Committee Room 6
125 West State Street, Trenton NJ 08625*

May 9 - 11, 2018

NJAC Annual Conference

*Caesar's Hotel and Resort
Atlantic City, NJ 08401*

June 29, 2018

10:00 a.m.

NJAC Board of Directors Meeting

*State House Annex Building - Committee Room 6
125 West State Street, Trenton NJ 08625*

July 26, 2018

7:00 p.m.

NJAC Night of Baseball & Fireworks

Arm & Hammer Park, One Thunder Road, Trenton NJ 08611

September 14, 2018

10:00 a.m.

NJAC Board of Directors Meeting

*State House Annex Building - Committee Room 6
125 West State Street, Trenton NJ 08625*

December 14, 2018

9:00 a.m.

NJAC Board of Directors Meeting & Summit

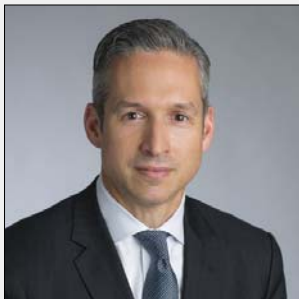
*Trenton Country Club - Oakland Room & Grand Ballroom
201 Sullivan Way, West Trenton NJ 08628*

***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**

Alkermes Appoints James Robinson as President and Chief Operating Officer



James (Jim) Robinson
President & COO

On March 1, 2018 Alkermes announced the appointment of James (Jim) Robinson as President and Chief Operating Officer, effective March 5, 2018. Mr. Robinson will lead Alkermes' global Commercial, Operations, Business Development and Human Resources functions as the company prepares for the expansion of its commercial portfolio and builds the organization for its next stage of growth. He will serve on the executive management team and report to Richard Pops, Chief Executive Officer.

"Jim is an accomplished biopharmaceutical executive, with an extensive track record of success in leading diverse organizations and establishing and managing global pharmaceutical operations," said Richard Pops, Chief Executive Officer of Alkermes. "With his depth and breadth of experience in a wide range of therapeutic areas, Jim is an important addition to Alkermes at this time, as our portfolio of new medicines expands in

the coming years. His industry knowledge, proven leadership and strategic insights will be a valuable asset as we embark on a transformative phase for the company."

"I am proud to be joining Alkermes at this remarkable time and look forward to building on the company's important work to bring patient-centered treatment options to those suffering from serious CNS disorders," said Mr. Robinson. "Working together with Alkermes' leadership team and the deep pool of talent and expertise at every level of the organization, I am focused on commercial and operational excellence as the company enters this next stage of growth."

Mr. Robinson brings to Alkermes more than 25 years of biopharmaceutical industry experience spanning a variety of diverse disciplines, including sales, marketing, new product planning, market access, reimbursement and government affairs. Mr. Robinson joins Alkermes from Astellas US LLC, where he served as President, Americas Operations with responsibility for the company's operations in North and South America. He previously served as President, Astellas Pharma US, representing the commercial organization in the United States. At Astellas, Mr. Robinson oversaw approximately 2,000 employees and \$4 billion in revenues, established the company's oncology franchise, and successfully launched multiple products and new indications across the portfolio, including oncology, urology, cardiology and immunology. Prior to joining Astellas in 2005, he served as an executive at the former Schering-Plough Corporation. Mr. Robinson is a member of the Pharmaceutical Research and Manufacturers of America (PhRMA) Board of Directors and serves as the Treasurer for PhRMA. He also serves on a number of industry, community and non-profit boards. Mr. Robinson received his BS in Marketing from DePaul University.

About Alkermes

Alkermes plc is a fully integrated, global biopharmaceutical company developing innovative medicines for the treatment of central nervous system (CNS) diseases. The company has a diversified commercial product portfolio and a substantial clinical pipeline of product candidates for chronic diseases that include schizophrenia, depression, addiction and multiple sclerosis. Headquartered in Dublin, Ireland, Alkermes plc has an R&D center in Waltham, Massachusetts; a research and manufacturing facility in Athlone, Ireland; and a manufacturing facility in Wilmington, Ohio. For more information, please visit Alkermes' website at www.alkermes.com.



New Jersey Natural Gas to Pass Benefits of Tax Reform Along to Customers

New Jersey Natural Gas (NJNG), a regulated subsidiary of New Jersey Resources (NYSE: NJR), recently submitted a filing to the New Jersey Board of Public Utilities (BPU) to pass through the benefits of the recently enacted federal tax reform to customers. NJNG announced it will reduce customers' rates by \$21 million, effective April 1, 2018, resulting in a \$31, or 3 percent, decrease to a typical residential heating customer's annual bill.

NJNG also announced it will provide a one-time refund to customers totaling approximately \$31 million. The estimated refund for a typical residential heat customer is \$47. The actual refund amounts will be determined in May and reflect individual customer usage. Pending BPU approval, customers can expect to see these savings in their May or June bills.

For the rate decrease, a typical residential heating customer using 1,000 therms a year will see their annual bill go from \$1,054 to \$1,023, a savings of \$31. When combined with the one-time refund, the customer will see an overall reduction of \$78 or 7.4 percent this year. This adjustment will help ensure rates reflect the lower tax structure and any appropriate savings are passed on to customers.



Laurence M. Downes
Chairman & CEO

“Our top priority is to ensure we deliver safe, reliable and affordable service to our customers, said Laurence M. Downes, chairman and CEO of New Jersey Resources. “We are pleased to pass along the benefits of tax reform to our customers through lower energy bills.”

On December 22, 2017, the Tax Cuts and Jobs Act of 2017 was signed into law and went into effect January 1, 2018. The Act sets forth changes to the Federal Internal Revenue Tax Code and reduces the corporate tax rate from 35 percent to 21 percent. These changes could result in an over-collection of tax revenue by public utilities. To ensure ratepayers receive the appropriate benefit of the lower tax rate, the BPU issued a January 31, 2018 Order directing New Jersey's public utilities to submit a filing responsive to the effects of the Act.

About New Jersey Resources

New Jersey Resources (NYSE: NJR) is a Fortune 1000 company that, through its subsidiaries, provides safe and reliable natural gas and clean energy services, including transportation, distribution, asset management and home services. NJR is composed of five primary businesses:

***New Jersey Natural Gas**, NJR's principal subsidiary, operates and maintains over 7,400 miles of natural gas transportation and distribution infrastructure to serve over half a million customers in New Jersey's Monmouth, Ocean and parts of Morris, Middlesex and Burlington counties.

***NJR Clean Energy Ventures** invests in, owns and operates solar and onshore wind projects with a total capacity of more than 315 megawatts, providing residential and commercial customers with low-carbon solutions.

***NJR Energy Services** manages a diversified portfolio of natural gas transportation and storage assets and provides physical natural gas services and customized energy solutions to its customers across North America.

continued on page 14

New Jersey Natural Gas to Pass benefits of Tax Reform Along to Customers *(continued)*

***NJR Midstream** serves customers from local distributors and producers to electric generators and wholesale marketers through its 50 percent equity ownership in the Steckman Ridge natural gas storage facility and its stake in Dominion Midstream Partners, L.P., as well as its 20 percent equity interest in the PennEast Pipeline Project.

***NJR Home Services** provides service contracts as well as heating, central air conditioning, water heaters, standby generators, solar and other indoor and outdoor comfort products to residential homes throughout New Jersey.

NJR and its more than 1,000 employees are committed to helping customers save energy and money by promoting conservation and encouraging efficiency through Conserve to Preserve® and initiatives such as The SAVEGREEN Project® and The Sunlight Advantage®.

For more information about NJR:

Visit www.njresources.com, follow us on Twitter @NJNaturalGas, “Like” us on [facebook.com/NewJerseyNaturalGas](https://www.facebook.com/NewJerseyNaturalGas), Download our free NJR investor relations app for iPad, iPhone and Android.



Save With New Food Products and Distribution Contract

The new food products and distribution contract will help agencies take advantage of immediate savings.

On March 1, 2018 U.S. Communities launched a new food product and distribution contract with Premier, Inc. enabling public agencies to continue to realize immediate savings on food service expenditures. Premier provides greater control and predictability of costs through their aggressive national distributions program with partner US Foods.

This contract award from lead agency, North Carolina State University, is for five years and five months with the option to extend the contract for two additional two-year periods. Leverage your purchasing power and save time with this cooperative contract. Let Premier’s expert contracting team negotiate the discounts. With over \$5 billion in annual food purchases, Premier has one of the largest food supply contract portfolios providing discounts on over 100,000 products from 350 categories.

To learn more about US Communities please contact Bryna Bartlett, Program Manager at bbartlett@uscommunities.org or click [here](#) to visit our website.



Nationwide Economics

Weekly Economic Review & Outlook for March 12, 2018

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

Weekly Review

Job gains jumped in February by 313,000, far surpassing most estimates of below 200,000. January's job growth was also revised higher by 39,000. The two-month average of 276,000 jobs added places the labor market on a strong trend early in 2018.

Goods-producing sectors posted the strongest monthly gain since August 1998 with 100,000 total added workers. Construction (up 61,000 jobs) and manufacturing (up 31,000 jobs) led the way and have seen an acceleration in hiring over the past six months. Moreover, the employment outlook for these two sectors is optimistic with strong market demand for new housing and rising manufacturing output.

The U-3 unemployment rate was steady at 4.1 percent, the fifth consecutive month at that level and still an expansion low. Increases in the size of labor force, while keeping the unemployment rate flat despite further job gains, are a signal that workers are reentering the workforce in greater numbers. The labor force participation rate again reached the recent high-water mark of 63.0 percent—the peak level over the past four years.

Wage growth was below estimates with average hourly earnings climbing a meager 0.15 percent in February to reduce the 12-month trend rate to 2.6 percent. In spite of the low unemployment rate and no let up in hiring activity, faster wage gains remain elusive in the current labor market. Still, business surveys show that employers cannot find enough qualified workers to fill openings, suggesting that wage pressures will creep higher soon.

The strong jobs report will likely clinch a 25 basis point (bps) rate hike from the Federal Reserve at the FOMC meeting later this month. This may also provide impetus for further tightening this year as market consensus shifts towards four rate increases during 2018. There remains a level of uncertainty around the policy direction of the new Fed leadership, however, that will be monitored closely in coming months.

As the announced tariffs from the Trump administration brought trade into the headlines, the U.S. trade deficit (at \$56.6 billion in January) hit the widest level since September 2008. A surge in imports over the second half of 2017 pushed up the U.S. trade deficit sharply, even as total exports trended higher.

The dollar has steadily depreciated since the end of 2016 as global growth slowly catches up with the U.S. While this has raised the relative cost of foreign goods and services, consumer and business activity has accelerated as the overall economy has improved, inciting more imports.

U.S. exports remain solid and are up 5.0 percent over the past year. Faster growth across developed world economies has increased the demand for U.S. goods, particularly from the manufacturing sector. Unless trade flows get disrupted, total trade should continue to move higher with faster global growth.

The Week Ahead

Economic data releases will be dominated by February readings for the Consumer Price Index (CPI), retail sales, housing starts, and industrial production.

continued on page 16

Nationwide Economics *(continued)*

Consumer prices are expected to grow at recent trend rates for February following a sharper increase in January. Core CPI, which excludes food and energy, should grow by 0.2 percent, a level consistent with the median for the last two years. As the labor and product markets tighten, this should pick up. The broader CPI measure is poised for a similar figure of 0.2 percent with a very minor increase in refined fuel prices over the prior month.

After a small drop in retail sales for January, consumers are expected to have opened their pocketbooks further. Trends supporting this include growing employment and tax cuts. Both are leaving consumers with more dollars to spend. Retail sales should grow by 0.2 percent for February. Retail sales excluding automobiles should outpace this by 0.3 percent because of a drag from the already-released figure for auto sales.

February's industrial production reading is on track for a positive figure, though warmer temperatures may hold back some gains. The ISM manufacturing survey paints a positive picture for the sector-the most recent value was the highest of the expansion. Rig count data provided by Baker Hughes, show a solid pickup over the month and are being supported by rising oil prices, a positive for industrial production. The only weak expectation is on utility output as February was an unseasonably warm month for the country, reducing heating needs. Taken together, industrial production is set to rise by 0.3 percent for February.

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.



Now Accepting Applications: Advancing Cross-System Partnerships Leadership Lab

by Dr. Natalie Ortiz, Program Manager for NACo

The National Association of Counties (NACo) is now accepting applications to the Advancing Cross-System Partnerships Leadership Lab, or "Leadership Lab" for short. The Leadership Lab will bring together up to four counties from across the country to develop plans that would advance the design and implementation of data-driven and outcome-centered processes that promote decision-making across the health, human services and justice systems. The goal of cross-system partnerships is to improve the social, health and economic outcomes of populations that are involved in the justice system through the coordination of services and supports provided by the county and its community-based partners.

Counties that are selected to participate will be expected to select a target population on which they plan to focus their efforts. They will also be expected to demonstrate progress in connecting their health, human services and justice systems and in taking a data-driven approach to identifying opportunities that improve the health, well-being, stability and self-sufficiency of their target population. NACo encourages counties to think creatively about how to define justice-involved populations, such as pregnant women, chronically homeless individuals, individuals with serious medical conditions, children of incarcerated parents, youth in the juvenile justice system and dual-status youth. As participants in the Leadership Lab, counties will develop plans for determining what services and supports will improve outcomes among their target population and how they will measure and track those outcomes.

continued on page 17

Advancing Cross-System Partnerships Leadership Lab *(continued)*

Counties that are selected will have the strong foundation for a cross-sector or multidisciplinary team that includes a commissioner/supervisor (or equivalent) and senior-level representatives from each of the health, human services and justice systems. Teams can include up to four additional members that will help the county meet the expectations of the Leadership Lab.

The Leadership Lab is a 15-month commitment, including several in-person meetings and ongoing long-distance technical assistance. Selected counties will meet for the first time in June to begin developing their strategies for advancing data-driven cross-system partnerships.

NACo will accept applications through April 13. More information about the Leadership Lab and the application can be found at www.naco.org/leadershiplab.

The Leadership Lab is a partnership between NACo and the Kresge Foundation. The Kresge Foundation supports efforts to create pathways and expand opportunities for low-income people to improve their life circumstances and economic mobility

NACo Upcoming Webinars

Resilient Counties: Engaging Local Utilities in Energy Planning

Mar. 21, 2018, 1:30 pm – 2:30 pm

[Register](#)

Join us for this education and interactive webinar to learn how your county can best engage and partner with local utilities in energy planning, including utility-scale renewable energy projects, key regulatory issues, grid modernization and storage, and energy assurance strategies.



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

Stepping Up: Engaging People with Mental Illnesses in Your Planning Efforts

Apr. 26, 2018, 2:00 pm – 3:15 pm

[Register](#)

Counties across the country have committed to creating data-driven, systems-level plans to reduce the number of people with mental illnesses in their jails. Individuals with mental illnesses and their family members should play a key role in your planning efforts. They can be strong allies in building goodwill with the broader community, getting positive media attention for your efforts and advising on strategies that work for advancing mental health recovery. These individuals also can assist in training law enforcement in programs like Crisis Intervention Teams, providing peer support to individuals and families in crisis and identifying the impact your Stepping Up work is having. On this webinar, national experts and county officials will describe strategies for meaningfully including people with mental illnesses and their families in your Stepping Up efforts.

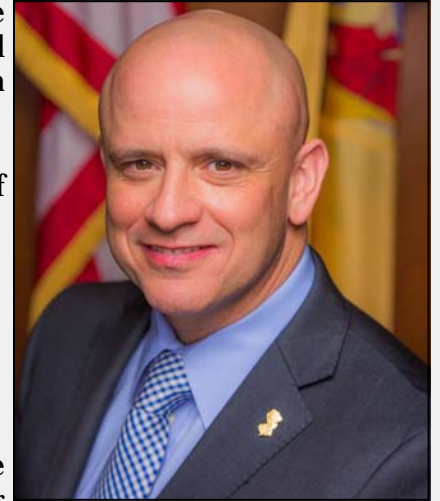
Contact Nastassia Walsh (202) 942-4289 nwalsh@naco.org



FROM THE EXECUTIVE DIRECTOR

If you haven't done so already, please make sure to visit our website at www.njac.org for important details about the Association's 68th annual celebration of county government scheduled to take place from May 9th through May 11th at Caesar's in Atlantic City featuring:

- An outstanding County Vocational-Technical School Cook-Off Challenge
- An inspiring County College Acapella Sing-Off
- An insightful briefing by our former governors
- Accredited workshops approved for continuing education credits
- All major events and ceremonies hosted in the main exhibit hall
- Unique networking opportunities to share resources and ideas



John G. Donnadio, Esq.

We've also invited Governor Phil Murphy to deliver the keynote remarks at the President's Luncheon. We're expecting well over 500 guests and 80 vendors for this highly anticipated event that begins on Wednesday evening May 9th with the Meet and Greet Reception; kicks off Thursday morning with a Board of Directors meeting in the main exhibit hall; and, ends early Friday afternoon on May 11th with the one-of-a-kind Cook-Off Challenge. In between, you'll have the opportunity to network with county and business leaders from across the State; enjoy the incredible harmonies of gifted and talented Acapella singers; and, earn valuable professional development credits at one of our informative and educational workshops. For county affiliate groups, please let us know if you would like to host a meeting as was the case last year with our county administrators, finance officers, public information officers, planners, welfare directors, improvement authorities, and jail wardens. For business associates, vendors, and sponsors, we're also providing the additional value added:




- Free WiFi in the main exhibit hall and guest rooms
- A late checkout on May 11th for the first 125 guests registered guests at Caesars's
- Cell phone charging stations on the main exhibit hall
- Opportunities for sponsors to showcase their business at several events
- Discounted parking rates for NJAC conference guests

We're also offering innovative activities strategically placed throughout the exhibit hall and registration area designed to enhance networking and your overall conference experience. As always, thank you for your time and consideration, and please do not hesitate to contact us with any questions or concerns.

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

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

WHAT'S HAPPENING IN YOUR COUNTY?

SUN	MON	TUES	WED	THURS	FRI	SAT
				<u>MAR</u> 15	16 Marvel Universe Live 11 a.m. & 7:00 p.m. Prudential Center Newark <i>Essex County</i>	17  8:30 a.m. Cure Arena Trenton <i>Mercer County</i>
18 Woodedge Hunter/Jumper Show 8:00 a.m. - 5:00 p.m. DREAM Park Logan Township <i>Gloucester County</i>	19 St. Patrick's Day Parade March 18th 1:00 p.m. Bayonne <i>Hudson County</i>	20 The Beach Boys 7:30 p.m. Scottish Rite Auditorium Collingwood <i>Camden County</i>	21 The Wizard of Oz 6:00 p.m. W. Cape May Elementary School Cape May <i>Cape May County</i>	22 Anything But Goodbye 10:00 a.m. & 8:00 p.m. UnionPAC Rahway <i>Union County</i>	23 Beer & Music Festival 8:00 p.m. - 12:00 a.m. Convention Center Atlantic City <i>Atlantic County</i>	24  10:00 a.m. - 3:00 p.m. Community College of Morris Randolph <i>Morris County</i>
25 Spring Craft Show 10:00 a.m. - 5:00 p.m. Wayne Valley High School Wayne <i>Passaic County</i>	26 Art Express March 24th 4:00 p.m. - 9:00 p.m. Community College Carneys Point <i>Salem County</i>	27 Family Movie & Craft Night 5:30 p.m. - 7:30 p.m. Public Library Vineland <i>Cumberland County</i>	28	29	30 Guess Who's Coming to Dinner? 8:00 p.m. Villagers Theatre Somerset <i>Somerset County</i>	31 The Fab Four 8:00 p.m. BergenPAC Englewood <i>Bergen County</i>
<u>APR</u> 1	2  AUTISM AWARENESS DAY 2ND APRIL	3 Please Stand By 7:00 p.m. The Newton Theatre Newton <i>Sussex County</i>	4	5	6 Hitler's Tasters 8:00 p.m. Centenary State Co. Hackettstown <i>Warren County</i>	7 English & Western Equestrian Show 8:00 a.m. - 9:00 a.m. Fairgrounds Mount Holly <i>Burlington County</i>
8 Blacksmith Demonstration 1:00 p.m. - 3:00 p.m. Longstreet Holmdel <i>Monmouth County</i>	9	10	11	12	13 Easter Bunny Photo 10:00 a.m. - 8:00 p.m. Menlo Park Mall Edison <i>Middlesex County</i>	14 Home Show 10:00 a.m. - 8:00 p.m. RWJBarnabas Health Arena Toms River <i>Ocean County</i>