

NJAC ANNUAL CONFERENCE 2021
Professional Development Workshops

10:00 A.M. WORKSHOPS - WEDNESDAY, OCTOBER 13, 2021

LEVERAGING DATA TO MAXIMIZE PUBLIC VALUE

Submitted by cashvest by three+one

APPROVED CMFO/CCFO Financial/Debt Management; RMC Finance; QPA Administrations/General Duties; RPPO/RPPS Management/Supervision

New liquidity data opportunities will allow your county to maximize value on all taxpayer dollars, which includes stimulus funds. Counties and municipalities can harness the power of their own financial transaction data to develop a liquidity analysis, which is a breakdown of how cash can be best utilized for current and future operating needs, offsetting banking fees, borrowing, and savings opportunities. This presentation will focus on how to obtain a clear picture of your liquidity needs, how to communicate those needs to internal and external stakeholders, and how to meld cash flow management into liquidity management.

Panelists

Garrett Macdonald, MBA, CTP, FP&A, SVP, *three+one*

Tyler Frame, *Relationship Analyst, three+one*

GAIN ECONOMIC AND EFFICIENT CLEAN ENERGY FOR YOUR COUNTY

Submitted by NJ's Clean Energy Program

APPROVED CMFO/CCFO Finance/Debt Management; CPWM Government; RMC Financial; QPA Green Purchasing; RPPO/RPPS Public Purchasing

Learn how county governments can upgrade the energy efficiency of equipment and lighting in new construction and gut rehabs, implement renewable energy technologies, and increase the resiliency of their buildings through the New Jersey's Clean Energy Program. The program offers a free service that provides a building energy performance assessment and information on how to get your project started. Financial incentives are available to help county governments increase the energy efficiency of new construction and gut rehab projects, develop on-site combined heat and power generation, and add renewable energy technologies to save energy and taxpayer money and help clean the environment.

Presenters:

Greg Reinert, *Outreach Manager, NJ's Clean Energy Program*

Arif Welcher, *Government/Business Manager, Office of Ombudsman, NJBPU*

Michelle Rossi, *ESIP Coordinator, NJBPU*

HOW TO MAKE COUNTY NEWS RELEVANT AT THE COUNTY AND MUNICIPAL LEVELS

Submitted by TAPinto

[APPROVED CMFO/CCFO Ethics; CPWM Ethics; RMC Ethics; QPA Ethics; RPPO/RPPS Ethics](#)

The demand for local news and information has never been greater, especially for hyperlocal news not provided by mainstream regional news outlets. However, the means and resources required to run a news operation are increasingly expensive, stretching news staff thin, and county-level coverage is the first government beat to get dropped as a result. This session serves as a great opportunity for county officials to learn more about media operations and how best to collaborate productively with reporters. County-level communications professionals can ensure they reach their target audience by working collaboratively with newsrooms to hyperlocalize county-level news.

Panelist

Michael Shapiro, *Founder and CEO, TAPinto*

THE IMPORTANCE OF A PUBLIC SECTOR RISK CONTROL PROGRAM

Submitted by NJ Counties Excess Joint Insurance Fund & PERMA Risk Management Services

[APPROVED CMFO/CCFO Budget; CPWM Government; RMC Financial; QPA Public Purchasing; RPPO/RPPS Public Purchasing](#)

An effective risk control program is an essential component to any successful insurance program. This workshop will stress the importance of an effective risk control program to increase overall cost savings to taxpayers and of which includes hazard identification, customized training, employee safety enhancement, and claims reduction, consultation visits, safety director bulletins, claims review and follow up, law enforcement risk control, and safety committee attendance.

Panelists

Paul J. Shives, *VP & Director of Safety Services, J.A. Montgomery Consulting*

Lt. Glenn Prince (Ret.), *Assistant Director Risk Control, J.A. Montgomery Consulting*

11:15 A.M. SESSIONS - WEDNESDAY, OCTOBER 13, 2021

UNITED STATES DEPARTMENT OF TREASURY'S FISCAL RECOVERY FUND GUIDANCE

Submitted by the National Association of Counties (NACo)

APPROVED CMFO/CCFO Budget; CPWM Government; RMC Finance; QPA Office Admin/General Duties; RPPO/RPPS Management/Supervision

This session will provide an in-depth overview of the United States Department of Treasury's Fiscal Recovery Fund Guidance. The Recovery Fund, authorized under the American Rescue Plan Act (ARPA), provides \$65.1 billion in direct and flexible aid to every county in America as well as opportunities for crucial investments in local communities. This presentation will focus on key provisions, with a specific focus on how each item may impact county governments. The analysis covers eligibility criteria for the use of funds, compliance and financial reporting, and key dates for county actions. This report also highlights several key differences between the ARPA county aid and the previous county aid under the CARES Act's Coronavirus Relief Fund.

Panelist

Matthew Chase, *President & Executive Director, National Association of Counties.*

CLEAN AND GREEN TRANSPORTATION

Submitted by NJ PRIMA

APPROVED CMFO/CCFO Budget; CPWM Management; RMC Finance; QPA Green Purchasing; RPPO/RPPS Public Purchasing

This workshop will focus on how outsourcing government vehicles is more efficient and cost-effective. Many government organizations don't have the capital to replace aging fleet vehicles. Enterprise fleet management can help you acquire new vehicles within your budget, meaning you can have newer and safer vehicles for the same investment or less. Enterprise will develop a strategy to drive down your costs by taking several factors into consideration such as financing, age of the vehicle, maintenance spend, fuel economy, resale value, and tracking and reporting. Join this session to leverage a local team of fleet experts and discover why so many government agencies have decided to outsource their fleet vehicles.

Panelists

Rob Jaworski, *Areas Sales Manager, Enterprise Fleet Management*

Michael Crilley, *Senior Account Executive, NY/NJ, Enterprise Fleet Management*

COUNTY EXECUTIVES AS PORTFOLIO MANAGERS: A CASE STUDY

Submitted by Geospatial Analytics Inc.

APPROVED CMFO Office Management/Auxiliary; CCFO County Fiscal Affairs; CPWM Government; RMC Finance; QPA Admin/General Duties; RPPO/RPPS Management/Supervision

As one of the wealthiest counties in the nation, Bergen County has set a high bar for its' asset management program by migrating its vast portfolio from "analog to digital." Through a partnership with Geospatial Analytics, Bergen has implemented cutting-edge technologies to facilitate daily processes including routine inventory inspections, asset condition reports, and predictive analytics and capital planning. With an eye towards improving operational efficiency, Bergen County has taken substantive steps to enhance ROI and optimize value. This valuable session will explore how an enterprise approach to asset management can be beneficial to the county, its' stakeholders and the population it serves.

Panelists

Dannielle Leigh, *Bergen County Internal CRE Consultant*

Gerald Reiner, *QPA, Procurement Officer, Bergen County*

Jared Lautz, *Strategic Planner, Bergen County*

Michael Chadwick, *VP of Customer Success, Geospatial Analytics Inc.*

MK "Mike" Jackson, *Chief Sales Officer, Geospatial Analytics Inc.*

HISTORIC TRUSS BRIDGE REHABILITATION

Submitted by French & Parrello Associates

APPROVED CMFO/CCFO Finance/Debt Management; CPWM Technical; RMC Finance; QPA Procurement Procedures; RPPO/RPPS Public Purchasing

The educational objective for the audience of this presentation is to understand the engineering design and construction challenges associated with the preservation and rehabilitation of historic trusses. The session will highlight the rehabilitation of an 8-panel, Pratt through-truss, constructed in 1880 by the Cleveland Bridge and Iron Co. The existing 103-foot-long, 17-foot-wide steel truss bridge was structurally deficient due to the 6-ton posting, and functionally obsolete due to the 15-foot-wide, one lane roadway and a 13'-6" restricted vertical clearance. The bridge was identified as eligible for listing on the National Register of Historic Places and presented many challenges that the session will address.

Panelist

William Pyontek, PE, PP, *Chief Engineer, French & Parrello Associates*

2:00 P.M. SESSIONS - WEDNESDAY, OCTOBER 13, 2021

DOING BUSINESS WITH COUNTY GOVERNMENT - COUNTY PURCHASING OFFICIALS

Submitted by Dave DeWoody, QPA, Purchasing Agent, Cumberland County

[APPROVED CMFO/CCFO Financial/Debt Management; CPWM Government; RMC Finance; QPA Procurement Procedures; RPPO/RPPS Public Purchasing](#)

The fundamental purpose of county government is to provide a variety of essential public services, programs, and initiatives to residents. Because of these complex issues, those doing business with local governments must become familiar with many facets of government operations and legal requirements, not the least of which is the Local Public Contracts Law and rules. While all 21 counties have an appointed purchasing agent, and while there is one procurement law to govern all 21 counties, you may find quite a difference in procedures and policies. This seminar will provide a guide to doing business with county governments.

Panelists

Dave DeWoody, QPA, Purchasing Agent, Cumberland County

AnnaMarie Wright, QPA, Purchasing Agent, Camden County

Gerald Reiner, Jr. QPA, Purchasing Agent, Bergen County

NEW JERSEY BLACK COUNTY OFFICIALS (NJBCO) ARPA REVIEW: A COUNTY ALLOCATION ASSESSMENT

Submitted by NJBCO

[APPROVED FOR CMFO/CCFO Ethics; CPWM Ethics; RMC Ethics; QPA Ethics; RPPO/RPPS Ethics](#)

This workshop will focus on how NJBCO reviewed, county-by-county, the American Rescue Plan (ARPA) resources and some of the implementation barriers. NJBCO represents over half of the 21 counties, and each panelist will provide their perspectives on how counties disseminated resources in partnership with local, State, and federal needs. Panelists will discuss ARPA and its impact on black and brown communities and the counties throughout the State. ARPA also allocated hundreds of billions of dollars for public health and vaccines, assistance for vulnerable populations, education and housing stabilization, economic recovery assistance, and direct assistance for families and individuals. After a discussion on the ARPA, panelists will highlight the barriers to implementation and then provide solutions to the obstacles identified.

Panelists

TJ Best, Passaic County Commissioner

Angela Garretson, Ph.D., Union County Commissioner/NJAC Board Member

Felicia Hopson, Burlington County Commissioner Director

Nichelle Pace, Vice President, Camden Business Association

Shanel Robinson, Somerset County Commissioner Director/NJAC Board Member

Jerry Walker, Hudson County Commissioner/NJAC Board Member

Jon Young, Camden County Commissioner/NJAC Board Member

MATURING ENDPOINT MANAGEMENT IN THE STATE OF NEW JERSEY

Submitted by Tanium

APPROVED FOR CMFO/CCFO Office Management; CPWM Management; RMC Records; QPA Office Administration/General Duties; RPPO/RPPS Management/Supervision

As technology has evolved, tracking that technology has not kept pace. Pre-COVID, it was a best guess effort to track assets, keep current purchased software license counts, and be nimble enough to make changes to current technology. Join this session to learn how State agencies can overcome this challenge in today's new normal. You will learn how to remedy: the lack of unity between IT operations and security teams; limited resources to effectively manage your environment; legacy systems that do not provide up-to-date data using too many tools across the business; and, steps to maturing your endpoint management

Panelists

To Be Determined

EMERGENCY COMMUNICATIONS – SANDY HOOK ELEMENTARY SCHOOL, LESSONS LEARNED

Submitted by AT&T

APPROVED CEUs Pending

On December 14, 2012, twenty first-grade students and six school staff were tragically killed at the Sandy Hook Elementary School in Newtown, Connecticut. State Police Colonel Dan Stebbins was the on-scene commander at that horrific incident and will discuss the tragic events of that day and the actions of the first responders. During this session, Colonel Stebbins will cover lessons learned about the shooter and the shortcomings of the emergency communications systems that were available at that time, the emergency 9-1-1 system, cell system congestion, and the communication tools available for first responders today.

Panelist

Dan Stebbins, *Colonel, Connecticut State Police (Retired)*

INFRASTRUCTURE PROJECTS AND PUBLIC OUTREACH AS CONSTITUENT SERVICES

Submitted by NorthStar Strategies, LLC

APPROVED CMFO/CCFO Ethics; CPWM Ethics; RMC Ethics; QPA Ethics; RPPO/RPPS Ethics

This session will explore how the proper public outreach plan can help ease many of the metaphorical "roadblocks" experienced throughout projects and provide officials with an opportunity to maintain an ongoing dialog with the public they serve. Panelists will discuss the various challenges that local governments face when planning and delivering infrastructure improvements. Topics like explanation of timelines and the need to translating "engineer speak" into everyday terms will be explored as well as how technology has impacted public expectations but also government's ability to meet those expectations.

Panelist

Scott Stephens, *Director of Community Outreach, NorthStar Strategies, LLC*

3:15 P.M. SESSIONS - WEDNESDAY, OCTOBER 13, 2021

EXPANDING OPPORTUNITIES FOR JUSTICE INVOLVED PEOPLE THROUGH EXPUNGEMENT AND SOCIAL SERVICES

Submitted by Legal Services of Northwest Jersey and Morris County

APPROVED CMFO/CCFO Ethics; CPWM Ethics; RMC Ethics; QPA Ethics; RPPO/RPPS Ethics

APPROVED CLE 1.2

This presentation will review the current rules for obtaining an expungement. The session will also explore opportunities to engage justice-involved individuals through two programs started by Morris County. Launched in June of 2019, Navigating Hope is a County mobile outreach collaborative with Family Promise of Morris County designed to provide critical social services to those in need. Additionally, the STAR Re-entry Program is a collaboration between the Morris County Sheriff's office and the County that connects individuals to vital services. The session will explore how these programs are run, the communities served, and the services provided.

Panelists

Sharon J.L. Yoo, Esq., *Dir. Of Operations/Managing Attorney, LSNWJ*

Scott Dranoff, Esq., *Supervising Attorney, LSNWJ*

Rewaida Muheisen, *Social Worker, Morris County Office of Temporary Assistance*

Melissa Maney, *Morris County Sheriff's Office*

ADDRESS ARPA QUESTIONS WITH BETTER BUDGETING: STRATEGIES FOR PREMIUM PAY, EQUITY, AND BENCHMARKING FOR REVENUE REPLACEMENT

Submitted by OpenGov

APPROVED CMFO/CCFO Budget; CPWM Government; RMC Financial; QPA Office Admin/General Duties; RPPO/RPPS Management/Supervision

Join us for an expert-lead discussion of how to streamline and enhance the budgeting process and how to tie-in higher level needs such as equity and key considerations of the American Rescue Plan Act (ARPA). This session will also cover best practices for budgeting and what you need to know to budget for the ARPA with a former Budget Director, which includes best practices for an efficient and collaborative budgeting process; how to account and forecast for premium pay and what you need to know about reporting with ARPA; how to create an equity budgeting initiative that is aligned with current guidance; and, how to calculate baseline costs for multi-year planning and/or revenue replacement uses for federal funds.

Panelist

Micah Intermill, *Solutions Engineer, OpenGov & Retired Budget Director*

ANALYTICS: DRIVE BETTER DECISIONS

Submitted by SAS Institute

[APPROVED CMFO/CCFO Information Technology/Debt Management; CPWM Information Technology; RMC Information Technology; QPA Information Technology; RPPO/RPPS Management/Supervision](#)

Data is one of the most valuable and under-utilized assets that a government has. When you have data and don't use it, it's like having gold buried under your courthouse and not mining it. Counties are putting their data to work to run more effectively, serve their citizens better, and make informed decisions. This presentation provides an introductory overview of data analytics and shows examples how local governments are using data analytics to perform daily reappraisals, manage flooding, investigate crimes, protect children from abuse and neglect, and reduce energy consumption.

Panelist

Jennifer Robinson, *Director, Local Government Solutions, SAS Institute*

INTRODUCTION TO PAVEMENT PRESERVATION

Submitted by Asphalt Paving Systems

[APPROVED CMFO/CCFO Budget; CPWM Technical; QPA Public Purchasing; RPPO/RPPS Public Purchasing.](#)

[APPROVED PHD Engineering 1.0](#)

This workshop will provide an overview of pavement preservation and the many benefits it can add to agency road networks. Pavement preservation is a program employing a network level, long-term strategy that enhances pavement performance. By using an integrated, cost-effective set of processes, local officials can extend pavement life, improve safety, and better manage transportation networks. Pavement preservation takes care of the roads that are still in good condition to prevent them from getting to the point of costly rehabilitation or full reconstruction.

Panelist

Walter Percy IV, *Director of Sales and Marketing, Asphalt Paving Systems*

8:30 A.M. SESSIONS - THURSDAY, OCTOBER 14, 2021

THE IMPORTANCE OF PROVIDING MEDICATIONS FOR OPIOID USE DISORDER IN JAILS AND THE KEY ROLE THAT COUNTY OFFICIALS PLAY

Submitted by The Pew Charitable Trusts

[APPROVED CMFO/CCFO County Fiscal Operations; QPA Procurement Procedures; RPPO/RPPS Public Purchasing](#)

To reduce the risk of opioid overdose and death when reentering the community after incarceration, individuals with opioid use disorder who are incarcerated should have access to jail-provided medications for opioid use disorder (MOUD) – methadone, buprenorphine, and naltrexone – and are promptly connected to services in the community upon release. Planning for reentry from jail is challenging under normal circumstances but is even more challenging when people are admitted and released within days. This presentation will discuss the characteristics of successful jail MOUD and reentry programs and highlight areas where county officials can assist jails in providing these services.

Panelists

Alex Duncan, Senior Officer, *The Pew Charitable Trusts*

Kaitlan Baston, MD, MSc, DFASAM, *Division Head, Cooper Medical School of Rowan Univ*

Rachel Haroz, MD, *Assistant Professor, Cooper Medical School of Rowan Univ*

Amanda Leese, *Senior VP, Volunteers of America Delaware Valley*

A CFO'S STRATEGIC GUIDE TO BOND RATINGS IN COVID-19 ENVIRONMENT

Submitted by Joseph Luppino, CPA, CCFO/CMFO, Bergen County

[APPROVED CMFO/CCFO Financial Management; CPWM Government; RMC Finance; QPA Office Administration/General Duties; RPPO/RPPS Office Management/Supervision](#)

This presentation will explain the bond rating process and methodology along with the economic, debt structure, financial condition, demographic and management practices that factor in the rating process. In addition, the session will review the CFO's role in organizing the financial team and the data preparation in anticipation of the bond rating call. The course will also discuss budget and financial strategies; long-term financial plan that can be presented to the rating agency; and assist in enhancing and improving a local government's bond rating. Panelists will further discuss COVID-19 funding grants and the impact on the rating process.

Panelists

Joseph Luppino, *CPA, CCFO/CMFO, Bergen County*

Douglas Goldmacher, *VP Senior Analyst, Moody's*

NEW JERSEY SINGLE-USE PLASTIC BAN SESSION

Submitted by New Jersey Clean Communities

APPROVED CCFO/CMFO Office Management/Ancillary Subjects; CTC General; CPWM Government; RMC Professional Development; QPA Green Purchasing; RPPO/RPPS Management/Supervision

On November 4, 2020, Governor Phil Murphy and the New Jersey Legislature enacted the most progressive bag ban law in the country. The law prevents litter and encourages the use of reusable bags by phasing out single-use plastic and paper bags. The law also prohibits the use of single use polystyrene products. Join representatives from the NJ Clean Communities Council, NJ Business Action Center, NJ Department of Environmental Protection, and NJ Food Council to learn about the pending law, upcoming timelines and deadlines, FAQ's, the definition of reusable bags, and information on approved vendors.

Panelists

JoAnn Gemenden, *Executive Director, NJ Clean Communities*

Melanie Willoughby, *Executive Director, NJ Business Action Center*

Erin Jensen, *Environmental Specialist, NJ Department of Environmental Protection*

Linda Doherty, *Executive Director, NJ Food Council*

RESPONDING TO CYBER RISKS IN COUNTY GOVERNMENT

Submitted by Teri O'Connor, Monmouth County Administrator

APPROVED FOR CMFO/CCFO Information Technology, RMC Information Technology, CPWM Information Technology, QPA Information Technology; RPPO/RPPS Management/Supervision

This session will review how while currently no one is immune to cyber threats, Monmouth County has taken a proactive approach by balancing security with usability and access. The County leverages free services and makes strategic investments in commercial resources. Management works with entities like DHS, Cybersecurity and Infrastructure Security Agency (CISA), Multi-State Information Sharing and Analysis Center (MSISAC), New Jersey Cybersecurity and Communications Integration Cell (NJCCIC), and AT&T to develop policies and practices that work to maintain security and usability. This session will review how IT staff monitors for threats, and responds to threats using tools and services from a variety of vendors.

Panelists

John Zawadzki, *Director of Information Technology Services, MCITS*

Nicholas Trotta, *Assistant Director of Information Technology Services, MCITS*

Eric Bauer, *Supervisor of Network Operations, MCITS*

Charles Fraser, *Senior Systems Analyst, Network Operations, MCITS*

9:45 A.M. SESSIONS - THURSDAY, OCTOBER 14, 2021

UNDERSTANDING THE TRICKY WORLD OF MUNICIPAL INSURANCE BROKERAGE AND PROCUREMENT

Submitted by Genova Burns LLC

APPROVED CMFO/CCFO Financial/Debt Management; CPWM Government; RMC Financial; QPA Public Purchasing; RPPO/RPPS Public Purchasing

APPROVED CLE 1.2

Every county and municipality in New Jersey is responsible for obtaining insurance coverage for the county and/or municipality and its employees. Insurance is an extraordinary unspecifiable service subject to procurement law requirements. The convergence of insurance regulatory requirements and public contracting law make for a tricky environment that may be subject to review by the Office of the State Comptroller (“OSC”) on a pre-or-post contracting basis. This seminar will focus on the key compliance considerations that result from the application of insurance, procurement, and OSC standards.

Panelist

Joseph M. Hannon, Esq., *Counsel for Genova Burns LLC*

HOW WELL DO YOUR EMPLOYEES KNOW THEIR STATE PENSION

Submitted by National Life Group

APPROVED MFO/CCFO Finance and Debt Management; CPWM Government; RMC Professional Development; QPA Office Administration/General Duties; RPPO/RPPS Management/Supervision

The workshop will provide a summary of the Pension Formula for Police and Firemen's Retirement System (PFRS) and Public Employees Retirement System (PERS) and the tiers therein. Workshop attendees will have the opportunity to conduct case studies using the Retirement Analysis Kit (TRAK) software to illustrate the retirement income gap that the State pension formula can sometimes create for an employee between their income while working versus their income in retirement. A review of the investment strategies that National Life Group offers 457(b) participants to build wealth with potential guarantees of income that cannot be outlived will be highlighted.

Panelists

John Flynn, *Investment Advisor Representative, National Life Group*

Philip Auerbach, *Investment Advisor Representative, National Life Group*

INTRODUCTION TO PHYSICAL ASSET MANAGEMENT

Submitted by T&M Associates

[APPROVED CPWM Technical](#)

Physical asset management, which differs from financial or software asset management, is an extremely important topic to most organizations. It can be a very broad subject with many components, which is why it can be overwhelming and often not fully implemented. In a modern world focusing on increased efficiency and transparency, a well-defined asset management system will provide an organization with their current condition and valuation to support these needs, as well as provide a foundation for budget planning and goal setting. This presentation will cover the basic components of asset management and how businesses and government can adopt an asset management strategy and program.

Panelist

Justin Furch, Technology Practice Leader, T&M Associates

IMPACTS OF CHINA SWORD AND PANDEMIC ON MUNICIPAL RECYCLING AND SOLID WASTE CONTRACTS

Submitted by Republic Services

[APPROVED CMFO/CCFO Financial/Debt Management; CPWM Government; RMC Finance; QPA Public Purchasing; RPPO/RPPS Public Purchasing](#)

The workshop will analyze the effect the COVID-19 pandemic has had on the recycling industry and will include a comprehensive discussion of basic recycling facts. This session will also provide a review of the recycling business model; the adverse effects of contamination; examples of good and bad bid specification language; recent bid results for recycling and solid waste initiatives; what type of products are produced from recycling materials; and, shifting volumes during the pandemic.

Panelist

Gary Smalley, Municipal Services Manager, Republic Services of NJ