

NJAC ANNUAL CONFERENCE 2022
Professional Development Workshops

10:00 A.M. WORKSHOPS - THURSDAY, MAY 5, 2022

COUNTY PLANNING PROVIDES VALUE: FROM AN OFFICIAL'S PERSPECTIVE

Submitted by the Hudson County Department of Planning & Business

APPROVED: CCFO County Fiscal Operations; CMFO/CCFO Budgeting

AICP credits pending

In this session, two commissioners and one deputy county administrator from three counties will join their planning colleagues to highlight recent planning efforts that demonstrate the value county planning offices provide to their counties and municipalities. This session will explore innovative planning initiatives that support and advance regional and local planning efforts. It will also demonstrate how county planning offices are tremendous resources that provide technical assistance and support to generate economic development and other efforts that enhance the quality of life throughout New Jersey.

Panelists

Honorable Shanel Robinson, *Somerset County Commissioner Director*

Honorable Jerry Walker, *Hudson County Commissioner*

Francesca Giarratana, *Deputy Director, Hudson County Planning Business Opportunity*

Mark A. C. Villinger, *Supervising Planner, Ocean County Planning Department*

Michael Lysicatos, *Director, Passaic County Department of Planning*

Walter C. Lane, *PP/ACP, Somerset County Director of Planning*

TUNE UP YOUR MOLD MANAGEMENT PLAN: HOW TO CONDUCT AN EFFECTIVE INSPECTION

Submitted by Christine Messina, Vice President, AllRisk Property Damage Experts

APPROVED: CCFO/CMFO Office Management/Ancillary Subjects; CPWM Technical

This session will provide a comprehensive overview on how to identify and troubleshoot for mold producing conditions in addition to obvious sources such as leaks and standing water. This workshop will also offer a refresher on the variety of ecosystems and temperature differentials within the same wing or even room, which is the key to curbing mold's opportunistic nature. In fact, two of the most common contributing factors to mold are a lack of monitoring and simply not going far and detailed enough when inspecting. Finally, this program will place a specific emphasis on how to conduct a comprehensive mold and dampness assessment.

Panelist

Christine Messina, *Vice President, AllRisk Property Damage Expert*

MAXIMIZING YOUR COUNTY'S INFRASTRUCTURE WITH TRANSPORTATION DEMAND MANAGEMENT

Submitted by French & Parrello Associates

APPROVED: CMFO/CCFO Office Management/Ancillary Subjects/Budgeting; CPWM Management

The educational objectives of this presentation are to understand the concept of Transportation Demand Management (TDM); learn how TDM strategies can bring value to individual counties or municipalities; and, understand how TDM projects are funded and implemented. In general, TDM focuses on helping people change their travel behavior to meet their travel needs by using different modes, traveling at different times, making fewer or shorter trips, or taking different routes. It's often the most cost-effective way to solve a community's transportation-related problems.

Panelist

Sara Irick, PE, CME, PMP, TDM-CP, Senior Project Manager, French & Parrello Associates

INTEREST ARBITRATION UPDATE 2022

Submitted by Genova Burns, LLC

APPROVED: CMFO/CCFO budgeting, CPWM, management; RMC finance or professional development; QPA procurement procedures; RPPO/RPPS

Now that the 2% interest arbitration hard cap is a piece of history, this seminar will focus on the interest arbitration process post hard-cap. The nine (9) statutory factors will be explained, as well as the mediation process and presenting a case before an interest arbitrator. Special attention will be provided to topics such as wages, health benefits, and other issues that have been addressed by interest arbitrators since the expiration of the 2% cap.

Panelist

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

11:15 A.M. WORKSHOPS - THURSDAY, MAY 5, 2022

AMERICAN RESCUE PLAN ACT AND CAPITOL HILL UPDATE

Submitted by National Association of Counties (NACo)

APPROVED: CMFO/CCFO Budgeting; CCFO County Fiscal Operations; CPWM Management; RMC Finance; QPA Office Administration/General Duties; RPPO/RPPS

This presentation will provide an in-depth overview of the U.S. Department of Treasury's Final Rule for the American Rescue Plan's Coronavirus State and Local Fiscal Recovery Fund, which allocated \$65.1 billion to every county in America. Since the Recovery Fund was established, NACo has worked closely with Treasury to ensure county recommendations and priorities are included in the Final Rule. This workshop will highlight key changes between the Final Rule and Interim Final Rule included new flexibility to use Recovery Funds to invest in broadband infrastructure, mitigate the spread of COVID-19, replace lost revenue, and reporting requirements

Panelist

Eryn Hurley, Director of Government Affairs & Federal Fellowship Initiative, NACo

PSE&G ENERGY EFFICIENCY AND EV SOLUTIONS FOR COUNTY FACILITIES

Submitted by PSE&G

[Continuing Education Credits Pending](#)

PSE&G offers a variety of programs to help county governments improve energy efficiency in their facilities. During this workshop, PSE&G program managers will outline: how PSE&G energy efficiency programs can be deployed separately or in conjunction with each other; energy efficiency options that may include lighting, HVAC, controls and operational scheduling; and, the latest on PSE&G's Electric Vehicle Charger Program. Don't miss this opportunity to learn how these green initiatives can help make your facilities more energy efficient.

Panelists

Dave Kirsch, *Program Manager, C&I Markets*

Mike Savage, *Program Manager, Engineered Solutions*

Vito Viscomi, *Program Manager, EV Solutions*

FICA ALTERNATIVE PLAN

Submitted by the National Life Group

[APPROVED: CMFO/CCFO Office Management/Ancillary Subjects](#)

The workshop will provide an overview of retirement savings programs for employees who are not eligible to participate in employer retirement plans. These employees may include part-time, temporary, and seasonal employees (PTS). The workshop will also discuss alternatives to social security for PTS employees and how contributions to the plan may be deducted from employee wages as tax deferred.

Panelists

Roberto Abele, Sr. *Relationship Manager, The National Life Group*

John D. Flynn, *Investment Advisor Representative, The National Life Group*

INCORPORATING GREEN INFRASTRUCTURE INTO COUNTY ROADWAY PROJECTS

Submitted by T&M Associates

[APPROVED CMFO/CCFO Office Management/Ancillary Subjects; CPWM Government; QPA Green Purchasing; RMC Professional Development; RPPO/RPPS](#)

This workshop will analyze the role of Green Infrastructure (GI) in New Jersey's regulatory framework and how to plan GI strategies at the concept, proposal, design, and permitting phases for roadway infrastructure projects. The workshop will also provide an overview of the different types and functions of GI strategies, which includes where to use them, limitation and design issues, and the use of Manufacturing Stormwater Treatment Devices (MTDs). The workshop will conclude with a case study of county projects and lessons learned.

Panelists

Tajal Patel, PE, CME, LEED AP, *Group Manager at T&M Associates*

Timothy Morris, PE, *H&H Group Manager at T&M Associates*

2:00 P.M. WORKSHOPS - THURSDAY, MAY 5, 2022

NEW DEVELOPMENTS IN REGIONALIZATION AND SHARED SERVICES

Submitted by the Sweeney Center of Public Policy, Rowan University

[Continuing Education Credits & Workshop Summary Pending](#)

Panelists

Jacquelyn Suarez, *Director, DLGS, NJ Department of Community Affairs*

Mark Magyar, *Director, Sweeney Center for Public Policy, Rowan University*

Marc Pfeiffer, *Assistant Dir. Bloustein Local Government Research Center, Rutgers*

Jordan Glatt and Nic Platt, *Shared Services Czars*

NEW JERSEY'S SUPPORT FOR CLEAN ENERGY THROUGH ENERGY EFFICIENCY AND RENEWABLE ENERGY

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 buildings through the State's Clean Energy Program. The program offers a free service that provides a building energy performance assessment and information on how to get started. Financial incentives are available to help county governments increase their energy efficiency with on-site combined heat and power generation that protect the environment and save energy and taxpayer dollars.

Panelists

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

Frank Gaffney, *Office of Ombudsman, NJBPU*

Michelle Rossi, *ESIP Coordinator, NJBPU*

CAPITAL, DEBT PLANNING AND ISSUANCE OF COUNTY DEBT DURING UNCERTAIN TIMES

Submitted by Kearny Bank

[APPROVED: CMFO/CCFO Financial/Debt Management, Budgeting, Office Management, and Ancillary Subjects, CCFO County Fiscal Operations; RMC Professional Development](#)

This workshop will review strategies for Certified Finance Officers (CFO) in capital planning and debt structuring, which will include a review of capital budgeting and establishing a level debt plan laddering principal and interest payments. The workshop will also address utilizing county improvement authorities for debt planning and issuance and capital lease financing; a market interest update; and, working with financial advisors to implement strategies for preparing notes, bonds, and credit reviews.

Panelists

Joseph Luppino, *CPA, VP Government Banking, Kearny Bank/Retired CFO Bergen County*

Jennifer Edwards, *Managing Director for Acacia Financial Group*

FROM PAPER TO THE CLOUD – HOW THE STATE'S BUSIEST PLANNING DEPARTMENT WENT DIGITAL IN 2 SHORT WEEKS

Submitted by GovPilot

[APPROVED: CMFO/CCFO Informational Technology; CPWM Information Technology; CTC Information Technology; RMC Information Technology; QPA Information Technology; RPPO/RPPS](#)

This workshop will showcase how digital workflows and process automation can significantly reduce time spent on manual and paper-based tasks, while providing a more streamlined and convenient constituent experience. The workshop will focus on how end-to-end digital transformation streamlined Hudson County's Planning Department, the busiest in New Jersey. This workshop will also review how to assess or identify inefficiencies in operations; the benefits of process automation to employees, constituents, and budgets; and, how a cloud-based, unified platform can save hours of work per week.

Panelists

James Delmonico, *VP of Product, GovPilot*

Francesca Giarratana, *Division Chief of Planning, Hudson County*

DOING BUSINESS WITH THE COUNTY GOVERNMENT BY COUNTY PURCHASING OFFICIALS

Submitted by the New Jersey Association of County Purchasers

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

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 operation 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, County of Cumberland*

AnnaMarie Wright, QPA, *Purchasing Agent, Camden County*

Gerald Reiner, Jr., QPA, *Purchasing Manager, Bergen County Utilities Authority*

3:15 P.M. WORKSHOPS - THURSDAY, MAY 5, 2022

HYPERTENSION & DIABETES MANAGEMENT AND EFFECTS IN THE WORKPLACE

Submitted by Horizon Blue Cross Blue Shield of New Jersey (HBCBSNJ)

[Continuing Education Credits Pending](#)

Hypertension and Diabetes have a profound effect on productivity and job satisfaction. This educational session will discuss the issues associated with Hypertension and Diabetes within the workforce. Subject matter experts will provide insight on effective management strategies and actions to help employers assist their employees in managing these chronic conditions.

Panelist

Carol Zicker, RN, BSN, CDCES *ACO Collaboration Nurse Care Manager, HBCBSNJ*

MONMOUTH ACTS: A CALL TO ACTION IN HUMAN SERVICES

Submitted by Monmouth County

[APPROVED CMFO/CCFO Ethics; CCFO County Fiscal Operations](#)

This workshop will showcase the steps that Monmouth County has taken to develop a unique and transformational approach to meeting the health and human service needs of its residents. With the undertaking of a human services needs assessment, the County sought to formally assess the status, needs, and desires of its residents and their families to live, work and thrive in Monmouth County. This began the establishment of a public-private partnership to identify and address residents' needs, the result of which was "A Call to Action." Monmouth County responded by creating Monmouth ACTS, transforming its Human Services Advisory Council into the Monmouth ACTS Advisory Council.

Panelists

Teri O'Connor, *Monmouth County Administrator*

Geoffrey Perselay, *Deputy County Administrator*

Mary Pat Angelini, *Chairperson, Monmouth ACTS Advisory Council*

Tom Blatner, *President, JANUS Solutions*

BLOCKCHAIN & CRYPTOCURRENCY – AN OVERVIEW

Submitted by TD Bank

[APPROVED CMFO/CCFO Budgeting/Information Technology; RMC, CPWM, QPA Information Technology; RPPO/RPPS](#)

The topic of blockchain and digital currencies has quickly become top of mind for consumers and businesses alike. The application of the technology is rapidly changing, and enterprise adoption is picking up, providing businesses with an opportunity to ask how the underlying technology will impact them and how they might approach the various use cases. The goal of this session is to provide a fundamental overview of blockchain and digital currencies, which includes an introductory walkthrough, value-transfer use cases and the industries overall approach to technology.

Panelist

Paul Margarites, *Head of Commercial Digital Platforms/FinTech Partnerships, TD Bank*

HOW TO TALK ABOUT RISK WITH YOUR SUPERVISORS (AND YOUR COMMUNITY)

Submitted by Zencity

[Continuing Education Credits Pending](#)

How do you strengthen your county's reputation when talking about risk? In this workshop, we will hear from technology executive and risk communication expert Eyal Halamish and former Chief of Staff, Mayor's Office, City of Chicago Maurice Classen about how to identify emerging and political reputation risks and how to communicate with your elected officials and community in a manner which builds trust. This interactive workshop is designed specifically for New Jersey county officials and their technology, innovation and communications teams.

Panelists

Eyal Halamish, *VP Strategic Services, Zencity*

Maurice Classen, *Senior Advisor, Zencity*

RATES GO UP, RATES GO DOWN - YOU JUST NEED TO HAVE A PLAN

Submitted by PFM Asset Management

APPROVED: CMFO/CCFO Budgeting, Financial/Debt Management; CCFO County Fiscal Operations; RMC Finance

2008 may seem like yesterday or a lifetime ago. From most investors' perspectives, it signaled the beginning of an extended period of near-zero interest rates, a result of the devastating credit crisis. Over the course of seven long years, public investors developed a fixed income playbook. Fast-forward to 2020 and COVID-19, another event that devastated markets, triggered Federal Reserve (Fed) action and, with it, reintroduced low interest rates. Now, in 2022, rates are rising again. This session will dust off strategies and lessons from the credit crisis to help identify challenges, understand investment strategies, the importance of diversification.

Panelists

To Be Determined

9:00 A.M. WORKSHOPS - FRIDAY, MAY 6, 2022

OBJECTIVE METRICS WITH A TRANSFORMATIVE FISCAL IMPACT

Submitted by cashVest by three+one

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

This presentation will focus on how to obtain a clear picture of your liquidity needs; how to use data to communicate those needs to stakeholders; and how to meld cash flow management into liquidity management. Learning outcomes will include forecasting liquidity to plan for different scenarios; using liquidity data to satisfy your statutory requirements; sharing your county's changing financial picture with stakeholders; investigating the impacts of an economic shock on your county's liquidity position; maximizing the value of cash you won't need, using stress testing and peer benchmark data; and, more.

Panelists

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

Tyler Frame, Senior Relationship Analyst, *cashVest by three+one*

THE VIRTUAL COURT ACCESSIBILITY PROJECT: HOW THE COMMUNITY JUSTICE MODEL SERVED A COMMUNITY IN CRISIS

Submitted by Kelly Mulligan, MA, Director, The Center for Court Innovation

APPROVED CMFO/CCFO Ethics, CTC Ethics; CPWM ethics; RMC ethics; QPA ethics procedures; RPPO/RPPS

This workshop will provide an overview of the community justice model including how this established approach allowed the City of Newark to innovate and problem solve during the pandemic. The session will also provide a detailed overview of new cross-sector initiatives including how they will continue to benefit participants after the pandemic ends and will share best practices that counties and municipalities can benefit from as we all strive toward improved equity and procedural justice in the municipal court system.

Panelist

Kelly Mulligan-Brown, MA, Director, NJ Programs, *The Center for Court Innovation*

TALENT AS A RENEWABLE RESOURCE

Submitted by NJ Civil Service Commission: Center for Learning and Improving Performance (CLIP)

APPROVED CMFO/CCFO Office Management/Ancillary Subjects; CPWM Management; RMC Professional Development; QPA Office Administration/General Duties; RPPO/RPPS

This workshop will focus on the various learning and development resources available to county employees to help strengthen their ability to fulfill mission critical responsibilities. Attendees will also get a live demonstration of the benefits of the Learning Management System (LMS). Employees need to be supported in the role that they play in creating and sustaining their growth potential. Meeting employees at their current level while fostering an environment that encourages continued skill building is essential in leveraging talent from within. Discover how CLIP can assist you in creating a culture of growth by championing training and development in your organization.

Panelist

Melissa Czaplicki, CLIP Customer Success Supervisor, NJ Civil Service Commission

10:15 A.M. COUNTY MODULE WORKSHOP - FRIDAY, MAY 6, 2022

Continuing Education Credits and Workshop Summary will be available Shortly