

NJAC COUNTY BIZ

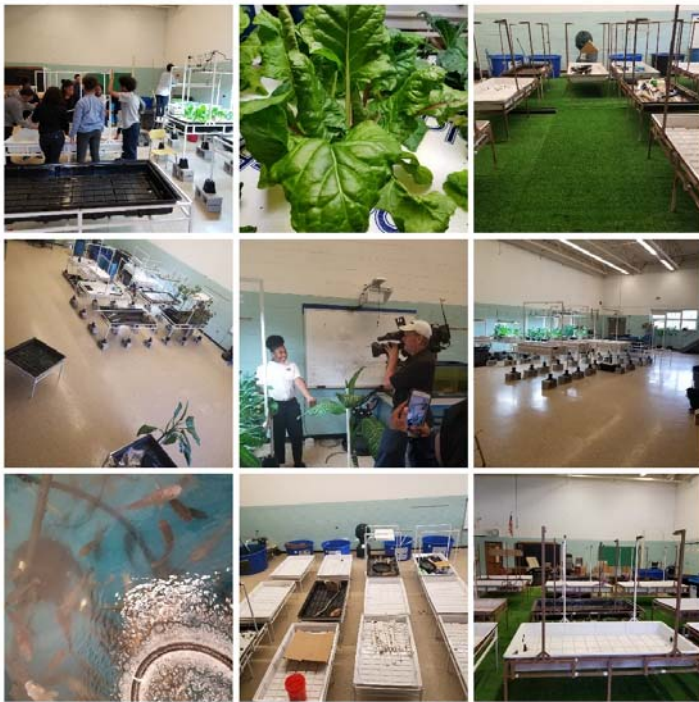
An Educational and Informative Newsletter for Counties and Businesses

New Jersey Association of Counties

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“Making Visions Possible”

by Jeanine Miles, MS, LPC, Director of Business Development and Marketing for CFG Health Network, LLC and Gary Nelson, MS, LPC, Director Youth Service Program for Willingboro High School



A combination of fish and plant production using aquaculture and hydroponics systems, aquaponics is moving from the realm of experimental to commercial.

Center for Family Guidance, PC (CFG) operates “**Making Visions Possible**” (MVP), a School Based Youth Service Program, located at the Willingboro High School under the Direction of Gary Nelson, MS, LPC. When Gary first began working at the high school, he did not realize how many students had an interest in planting and farming. Gary thought it would be fun and interesting to introduce the students to aquaponics where the students could study the microbe environments that drive our ecosystem. They started with a small tank for the tilapia, set up a tray, and grew produce. This was the first student project to be held in the school involving aquaponics,

or the combination of aquamarine life and hydroponic growing. It's an environmentally friendly form of farming that decreases pesticide, energy and water usage. The students and staff alike were excited about the outcome and motivated to expand the program. Mr. Nelson secured additional funding through a grant from the office of faith-based initiatives in partnership with Discover Hope CDC. The principal, Mrs. Ash, at a recent advisory board meeting for MVP reported that she is moving to include aquaponics in the academic programming at Willingboro High School.

Aquaponics is an ideal means of teaching students plant science, nutrition, physiology and care, nutrient and pH testing, pH relationships, nitrification, biology, fish anatomy and nutrition and high-tech agriculture. A unit in aquaponics enforces practical uses of chemistry, mathematics, physics, economics and engineering.

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Get to know your County Official.....

How many years have you served as Cape May County Freeholder?

I have served as Freeholder of Cape May County for 2 years, into my 3rd year. I backfilled the previous Freeholder Kristine Gabor's position for 15 months, then ran in 2017, won a 3 year term and into the 2nd year of that term.

What was the first public position you held?

The first public position I held was on the Zoning Board of Upper Township, Cape May County for 12 years; followed by 2 years as an Upper Township Committeeman before running for Freeholder.

Why did you choose to run for Cape May County Freeholder?

I always wanted to serve at the County or State level governments, but because of my previous employment with the Federal, State and County government I was prevented from running. So when I retired in 2014 I thought it was time to step up.

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

When you tell someone "no", I can't do what you requested, or recommend. Especially, when it comes to senior citizens and veterans. Mostly when they are trying to get support from the county, state or federal government.

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

I guess many do not know that I retired from the United States Army and the New Jersey National Guard as a Brigadier General (BG) with over 42 years of service to this Great State and Country. I enlisted as a Private (PVT) in 1971 and retired as a BG in 2003. I was fulltime with the NJ National Department of Military and Veterans Affairs (DMAVA) as a Federal Technician, and retired after 30 years as a GS-15. I also served as Undersheriff of the Correctional Department for 6 years with the Cape May County Sheriff's Office. When I left the Sheriff's Office I returned to the DMAVA first as Manager of the NG Homeland Security Team working with the NJSP, then as the Superintendent of the NJNG Training Center Sea Girt, and finally as the Commandant of the NJNG Youth Training Program before retiring as a State employee.

I also have a BS in Public Administration from Roger Williams University, a Masters of Administrative Science from Fairleigh Dickenson University, and an Honorary Doctorate in Human Letters from Fairleigh Dickenson University. Not to mention numerous military school certificates the highest of which are the Command and General Staff College and the Army War College.



Jeffrey L. Pierson
Freeholder
Cape May County

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Get to know your County Official..... *(continued)*

Who is your role model?

My Dad, a Private in WWII and a Purple Heart Veteran. At the age of 27 he could have taken a deferment for his age, just having a son and for his job; but instead served and was severely wounded. A hard working dedicated man, who loved his job, loved his service to his country, loved his service in the American Legion and other Veteran Organizations, and loved his family. He instilled patriotism, service, loyalty and dedication in me.



What do you love about Cape May County?

Who doesn't love Cape May County? The sun, sand, beaches and great tourist attractions in the summer. Then the change of seasons, the quietness during the winter, and the great school systems.



“Making Visions Possible” *(continued)*

The monitoring and care of an aquaponics system by students helps instill a sense of responsibility, inspires creativity and creates excitement in the learning environment. The skills used by students during this unit on aquaponics include observation, measuring, testing, experimenting, recording data, problem solving and critical thinking. MVP's students have constructed a lab they have named "Project Wakanda." This lab is where students raise tilapia and crops; designing the room to resemble Wakanda from the movie "Black Panther". This lab consists of tanks and grow trays that manage 2,000 gallons of water and more than 600 crops at a time. MVP students plan to provide the crops to the Willingboro Community as they teach about the nutritional benefits of vegetables and health and wellness. MVP's "Wakanda" will also be a wonderful green plush environment where students can relax and decompress from everyday life stressors.

If you would like more information or to schedule a tour please contact Jeanine Miles, MS, LPC 856-261-6829 or jmiles@cfgpc.com.



How a Systems-First Approach Can Improve Social Services While Reducing Fraud

by John A. Graham, Account Executive for Equifax Government Solutions

Many government social service administrators are stuck in a vicious cycle: they need to verify recipients' eligibility for benefits to help prevent fraud and ensure that aid goes to those who need it, but outdated manual verification processes can be ineffective at fraud prevention, and also slow down the process for the applicants in need.

A recent Equifax survey of nearly 300 federal, state, and local agency decision-makers revealed the scope of the issue, with the majority of respondents indicating that employment verification is still handled at their agencies by asking applicants to provide paystubs, tax forms and other documentation. While this process puts the onus of verification on benefit applicants, it also can slow the process down, and requires manual checks of the materials submitted. All that paper floating around can introduce privacy concerns and can lead to errors resulting in inappropriate payments.

The same survey shows that state benefit administrators are painfully aware of the inefficiencies of the paystub route, with 63 percent of respondents indicating that improving program integrity is a first or second priority. The magnitude of the challenge is staggering, with improper payments costing taxpayers more than \$150 billion a year, of which \$80 billion is due to verification inefficiencies within government aid programs.

The good news is that many agencies, at all levels of government, are exploring a "systems-first" approach to verification. Aligning with automated, electronic verifications can result in more timely and accurate processing of claims. Equifax is a leading provider of these services through The Work Number® database, which provides agencies with up-to-date employment and income information verified directly from employers in near real-time. When combined with additional data sources to confirm an applicant's identity, residency and assets, agencies can dramatically reduce the burden of verification on both the applicants as well as caseworkers.

The benefits of a systems-first approach can multiply quickly, often including:

- **Faster claims.** Verification is completed more quickly, enabling benefit decision to be made and delivered to those who need them much sooner.
- **Reduced risk of errors or fraud.** Information is provided by and confirmed by employers, taking the burden off of applicants, even as it reduces the potential for fraud.
- **Better service.** Agencies can deliver benefits and services without requiring applicants to compile and submit documentation.
- **More efficient operations.** Agencies can increase the speed of decisioning, while also re-focusing caseworkers on the more complex applications and other operations areas to further improve and enhance service.

Integrating technology into the process is helping many public-sector agencies transform government services into beneficiary-centric services, even as it helps to reduce fraud and focus taxpayer dollars toward their intended recipients. For further information please contact John Graham via e-mail john.graham@equifax.com.

The logo for Equifax, featuring the word "EQUIFAX" in a bold, red, sans-serif font with a registered trademark symbol (®) to the right.

Genova Burns LLC Celebrates Its 30th Year With Unique “Pre” Pre-Law Program for Newark High School Seniors

Law Firm Also Counts Down the 30 Most Consequential Legal Developments in New Jersey

by Genova Burns

As part of its 30th anniversary celebration, Genova Burns LLC is offering a unique “pre” pre-law glimpse at the industry for 30 Newark-based high school seniors considering a career in law. In addition, the Firm is counting down the 30 most consequential legal developments in New Jersey history, with a different one published each week online as part of the debut of its new website.

Founded in 1989, Genova Burns represents local and global companies across many industries throughout New Jersey and the Northeast. Ten years ago, when several Newark law firms were leaving the City to head for the suburbs, Genova Burns was one of the first firms in New Jersey to move to Newark, leaving its Livingston headquarters, in order to be an active part of the City’s urban renaissance.

“Ten years ago, we made a bet that Newark would once again be a great business center for the region given its infrastructure and location, and we now know that our bet was right” said Angelo J. Genova, Co-Founder of Genova Burns LLC. “Newark has given so much to us and we take this landmark anniversary as another opportunity to give back to the community that has embraced us over the last decade. It is so important to us to be able to teach Newark’s youth about the legal profession at a point in their lives where they are beginning to think about potential career paths.”



In celebration of its 30th anniversary, and as an extension of its ongoing commitment to the community, Genova Burns will:

- Recruit 30 Newark-based high school seniors, interested in pursuing the legal profession, for a bi-monthly, educational seminar series. The Firm will provide these students with a comprehensive look at the legal industry, through the eyes of the Firm’s attorneys and industry colleagues. The seminars will cover some of Genova Burns’ primary service areas, including employment, labor, commercial and business litigation, real estate, corporate political activity and election law, crisis management, government affairs and others. Outside speakers will round out the program, which is expected to launch this fall.
- Commemorate the launch of its new website with a countdown of 30 of the most significant legal developments in New Jersey history, starting with number 30 and moving to number one. Website visitors will need to go to the Firm’s site, www.genovaburns.com, each week to find out which legal event, decision or figure is next on the list.

“Since its founding, the Firm has become inextricably intertwined within the fabric of the New Jersey’s business, political and legal communities,” added Mr. Genova, “a further credit to the institutional nature of our practice and our commitment to serving the legal needs of New Jersey and the region.”

Spearheading the Firm’s 2008 relocation to Newark, co-founders Angelo Genova and Jim Burns recognized that the City represented a local element of a nationwide shift in technology and demographics.

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Genova Burns Celebrates Its 30th Year *(continued)*

The City was ripe for urban development and had the connectivity and vibrancy that young, talented lawyers were seeking. “We saw Newark was the place for us to grow, and as a place that was connected to all of the places that talented young attorneys want to live and work. The vision and promise of that risk has been realized many times over,” says Mr. Burns.

Genova Burns has a reputation for its ability to offer a range of unsurpassed legal services in many practices areas and industries. It is truly a full-service firm on the cutting edge of market trends and opportunities with burgeoning practices like cannabis – including federal and state regulation and compliance matters – as well as extensive experience in the regulatory compliance issues of transportation and logistics law, among others. The key differentiator is the Firm’s ability to operate as a large firm; however, remain nimble enough to serve clients with an unrivaled personal approach and we can get it done culture that it has become known for over the past three decades.



About Genova Burns

Founded over 30 years ago, Genova Burns works with companies and business interests regionally, nationally and internationally on matters in New Jersey and the Northeast Corridor between New York and Washington D.C. The Firm provides a comprehensive offering of exceptional legal services complemented by the responsiveness, resources and collective expertise often found at larger firms, all while serving clients in a personal, relationship-focused manner.

The Firm’s offices are strategically located across the region to meet and surpass clients’ needs. Genova Burns’ attorneys are admitted to practice in New Jersey, New York, Pennsylvania and Connecticut as well as in other jurisdictions. The attorneys embody the Firm’s long-term vision to have a law firm that provides unparalleled legal services to companies and individuals while being an active part of the business, political and philanthropic community at the state and local level. The Firm’s best resource is its people. Over the course of the past year alone, more than a dozen of Genova Burns’ attorneys, and the Firm as a whole, were recognized with more than 25 awards and for their commitment to the legal profession and for service to the community.

For more information, call 973-533-0777 or visit www.genovaburns.com.



Save The Date!

**NIGHT AT THE BALL PARK
THURSDAY, JULY 18, 2019
7:00 P.M.**

ARM & HAMMER PARK, TRENTON, NJ

From Your Desktop to Your Datacenter, PKA Tech is Your Go-To Full Service Solutions Provider

by Marisa Migliaccio, Marketing, for PKA Technologies, Inc.

PKA Tech, a certified women-owned business enterprise (WBENC), has been supplying IT solutions since 1996. Located in the NY Metro area, PKA Tech forges strong alliances with Hewlett-Packard Enterprise, Intel, and other industry leaders to assure the highest levels of customer service and client success. Our mission is to design and implement solutions that enable business to be agile and adaptive to the ever-changing market conditions, while taking cost out of infrastructure requirements.



Authorized Subcontractor - NASPO (formally WSCA)

HPE MMNVP-134 NJS PA # M-0483-E-40116
 HPE AR1464 NJS PA # M-7000-88130 DATACOMM
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 NJ Certification #55450-15 | NJEdge | The Quilt | NJPA | PEPPM

For further information please contact Angie Moncada, Strategic Account Manager via telephone at (908) 346-0187 or via e-mail at angie.moncada@pkatech.com.



Sprint and Google Announced That They Will Expand Their Mobile Virtual Network Operator (MVNO)

by Isabel Mejia, Client Director of the Sprint Works Program for Sprint

Sprint and Google announced that they will expand their Mobile Virtual Network Operator (MVNO) partnership to include 5G. As part of Google and Sprint's continued collaboration, both parties have committed to delivering innovative technology to Google Fi customers, enabled by 5G services from Sprint.

With Sprint's 5G technology that uses the 2.5 GHz spectrum and cutting-edge Massive MIMO radio technology, there will be a dramatic increase in network capacity and density which is designed to deliver the fastest connections with significant improvement in latency. When this rolls out, Google FI customers with Sprint 5G compatible Designed for Fi phones in a 5G coverage area will be automatically connected to the network, quite similar to today's seamless transitions between cellular networks, depending on the location.

Google Fi, Google's wireless service that uses intelligent technology to give their customers the best available network using a combination of wireless providers and Wi-Fi where available has been active on the Sprint network since 2015.

"We are incredibly excited to expand our existing relationship with Google to include 5G," said Jan Geldmacher, president of Sprint Business. "This announcement also showcases our dedication to collaborating with Google as we prepare to launch one of the world's first mobile 5G networks covering multiple major cities."

Sprint 5G Launching in First Half of 2019

Sprint is executing its award-winning 5G strategy with 2.5 GHz spectrum and Massive MIMO technology to launch its blazing-fast service beginning in nine top cities in the first half of 2019. They include Atlanta, Chicago, Dallas, Houston, Kansas City, Los Angeles, New York City, Phoenix, and Washington D.C. From the start, the company is designing mobile 5G footprints covering these downtown metros. Using its super-fast, mid-band 2.5 GHz spectrum, Sprint plans to offer coverage in downtown area of these cities for its highly mobile, on-the-go customers.

Sprint's 5G build out is well under way with hundreds of Massive MIMO radios deployed last year. Massive MIMO is a breakthrough technology that dramatically improves the capacity of Sprint's LTE Advanced network with equipment that is software upgradable to 5G. Sprint's 64T64R Massive MIMO radios support split-mode, enabling the company to offer LTE and 5G simultaneously on the same radio. Initial results from early deployments show Massive MIMO is driving a 4X average increase in capacity and speed with peak increases up to 10X over LTE. With Massive MIMO at the foundation of its mobile 5G service, Sprint can keep meeting its customers' demand for unlimited data and high-bandwidth applications.

5G promises new levels of innovation and progress to connect people, places and the billions of things Sprint customers do with blazing-fast speed and ultra-reliable wireless connectivity.

The Sprint Works Employee Incentive Program:

Sprint offers the program for Government & Public Safety Employees.

Mention Corp ID code: **GVRT_ZZZ at the time of purchase.**

Additional information may be found at this link: <http://sprint.co/2nHfydU>

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Mobile Virtual Network Operator (MVNO) *(continued)*

Sprint offers the program for Education K-12 employees:

Mention Corp ID code: **GDVRT_ZZZ**

Additional information may be found at this link: <http://sprint.co/2EhDJtB>

Sprint offers the program for Higher Education employees or students:

Mention Corp ID code: **GVRT_ZZZ**

Additional information may be found at this link: <http://sprint.co/2EhDJtB>

Sprint offers the program for Healthcare employees:

Mention Corp ID code: **HCVRT_ZZZ**

Additional information may be found at this link: <http://sprint.co/2E4iXyi>



WELCOME TO OUR NEW MEMBERS

Gibbons P.C. is a large U.S. law firm with 177 lawyers in offices across four states including in New York, Philadelphia and Newark. Fortune has selected Gibbons P.C. as one of the best workplaces for consulting and professional services in the United States ranking 14th and being the only law firm on the list. In the Vault.com's review the firm ranks 3rd for "Best Law Firms for Integration of Laterals/Clerks", 10th and 11th for "Best Law Firms to Work For" in the categories working hours and pro bono work, 10th for 'Best Law Firms for Women' and 28th for 'Best Law Firms in the Mid-Atlantic'. The 2018 edition of the Chambers USA Guide to America's Leading Lawyers for Business features ten Gibbons P.C. practice areas and 25 individual Gibbons attorneys

To learn more and discuss further please contact David J. Pascrell, Esq., Co-Chair, Govt. & Regulatory Affairs dpascrell@gibbonslaw.com or call (609) 858-2441.

New Era Technology works with customers as a trusted technology adviser. New Era Technology is a global IT integrator delivering Collaboration, Cloud, Data Networking, Security, and Managed Service solutions to more than 6,500 customers.

New Era has offices around the globe, including in the United States, the United Kingdom, Australia, and New Zealand

For more information please contact Kristen Avitabile, Marketing Specialist at Kristen.avitabile@neweratech.com or call (877) 696-7720.



new era.
TECHNOLOGY

Transforming a Workforce: User-Friendly Technology Should be a Top Priority

by Michael Galello, Industry Marketing Manager for Kronos, Inc.

When the public sector deploys technology, it's usually to reach policy goals, improve services, increase capacity or streamline operations. While these goals are all priorities, it's equally important that agencies also consider and invest in people resources and create a tech-friendly work culture.

Consumer technology is advancing at a rapid rate. There are devices in people's homes that can tell them the weather forecast, book dinner reservations, and control the lights all through the sound of their voice. In contrast, many technologies in people's workplaces are unintuitive and not meeting their expectations. Looking at some statistics from [The Workforce Institute](#) at [Kronos Incorporated](#) can help identify the changes that need to take place to improve the employee experience and make their jobs easier.

- Nearly **half** of employees (48 %) surveyed worldwide wish their workplace technology performed just like their personal technology. Fewer than one in five (18 %) do not want their workplace technology and personal technology to function similarly. ¹
- For U.S. industries, **55%** of the employees in state and local government feel strongly that outdated processes and technology makes their job more difficult. ² This was the highest percentage out of all industries surveyed.

Unemployment is at an all-time low and creating positive digital changes that consider the employee workplace experience can be a differentiator for retaining and recruiting top talent. There is an undeniable demand for improved technologies from the workforce. The IDC's recent Digital Transformation (DX) Executive Sentiment Survey of 157 public sector decision makers "indicates that digitally transforming their organization is a priority for 100% of public sector responders. And 59% of respondents indicate that their agency executives are facing pressure/significant pressure to execute a DX strategy." ³

One of the top organizational priorities for State and Local agencies continues to be the desire to provide the highest level of service possible to their constituents. Each year, "constituent expectations continue to rise, and state and local agencies must adapt, improve capacity, rapidly deliver business value, and measure outcomes for their services."⁴ Employees have similar expectations to constituents, so agencies must continue to focus on finding and deploying solutions that empower their employees and ultimately create new efficiencies in their jobs.

Unless agencies continue to modernize and make the digital transformation, meeting the expectations of constituents and employees will become increasingly difficult.

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/about-us/newsroom/workplaces-falling-behind-todays-demand-culture-user-friendly-technology-top-priority-2019>

² <https://www.kronos.com/about-us/newsroom/workplaces-falling-behind-todays-demand-culture-user-friendly-technology-top-priority-2019>

³ <https://www.kronos.com/resources/transforming-public-sector-workforce>

⁴ <https://www.kronos.com/resources/transforming-public-sector-workforce>

Credit Union of New Jersey Makes First of Three \$25,000 Donations for Local Technology Center

by Mark Bradley CSME, VP, Marketing & Business Development for Credit Union of New Jersey

Local financial institution Credit Union of New Jersey recently donated \$25,000 to SERV Behavioral Health System. The inaugural donation is set to recur for the next two year, totaling \$75,000 to support the upcoming state-of-the-art SERV Technology Center.

With up to 50 working computer stations, the SERV Technology Center aims to improve technological and financial literacy in both their company and their consumers. Additional resources at the Technology Center include SERV store and hands-on staff.

“We are extremely grateful for this extraordinary gift from the Credit Union of New Jersey Foundation,” said Regina Widdows, President/CEO of SERV Behavioral Health System. “We recognized a strong need to provide our consumers as well as our staff with technology training. The new state-of-the-art Technology Center will enable our consumers to learn how to do online searches for additional information about wellness, nutrition and job opportunities, as well as gain online banking and financial management skills, leading them toward more independent living. In addition, our staff will be able to enhance their professional development by using the tools available at the Technology Center.”

Andrew L. Jaeger, CCE, President and CEO of Credit Union of New Jersey shares Widdows’ excitement.

“The self-confidence and self reliance the SERV Technology Center will develop in its participants is a mission we fully support,” Jaeger says. “In fact, the mission of Credit Union of New Jersey is to give our members the freedom to prosper. And that’s exactly what the SERV Technology Center will do.”

The Center is currently being designed for a location in Mercer County.

About SERV:

SERV Behavioral Health System, Inc. is a private statewide, not-for-profit behavioral healthcare organization serving adults and children working to recover from a serious mental illness or cope with a developmental disability. Learn more at www.servbhs.net.

About Credit Union of New Jersey:

Credit Union of New Jersey provides financial services to nearly 39,000 members through five full-service offices located in Mercer and Burlington Counties and an E-branch at CUNJ.org. Established in 1943, the \$343 million credit union is headquartered in Ewing Township. Membership information and current rates may be obtained by call (609) 538-4061 or visiting CUNJ.org.

For more information about this donation for the local technology center, please contact Mark Bradley, CSME, VP, Marketing & Business Development for the Credit Union of New Jersey by telephone at (609) 538-4061 ext. 2068.



Credit Union of New Jersey

The freedom to prosper.

Matthew Wolfe Joins LAN Associates as Director of Architecture

by Jennifer Gangeri, Director of Marketing for LAN Associates



With the new year comes new beginnings. LAN welcomes Matthew Wolfe, AIA, LEED AP BD+C as the New Jersey Director of Architecture.

With over 13 years of industry experience, Matt brings an eclectic portfolio of architectural accomplishments and a diverse background to LAN. His work spreads across the United States as well as internationally, as he has led projects for multiple hospitality, commercial, retail and mixed-use clients. Matt's passion for sustainability and historic adaptive reuse adds another skill set to the firm's elite team of architects.

"The Director of Architecture plays a major role in the work that we do," said Kenneth Karle, President of LAN Associates. "Matt supports and manages our architectural department in their quest to create cutting edge design solutions, while also bringing a new perspective. The combination of Matt's instinctive leadership skills, paired with his design passion, makes him an ideal candidate for this position."

Committed to a lifestyle of community service and leveraging his professional skills to make a difference, Matt continues to volunteer with local non-profits and international organizations. He was co-founder of [Solid Foundation](#), a local youth mentoring program that designed skateboard parks throughout New Jersey and also led the design efforts for the Dream Center, an 8-acre mixed use community development serving the war-torn village of Adak, Uganda.

While Matt proclaims that he "fell into architecture," his keen eye for design, love for construction, and passionate spirit have confirmed this path is more than a career but instead his calling. Taking on this leadership role at LAN was a natural next step for him. "Having a growth mindset has been key throughout my career. While I've had fantastic mentorship and some of the best professional training in the industry, this opportunity at LAN is an exciting step for me," said Matt Wolfe, Director of Architecture. "I am thrilled to join a multi-disciplined firm and I hope to continue to strengthen and push the company forward."

Matt leads LAN's New Jersey architecture department which includes fifteen architects. He has begun design work on multiple projects, participating in strategic planning initiatives and has quickly become a key member of the LAN team.

For more information about this topic, please contact Jen Gangeri by telephone at (201) 447-6400 or via email at Jennifer.gangeri@lanassociates.com.

LAN Associates is a full-service engineering, planning, architecture, and surveying firm that services federal, state, county, and municipal governments, housing authorities, boards of education, Fortune 500 companies, religious facilities and private clients. The firm was founded in 1965, and is based in Midland Park, NJ, with offices in Goshen, NY, and Philadelphia, PA.



Nationwide Economics

Weekly Economic Review & Outlook for February 18, 2019

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

Weekly Review

Spending freeze in December

Retail sales were much weaker than even pessimistic projections for December, dropping by 1.2 percent – the largest monthly decline since 2009. Excluding motor vehicles – which were up modestly for December – the news was even worse, with a decline of 1.8 percent. The 12-month change retail spending has slipped to 2.3 percent, the slowest increase in more than two years and only slightly above the pace of inflation.

While some weakness was expected with gasoline prices down sharply again for the month, poor sales figures were widespread across most categories. Even non-store retailers (mostly internet-related sales activity) plummeted by 3.9 percent for the month. Core retail sales (excluding sales for autos, gasoline, and building supplies), which is used in the GDP calculation, fell by 1.7 percent.

December's sharp drop runs counter to labor market data which show strong hiring activity and accelerating wages. While consumer sentiment surveys have fallen in reaction to the fourth quarter's stock market plunge and geopolitical concerns, they still remain relatively high. Moreover, the stock market has rebounded sharply so far in 2019 which should offset any wealth effect impact on spending trends. Additionally, concerns about another federal government shutdown have been alleviated.

These factors suggest that the dip in retail spending will be short-lived. In prior periods of similar declines when the economy was not in recession, retail sales rebounded quickly – often in the next month. With the underlying spending fundamentals so positive, we do not expect a protracted period of weakness for retailers.

Inflation Again Lowered by Energy

The consumer Price Index (CPI) was flat for a third consecutive month in January as falling gasoline prices again held down price growth. Due to a jump a year ago, the 12-month change in the overall CPI slowed to 1.6 percent – the third consecutive decline and the slowest pace of trend inflation since June 2017.

The numbers outside of energy were not as weak, although there is no sign of a ramp-up in underlying inflation. The core CPI (stripping out the food and energy components) rose by 0.2 percent with the trend rate steady at 2.2 percent. The trend core inflation rate has been within a narrow band of 2.1 to 2.3 percent for 10 out of the past 11 months, an unusual period of relative stability.

While the Fed's preferred inflation measure is the broader price index for personal consumption expenditures (PCE), inflation readings tend to track together. The downtrend for overall CPI inflation in recent months provides more support for a pause in policy tightening, especially with the trend rate in the core CPI stable.

We expect that core inflation will start to edge higher with tighter labor and product markets spurring faster price growth. This is likely to take several months to develop, however, suggesting that the next tightening move by the Fed will not occur until at least mid-year.

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Nationwide Economics *(continued)*

The Week Ahead

This is a light week for economic releases, with data on existing home sales for January, durable goods orders for December, and the latest reading on weekly jobless claims.

Existing home sales likely to drop again

Home sales have been on a downward trend since 2017 due to rising mortgage rates, which lower affordability, despite positive readings on the job market and demographics. Pending home sales for December, which is a leading indicator of existing home sales one-to-two months ahead, fell modestly -- signaling a drop in existing sales for January. We project that **existing home sales will slip** to an annual rate of 4.89 million units for January, the lowest level since 2015.

Durable goods orders expected to rise

While economic growth has slowed over the past several months, activity is still expanding at a modestly above-trend pace. Economic growth combined with business tax cuts and reduced regulations have boosted capital expenditures over the past year. Recent reports from aircraft manufacturers show an increase in orders, which should help to boost orders more broadly for durable goods. On the back of the solid gain in aircraft orders, we expect that **durable goods orders rose** by 3.3 percent for the last month of 2018.

Weekly jobless claims should slip

Following an irregular spike in weekly jobless claims three weeks ago, the level has trended a bit lower over the past two weeks. The downward trend is expected to continue in the absence of another partial/temporary federal government shutdown, which reduces the impact on federal government contractors. Look for **weekly jobless claims** to fall to around 225,000 for the week of February 16.

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.



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

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We are Living in the Golden Age of Grift. Here's What that Means for Your Local Government

by Alannah Dragonetti, Head of Marketing for GovPilot

Journalists have declared that we are living in the Golden Age of Grift. Not the most flattering nickname, but what else do you call this?

Stories of fakes, frauds and phonies are trickling out of every medium. Popular podcast, *The Dropout*, details how Theranos founder, Elizabeth Holmes, built a \$9 billion healthcare startup on lies, intimidation and a second-rate Steve Jobs impression. Hulu and Netflix have released dueling documentaries on Fyre Festival—a music festival convicted con artist, Billy McFarland, billed as Woodstock for the Millennial generation. This may have been his marketing campaign's sole kernel of truth, only in that Fyre Festival appeared better than it was on social media. Revelers promised cabanas and gourmet fare were subjected to FEMA provided accommodations and cheese sandwiches. Anna Delvey, currently serving time at Rikers Island for crimes committed when the truck driver's daughter posed as a trust fund baby, recently inked a deal with *Scandal* scribe, Shonda Rhimes, to have her story turned into a Netflix series. Even professional storytellers have been fooled by fraudsters. A recent *New Yorker* piece details how *The Woman in the Window* author, Dan Mallory, tricked the literary world into thinking he had a terminal cancer diagnosis. Abby Ellin explores the phenomenon of grift and her own experience with deception in her new book, *Duped: Double Lives, False Identities and the Con Man I Almost Married*.

Of course, one could argue, that the recent uptick in cons is not an uptick at all, but a current cultural fascination with an age-old practice. While it's true that there have always been scams, today's are made all the more shocking in that they are carried-out in an era when anyone with a Wi-Fi signal can perform in-depth research.

Be a Shining Example of Transparency in the Golden Age of Grift

So, what does all of this have to do with your local government? Times of uncertainty breed mistrust of authority, of which government is an obvious (and not always undeserving) target. While you can't control how the administrations of other levels, states, counties and cities conduct themselves, you can control how yours operates.

For example, constituents who apply for a license/registration, request information, or report a non-emergency concern through a GovPilot digital form on the municipal or county website are instantly notified of milestones on the form's journey through the workflow. You can customize a geographic information system (GIS) map's layers to display commonly requested data sets and publish it on your official website for further convenience and clarity.

This insight is far from a public relations move. GovPilot ensures that processes within the confines of city hall are just as transparent. The status of each department's projects can be easily accessed through the custom arranged, color-coded tiles displayed on GovPilot's dashboard. With actions time stamped and records updated in real time, local government officials can trust that the departmental progress they see is accurate. Actions, such as the scheduling of inspections within the Code Enforcement department, are automated to ensure that no step in the process falls through the cracks.

By publicizing progress, clearing communication channels and displaying meaningful data, GovPilot can help your administration stand-out as a beacon of transparency in the Golden Age of Grift.

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We are Living in the Golden Age of Grift *(continued)*

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.



Eastern DataComm Hosting Two Seminars to Discuss School Safety, Security and Emergency Preparedness

by Peggy Freeman, Marketing Manager for Eastern DataComm

Eastern DataComm will be hosting two seminars in March to discuss solutions to one of the most important topics facing school districts, law enforcement and municipalities today – safety. How quickly and effectively a school can notify everyone of a lockdown or active shooter event can help save lives. At the seminars, attendees will learn how effective policies and procedures, coupled with the right technology, can dramatically improve the safety of students and staff. They'll also hear from experts in the fields of school safety and technology to learn the right solutions for their schools or municipalities.

The seminars aim to educate school administrators, municipal leaders and local law enforcement on school safety best practices, as well as improving overall day-to-day communication and notifications for a lockdown or other emergency event. The discussion will include 3 principles to follow when purchasing technology and how districts and municipalities can utilize their existing technology components (ex: phone system, paging system speakers, etc.) as part of these improvements to maximize their investments.

Speaking at the event is Paul Jenne, Sales Manager, Eastern DataComm, “After working with schools and municipalities for over 20 years, we’ve learned not only which communication technologies are needed, but how to maximize those investments within tight budgets. By fully understanding communication technology components and how they all work together, we can recommend the best ways for schools and municipalities to improve their day-to-day communications as well as improve emergency notifications for school and building safety.”

Featured guest speaker will be Erik Endress, CEO of Ramsey, NJ-based OnScene Technologies, Inc. His platform, Share911, is a hub for school administrators and security directors enabling lateral communication, collective intelligence, personnel accountability, and reunification management. “The reality is that folks managing these incidents don't have time to access multiple, disparate systems. They need to know what's happening right now, determine where the danger is or help is needed, see who is safe all the while keeping people informed in a timely manner. That's what Share911 does really well.”

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Eastern DataComm Hosting Two Seminars to Discuss School Safety, Security and Emergency Preparedness *(continued)*

The seminars are scheduled for 11am – 1:30pm on Tuesday, March 19th in Spring Lake, NJ and Thursday, March 21st in Cherry Hill, NJ. There is no cost to attend, but registration is required.

Those wishing to attend can view the complete seminar details and register at:

<https://easterndatacomm.com/seminars2019/> Eastern DataComm will also demo their [Lockdown and Emergency Notification System](#) (LENS) – a comprehensive solution that fully addresses what a school district or municipality needs in case of an emergency.

About Eastern DataComm

Celebrating over 30years in business, Eastern Datacomm continues to provide end-to-end solutions for a broad range of voice communications and data networking solutions, including IP telephone systems, data networking, video surveillance, cybersecurity, emergency notification solutions and cabling. Providing solutions to over 1000 businesses, municipalities, schools and libraries in New Jersey and the New York Metro area, Eastern Datacomm delivers effective, understandable solutions that help you work faster and easier, on time and within budget.

For more information about this topic, please contact Peggy Freeman via e-mail at pfreeman@easterndatacomm.com.



REGISTER TODAY!

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OMNIA Partners Reshapes the Future of Public Sector Cooperative Purchasing - *National IPA & U.S. Communities Integrate and Rebrand as OMNIA Partners, Public Sector*

by Andrea Scobie, Chief Marketing Officer for OMNIA Partners

OMNIA Partners announced today the rebranding of National IPA and U.S. Communities as OMNIA Partners, Public Sector, making it the nation's most experienced cooperative purchasing organization serving state and local government, K-12 education and higher education institutions. The successful integration of the two subsidiaries under one name allows OMNIA Partners to shape the future of purchasing with unparalleled scale, experience, and expertise.

“We are bringing together the very best in public sector cooperative procurement under one roof to create unparalleled value and deliver extensive solutions for our participants and suppliers,” said M. Todd Abner, President & CEO of OMNIA Partners. “The merger of National IPA and U.S. Communities has established OMNIA Partners as the industry leader framing the future of cooperative procurement.”

All subsidiaries operating together under one name is the culmination of a multi-year strategy started in 2016 when the founders of National IPA successfully completed numerous acquisitions and formed OMNIA Partners in 2017 as the parent.

“Integrating these highly respected brands has been an exciting process,” continued Abner. “Each organization brings its experienced talent pool, its industry expertise, and immeasurable value to the table, but together we are going well beyond what public procurement previously knew to be possible.”

OMNIA Partners, Public Sector will continue to utilize the lead agency contracting process that has become a best practice in public procurement and was used by both National IPA and U.S. Communities. The government agencies and educational institutions serving as lead agencies are considered to be the leaders in the industry. All contracts available in the portfolio have been competitively solicited and publicly awarded. The breadth of contract portfolio and all contract documentation may be viewed on the website at www.omniapartners.com/publicsector.

About OMNIA Partners

Shaping the future of procurement through **power**, **access** and **trust**. OMNIA Partners is the largest and most experienced purchasing organization for public and private sector procurement. Our immense purchasing power and world-class suppliers have produced an extensive portfolio of procurement solutions and partnerships, making OMNIA Partners the most valued and trusted resource for organizations nationwide.

Through the economies of scale created by OMNIA Partners, our participants now have access to an extensive portfolio of competitively solicited and publicly awarded agreements. The lead agency contracting process continues to be the foundation on which we are founded. OMNIA Partners is proud to offer more value and resources to state and local government, higher education, K-12 education and non-profits.

OMNIA
P A R T N E R S



NACo Upcoming Meeting & Webinars

Rural Early Childhood Peer Learning Network

March 19, 2019 2:00 p.m. – 3:30 p.m.

Contact Tracy Steffek (202) 661-8813 tsteffek@naco.org

[Register](#)

Peer Learning Networks are quarterly webinars consisting of smaller networking groups for small/rural, mid-size/suburban and large/urban counties. This webinar allows counties an opportunity to interactively connect with each other on early childhood topics and share best practices. Join NACo for our first Peer Learning Network webinar of the year to engage in peer-to-peer discussion about convening early childhood stakeholder groups and how to build a case for early investments in your county! To learn more information or to sign up to receive updates about Peer Learning Network events, please visit: www.naco.org/ncit



SLLC Supreme Court Midterm Webinar

March 20, 2019 1:00 p.m. – 2:00 p.m.

Contact Lisa Soronen lsoronen@naco.org

[Register](#)

The big news for state and local governments is that the Supreme Court will decide a gun case—next term. This term's docket is now set. Since September the Supreme Court agreed to take a case involving a religious display on public lands. It also has decided an employment case and agreed to hear another employment case—both involving local governments. And partisan gerrymandering has returned to the docket again. Join Colleen Roh Sinzdak, Hogan Lovells, who will discuss three cases she and others in her firm have worked on this term, Richard A. Simpson, Wiley Rein, LLP, who co-wrote the SLLC amicus brief in an alcohol regulation case, and Brian Cardile, an editor and producer at the Daily Journal.



Suburban Early Childhood Peer Learning Network

March 21, 2019 2:00 p.m. - 3:30 p.m.

Contact Tracy Steffek (202) 661-8813 tsteffek@naco.org

[Register](#)

Peer Learning Networks are quarterly webinars consisting of smaller networking groups for small/rural, mid-size/suburban and large/urban counties. This webinar allows counties an opportunity to interactively connect with each other on early childhood topics and share best practices. Join NACo for our first Peer Learning Network webinar of the year to engage in peer-to-peer discussion about convening early childhood stakeholder groups and how to build a case for early investments in your county! To learn more information or to sign up to receive updates about Peer Learning Network events, please visit: www.naco.org/ncit

SHARE THE NEWS!

Let us know what 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.**

Save The Date
March 7, 2019
10 a.m.-2 p.m.

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Light Lunch Will Be Served

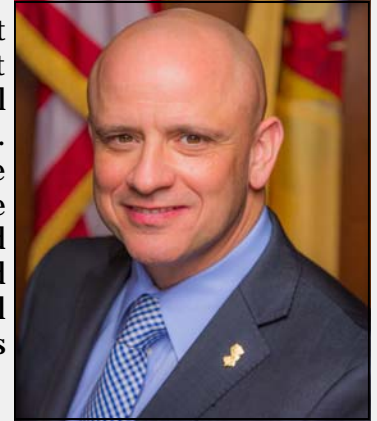


For more information, contact:

Shona Mack-Pollock (973) 225-3674 • shonam@passaiccountynj.org
 Mary H. Melfi (908) 788-1214 • countyclerk@co.hunterdon.nj.us

FROM THE EXECUTIVE DIRECTOR

Earlier this month, Governor Phil Murphy signed into law legislation that increases the minimum wage to \$15.00 per hour over time. During recent committee hearings, NJAC testified that the proposed change may force local governing bodies to either increase user fees, reduce or eliminate services, or cut staff. In light of the 2% property tax cap levy on spending, recently enacted laws such as the “Workplace Democracy Enhancement Act” and “Earned Sick Leave” that place additional burdens on local governing bodies, and the failure to permanently extend the 2% cap on binding interest arbitration awards and Chapter 78, a mandated increase in the minimum wage does not help counties, municipalities, and school districts deliver often mandated services in an effective and efficient manner and does help control the continued growth of property taxes.



John G. Donnadio, Esq.

NJAC would like to thank our county finance officers and the Government Finance Officers Association of New Jersey (GFOA) for providing data on how an increase in the minimum wage would impact local governing bodies across the State. Please let us know if you would like to review a summary of the results, which vary from a minimal fiscal impact in certain counties and municipalities to a considerable one in others. For example, an increase in the minimum wage would have little impact on Cinnaminson Township and Cumberland County, but Toms River reported that it would cost the Township \$575,673.00 per year to fully implement a \$15.00 per hour minimum wage. Toms River further reported that the increase would force the Township to increase registration fees for recreation programs, youth programs, beach tags, and the Township’s swimming pool.

In an effort to alleviate some of our concerns, the Legislature amended the measure to expand the definition for “seasonal employment” to mean *“employment during a year by an employer that is a seasonal employer, or non-profit or government entity of an individual who is not employed by that employer outside of the period of that year commencing on May 1 and ending September 30, or employment by a governmental entity in a recreational program or service during the period commencing on May 1 and ending September 30, except that “seasonal employment” does not include employment of employees engaged to labor on a farm on either a piece-rate or regular hourly rate basis.”* As summarized below, the new law does not exempt seasonal employees but extends the phase-in date to \$15.00 per hour to 2026.

More specifically, this new law incorporates into the minimum wage law the constitutional provision which has resulted in the increase of the minimum wage rate to \$8.85 per hour on January 1, 2019, and which increases the rate on January 1 of each subsequent year by any increase which occurs in the consumer price index for all urban wage earners and clerical workers (CPI-W) during the 12 months prior to the September 30th before that January 1st. Additionally, the new law increases the general minimum wage rate to \$10.00 per hour on July 1, 2019, to \$11.00 per hour on January 1, 2020, followed by \$1.00 increases each year until the rate reaches a level of \$15.00 per hour in 2024. As noted above, the measure provides for a longer phase-in period for employees of any employer with less than six employees, and for seasonal employees other than tipped employees. For these employees, the minimum wage rate increases to \$10.30 per hour on January 1, 2020, and then increases each year from 2021 to 2025 by \$.80 until it reaches a level of \$15.00 per hour in 2026.

WHAT'S HAPPENING IN YOUR COUNTY?

SUN	MON	TUES	WED	THURS	FRI	SAT
<u>MARCH</u>					 <p>7:00 p.m. Prudential Arena Newark <i>Essex County</i></p>	 <p>2:00 p.m. CURE Insurance Arena Trenton <i>Mercer County</i></p>
<p>3</p> <p>St. Patrick's Day Parade 1:00 p.m.-2:30 p.m. Gloucester City <i>Camden County</i></p>	<p>4</p> <p>Indoor Winter Farmers Market March 6th 12:00 p.m.-5:00 p.m. @ 53 Main Toms River <i>Ocean County</i></p>	<p>5</p> <p>Sherlock Holmes Exhibit 9:00 p.m.-4:00 p.m. Liberty Science Center Jersey City <i>Hudson County</i></p>	<p>6</p> <p>The Mahoney Brothers 11:30 a.m.-3:00 p.m. Hunterdon Hills Playhouse Hampton <i>Hunterdon County</i></p>	<p>7</p> <p>The Oak Ridge Boys 8:00 p.m. BergenPAC Englewood <i>Bergen County</i></p>	<p>8</p> <p>Art Alliance Open Show 10:00 a.m.-4:00 p.m. 3/7 - 4/14 Smithville Mansion Mt. Holly <i>Burlington County</i></p>	<p>9</p> <p>The Harp with Cheryl Cunningham 7:30 p.m. War Memorial Trenton <i>Mercer County</i></p>
 <p>10</p> <p>DON'T FORGET TO SPRING FORWARD REMEMBER TO SET YOUR CLOCKS AHEAD 1 HOUR SATURDAY NIGHT</p>	<p>11</p>	<p>12</p> <p>Playwriting Workshop 6:30 p.m. - 8:30 p.m. East Lynne Theatre Company Cape May <i>Cape May County</i></p>	<p>13</p> <p>Women's History Month Breakfast 8:00 a.m.-9:30 a.m. Sussex County Community College Newton <i>Sussex County</i></p>	<p>14</p> <p>St. Patrick's Day Celebration Meal March 16 6:00 p.m.-8:30 p.m. Brook Hollow Winery Columbia <i>Warren County</i></p>	<p>15</p> <p>Bert Kreischer 7:00 p.m. & 9:00 p.m. Count Basie Center for the Arts Red Bank <i>Monmouth County</i></p>	<p>16</p> <p>4H Rabbit Show 9:00 a.m. - 4:00 p.m. Therapeutic Riding Center Logan Township <i>Gloucester County</i></p>
 <p>17</p>	<p>18</p>	<p>19</p> <p>James & The Giant Peach, Jr. 8:00 p.m. The Levoy Theatre Millville <i>Cumberland County</i></p>	<p>20</p>	<p>21</p> <p>Paint & Sip 6:30 p.m. - 9:30 p.m. DAVA Union <i>Union County</i></p>	<p>22</p> <p>NJAC Board of Director's Meeting</p>	 <p>23</p> <p>2:00 p.m. & 8:00 p.m. State Theatre New Brunswick <i>Middlesex County</i></p>
<p>24</p> <p>NJ Symphony Orchestra 3:00 p.m. MorrisPAC Morristown <i>Morris County</i></p>	<p>25</p>	<p>26</p>	<p>27</p> <p>Stop Hunger Now March 30 12:00 p.m. - 6:00 p.m. Cafeteria Raritan Valley Community College Branchburg <i>Somerset County</i></p>	<p>28</p> <p>Spring Craft Fair March 30 9:00 a.m. - 2:00 p.m. Salem County Community College Carney's Point <i>Salem County</i></p>	<p>29</p> <p>Free Yoga 10:30 - 11:30 a.m. Vanderhoef House Clinton <i>Passaic County</i></p>	<p>30</p> <p>Mariah Carey Caution World Tour 8:00 p.m. Estess Arena Atlantic City <i>Atlantic County</i></p>
<p>31</p>	<p>NJAC CELEBRATION OF COUNTY GOVERNMENT MAY 8TH - MAY 10TH CAESARS ATLANTIC CITY</p>					