

NJAC COUNTY BIZ

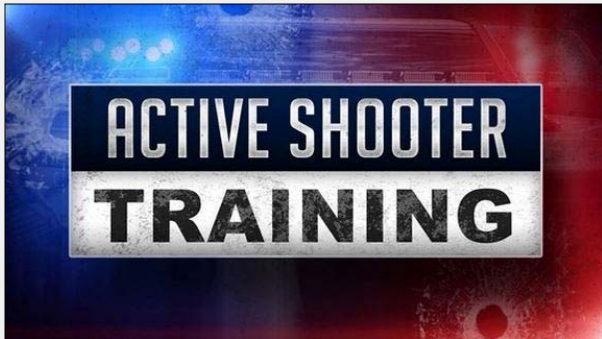
An Educational and Informative Newsletter for Counties and Businesses

New Jersey Association of Counties

ISSUE 99 - OCTOBER 2019

Cumberland County Conducts Full Scale Active Shooter Exercise

by Jody Hirata, Deputy County Administrator for the County of Cumberland



On August 23, 2019, Cumberland County successfully conducted its first full scale “Active Threat Integrated Response and Rescue Task Force Exercise” at Lakeside Middle School in Millville, NJ. The operation, dubbed “Operation Active Shooter Survival”, was planned with guidance from the FBI, the Federal Emergency Management Agency and the Office of Homeland Security.

Operation Active Shooter Survival presented a live, realistic, real time school shooter scenario requiring an integrated response from the region’s law enforcement, fire and rescue departments, Office of Emergency Management as well as emergency medical services, including hospital trauma facilities. Police, fire and emergency medical services departments from Millville, Bridgeton and Vineland worked with the Cumberland County Sheriff’s

Department and Prosecutor’s Office to develop and implement an integrated response to the simulated attack utilizing a centralized chain of command and collective resources. With assistance from the FBI Crisis Response Unit and the NJ State Police, a scenario was prepared that would mimic the types of active shooter threats seen on numerous occasions over the last several years.

Preparation for the exercise required candid assessments of the capabilities of various departments and agencies. Chain of command and communication protocols were developed to address the acute nature of the risk active shooter events pose which put a premium on rapid assessment, deployment and decision-making. To make the exercise as realistic as possible, preparation for the exercise required the inclusion of school officials, County officials tasked with emergency management and public information as well as public observers such as the news media. The exercise required a number of “players” to play the roles of shooters and victims.

Any active shooter crisis immediately challenges the area’s emergency medical services and its hospital trauma centers. In cooperation with Inspira Health Network’s nearby Vineland Hospital, the exercise produced a comprehensive plan for emergent triage, transportation and treatment of victims. Genesis Healthcare, which operates a rehabilitation and long-term healthcare facility near Lakeside School, participated in the exercise providing a realistic site for both law enforcement and emergency medical operations.

To enhance the realism of the exercise, the details of the exercise were not disclosed to the “players”. The participants were forced to assess the threat, develop a strategy to assess the threat, marshal the resources to neutralize the threat and treat the victims. The exercise produced a “crisis” atmosphere that emphasized the need for clear communication, timely decision-making and well understood procedures to reduce confusion and miscommunication.

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Cumberland County Conducts Full Scale Active Shooter Exercise *(continued)*

Cumberland County officials believe the exercise was highly successful for both what went right and what went wrong. In planning the exercise, the FBI advised county and municipal officials that the exercise would, likely produce mistakes and expose weaknesses that are often more valuable learning experiences than successes. With that advice in mind, exercise participants are using the results of the simulations to improve communications, tactics, equipment and training. The exercise has produced a spirit of cooperation and collaboration across the County's network of first responders.



Investors Bank and NY Giants Partner with CASA of New Jersey in their Vital Mission to Support Children

by Helen L. Davis, Statewide Volunteer Sourcing Coordinator for CASA of NJ, Inc.



At a Signing Day Event on Tuesday, August 13, to introduce the New York Giants Checking Account, Investors Bank and the New York Giants announced a joint corporate social responsibility program that will benefit Court Appointed Special Advocates (CASA) of New Jersey.

Each time the NY Giants score either a touchdown, field goal or safety during this season, the Investors Bank Foundation will donate \$250 to this organization, which provides advocacy for children placed in foster care due to abuse and neglect at home. Investors Bank CEO Kevin Cummings stated "We are proud to be able to support all of the good work that CASA does throughout New Jersey. Commitment to the community is one of our core principles at Investors Bank."

CASA of New Jersey is grateful and proud to have been chosen by Investors Bank and New York Giants. "Our hope is that this partnership will raise awareness of the need for individuals from across the state to step up and volunteer as Court Appointed Special Advocates." said Liza M. Kirschenbaum, Esq, Associate Director.

Over half of the 9,500 children from New Jersey placed in foster care due to abuse and neglect at home are waiting for a caring adult to speak up for their best interests in court and in the community.

Those interested in becoming a CASA volunteer can learn more at <http://casaforchildrennj.org/>.

For additional informational regarding Court Appointed Special Advocates for Children (CASA) please contact Helen Davis at (973) 975-8050.

What's most important in becoming a CASA volunteer is a willingness to commit to the time and "heart" necessary to make a lasting difference in the life of a child in foster care.



Automation in Government Can Pave the Way for Innovation

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

The private sector has led the charge on automation, and for a good reason: doing so has freed up employee time and company budgets to focus on larger initiatives. Government has been slower to embrace automation. The reasons why are unclear, but it's suspected that the up-front investment in automation could be a barrier. Another reason for the slow adoption of automation could be the misperception that it would eliminate jobs.



AUTOMATION

A Few Benefits of Making the Switch

Cost Savings:

There are many benefits to making the switch - In procurement, human resources, and finance, [McKinsey](#) believes that 60 to 80 percent of tasks are automatable. This could result long-term labor savings of at least 30 percent. The ROI on investing time up-front when setting up automated solutions is massive. Depending on the size of the government, tens of thousands of hours a year can be freed up. As an added bonus, you can guarantee a much higher level of accuracy around your processes.

Employee Satisfaction:

Automation's effects on employee satisfaction could be substantial— manual, repetitive work is frequently cited as one of the main sources of public-sector job dissatisfaction. According to [Information Age](#), "The overwhelming majority (91%) of those using multiple apps or systems see connecting data, applications and systems as a beneficial thing for their organization to do, with 37% deeming it an essential action. In fact, on average, respondents speculated that they could see a 28% boost in efficiency through a greater focus on automation of data processes." What could a team do if given 28% more time during their workday? They could finally work on some of the initiatives that have been put on the backburner due to cost or time restraints.

Improved Citizen Services:

Automation has empowered citizens to accomplish many things online. Some examples, according to McKinsey: The UK Government Digital Service has successfully migrated departmental publishing onto the GOV.UK platform and digitized services, including passport and driver's-license applications. Estonia's tax-filing system allows 95 percent of residents to file their tax returns online, and the US Digital Service has built a digital College Scorecard. Automation of these tasks doesn't put people out of work, but it does create a more pleasant and efficient experience for residents. There is still the need for office workers to keep the system up and running.

To learn more about Kronos, please contact Wesley Witherington, Kronos Sales Executive State of New Jersey, Public Sector and Education, at wesley.witherington@kronos.com or via telephone at (973) 331-5465.



**SUMMIT ON THE SUICIDE CRISIS
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.

SUICIDES ON THE RISE

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.

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 vital support to those in need.

KEYNOTE SPEAKER AND LUNCHEON

12:30 p.m. – 1:00 p.m.

To Be Announced

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](#).

Genova Burns LLC Welcomes Nine Attorneys as New Associates - *New Crop of Law Professionals Signals New Expansion of Firm and a Continued Commitment to Diversity*

by Adam Dvorin, *Winning Strategies Public Relations for Genova Burns*

Genova Burns LLC, one of the top law firms serving New Jersey and the greater Northeast, announced today that it has added nine attorneys to the firm's roster as Associates. The addition of these attorneys marks the latest expansion of the firm in an array of focus areas, mainly Labor Law, and demonstrates its ongoing commitment to diversity in the law profession.

"We are pleased to welcome our new colleagues to the Genova Burns family, and we look to each of them to contribute greatly to the success of the firm and to make a positive impact on our clients. The Firm remains committed to expanding our staff of legal experts in a way that assists us in meeting and exceeding client expectations," said Angelo Genova, Co-Founder, Managing Partner, and Chairman of Genova Burns LLC. "This latest round of new associates represents a number of law specialties where we see the greatest client need, while also reinforcing our desire to move away from the stereotypical law firm and provide the most diverse team of knowledgeable and dedicated attorneys in the region."

These new attorneys and their area of focus include:

- **Mohamed Barry** (Rutgers Law School, 2015) is a member of the Firm's Labor Law Practice Group, joining the Firm following service as a Deputy Attorney General in the Office of the Attorney General in Newark.
- **Eric D. Engelman** (Fordham Law, 2015) is a member of the Firm's Labor Law Practice Group representing management in all aspects of labor relations, including arbitration and collective bargaining. He joins Genova Burns following time as Assistant General Counsel in the New York City Office of Labor Relations.
- **Latiqua M. Liles** (Rutgers Law School, 2018), a member of the Firm's Employment Law Practice Group, joins Genova Burns following her most recent experience as a Judicial Law Clerk and Court-Certified Mediator for the Essex County Superior Court.
- **Young-Ji Park** (Rutgers Law School, 2010) is a member of Genova Burns' Commercial and Business Transactional Law Group, joining the Firm from the New York-based Local Initiatives Support Corporation where she most recently served as Associate General Counsel.
- **Daniel Pierre** (Rutgers Law School, 2015) is a member of the Firm's Labor Law Practice Group, joining the Firm following service as a Deputy Attorney General in the Office of the Attorney General in Trenton.
- **Sharina Rodriguez** (Rutgers Law School, 2019) is a member of the Firm's Employment Law & Litigation Practice, joining Genova Burns following a tenure as a paralegal at a firm specializing in criminal defense and municipal court matters.



Back Row: (L-R): Daniel Pierre, Eric D. Engelman, Young-Ji Park, Christopher Zamlout, Leonard S. Spinelli

Front Row: (L-R): Mohamed Barry, Saher Tariq, Latiqua M. Liles, Sharina Rodriguez

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Genova Burns LLC Welcomes Nine Attorneys as New Associates *(continued)*

- **Leonard S. Spinelli** (Brooklyn Law School, 2009) is a member of Genova Burns' Labor Law and Employment Law & Litigation Practice Groups. He comes to the firm following time as the Deputy Attorney General in New Jersey's Employment Litigation Section, now known as State Police, Employment and Corrections.
- **Saher Tariq** (Rutgers Law School, 2018) is a member of the Commercial Real Estate & Redevelopment Practice Group, and joined Genova Burns following time as a law clerk specializing in real estate closings, contracts, easements, lease renewals, and hold harmless agreements, among others.
- **Christopher Zamlout** (Pace University's Elisabeth Haub School of Law, 2018), a member of the Firm's Commercial Litigation Practice Group, joins Genova Burns following a tenure as the Judicial Law Clerk for the Honorable David B. Katz of the Superior Court of New Jersey.

Genova Burns also remains committed to the City of Newark. Ten years ago, when a number of Newark law firms were leaving the City for the suburbs, Genova Burns was one of the first to move to Newark, leaving its Livingston headquarters, in order to be an active part of the City's urban renaissance. Whether active as volunteers or as members of an array of boards of directors, many of the Firm's attorneys and members of its staff are directly involved in city agencies or Newark-based not-for-profit organizations.

About Genova Burns

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

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

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



Kapsch Receives OmniAir Certification for Connected Vehicle Roadside Units

by Nicole Busse, Senior Manager, Marketing & Communications for Kapsch TrafficCom North America

Kapsch TrafficCom (Kapsch) has received certification for compliance and conformance for its RIS-9160 and RIS-9260 roadside units (RSU) from the OmniAir Consortium®, an association focused on improving processes and products for tolling and connected vehicles (CV). OmniAir Certification is an industry certification that confirms the RSUs meet operational standards set by the Institute of Electrical and Electronic Engineers (IEEE) and the Society of Automotive Engineers (SAE), and specifications by the United States Department of Transportation (USDOT).



Kapsch Receives OmniAir Certification for Connected Vehicle Roadside Units



The RSUs were independently tested for Wireless Access in Vehicular Environments (WAVE) and USDOT RSU specification compliance by DEKRA, a European vehicle inspection company, at the company's authorized test laboratory in Malaga, Spain. Each unit enables vehicle-to-infrastructure (V2I) communication when implemented with corresponding in-vehicle OBUs (on-board units). The dual-band RIS-9260 was certified for the DSRC radio setting but has option for users to choose operation between a DSRC and C-V2X communication, ultimately providing customers with the ability to use these RSUs to communicate with certified OBUs from other vendors.

Kapsch is a globally-operating technology corporation for intelligent transportation systems (ITS) with proven connected vehicle solutions that have been implemented in various projects around Europe, the United States, and Australia. "The OmniAir certification of our roadside units will enable us to deploy these RSUs in additional pilot and commercial projects, and will facilitate our engagement with other CV partners," said Chris Murray, president of Kapsch TrafficCom North America. "As connected vehicle applications become progressively part of the urban landscape, our comprehensive suite of connected mobility products and services will enable Kapsch to have a primary role in these developments."

Kapsch will be publically recognized as a certified supplier at the OmniAir European Plugfest in Malaga, Spain on September 30, 2019.

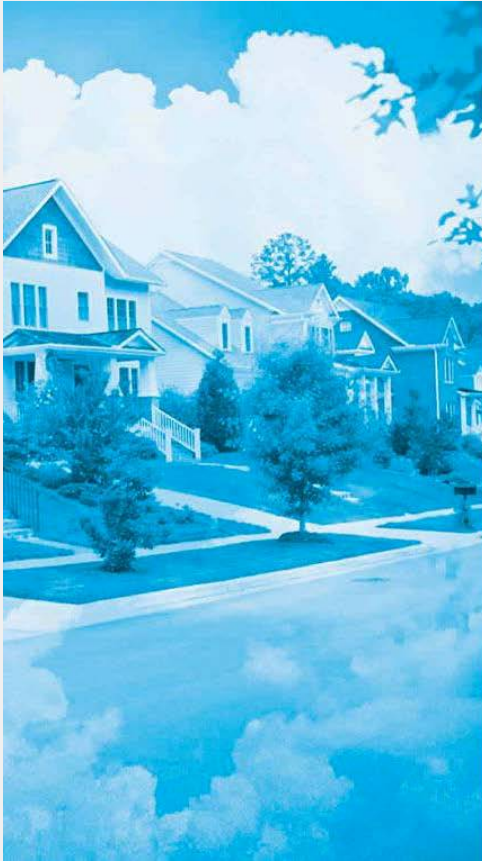


Kapsch TrafficCom is a provider of intelligent transportation systems in the fields of tolling, traffic management, smart urban mobility, traffic safety and security, and connected vehicles. As a one-stop solutions provider, Kapsch TrafficCom offers end-to-end solutions covering the entire value creation chain of its customers, from components and design to the implementation and operation of systems. The mobility solutions supplied by Kapsch TrafficCom help make road traffic safer and more reliable, efficient, and comfortable in urban areas and on highways while helping to reduce pollution.

Kapsch TrafficCom is an internationally renowned provider of intelligent transportation systems thanks to the many projects it has brought to successful fruition in more than 50 countries around the globe. As part of the Kapsch Group, Kapsch TrafficCom with headquarters in Vienna, has subsidiaries and branches in more than 30 countries. It has been listed in the Prime Market of the Vienna Stock Exchange since 2007 (ticker symbol: KTCG). Kapsch TrafficCom's about 5,000 employees generated revenues of EUR 738 million in fiscal year 2018/19. Further information: www.kapsch.net/ktc. Follow us on [Twitter](#) and [LinkedIn](#).

Republic Services of NJ

by Gary Smalley, Manager, Municipal Services for Republic Services



Save the Date!

Exhibitor Learning Session
 Room 311 (capacity 390)
 Wednesday, November 20, 2019
 12:00 p.m. - 12:50 p.m.

NJ League of Municipalities Conference

(Working with CRP, NJ APWA and DC for Certification Credits)

A lively and spirited inter-active session

Tentative Title:
 "Recycling Sustainability"
 "Where are we now and where are we going . . ."



WELCOME TO OUR NEW MEMBER



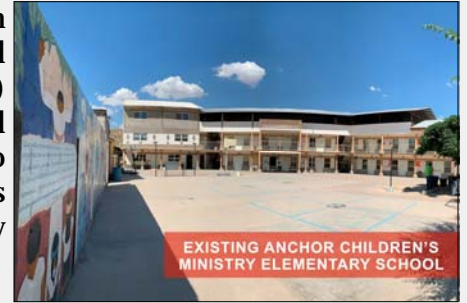
New Jersey Innovation Institute is an NJIT Corporation focused on helping private enterprise discover what's possible. Whether it's working to solve the grand challenges shared across an entire sector or helping a single company find an innovative way to pursue a new product or market opportunity. NJII brings world-class intellectual and technological resources to bear. We are unique in our formation and role as a not-for-profit corporation in pursuit of economic development and in our agility in transforming intellectual capital into commercial success.

To learn more and discuss further please contact Bala Thirumalainambi, Government Affairs and Finance Director.

NJ Architecture Firm Takes School Building Experience South of the Border for Charity

by Jennifer Gangeri, Director of Marketing for LAN Associates

New Jersey architecture and engineering firm LAN Associates is taking on its first international project. The firm is donating design services and expertise to help a Mexican charity called Anchor Children's Ministry (ACM) provide a much-needed educational facility in an impoverished neighborhood in Juarez. When finished, the school will be named Colegio James R. Ganley junior high school, and it will house the 7th-9th graders now crowded into the overflowing Colegio James R. Ganley elementary school, which opened its doors more than a decade ago.



Located on a former landfill in a town where ad hoc housing and dirt roads are the norm, Anchor Children's Ministry transformed the space it was allotted into a solid, fully functional campus that educates hundreds of Mexican students. The school, which has a 99% graduation rate, is built to the same standards one would find here in the U.S., with concrete block, reinforced concrete, steel roof trusses, corrugated metal roofing and windows imported from the U.S. The new junior high is planned to be a two-story, 6,000 square foot facility, that will house a variety of classrooms, offices and lab spaces. The charity has already purchased three plots of land adjacent to the current elementary school, which will be combined to serve as the location for the new junior high.

Like many non-profit projects, Anchor Children's Ministry set out on this expansion without full funding in place. LAN is donating time and expertise to provide the design work that will allow the charity to show the plans to potential donors and raise its needed capital. This process is a familiar undertaking for LAN's Director of Architecture and project leader Matt Wolfe, who has previously worked on pro bono projects in Africa, Honduras, as well as projects in the U.S. such as post Hurricane Sandy boardwalk reconstruction at the Jersey shore and NJ youth facilities in Paterson and Midland Park.

"Often, projects like this start out with the vision and the dream of something big, but without the means to get there," Wolfe explained. "What I've learned is you need to provide imagery, 3D renderings and perspectives that paint the picture and give shape and form to what the project will be. That's what gets people excited, and willing to support the cause."

Wolfe, who joined LAN earlier this year, first got involved with ACM when he volunteered to help design the original elementary school in 2003. Having designed, built and renovated hundreds of schools in the New Jersey area, LAN is known in its industry as an expert on school design. Extending its portfolio beyond the U.S. is a special opportunity for the full-service architecture and engineering firm and doing so for charity makes it even more worthwhile. Eager to jump at the opportunity to help those in need, in June 2019, LAN sent Matt back to Juarez to kick off this project, meet with the non-profit leaders, general contractor and survey the new site. Now the team at LAN has completed concept design and is mid-stride in developing the construction documents necessary for pulling permits and constructing the project. As the design phase is expected to be completed by early fall, the team is targeting construction to start approximately six months later, pending funding and volunteer support.

Anchor Children's Ministry is a Christian non-profit that oversees the private K-9 community school. The charity often faces challenges in covering their budget, instead relying on donations from sponsors to meet most of its students' costs. For more information on how to help ACM achieve its vision of the new junior high school, visit <http://www.colegioganley.org/> or contact Matt Wolfe at matthew.wolfe@lanassociates.com.



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

by Marisa Migliaccio, Director of Marketing for PKA Tech IT Solutions

Nationally Recognized

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

Desktop to Datacenter Solutions



Authorized Subcontractor



NASPO (formally WSCA)
 HPE MMNVP-134 NJS PA # M-0483-E-40116
 HPE AR1464 NJS PA # M-7000-88130 DATA COMM
 HPI MMNVP-133 NJS PA # M-4383-89974
 NJ Certification #55450-15 | NJEdge | The Quilt | NJPA | PEPPM

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Atlantic City Electric Completes Targeted Enhancements to Further Improve Service Reliability

by Frank Tedesco, Senior Communications Specialist for Atlantic City Electric

With hurricane season upon us, Atlantic City Electric has been hard at work upgrading and enhancing the local energy grid to better serve its customers. As part of this effort, Atlantic City Electric has completed work to upgrade a priority list of distribution lines that serve thousands of customers. Through data-driven analysis, the company's engineers identified and prioritized lines within its service area that have experienced the most interruptions during the past two years.

"We are always working to improve service for our customers," said Doug Mokoid, Atlantic City Electric director of Regional Electric Operations. "Through careful analysis of our data, we identify parts of our energy system where we are not meeting our expectations and we use that data to plan upgrades that will modernize the energy grid and improve service for customers. With the more extreme weather we continue to see each season, this targeted work continues to be critical to making sure we can power our customers when storms hit."



Atlantic City Electric line workers install a new utility pole, transformer, and tree-resistant aerial cable to improve service reliability for Cumberland County customers.

This year, crews upgraded 26 distribution lines within 50 different municipalities in Atlantic, Camden, Cape May, Cumberland, Gloucester, Ocean and Salem counties to benefit residents in these areas. Distribution lines are power lines you would typically see running through a neighborhood delivering power directly to local homes and businesses.

Crews installed new utility poles and associated energy infrastructure, animal protection, and devices including switches, reclosers, and fuses, to help minimize the number of affected customers if an outage does occur. Crews also installed innovative technologies to improve system reliability, such as specialized equipment that can automatically restore service more quickly or isolate damage.

Other reliability enhancement work the company performs year-round includes trimming trees that could potentially impact the system, installing steel utility poles capable of withstanding hurricane-force winds, building new substations and installing new equipment at existing substations, building new underground equipment, and installing stronger, tree-resistant aerial cable.



Atlantic City Electric crews complete reliability enhancement work in a Bridgeton neighborhood to modernize and strengthen the local energy grid for area residents.

These energy grid enhancements are part of Atlantic City Electric's broader strategic effort to modernize and strengthen the local energy grid serving southern New Jersey. These upgrades continue to improve reliability for customers by reducing the frequency and duration of outages.

To learn more about ongoing reliability projects across South Jersey, visit atlanticcityelectric.com/reliability.

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



An Exelon Company

Nationwide Economics

Weekly Economic Review & Outlook for September 30, 2019

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

Weekly Review

The geopolitical environment has been quite uncertain this year, helping to hold back economic activity. The choppy escalation of trade disputes between the U.S. and China has hung over the business sector and helped to decelerate global growth. The Fed, which came into the year expecting further rate hikes, has reversed course with two rate cuts (and more likely on the way) in response to building risks for the economy, while the yield curve has been partially inverted since May-at a minimum suggesting slower growth ahead, if not recession.

Geopolitical uncertainty has intensified recently, with the formal impeachment inquiry into President Trump as well as suggestions of de-listing Chinese firms from U.S. equity markets as a bargaining tool in trade negotiations. The contentious Brexit discussions ahead of the deadline at the end of the month are likely to cause further uncertainty about the outlook-not just in the U.K. and the E.U., but in the U.S. as well.

Equity markets have weathered the elevated uncertainty relatively well this year. The S&P 500 index has set several all-time highs even as risks for the economy have risen. Financial markets have shown more sensitivity to the news cycle than in the past few years, but average market volatility this year has been near the long-term trend.

More Positive Housing Data

New homes remain the hottest part of the housing market this year with lower mortgage rates and the historically low inventory of existing homes, pushing more homebuyers to new construction. New home sales rose by 7.1 percent for August, even after an upwardly revised figure for July. The annualized sales pace of 713,000 for August is the third highest monthly figure of the current expansion and is up by more than 18 percent compared with August 2018.

Looking ahead, the outlook for new home sales is encouraging with mortgage rates likely to stay low and demand drivers for housing (including jobs, income, and household formations) still strong. The surge in housing starts during August suggests that homebuilders are responding to faster demand by increasing supply.

The National Association of Realtors' pending home sales index rose by 1.6 percent for August, rebounding from a drop the prior month. The rise in pending sales activity along with the recent surge in mortgage applications for home purchases, suggest some upside for existing home sales in coming months.

Mixed Signals From Monthly Consumer Data

The core personal consumption expenditure (PCE) price index rose by only 0.1 percent for August-below the recent trend and weaker than implied by upward movements in the core consumer price index (CPI). Still, this increase pushed up the 12-month growth in the core PCE to 1.8 percent, matching the high for the year. Given the weaker inflation readings from September through December in 2018, there may be some upside potential for the 12-month view over the rest of the year.

Overall PCE spending for August was weaker than expected with a 0.1 percent gain along with a downward revision for July. As a result, annualized real GDP growth for the third quarter has been revised modestly lower to slightly below 2.0 percent.

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Nationwide Economics *(continued)*

The Week Ahead

The economic calendar will be busy this week with updates on hiring, unemployment, and wages-as well as business sector surveys and auto sales.

Payroll gains have slowed this year, averaging 156,000 over the past three months-an unsurprising trend with the current expansion now in its eleventh year. While demand from employers remains strong and layoffs are still very low, the pool of unemployed workers continues to shrink-acting to slow the pace of hiring and placing upward pressure on wages. Following a weaker figure for August, we expect job gains to accelerate a bit to 165,000 in September. The unemployment rate, which has been stable over the past three months due to stronger labor market entrants, should edge down to match an expansion low of 3.6 percent. Average hourly earnings should increase by 0.3 percent for the month, keeping the 12-month growth rate around 3.2 percent.

The ISM manufacturing index slipped into contraction territory in August for the first time in three years as trade uncertainty and tariffs have increased uncertainty and weighed on activity. With more respondents noting supply chain disruptions and lost business abroad, the impacts from the trade war could be long-lasting for U.S. manufacturers. The index is likely to edge higher in September but remain slightly below the expansion/contraction line. The non-manufacturing sector has continued to expand solidly despite some negative impacts from trade. For September, the ISM nonmanufacturing index should fall back a bit to 55.8, still indicating further solid expansion for the service sector.

In line with the improved pace of consumers spending this summer, light vehicle sales remain solid, albeit at a pace slightly below that of last year. Purchases of pickup trucks, SUVs, and crossovers continue to lead the way as demand for passenger cars has faded further. Lower financing rates during September and the beginning of the new 2020 model year should boost sales for September to an annualized pace of 17.3 million units. This would put sales for all of 2019 on a path for 17.0 million, only slightly slower than last year.

For further information please contact Emanuel Mahand, Program Director Of DE/NJ/PA, at MAHANDE@nationwide.com, or Bina Kumar, Managing Director - East Region, at kumarb1@nationwide.com.



SHARE THE NEWS!

Let us know what educational or informational articles you would like published in the NJAC COUNTY BIZ.

Contact
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loren@njac.org

NACo Upcoming Webinars

Stepping Up and Data-Driven Justice: Using and Sharing Data Across Health, Human Services, and Justice Systems to Improve Responses for People who Have Mental Illnesses

October 10, 2019 2:00 p.m. – 3:15 p.m.

Contact Natassia Walsh nwalsh@naco.org

[Register](#)



Counties across the country are building collaborative partnerships to reduce the number of people with mental illnesses in their jails. Despite the progress that counties have made, they still face challenges with sharing information across multiple systems, limiting their success in identifying people involved in these systems, coordinating services and supervision and tracking the impact of their efforts.

Stepping Up and the Data-Driven Justice project are co-hosting a two-part webinar series to offer tips on managing data and information sharing for people who frequently utilize multiple systems such as emergency rooms, shelters and jails. This first webinar will focus on the collection, management and sharing of data and will address primary challenges counties often face in these efforts. Participants will hear from subject matter experts and counties that have implemented processes to collect, share, integrate and analyze data on people involved in multiple county systems.

Stepping Up and Data-Driven Justice: Using Data to Identify and Serve People who Frequently Utilize Health, Human Services and Justice Systems

December 5, 2019 2:00 p.m. – 3:15 p.m.

Contact Natassia Walsh nwalsh@naco.org

[Register](#)

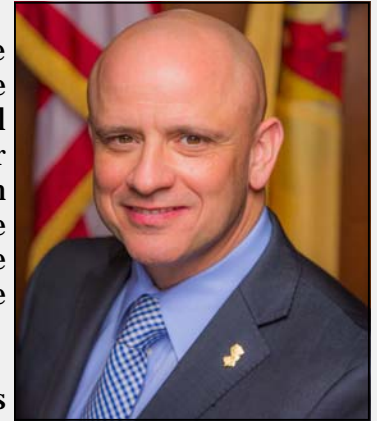
Counties across the country have committed to creating data-driven, systems-level plans to reduce the number of people with mental illnesses in their jails. As part of these efforts, many communities are focusing on the small number of people who frequently cycle in and out of emergency rooms, shelters, crisis services and the justice system, a population that disproportionately contributes to the high utilization of these resources. People who come into frequent contact with these systems have some of the highest mental health and substance abuse treatment needs and utilize significant county resources, often without positive outcomes due to a lack of collaboration between the various systems.

In Part 2 of a series on collecting and using data, Stepping Up and the Data-Driven Justice project will host a webinar that features counties that have implemented policies and practices that identify frequent utilizers of these systems and use this information to connect people with appropriate treatment and services.



FROM THE EXECUTIVE DIRECTOR

NJAC hopes that you'll us on December 20th for NJAC's Annual Summit at the Trenton Country Club where this year we'll examine the alarming increase in suicide rates among teenagers, adults, veterans, and law enforcement professionals. Mental health specialists and other leading authorities will also discuss essential strategies for prevention and recommend resources for providing vital support for those in need. In light of the seriousness of this troubling issue that touches all of us, we're waiving registration fees for State, county, and other public officials. However, space is limited, and you *must* complete and return to us no later than December 13th, the registration form is on our website at www.njac.org.



John G. Donnadio, Esq.

Separately, on September 23rd, the NJ Council on Local Mandates considered NJAC's complaint that the 2018 vote-by-mail law constitutes an unfunded State mandate and is unconstitutional. Given that the recently enacted 2019 vote-by-mail law appropriates \$2.0 million to offset the direct expenditures imposed by both laws, which we submit is open to interpretation as noted below, the Council requested NJAC and the Attorney General's office to provide final briefs concerning the actual costs incurred by county governments. In other words, NJAC must demonstrate that both laws cost county governments more than \$2.0 million to implement as an underfunded mandate, which also violates the law and is unconstitutional. NJAC and the Attorney General's office must submit their summations by October 23rd with additional oral arguments likely to follow.

Importantly note, NJAC maintains that the Legislature's \$2.0 million appropriation is illusory as the monies have been placed in reserve pursuant **EXECUTIVE ORDER NO. 73**. Moreover, the "2019 Vote-by-Mail Application Reimbursement" form, distributed to the county clerks by the Division of Elections, appears only to apply to the opt-out notices sent to voters for the 2019 general election and does not include reimbursement for the 2018 opt-out notices or the ongoing expenses of issuing vote-by-mail ballots to all voters that voted by mail in the 2016, 2017, and 2018 general elections. As of this writing, the Attorney General's office not has provided any guidance on this matter. Special thanks to Hunterdon County Clerk Mary Melfi and Hunterdon County Board of Elections Administrator Beth Thompson for testifying before the Council this morning and to Hunterdon County Counsel Shana Taylor for her continued advice and counsel. All did a terrific job and we appreciate their help and patience a great deal.

NJAC MEETINGS AND EVENTS

December 20, 2019

Board of Directors Meeting & Year End Summit - *Trenton Country Club - West 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
OCTOBER		1	2	3 Hunterdon Fall Fest 8:00 a.m.–4:00 p.m. 10/05 Horse Shoe Bend Park Frenchtown <i>Hunterdon County</i>	4 Movies in the Park 6:30 p.m. Haddon Lake Park Haddon Heights <i>Camden County</i>	5 Harvest Festival Crafts & Antique Show 10:00 a.m.–4:00 p.m. Emlen Physick Estate Cape May <i>Cape May County</i>
6 NY Giants VS. Minnesota Vikings 1:00 p.m.. MetLife Stadium East Rutherford <i>Bergen County</i>	7	8 Harvest, Honey & Garlic Festival 10:00 a.m.–4:00 p.m. 10/12 County Fairgrounds Augusta <i>Sussex County</i>	9 Italian Festival 10/11- 10/13 Grant Avenue Seaside Heights <i>Ocean County</i>	10 Deerfield Twshp. Harvest Festival 10/10 - 10/13 Rosenhayn Fire & Rescue Company Bridgeton <i>Cumberland County</i>	 11 PUMPKIN SHOW OCTOBER 12-13, 2019 10:00 a.m.-6:00 p.m. 10/12 & 10/13 County Fairground Pilesgrove <i>Salem County</i>	12 Apple Festival 9:00 a.m.–4:00 p.m. Kirby's Mill Medford <i>Burlington County</i>
13 Atlantic City Comedy Festival 7:00 p.m. Boardwalk Hall Atlantic City <i>Atlantic County</i>	 14	15 Renaissance 8:00 p.m. Hackensack Meridian Health Theatre Red Bank <i>Monmouth County</i>	16 Food Truck & Music Festival 11:00 a.m.–6:00 p.m. 10/13 Waterloo Village Concert Field Hackettstown <i>Warren County</i>	 17 7:00 p.m. Prudential Center Newark <i>Essex County</i>	18 Hayrides & Campfires 6:30 p.m.–9:30 p.m. Trailside Nature & Science Center Mountainside <i>Union County</i>	19 Hoboken Harvest Festival 11:00 a.m.–3:00 p.m. Pier A Park Hoboken <i>Hudson County</i>
20 Family Fall Festival 12:00 p.m.-4:00 p.m. Hershfield Park Pompton Lakes <i>Passaic County</i>	21 Making Strides Walk 10/20 10:00 a.m.-12:00 p.m. Mack-Cali Business Campus Parsippany <i>Morris County</i>	22	23 PlanIt Expo Bridal Show 6:30 p.m. Scotland Run Golf Club Williamstown <i>Gloucester County</i>	24 Mischievous Night Madness 10/25 4:00 p.m.-8:00 p.m. Colonial Park Putting Course Franklin <i>Somerset County</i>	25 Latin Night with Swing Combo & Salsa Fiesta 6:00 p.m.-10:00 p.m. Mercer Oaks Club House West Windsor <i>Mercer County</i>	 26 Time TBA SHI Stadium Piscataway <i>Middlesex County</i>
27	28	29	30	31 		

NJAC CELEBRATION OF COUNTY GOVERNMENT
MAY 6-8, 2020
CAESARS, ATLANTIC CITY, NJ