

# NJAC COUNTY BIZ

*An Educational and Informative Newsletter for Counties and Businesses*

New Jersey Association of Counties

ISSUE 101 - DECEMBER 2019

## Your Employees Are What Keeps Your Government Running

*by Michael Galello, Industry Marketing Manager for Kronos for Government and Education*

Your employees are what keeps your government running. They serve your constituents, manage budgets, maintain safety, and the list goes on and on. Each night they leave, and each morning you hope they come back. It's important to ensure that your employees are happy. Otherwise, they'll look elsewhere and call in sick more often. So, what are the driving motivators for employees to call out or change jobs—and what can you do to reduce absence and turnover?

Burnout, depression and anxiety, disengagement, absenteeism, and turnover are all at all-time highs. Why? Because we live in an era of rapid transformation and uncertainty. In the world, at work, in our home lives. And it's hard on us. So, what do we do—as humans and as organizations?

While we cannot change the world around us, we *can* change the way we respond, adapt, and arm ourselves to tackle challenges and setbacks and show up in life. This ability is called **resilience**. And it is a key capacity needed to not just survive, but thrive in the world we live in today. Resilience is defined as the ability to bounce back from challenge, recover from stress, and move forward and thrive. It not only gets to the root cause behind the big people issues, such as absence and turnover, but it can also prevent them from happening in the first place.



Below are the seven proven factors of resilience:

**1. Emotion Regulation:** The ability to control one's emotions and maintain calm under adversity. It's easy to understand how the skills of Emotion Regulation can be essential to people who face constituents all day.

**2. Impulse Control:** The capacity to moderate your behavior when you're experiencing challenges so you don't burn bridges. Ever pressed "send" in a moment of anger on an email you immediately regretted?

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## Your Employees Are What Keeps YOur Government Running

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**3. Causal Analysis:** Being able to look at all the causes of a particular problem and work out what you can control and what you can't, so you can funnel energy into what you can change and forgive what you can't.

**4. Self-Efficacy:** A belief in yourself that you are competent and reliable. Or the belief that you can solve problems and succeed. This is critical and so essential as it impacts how people tackle change and setbacks—or not—and ask for help when needed.

**5. Realistic Optimism:** The ability to be optimistic to the extent that your reality allows without getting blindsided. Employees with this skill balance the ability to see opportunity while realistically assessing what could go wrong or deter success.

**6. Empathy:** Understanding what motivates other people, what they think and feel, and being able to put yourself in their shoes. It's critical especially for leaders and managers who need to build a culture of trust.

**7. Reaching Out:** A willingness and ability to take on new opportunities even in the face of change or adversity. That's agility and adaptability at its core.

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](mailto:wesley.witherington@kronos.com) or via telephone at (973) 331-5465.



## WELCOME TO OUR NEW MEMBER



**SiteLogIQ** is dedicated to delivering comprehensive facility solutions that support the resiliency, future-proofing, energy saving, operating efficiency and sustainability goals of our clients. While doing so, we also create healthy, comfortable indoor environments that promote productivity, increased output, and improved experiences.

To learn more and discuss further please contact Peter Roehrig, Senior Business Consultant via e-mail at [pete.roehrig@sitelogiq.com](mailto:pete.roehrig@sitelogiq.com).

**SUMMIT ON THE SUICIDE CRISIS & PREVENTION**  
**FRIDAY, DECEMBER 20, 2019**  
**TRENTON COUNTRY CLUB, TRENTON, NJ**

Please join the New Jersey Association of Counties (NJAC) for an important and timely discussion on county governments role in combating the suicide crisis and providing critical resources for those in need.

**NJAC BOARD OF DIRECTORS MEETING**

9:00 a.m. – 9:30 a.m.

**REGISTRATION & CONTINENTAL BREAKFAST**

9:00 a.m. – 10:00 a.m.

**OPENING REMARKS**

10:00 a.m. – 10:15 a.m.

**THE SUICIDE CRISIS**

10:15 a.m. – 11:15 a.m.

Subject matter experts from across the State will examine the alarming increase in suicide rates among teenagers, adults, veterans and law enforcement professionals. *Eric Scott with Townsquare Media to moderate both panels!*

- Tricia Baker, Attitudes in Reverse
- Valentina Sanchez, Mental Health Association of Monmouth County
- Roy Diaz, Cop2Cop
- Jennifer Stivers, Community Hope

**COFFEE BREAK**

11:15 a.m. – 11:30 a.m.

**SUICIDE PREVENTION & AWARENESS**

11:30 a.m. – 12:30 p.m.

Mental health specialists and other leading authorities will discuss essential strategies for prevention and recommend resources for providing support to those in need.

- Maria Kirchner, NJ Division of Mental Health and Addiction Services
- Shauna Moses, NJ Association of Mental Health and Addiction Agencies
- Maureen Underwood, Lifelines: A Suicide Prevention Program
- Andrew Onimus, Minding Your Mind
- Douglas Forrester, First Responder Partnership Health Center

**KEYNOTE SPEAKER AND LUNCHEON**

12:30 p.m. – 1:30 p.m.

*Nick LeDonne, Award Winning Filmmaker, "Hanging to Hang On"*

**PUBLIC OFFICIALS CLICK [HERE](#) FOR REGISTRATION INFORMATION**

**[ALL OTHER REGISTRANTS PLEASE CLICK HERE FOR REGISTRATION INFORMATION](#)**

**DRIVING DIRECTIONS TO THE TRENTON COUNTRY CLUB CAN BE FOUND [HERE](#).**

## Tablets Provide Free Access to Planning Guide for Incarcerated Veterans Reentering Society - *Offering step-by-step guidance*

*to access helpful resources, "Planning for Your Release" guide is accessible on GTL tablets nationwide to help veterans prepare for life after incarceration*  
by Randy Brown, Press Release Contact for GTL



GTL, a leader in transformative corrections technology that improves outcomes for inmates and facilities, recently announced that a free guide is available on its [Inspire tablets](#) to assist incarcerated veterans with preparing for their life after incarceration.

["Planning for Your Release: A Guide for Incarcerated Veterans"](#) is a document put together by the National Coalition for Homeless Veterans that offers information on the opportunities available to veterans once they are released from jail or prison. The guide includes details on how to get benefits restarted, how to access housing assistance, who to contact at assistance organizations, how to get new identification cards, and more.

"We are proud to honor our veterans. During their time in the military, they dedicated their lives to protecting our country, its citizens, and our rights," said Deb Alderson, GTL's CEO. "As a way to show our appreciation, GTL is making this guide available for free on our inmate tablets. Veterans experience many barriers to successful reentry, including finding housing accommodations, getting employment at a livable wage, and more. This guide helps veterans address these issues by giving them access to the assistance they need and deserve, helping to provide a smooth and successful transition back into society."

Past incarceration can be a barrier that puts individuals [at risk](#) of homelessness, unemployment, and reoffending. Resources that the incarcerated can access before their release can help to address each of these barriers by giving individuals knowledge of and access to the services they may need.

### About GTL

GTL leads the fields of corrections technology, education, and intelligence, as well as government payment services, with visionary solutions that integrate seamlessly to deliver security, financial value, and operational efficiencies while aiding inmate rehabilitation. As a trusted industry leader, GTL provides services to over 2 million inmates in more than 2,500 correctional facilities in the United States and Canada, including more than 30 U.S. departments of corrections, the District of Columbia, Puerto Rico, and the U.S. Federal Bureau of Prisons. GTL is headquartered in Falls Church, Virginia, with an employee presence throughout North America.

To learn more about GTL, please visit [www.gtl.net](http://www.gtl.net) or social media sites on [Facebook](#), [Twitter](#), [LinkedIn](#), and [YouTube](#).



# **Murphy Administration Purchases 1,400 Acre Cumberland County Farm to Preserve New Jersey's Largest Concentration of Endangered Species - *Land Acquisition Will Also Mitigate the Effects of Climate Change***

*by State of New Jersey Office of Governor Phil Murphy*

Governor Phil Murphy today announced that the New Jersey Department of Environmental Protection has entered into one of the most significant land deals in the agency's history with a signed agreement to purchase a 1,400-acre Cumberland County farm to preserve New Jersey's largest concentration of endangered species and mitigate the effect of climate change. The property, which is owned by Atlantic City Electric and known as Holly Farm, is situated between Menantico Creek and Manumuskin Creek, two federally designated Wild and Scenic Rivers. The acquisition of the property will also directly connect to two Nature Conservancy preserves that will be donated to the Department of Environmental Protection. In total, these additions will expand the preserved Menantico Ponds Wildlife Management Area by more than 5,500 acres. Financial terms of the agreement will be made public when the purchase is finalized.

"Safeguarding New Jersey's interconnected open spaces and diverse ecosystem is critically important in protecting our environment," said Governor Murphy. "In addition to protecting endangered species, our open spaces have the capacity to store large amounts of carbon emissions and absorb water to reduce flooding in our communities. Through the acquisition of Holly Farm, we are able to preserve New Jersey's natural resources and become more resilient to the devastating effects of climate change."

"We appreciate Atlantic City Electric's commitment to the environment by helping to preserve this critical open space in South Jersey," said Department of Environmental Protection Commissioner Catherine R. McCabe. "The purchase of the Holly Farm property is a tremendous accomplishment for the state of New Jersey, our conservation partners and residents. Preservation of this property protects an important wildlife corridor and eliminates the risk of development to a scenic and ecologically sensitive region. In addition, the trees and other plants absorb greenhouse gases, mitigating the effects of climate change."

The Holly Farm property includes an area that Department of Environmental Protection has deemed a National Heritage Priority Site and represents some of the best remaining habitat for rare plant species and rare ecological communities in New Jersey. The site at Holly Farm is habitat for seven rare plants including the sensitive joint-vetch, a federally and globally protected species.

Department of Environmental Protection records have also documented the existence of the threatened Pine Barrens treefrogs, pine and scarlet snakes, corn snakes, barred owls, red-headed woodpeckers, Cooper's hawks, and the dotted skipper butterfly. The property provides habitat suitable for timber rattlesnakes and Cope's treefrogs and is the nesting and foraging area for 71 species of breeding birds and nine species of migratory birds. Additionally, the area has been deemed a critical nest buffer and foraging habitat for bald eagles, least tern, and ospreys.

"Our commitment to serving our customers and communities goes beyond providing the safe and reliable energy service they count on," said Dave Velazquez, president and CEO of Pepco Holdings, which includes Atlantic City Electric. "We recognize that we need to lead the fight against climate change and help preserve the environment where we live and work. We believe the sale of the Holly Farm property to the DEP best fulfills our responsibilities to our customers and communities, as it supports the continued well-being of the region's natural environment and ensures the continued benefits of this open space for generations to come."

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## 1,400 Acre Cumberland County Farm Purchased *(continued)*

"We are excited about the addition of this land to our Green Acres inventory and the expansion of open space connectivity in South Jersey," said Ray Bukowski, DEP Assistant Commissioner for Natural and Historic Resources. "Visitors to this property will be able to enjoy the land as a place to quietly appreciate nature, hike, or view wildlife in pristine habitats."

Many nonprofit and conservation groups partnered with the Department of Environmental Protection to secure funding through the Open Space Institute to assist with land surveys and plans for potential improvements to the property. They include The Nature Conservancy, the New Jersey Conservation Foundation, NJ Audubon, Natural Lands, the Association of New Jersey Environmental Commissions and Citizens United to Protect the Maurice River. The work of these organizations has been instrumental in ensuring that local planning and zoning efforts safeguard water resources and critical habitats on the property.

"NJ Audubon thanks Atlantic City Electric, the Murphy Administration and DEP for preserving the Holly Farm," said Eric Stiles, President and CEO of the New Jersey Audubon Society. "This amazing site, which many state and local organizations have been championing for over two decades to permanently protect, provides essential access for outdoor recreation and wildlife and habitat protection. This achieves the twin objectives of supporting the economy through advancing nature-based tourism and improving and preserving our environment."

"The Nature Conservancy applauds both Atlantic City Electric and the Murphy Administration for working together to preserve one of the crown jewels and a major missing piece in New Jersey's open space system" said Tom Wells, Director of Government Relations for the Nature Conservancy. "This tract is a keystone property connecting many thousands of acres of already preserved very high value natural lands and sensitive wildlife habitats in southern NJ. This is one of the most important land preservation projects in New Jersey in many years."

"The preservation of 1,400 acres of forested land at Holly Farms in Millville, Cumberland County brings the total acres of preserved land in the area to over 28,000. This could not have happened without the strong environmental commitment of Atlantic City Electric and hard work of Commissioner McCabe to ensure open spaces are available for future generations," said Ed Potosnak, Executive Director of New Jersey League of Conservation Voters. "Our children and children's children will benefit from this important forested land tract being part of the surrounding preserved open spaces."

"After 30+ years of CU Maurice River's intense advocacy, the Governor, the NJ DEP, and Atlantic Electric have made this monumental addition to the surrounding preserved lands a reality," J. Morton Galetto, CU Maurice River. "We salute their courage. This newly acquired space preserves in perpetuity a bridge between two Wild and Scenic river corridors that are home to NJ's largest concentration of rare and endangered species. This is a global treasure that the public will appreciate for generations to come."

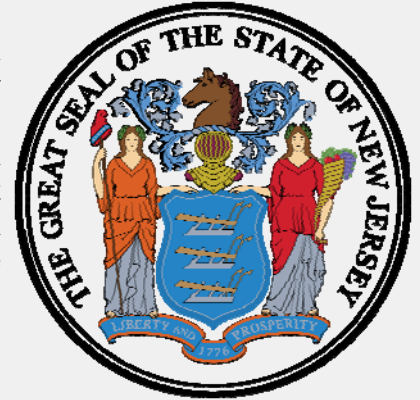
"This is tremendous news for the people and animals that call the Garden State home," said Jennifer M. Coffey, ANJEC Executive Director. "It's the completion of more than a decade of work to protect enormously special habitat for threatened and endangered species for generations to come. ANJEC extends gratitude this week of Thanksgiving to Governor Murphy, Commissioner McCabe, Atlantic City Electric, Cumberland County and everyone who helped make Holly Farms go green!"

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## 1,400 Acre Cumberland County Farm Purchased *(continued)*

"This is a fantastic day for the environment in New Jersey," said Ed Lloyd, Director of the Columbia Environmental Law Clinic. "After three decades of negotiations, we want to commend Atlantic City Electric and NJ DEP for preserving this gem."

"The New Jersey Conservation Foundation commends and congratulates Atlantic City Electric and the New Jersey Department of Environmental Protection for purchasing and permanently preserving the 1,380 acre "Holly Farm" in Millville as public trust conservation lands for all New Jerseyans," said Michele S. Byers, Executive Director of the New Jersey Conservation Foundation. "We applaud today's announcement and are honored to support the New Jersey Green Acres Program on this momentous land preservation achievement. Ecotourism is a major economic force in this region and the preservation of the Holly Farm will boost public visitation and enjoyment, bringing much needed economic benefits to the area."



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## County Launches GeoHub Website - *All GIS data from Division of Planning Kept on New Platform*

Together with the Monmouth County Board of Chosen Freeholders, the Division of Planning recently launched the Monmouth County NJ GeoHub website, a community engagement platform that allows residents to download Geographic Information System (GIS) data and explore web maps and applications offered by the County.

"I commend the GIS staff in the Division of Planning for their efforts in housing the entirety of the County's GIS content on the same website, which will allow for greater data accessibility for our residents," said Freeholder Lillian G. Burry, liaison to the Division of Planning. "The long-awaited, two-year project holds popular County mapping tools such as the Grown in Monmouth Directories and the County's Cultural & Heritage Virtual Tours for users to learn and explore."

Featured GIS content includes interactive web maps and applications to find information about County's services and resources as well as interactive story maps to learn more about the County's history and culture. Open data download for authoritative GIS sets and external GIS data resources are also available on the GeoHub website.

Monmouth County GIS is responsible for developing and maintaining a central GIS database, creating and updating Countywide datasets, creating cartographic paper and digital maps, data modeling and analysis, developing web mapping services and applications as well as developing web mapping services and applications.

In addition to maintaining a robust Geographic Information System, the GIS staff furnishes technical assistance for County projects and programs as well as the general public by providing historic aerial imagery and continuing to build useful and informative web mapping tools.

For more information about the Monmouth County NJ GeoHub website, go to [gis-monmouthnj.opendata.arcgis.com/](https://gis-monmouthnj.opendata.arcgis.com/) or email [gis@co.monmouth.nj.us](mailto:gis@co.monmouth.nj.us).



# Complete Streets Technical Assistance Services



## Apply for Free Complete Streets Technical Assistance Services

**COMPLETE STREETS** help improve safety for people walking and biking. They create better places to live, work, play, and do business. They balance the needs of drivers, pedestrians, bicyclists, transit riders, emergency responders, and goods movement based on the local context.

Municipalities within the NJTPA regions—Bergen, Essex, Hudson, Hunterdon, Middlesex, Monmouth, Morris, Ocean, Passaic, Somerset, Union, and Warren counties—may apply to receive free technical assistance services for one of the following project types to advance their complete streets initiatives:

🚲 **Bicycle Corridor or Bicycle Network Plan:** To help identify specific routes and road treatments to improve bicycling infrastructure.

🚶 **Conceptual Renderings:** To prepare graphic renderings to help visualize potential improvements to streetscapes or public spaces.

🚰 **Crime Prevention Through Environmental Design Safety Audit and Site Assessment:** To assist in assessing and understanding potential physical improvements that could help prevent crime.

🚶 **Temporary Demonstration Project Guidance:** To provide guidance on the design and installation of one pedestrian safety or bicycle infrastructure temporary demonstration project.

🚶 **Walkable Community Workshop:** To conduct a workshop and audit of up to a continuous half-mile of a street or combination of streets to identify potential pedestrian and bicycle improvements that could be made.

**APPLICATIONS ARE DUE DECEMBER 20, 2019**

An informational webinar will be held on Wednesday, October 30 from 1:30 – 2:30pm. Join the webinar to learn more about the program and how you can apply.

**REGISTER:** <http://bit.ly/CompleteStreets2019Webinar>

**MORE INFORMATION:** <http://bit.ly/CompleteStreetsTA>





# Sprint Goes Carbon Neutral and Announces New Environmental Goals

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

Building on its legacy as a leader in sustainable business practices, Sprint announced new corporate environmental goals. Among them is a commitment to source 100% renewable electricity across its entire operations—all retail stores, offices, call centers, and network sites—by 2025. Sprint also re-committed to responsibly reuse or recycle 100% of electronic waste directly generated from business operations, and divert 50% of operational waste from landfills by 2025.



“We recognize the global importance of operating a sustainable company—it’s the right thing to do and it makes good business sense,” said Sprint President and CEO Michel Combes. “I’m proud that Sprint will be among the companies around the world committed to decreasing our carbon footprint and addressing the impacts of climate change. This is an issue that requires immediate and bold action, and that is why Sprint is stepping up in a big way.”

The path to reaching 100% carbon neutrality includes efforts to directly reduce Sprint’s overall energy consumption as well as investments in alternative energy that offset carbon emissions.

Existing efforts to directly reduce energy use include implementing various energy efficiency projects. For example, Sprint’s headquarters is equipped with an intelligent system that has reduced energy consumption by 6%. In retail locations, intelligent thermostats have seen an average of 10-14% reduction in energy consumption. And, nearly 75% of Sprint’s commercial properties operate under a green lease, recognized by the U.S. Department of Energy as a national leader in this space.

Current investments in renewable and alternative energy include two 12-year virtual power purchase agreements (VPPAs). The recently announced Maryneal project with Duke Energy Renewables—combined with an aggregation agreement announced with Apple, eBay and Samsung to purchase renewable energy from Apex Clean Energy’s White Mesa Wind Project—will offset Sprint’s CO2 emission 30% by 2021.

At our corporate headquarters campus, Sprint provides several waste and recycling programs, including composting, access to surplus office supplies, e-waste collection and glass recycling. Outside headquarters, Sprint runs a national waste hauling and recycling program at office and retail locations, data centers and network facilities across the nation—either through onsite services or a mail collection program. Sprint’s two national haulers report diversion tonnages through month cloud-based reporting, which has been recognized by the U.S. Environmental Protection Agency Waste Wise Program as “best in class” for large companies.

## **The Sprint Perks Employee Incentive Program:**

*Switch to Sprint and get the Unlimited Premium Plan for the price of the Unlimited Plus Plan!!*

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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## Sprint Goes Carbon Neutral and Announces New Environmental Goals *(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>



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## Using Cloud to Modernize Data Protection and Optimize Digital Transformation

*by Guest Blogger Phil Goodwin for SHI International Corp.*

IDC research shows that 60% of organizations have embarked on a digital transformation (DX) journey. The purpose of a DX strategy is to create a “data-driven” organization that delivers faster, more accurate information to business leaders, resulting in business plays that outsmart the competition. Simply put, the organization with the best data availability is going to have the inside edge.

Data protection, in particular, has evolved from a simple, reactive restore of data to proactive data availability. Moreover, backup data sets are being leveraged for added value such as development testing, staging, data mining, analytics, and more.

Better data protection leads to better data availability. IDC research shows that many organizations understand this, as 50% of DX projects include data protection modernization, and 30% of their budgets are allocated to this effort.

While data availability is foundational to DX strategies, the key to success is making the connection between the data and the business decision-makers. IT plays a key role in making this connection by selecting the platforms and methodologies for delivering data.

Business leaders know what data they need, and IT knows how to deliver it. In addition, a new class of data consumers is emerging: data scientists, data architects, and data operators. This new group is tech-savvy, aligned with business requirements, and can bridge the gap between technology and people.

### Data protection leading the way to cloud

At the same time, IDC finds that 70% of CIOs claim a “cloud-first” strategy. Our research also indicates that data protection is the most common cloud entry point, as 90% of organizations intend to use the cloud for some portion of their data protection strategy within the next 12 months.



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## Using the Cloud *(continued)*

The most common architectures include:

- **Hybrid cloud** – Backup data is migrated to the cloud either by replication or “cloud tiering” software, yielding one data copy on-premises and one data copy in the cloud. This model assures data survivability in the event of on-premises disruptions.
- **Backup as a service (BaaS)** – Backup and recovery is provided by a cloud service provider (CSP) on a subscription basis and is usually fully managed by the CSP. The IT organization is relieved of the hassle of managing the backup infrastructure while gaining all the benefits of two-site data protection.
- **Disaster recovery as a service (DRaaS)** – Also provided by a CSP, DRaaS uses backup data to stage DR operations. DRaaS is a game-changer, because it makes DR affordable due to on-demand provisioning of resources.
- **Archive as a service (AaaS)** – Moving data to the cloud for archiving can take advantage of very low cost per GB cloud storage and relieve the IT organization of managing the archiving infrastructure.

### 3 key metrics that guide infrastructure selection

Regardless of architecture, our best practice recommendation is that IT organizations manage the metrics of particular service-level agreements (SLAs). Having SLA targets helps to determine exactly what infrastructure is needed to meet contract requirements. The three most common SLA benchmarks include:

- **Data availability (or application availability)** – Also known as “uptime,” this SLA measures how much time an application is available to end users. So-called “five nines” or 99.999% up time means less than five minutes of downtime per year. “Three nines” or 99.9% means 25 minutes of downtime per year. The higher the “nines,” the more expensive the supporting infrastructure. However, IDC estimates the average cost of unplanned downtime to be \$250 per hour, so this cost must be weighed against the cost of infrastructure for higher uptime. This clearly has a direct impact on DX results.
- **Recovery point objective (RPO)** – RPO measures the amount of data an organization is willing to lose due to a service disruption. The current best-practice RPO is 15 minutes.
- **Recovery time objective (RTO)** – RTO measures the total time needed to recover from a service disruption. The current best-practice RTO is one hour.

### Conclusion

Modernizing data protection is foundational to a successful digital transformation. Not every organization that pursues DX will be successful. But those who are will be rewarded with a competitive advantage and likely market leadership in their sector.

[Learn more](#) about data management and protection platforms in the cloud.

*\* All data cited in this blog is based on IDC research reports.*

### About the author

Phil Goodwin is a Research Director within IDC’s Enterprise Infrastructure Practice, covering research on data management. Mr. Goodwin provides detailed insight and analysis on evolving industry trends, vendor performance, and the impact of new technology adoption.



## Atlantic City Electric Ready to Keep Homes and Businesses Warm and Bright This Winter - *Customers Encouraged to Take Essential Steps to Prepare for Winter Weather*

by Frank Tedesco, Communications for Atlantic City Electric

With low temperatures, Atlantic City Electric has taken essential steps to ready the local energy grid to provide customers with safe and reliable energy service this winter. The local energy company has completed hundreds of projects and tasks, including performing maintenance and inspections, targeted upgrades, and other critical work all to meet the energy needs of customers across the area.

“Each day, we work hard to further enhance reliability for customers and to fortify our system against severe weather,” said Gary Stockbridge, Atlantic City Electric region president. “Our preparation efforts are essential to not only providing the reliable service our customers have come to expect, but also ensuring we are ready to respond safely and quickly when customers need us this winter. It’s this seasonal preparation, as well as year-round investments in reliability and resiliency, that have helped us deliver the most reliable service in the company’s history in recent years.”



On the local electric grid, preparation includes inspecting and upgrading equipment; trimming trees, which cause about 30 percent of power outages; building new underground equipment; and installing stronger, tree-resistant aerial cable. Atlantic City Electric also continues to install smart technology that can automatically identify the location of damage, restore service more quickly, or isolate damage. Ongoing investments in the local energy grid have resulted in a 22 percent decrease in the frequency of outages and a 17 percent reduction in outage length for customers over the last five years.

Atlantic City Electric’s preparation efforts also include conducting emergency response drills, testing computer and emergency systems, reviewing emergency processes and procedures, and coordinating closely with government and community partners. The company also participates in collaborative emergency response exercises with its Exelon sister companies – BGE, ComEd, Delmarva Power, PECO and Pepco – to ensure each can provide seamless support during a storm. During last year’s winter storms, and a recent hurricane season that impacted the southeastern seaboard, this coordination allowed mutual assistance crews to quickly respond and support power restoration efforts in the hardest hit parts of the East Coast.

Just as Atlantic City Electric prepares, customers should also prepare.

- Assemble an emergency storm kit. Include battery-powered radio or TV, flashlight, a first-aid kit, battery-powered or windup clock, extra batteries, special needs items, medications, multi-purpose tool, cell phones with chargers, and list of important and emergency phone numbers.
- Apply insulation, caulking, and weather stripping around your home to keep out the cold.
- Have a supply of bottled water and easy-to-prepare, non-perishable foods available.
- Keep a flashlight with fresh batteries on each floor of your home.
- Identify an alternate location for you and/or your family in case of extended outage.
- Review the manufacturer’s instructions for safe operations of your generator. Do not connect a generator directly to your home’s wiring. Never use a generator indoors or any enclosed area.
- Download Atlantic City Electric’s app at [atlanticcityelectric.com/mobileapp](http://atlanticcityelectric.com/mobileapp) to keep informed during a storm.

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## ACE Ready to Keep Homes and Businesses Warm and Bright This Winter *(continued)*

Being prepared is a responsibility everyone should take seriously. If a severe storm hits, monitor local weather reports regularly and follow the advice of local emergency management officials. Immediately report a downed wire or service issue by calling 800-833-7476, visiting [atlanticcityelectric.com](http://atlanticcityelectric.com), or through the company's mobile app.

More tips, resources and safety information are available at [atlanticcityelectric.com/storm](http://atlanticcityelectric.com/storm).

Readers are encouraged to visit [The Source](#), Atlantic City Electric's online news room. For more information about Atlantic City Electric, visit [atlanticcityelectric.com](http://atlanticcityelectric.com). Follow the company on Facebook at [facebook.com/atlanticcityelectric](https://facebook.com/atlanticcityelectric) and on Twitter at [twitter.com/aceleconnect](https://twitter.com/aceleconnect). Our mobile app is available at [atlanticcityelectric.com/mobileapp](http://atlanticcityelectric.com/mobileapp).



An Exelon Company

*Atlantic City Electric is a unit of Exelon Corporation (Nasdaq: EXC), the nation's leading energy provider, with approximately 10 million customers. Atlantic City Electric provides safe and reliable energy service to approximately 556,000 customers in southern New Jersey.*

HAPPY HOLIDAYS

HAPPY NEW YEAR

# Mercer Holiday Toy Drive



**Mercer County Executive Brian M. Hughes**  
and the **Mercer County Park Commission** joyously  
announce the annual holiday drive to benefit **Toys for Tots**

Help warm the heart of a child during this season of giving by  
offering toys or gifts at any of the following locations.

Toys will be collected from now until December 11.

Toys for Tots drop-off boxes can be found at the following County facilities:

Mercer County McDade Administration Building  
Mercer County Connection (Hamilton)  
Mercer County Improvement Authority  
Mercer County Office Park (Ewing)  
Mercer County Department of Transportation Yard (Ewing)  
Mercer County Park Commission—The Historic Hunt House  
Mercer County Park Ice Skating Center  
Mercer County Park Tennis Center  
Mercer County Park Ranger Headquarters  
Mercer County Equestrian Center  
Mercer County Wildlife Center  
All Mercer County Golf Courses  
Tulpehaking Nature Center  
Howell Living History Farm



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**Paul Cohen**

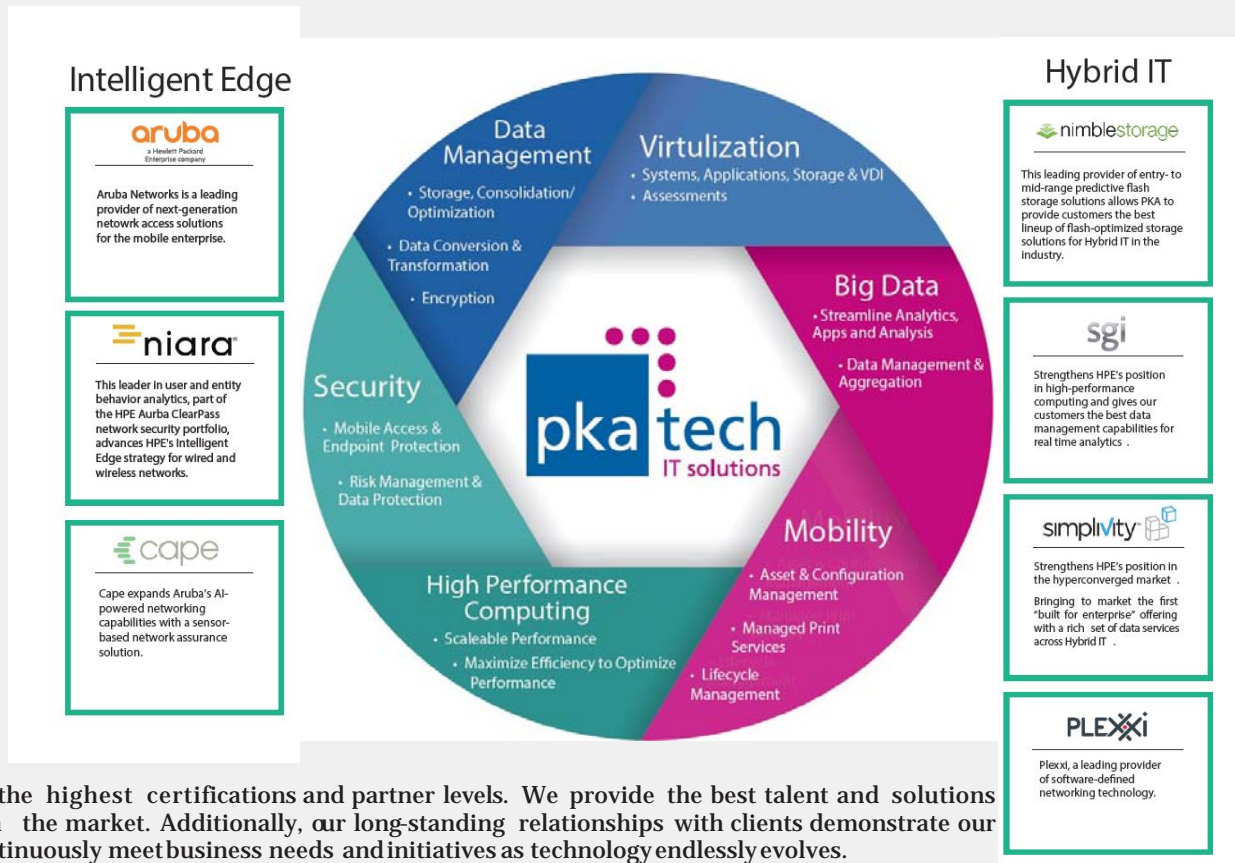
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## NACo Upcoming Webinars

### **Leveraging the Farm Bill to Promote Compatible Land Use Near Military Installations**

*December 9, 2019 1:00 p.m. – 2:00 p.m.*

Contact Austin Igleheart [aigleheart@naco.org](mailto:aigleheart@naco.org)

[Register](#)

This webinar will explore how programs within the 2018 Farm Bill can be used to promote compatible land use and development near military bases as communities grow, while ensuring continued economic stability and the preservation and use of recreational and working lands. Speakers will help educate county officials and DoD staff on the importance of compatible land use near military Installations and some of the various programs in the 2018 Farm Bill that can help preserve local landscapes, benefitting local communities while also supporting DoD's mission.



### **Early Childhood Peer Learning Network**

*December 10, 2019 2:00 p.m. – 3:00 p.m.*

Contact Tracy Steffek [tsteffek@naco.org](mailto:tsteffek@naco.org)

[Register](#)

Please join us for our next Peer Learning Network session - a virtual environment where rural, suburban and urban counties can convene as a cohort to discuss successes and challenges related to strengthening local early childhood systems and improving outcomes for young children. In this webinar, the Chamber of Commerce Foundation will share strategies for counties in engaging the business community in early childhood initiatives and participants will hear from county managers and elected officials on how they've transformed into prenatal-to-three leaders and brought other partners to the table. Please come prepared to participate in an interactive peer-to-peer discussion with counties in rural, suburban and urban communities across the nation.

\*This is the fourth webinar in a series of four scheduled for this year. You do not need to have participated in earlier Peer Learning Network webinars in order to attend this session.

### **WOTUS and Clean Water Act Update For State and Local Government Officials**

*December 11, 2019 1:00 p.m. – 2:00 p.m.*

Contact Lisa Soronen

[Register](#)

Keeping track which Waters of the United States (WOTUS) rule applies where and for how long is a fulltime job. Samuel Brown, a former EPA attorney and currently a partner at Hunton Andrews Kurth LLP, will provide an overview of how we got to the recent repeal of the 2015 WOTUS rule, what WOTUS rule applies throughout the United States right now, what final rules replacing the repeal of the 2015 WOTUS rule might look like, and how the upcoming presidential election may affect the definition of WOTUS and all the litigation surrounding it.





## Nationwide Economics

### Weekly Economic Review & Outlook for November 18, 2019

*by Ben Ayers, Senior Economist of Nationwide Mutual Insurance Company and  
Daniel Vielhaber, Economist of Nationwide Mutual Insurance Company*

#### Weekly Review

#### **Consumer Spending Wobbles a Bit**

Retail sales rose by a modest 0.3 percent for October to extend the weaker shift in total spending seen in recent months. After posting monthly gains of at least 0.4 percent from March through August, total retail sales flattened out from August through October. The year-over-year growth rate in retail sales has slowed, too, but remains solid at 3.1 percent.

Retail spending was even softer if you exclude the jump in expenditures on gasoline and a surprising climb in auto spending (given that unit sales were down sharply for the month). Core retail sales (excluding autos, building supplies and gasoline stations) were up by only 0.3 percent for October and were downwardly revised to a slight decline for September. On the upside, spending at non-store retailers (mainly online shopping) rebounded during October.

With the business sector struggling in response to trade uncertainty and tariffs, a downshift for the consumer is a warning signal for near-term growth. Early estimates place real GDP growth for the fourth quarter well below 2.0 percent (with some estimates below 1.0 percent) as the economy decelerates in reaction to trade uncertainty. Still, it's too early to be overly concerned about the state of the consumer with labor market trends so positive for workers. It is likely that spending will pick up in the coming months, led by a projected robust holiday shopping season.

#### **Inflation a bit faster in October**

The consumer price index (CPI) rose by 0.4 percent for October, a bit faster than expectations of a 0.3 percent gain. A jump in gasoline prices of 3.7 percent was responsible for much of the gain in overall prices for the month- a pace that is unlikely to be repeated in November. Despite the larger increase, the 12-month trend inflation rate remained low at 1.8 percent.

The core CPI (excluding the volatile food and energy components) increased by a more modest 0.2 percent- near the average monthly gain for the year. As recently as August, however, the core rate climbed by 0.3 percent for three consecutive months – leading to fears that underlying inflation was accelerating. But the slower gains for September and October suggest that the trend in inflation has not shifted materially higher.

The 12-month change in the core CPI, which had climbed this year, dipped in October to 2.3 percent and has flattened out over the past three months. While the Fed looks most closely at the broader price index for personal consumption expenditures (PCE), the core CPI and the core PCE tend to move similarly. The leveling off of the core CPI suggests that the trend in the core PCE is unlikely to change much in the near term – supporting a policy hold from the Fed in December (and likely into early 2020 as well).

Weakening manufacturing output (mostly from the UAW strike against GM) again reduced the industrial production (IP) index with a decline of 0.8 percent for October. As a result, the year-over-year change in IP slipped further into negative territory. While not necessarily a recession indicator by itself, a negative year-over-year IP reading emphasizes the contraction occurring in manufacturing at present. There should be a hefty rebound next month, however, with the end of the auto strike.

*continued on page 18*

## Nationwide Economics *(continued)*

### **The Week Ahead**

This week's economic news will include October updates for existing home sales, housing starts, and building permits.

### **Existing home sales expected to rebound after September dip**

Existing home sales slipped unexpectedly for September, despite low unemployment and mortgage rates. Pending home sales were down in July but up in August, and there may have been some lengthening in the time between contract signings and closings – resulting in the drop in reported sales in September.

But pending sales increased in both August and September – reaching their highest point in two years – suggesting a gain for October existing sales even with a longer-than-usual lag. Unemployment and mortgage rates remain low, while household formations are elevated – all of which increase underlying housing demand. As a result, we expect a rebound to an annualized pace of 5.51 million units in the number of existing homes sold for October.

### **Housing starts should climb in response to a projected recovery in multifamily starts**

While single-family housing starts were near their expansion peak in September, total housing starts were down by about nine percent from August. Although multifamily starts are volatile from month-to-month, September's drop was the largest monthly decline since November 2016. We expect a rebound for multifamily starts for October, keeping with the usual monthly volatility. Meanwhile, single-family starts are likely to remain near their recent peaks as new home demand continues to be strong. Taken together, we project the annualized pace of housing starts for October to rise to 1.27 million units.

### **Leading economic indicators (LEI) should indicate a recession is not imminent**

The year-over-year growth rate of the LEI composite index has declined every month for each of the past 12 months. Last month it grew by only 0.4 percent, the smallest gain since coming out of the Great Recession, it is inching closer to zero. This is important because it is a good predictor of recessions as it has been consistently negative before every recession since 1970. Since the September LEI, however, the yield curve has steepened and is no longer inverted, the S&P 500 has repeatedly re-established its all-time high, and consumer optimism is strong.

There have been occasions when the LEI has temporarily gone negative or close to negative and quickly rebounded above zero; these situations did not result in a recession. The various encouraging economic factors are reasons to expect the LEI to increase in October, boosting the 12-month growth rate and indicating that recession is not yet imminent.

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



***Do you have educational or informational articles you would like published in the NJAC COUNTY BIZ?***

**Contact Loren Wizman, Director of Business Development, at  
(609) 394-3467 or [loren@njac.org](mailto:loren@njac.org).**

## FROM THE EXECUTIVE DIRECTOR

NJAC is pleased report that the Association will serve on the Mental Health Advisory Task Force created by the Administrative Office of the Courts (AOC) to address system-wide issues concerning individuals with mental illness. The Committee met for the first time on November 13<sup>th</sup>, where Chief Justice Stuart Rabner provided the opening remarks and shared his vision of how collaboratively the State should guide individuals struggling with mental illness to treatment and not into correctional facilities.



**John G. Donnadio, Esq.**

Department of Human Services Commissioner Carole Johnson and Essex County Vicinage Assignment Judge Sallyanne Floria will serve as co-chairs of Committee, which will *“examine points of intersection between individuals with mental illness and the Judiciary; determine whether mental health services can or should be provided at these various points; and, identify and formalize best practices and programs to create new initiatives that can be used to further the goal of better serving those with mental illness who interact with the justice system.”* Thank you to the AOC and the Honorable Glenn Grant for including NJAC in this important and timely endeavor. In addition to the Association, county government is well represented by Eugene Caldwell as the Gloucester County Jail Warden and President of the New Jersey County Jail Wardens Association; Steven Horvath with the Monmouth County Office of Mental Health and the New Jersey Association of County Mental Health Administrators; and, Camelia Valdes, the Passaic County Prosecutor.

NJAC will make sure to keep members posted on the Committee's progress and encourage you to share your thoughts and suggestions throughout the process. NJAC plans to serve on the Mental Health Summit Planning and Community Outreach subcommittees and looks forward to hearing from our county welfare directors, human service directors, adjusters, administrators, and other county professionals. Additional subcommittees include the Mental Health Pilot Subcommittee; the Crisis Intervention Team (CIT), Mental Health Training, and Educational Materials for Key Stakeholders Subcommittee; the Data Collection, Measures, and Outcomes Subcommittee; and, the Treatment and Service Capacity Subcommittee.

### NJAC MEETINGS AND EVENTS

**December 20, 2019**

Board of Directors Meeting & Year End Summit - *Trenton Country Club - West Trenton*

**January 24, 2020**

NJAC Reorganization—(TBD) - *Trenton*

**May 6 thru May 8, 2020**

NJAC Celebration of County Government - *Caesars - Atlantic City*

# WHAT'S HAPPENING IN YOUR COUNTY?

SUN	MON	TUES	WED	THURS	FRI	SAT
 <p><b>1</b></p> <p>Caring Santa meeting children with special needs &amp; their families</p> <p>7:30 am - 9:30 am Ocean County Mall Toms River Ocean County</p>	<p><b>2</b></p> <p>New Jersey Ballet: The Nutcracker</p> <p>2:00 pm</p> <p>Levoy Theatre</p> <p>Millville Cumberland County</p>	 <p><b>3</b></p> <p>CHRISTMAS TREE LIGHTING</p> <p>Washington Park Conservancy</p> <p>4 pm - 8 pm Essex County</p>	<p><b>4</b></p> <p>An Old Fashioned Christmas Exhibit</p> <p>10 am - 6pm</p> <p>Carroll Gallery at Emlen Physick Estate 1048 Washington St. Cape May Cape May County</p>	<p><b>5</b></p> <p>David Sedaris Comedy Show</p> <p>8:00 pm</p> <p>Community Theatre at Mayo Center for Performing Arts</p> <p>Morristown Morris County</p>	<p><b>6</b></p> <p>Chamber Event: Breakfast Club</p> <p>7:30 am - 9:00 am</p> <p>Holiday Inn Secaucus Meadowlands 300 Plaza Drive Hudson County</p>	<p><b>7</b></p> <p>Rutgers Scarlet Knights vs. Maryland Terrapins</p> <p>7 pm</p> <p>Rutgers Athletic Ctr. Piscataway Middlesex County</p>
 <p><b>8</b></p> <p>Jingle Bell Run</p> <p>Passaic County Technical Institute</p> <p>Wayne Passaic County</p>	<p><b>9</b></p>	 <p><b>10</b></p> <p>Get Moving with MyPlate: Children Making Healthy Choices</p> <p>3:30 pm</p> <p>Bound Brook Library</p> <p>Bound Brook Somerset County</p>	<p><b>11</b></p>	<p><b>12</b></p> <p>10<sup>th</sup> Annual Festival of Lights to Benefit Abilities of Northwest Jersey, Inc.</p> <p>5:30 pm - 8:30 pm</p> <p>Rossi Showroom 360 Route 31 Washington Warren County</p>	<p><b>13</b></p>	<p><b>14</b></p> <p>Winter Wonderland Holiday Bazaar &amp; Dog Adoption</p> <p>10 am - 4 pm</p> <p>County Fairgrounds 37 Plains Road</p> <p>Augusta Sussex County</p>
 <p><b>15</b></p> <p>Martina McBride</p> <p>Performing Arts Center 1601 Irving Street</p> <p>Rahway Union County</p>	<p><b>16</b></p>	<p><b>17</b></p> <p>Songwriters Circle</p> <p>7:15 pm - 8:45 pm</p> <p>Ethical Culture Society 687 Larch Avenue</p> <p>Teaneck Bergen County</p>	<p><b>18</b></p> <p>Paper Napkin Basketry Workshop</p> <p>6 pm - 9 pm</p> <p>Arboretum 1020 NJ 31</p> <p>Lebanon Hunterdon County</p>	<p><b>19</b></p>	<p><b>20</b></p> <p><b>NJAC SUMMIT on the SUICIDE CRISIS</b></p> <p>10:00 a.m.</p> <p>Trenton Country Club West Trenton Mercer County</p>	<p><b>21</b></p> <p>Cowtown Farmers Market</p> <p>8 am - 4 pm</p> <p>780 Harding Highway</p> <p>Pilesgrove Salem County</p>
<p><b>22</b></p>	<p><b>23</b></p> <p><b>Happy Hanukkah</b></p> <p>DAV - Chapter 64 Meeting Marine Corps League Semper</p> <p>7 pm</p> <p>Wenonah Gloucester County</p>	<p><b>24</b></p> <p>Bright Eyes Painting Party</p> <p>2:30 pm - 4:30 pm</p> <p>Painting with a Twist</p> <p>Mt. Laurel Burlington County</p>	 <p><b>25</b></p>	<p><b>26</b></p> <p><b>Happy Kwanzaa</b></p> <p>Winterfest: Festival at Diggerland</p> <p>11 am - 5pm</p> <p>100 Pinedge Dr.</p> <p>West Berlin Camden County</p>	<p><b>27</b></p>	<p><b>28</b></p> <p>Earth Wind &amp; Fire</p> <p>8pm</p> <p>Mark G. Etess Arena Hard Rock Hotel &amp; Casino</p> <p>Atlantic City Atlantic County</p>
<p><b>29</b></p> <p>Sports Cards and Collectible Show</p> <p>9am - 2 pm</p> <p>Colts Neck Fire Co. 50 Conover Rd.</p> <p>Colts Neck Monmouth County</p>	<p><b>30</b></p>	<p><b>31</b></p> <p>New Years Eve</p> 				

DECEMBER 2019