

NJAC COUNTY BIZ

An Educational and Informative Newsletter for Counties and Businesses

New Jersey Association of Counties

ISSUE 102 - JANUARY 2020

PROJECT SAVE Is Important and Why It Is Important

by Louis Cappelli, Jr., Freeholder Director for the Camden County Board of Chosen Freeholders—Op Ed

Interventions do help!

familiar.

Felisha had lost custody of her two-year-old daughter some time before her third DUI and amidst her ongoing struggle with heroin addiction. She showed up to Pennsauken municipal court one day following that third charge expecting punishment and a fall further towards the bottom of life's deepest recesses.

Fortunately, Felisha's day in court didn't go the way she'd thought it would. She was approached in court by a clinician who offered her a substance abuse assessment and the opportunity to pursue treatment in lieu of the punishment she was otherwise facing, and she accepted. Now five months sober, Felisha is a student at Camden County College pursuing a degree and future career in peer counseling. She was expected to regain custody of her daughter just days after we spoke.

Her story was made possible by an unprecedented countywide program called Project SAVE (Substance Abuse Visionary Effort) launched by the Freeholder Board and Camden County Addiction Awareness Task Force one year ago. The unique diversion program provided at the municipal level is designed to assist those suffering from the disease of addiction to navigate obstacles, barriers, and treatments so they can get access to care they need, regardless of their ability to pay.

The model for Project SAVE was pioneered in Gloucester Township in 2014, and a countywide program was first launched as a one-year pilot in 2018. The objective was to address the opioid epidemic in our communities, and to reduce addiction-related recidivism in our jails, by shifting the focus of police efforts and practices beyond the initial arrest.

Here's how it works: Non-violent offenders who enter the municipal court system are given the opportunity to connect with a licensed social services professional who can refer and connect them to appropriate treatment resources regardless of their ability to pay, and in lieu of sentencing.

I met Felisha Buzzard for the first time at Camden County College, we were both preparing to address a gathering of various reporters, stakeholders, and officials when she told me the story she was prepared to share with everyone else. Her story was at the same time remarkable while being entirely too

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PROJECT SAVE Is Important and Why It Is Important *(continued)*

Importantly, contact does not end after referral. Project SAVE advocates spend many additional hours conducting follow-up calls, meetings, and other pursuing measures to ensure that each defendant is successfully navigating their treatment.

One year after launch, 34 of the county's 37 municipalities are participating, and program advocates have successfully referred 467 low-level offenders like Felisha for treatment to end their substance dependence. By facilitating the program at the county level, the Freeholder Board has been able to leverage economies of scale to lower the overall cost of the program for all of the participating municipalities.

In response to the incredible success achieved in the program's first year, the Board and Task Force announced last month our intention to extend and fund the program for at least an additional three years so that we can continue to study the impact of early intervention at the municipal court level, and to further expand the availability of substance use treatment to those who need it.

When someone with an opioid use disorder comes into municipal court, the answer is rarely punitive. Instead, we have to address the disease that's driving their behavior. That's why the Board remains committed to ending the scourge that is the opioid epidemic, and we will continue to implement and expand upon innovative solutions that address the root cause of these issues.

Thanks to the success of our dedicated advocates and law enforcement officials, we have hundreds of individuals currently receiving care that may have otherwise been sitting in a jail cell, committing a crime in their community, or overdosing in their living room. According to the Centers for Disease Control, 70,000 people die from drug-related deaths every year, every life saved should be understood as a resounding success.

The Camden County Addiction Awareness Task Force was created by the Freeholder Board in 2014 and maintains the website www.addictions.camdencounty.com to help educate residents on the resources available to prevent and treat opioid use disorder. If you or a loved one needs help, please know that there are options available and that you do not have to go it alone. Call our 24/7 toll-free confidential hotline for addiction help at (877) 266-8222.



Every year we lose more Americans to the opioid epidemic than we did in the entirety of the Vietnam War. It doesn't have to be like this, and in Camden County we're committed to getting people like Felisha back on their feet and on the right track. We have a lot of work to do, but the early results tell us that the sun may finally be starting to rise on this issue.

BECOME A MEMBER OF THE NEW JERSEY ASSOCIATION OF COUNTIES

Learn about the benefits of being a part of NJAC and how you can join.

Contact Loren Wizman, Business Development Director at
(609) 394-3467 or loren@njac.org.

[Click here for an application.](#)

SUMMIT ON THE SUICIDE CRISIS & PREVENTION PHOTOS



Trenton Summit Highlights How Suicide Prevention Starts with Conversation

by [Joanna Gaggis, Producer/Correspondent](#) of NJTV News | December 20, 2019 5PM EST

Please click [here](#) to view the video.

Against the backdrop of cheery holiday décor, experts gathered at a summit Friday for a conversation about the stark reality of suicide in our state and nation today.

With a specific focus on the stigma and the high rates of suicide among civil servants, first responders and military personnel, the recurring message throughout the day was the importance of simply talking to someone who might be struggling.

New Year, New Decade, New Faces!

by Stacey Collier, Marketing Communications Specialist for GovDeals

It has certainly been an exciting year for the state of New Jersey! During 2019, we saw counties in New Jersey accumulate \$1,047,793.76 in surplus revenue for their state. These agencies sold everything from cars, trucks, SUVs and boats to a house, a commercial building and a former processing center turned Historic Place. Our clients in New Jersey never disappoint with the fun, and unique auctions.

As we enter this new decade, GovDeals, a leader in the management of government surplus, continues to thrive, grow and service our wonderful clients. Since 2001, GovDeals has been a dominant source in assisting agencies like yours in the disposal of their surplus assets, and the liberation of their storage yards, all while adding to their bottom line. GovDeals wouldn't be able to operate without our trusted Account Managers all over the US and Canada. Our loyal GovDeals team has recently experienced some astonishing growth with added support in the Northeast area so we are better able to serve our hard-working clients.

For the last 11 years Mark Moritz has been a dedicated Client Account Manager throughout the East Coast. During his career as an Account Manager, Mark has implemented 869 different New Jersey government agencies onto the GovDeals platform. Since our partnership started in 2008, he has assisted counties in New Jersey in generating over \$13 million dollars for their various counties, and the state. As a dedicated GovDealer, he has worked in 12 states plus Canada, onboarding our first international client in Canada. As of July 2019, Mark was promoted from a Client Account Manager and will now serve as a Regional Manager. In this new role 11 Account Managers from across the eastern United States and Canada will now be reporting to Mark. We are so very proud of the strides that Mark has made over these past 11 years and look forward to his expertise and experience being shared with the team.

Elie Aboukhater was added to the GovDeals team in July 2019 to build on our support in the Northeast region. With a passion for assisting others Elie says, *"I'm fortunate to have great leadership and teammates who help develop me into the best Account Manager I can be."* Since joining the GovDeals team, Elie has taken time to meet and get familiar with our clients to better service them and their needs. As we progress into the new decade, we are excited for the future of our partnership with NJAC under the trusted hands of Elie.

We are proud to have been partners with the New Jersey Association of Counties since 2008 and are excited to see what the next decade will bring for the counties of New Jersey and GovDeals!

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SHARE THE NEWS!

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

Contact

Loren Wizman, Director of Business Development
(609) 394-3467 or loren@njac.org

The Digital Workplace: Assessing the Challenges and Finding Solutions

by Michael McCracken, Senior Director of End User Solutions for SHI International Corp.

Today's workforce craves a more dynamic and fluid work experience. Thanks to the [digital workspace](#), employees can experience exactly that.

The digital workspace offers all of the devices and tools employees need to do their jobs from any location at any time. For some, that might mean working from home for a few hours instead of getting bogged down by rush hour traffic. For others, that might mean knocking out some business from a local coffee shop or responding to emails from their phone while attending their kid's little league game.

Although employees want this sort of environment – [66% of employees globally value workplace flexibility](#) over a higher salary – many organizations aren't implementing a digital workspace for logistical reasons.

Fortunately, these issues don't have to deter you – not if you know what you're up against and have a plan to combat potential issues.

Let's get into it.

The biggest concerns facing companies

There are a handful of challenges you'll likely face when trying to support a digital workspace. The most pressing concerns include:

- **Security:** You now have [devices with sensitive material](#) on them out in the field. Employees may also be bringing in their own devices. You need to ensure those devices meet the company's security requirements, including areas like anti-malware and anti-virus software, as well as correctly patching various versions of the operating system and software.
- **Support/management:** You need to be sure your IT team can [support the devices](#), including remotely controlling the app settings and making any necessary changes.
- **Access:** Traditional enterprise applications were built to run on standard workstations and hosted within the company's data center. Employees must now be able to access the data they need wherever they are.

Digital workspaces aren't a one-size-fits-all solution. There are a plethora of hardware, software, and service solutions for each of these concerns. Once you evaluate your needs in each of these areas, you can determine what makes the most sense for your organization.

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The Digital Workplace: Assessing the Challenges and Finding Solutions *(continued)*

Skill sets required to implement a digital workplace

Before you can determine the best solutions and technologies for your business, however, you must first understand your organization's business drivers and limitations.

- How are your employees planning to use these devices?
- What kind of data and applications are your employees planning to access?
- What sort of compliance and regulations does your organization have in place that might limit certain employee access?

This all leads into the comfort level of your current IT department, and whether you have the internal resources or skill sets needed to accomplish this goal.

Most organizations hire technologists who are good at configuring technology, but who don't always understand how that technology supports the company's business goals and requirements. Make sure you have at least one person who can map out that correlation.

Organizations also tend to lack an experienced project manager who's familiar with large rollouts that can disrupt end users' work.

Bring someone into the company who understands the process, recognizes the potential pitfalls, and uses tried and true methodologies. Successful organizations typically deploy devices in small groups first, then expand to a few more diverse groups within the organization before eventually going company wide.

Overcoming resistance to change

The days of employees spending eight hours a day hammering out work inside of a cubicle are falling by the wayside. These days, more individuals are interspersing work activities with personal activities. They're still getting the same amount of work done, they're just no longer limited in location.

But just because there are advantages to implementing a digital workspace doesn't mean there won't be any resistance to change.

Whether it's implementing a new policy that locks down devices in ways end users aren't used to, or introducing new technology while removing familiar programs, you need to keep your end users abreast of all of these changes and the reasons behind them. This is the easiest way to get buy-in from your employees.

If your organization isn't ready for a digital workplace, it will face challenges. But if you recognize these challenges and are willing to take them head on, you'll be well on your way to a successful transition that enables your employees to get their work done from anywhere at any time.

To learn more about SHI International Corp., please contact John Minnella, District Manager of NJ/PA/DE Government & Healthcare, via e-mail at John.Minnella@shi.com.



Public Schools Expand Curriculum With Opening of First Elementary STEAM LAB

by Jen Gangeri, Director of Marketing for LAN Associates

On Tuesday, December 10, 2019 [Oakland, New Jersey Public Schools](#) celebrated the ribbon cutting for its new Elementary School STEAM Lab. Students, teachers, and town and school officials were all in attendance, along with staff from project architect and engineer LAN Associates (LAN). The new facility was built to further student interest in the STEAM curriculum and to provide new opportunities for course methodologies for district students. It is one of the first upgrades in the district that promotes the STEAM curriculum and the learn by doing educational philosophy.

“The STEAM Lab provides hands-on, creative ways to encourage students to design, experiment, build and invent,” said Dr. Gina M. Coffaro, Superintendent of Schools. “This initiative focuses on overall student academic wellness through STEAM learning. Students will be engaged in interdisciplinary units of study that invoke an energized approach to learning.”



[The Oakland Education Foundation](#) as well as the Oakland PTOs provided generous donations and support for the project and LAN was hired to transform the 1,500 square foot space, previously in use as administrative offices. The new modern STEAM Lab is designed to encourage flexibility, student choice, and innovation.

On one side of the room, a full height whiteboard wall invites teachers and students to sketch ideas while following the engineering design loop. On the opposite side of the room, a vertical LEGO wall allows students to explore three-dimensional building in a unique way.

In the center of the room, rearrangeable furniture allows groups of students to collaborate and work on early prototypes of designs. With overhead cord reels highlighted by a series of colorful clouds, students are able to plug in devices and tools throughout the space. Finally, a “solo build” countertop with glazing into the corridor allows students outside the room a glimpse into the inventive space to pique interests in the variety of work occurring inside.

“It was a pleasure to work alongside Oakland Public Schools as they continue to advance learning environments through our combined efforts,” said LAN Architect Matthew Fink who served as project manager and lead architect on the project. “LAN created a space that demonstrates authentic learning can come in a variety of forms and students can collaborate and engage in a multitude of settings.”

A second open house of the new space will take place on Thursday January 9, 2020, during Parent University Night. A team-based STEAM activity will be linked to that event. LAN will attend this second event to talk about design concept of the space.

LAN
LAN ASSOCIATES

Essex County Executive DiVincenzo, Freeholder President Gill and Board of Freeholders Announce Approval of Ordinance to Create the Civilian Task Force

by Anthony Puglisi, Director of Public Information for Essex County

On Thursday, December 12th, Essex County Executive Joseph N. DiVincenzo, Jr., Freeholder President Brendan Gill and members of the Board of Chosen Freeholders announced that the ordinance forming the Essex County Correctional Facility Civilian Task Force was approved. Creating the ordinance was a collaborative effort and its adoption allows the process of nominating members to the Task Force to begin.

“Creating the Civilian Task Force is an example of what we can accomplish when people with different perspectives work together. My goal as County Executive is to operate a safe and professionally run jail, which is evidenced by the accreditations received and inspections passed by the ECCF. The creation of the Civilian Task Force creates another layer of accountability to demonstrate to the public our continued commitment,” DiVincenzo said.

“The establishment of the Essex County Correctional Facility Civilian Task Force represents a new commitment from the Freeholder Board and our County Executive Joe DiVincenzo to protect the rights of all inmates held in the Essex County Correctional Facility. Upon its implementation, the Task Force will be the strongest independent oversight body of a correctional facility, in the entire nation, created without a court order. I thank the ACLU, advocacy groups such as First Friends and Faith in Essex, concerned citizens of Essex County and beyond, and the County Administration for their diligent work during this process,” Gill said.

The intent of the task force is to provide “transparency and accountability” of the ECCF staff, to protect the “lives, health, safety and rights of all people confined at the ECCF” and ensure the “conditions of their confinement are safe, sanitary, respectful and humane,” according to language in the ordinance. It will act independently of County government and have the authority to inspect the ECCF, interview corrections officers, inmates, detainees, and review systematic issues and concerns.

The ordinance provides the framework to create the nine-member task force. The task force will consist of a representative from a recognized detainee advocacy group, a representative from a recognized inmate advocacy group, a member who is in good standing with the Criminal Defense Bar, a corrections expert, an individual who was formerly incarcerated, a social justice advocate, an expert in the medical field, and one member of the public. An Executive Director will be responsible for the administration of the task force. All members are nominated by the County Executive with advice and consent of the Freeholder Board.

Input into how the ordinance was written was received from the Administration, Board of Freeholders, stakeholders who represent the interests of ICE detainees who are housed at the Essex County Correctional Facility and the ACLU. The ordinance was introduced on first reading on October 23rd and approved on second and final reading on December 11th.

Members of the public who are interested in serving on the Task Force or who would like to recommend someone as a member can send resumes to the Essex County Chief of Staff at taskforce@admin.essexcountynj.org.



Adopting Transparency: Can Government Go Paperless?

by Jen Dowd, Sr. Manager, Industry Marketing for Kronos



A culture change is happening. It's been happening for a couple of decades now. Data is becoming more accessible through automation. But it's not easy to make this transition. Trust is a big component. The public sector has a required need for visibility, so documenting and storing information should questions come up about something that was said or done is very important. How that information is stored and obtained is up to the organization, department, or even individual. This is where approaches differ.

Take labor data for example. There is a need to keep this employee data on hand for years for several reasons. Audits, potential law suits, budget preparation, to name a few. Let's say an audit is taking place and this data needs to be retrieved, there are two scenarios:

1. Dig in the boxes and file cabinets to find the exact paper timesheet you are looking for, or
2. Pull up your automated time & attendance system and run a report

Which is more efficient and less likely to result in coming up empty-handed? If you said #2 because it's logical, but deep down you felt it would still make sense to have the paper in hand, you are not alone. Again, there's something about holding that piece of paper in your hand that makes you feel good. A few years ago, a [Forbes' article](#) highlighted research on paper and neuroscience. In the article they mention the emotional connection we have with paper. *"Physical material is more "real" to the brain. It has a meaning, and a place. It is better connected to memory because it engages with its spatial memory networks."*

Transparency measures are a catalyst for making the leap to online data. The move to make more information available to the public means more automated resources are needed to support. At [Governing's Summit on Financial Leadership](#), one municipality talked about how discussions internally can become more fact-based if they use data that is at their fingertips rather than saying "I have to look that up later". This practice of coming up with information later is becoming less acceptable as people expect organizations to have the information readily available and are often suspect when it is delayed.

Government is 24/7. Data in real-time and on-demand is essential to running services efficiently and cost-effectively. Moving to automated processes to reduce paper is not just about the access you have to data and cost savings, it's also about the people who are wasting time with paper every day. Think about the different ways employees interact with paper on a regular basis. Think about the amount of administrative work that goes into those interactions. Are your employees spending more time on unproductive paperwork than time doing what matters most?

Going paperless and adopting automation for transparency reasons doesn't happen overnight. It's a process that starts with identifying the biggest areas of waste. Waste of paper and waste of time are often what stands in the way of delivering on the public services

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.





Meetings & Events 2020

January 17, 2020

10:00 a.m.

NJAC Conference Committee Meeting*NJAC Conference Room - 2nd Floor**150 West State Street, Suite 220, Trenton NJ 08608***January 24, 2020**

11:00 a.m.

NJAC Reorganization Meeting & Ceremony*Senate Chambers - NJ State House**125 West State Street, Trenton NJ 08625***February 7, 2020****Annual Conference Seminar Proposals Due***Email your seminar proposals to Loren Wizman at loren@njac.org by close of business.***March 27, 2020**

10:00 a.m.

NJAC Board of Directors Meeting*State House Annex Building - Committee Room 6**125 West State Street, Trenton NJ 08625***May 6 - 8, 2020****NJAC Annual Conference***Caesar's Hotel and Resort**Atlantic City, NJ 08401***June 26, 2020**

10:00 a.m.

NJAC Board of Directors Meeting*State House Annex Building - Committee Room 6**125 West State Street, Trenton NJ 08625***September 11, 2020**

10:00 a.m.

NJAC Board of Directors Meeting*State House Annex Building - Committee Room 4**125 West State Street, Trenton NJ 08625***December 11, 2020**

9:00 a.m.

NJAC Board of Directors Meeting & Summit*Trenton Country Club - Oakland Room & Grand Ballroom**201 Sullivan Way, West Trenton NJ 08628*

FPA Opens New Office in Newark, New Jersey

by Julia Moroney, Director of Marketing for FPA Engineers

Newark, NJ - French & Parrello Associates (FPA), a multidiscipline engineering and environmental consulting firm, is pleased to announce the opening of a new office location at One Newark Center in Newark, New Jersey. FPA's Newark location will allow for a fulltime staff representing the firm's full breadth of services.

"It goes without saying that Newark has long been a center of commerce and business for the state of New Jersey. Our physical presence here places us within this very important hub of activity and allows us to become even more accessible to our many clients in the region. This expansion also gives us access to additional top technical talent as our firm continues to grow and expand," stated Steven A. Tardy, PE, Chief Operating Officer at FPA.



This is FPA's third new office location to open this year, joining an office in Bethlehem, PA and Atlanta, Georgia. FPA has a long history of servicing clients across the entire state of New Jersey and has provided services for projects in many sectors, including infrastructure, healthcare, education, and commercial and private development. FPA's Newark location is located at One Newark Center, 1085 Raymond Blvd., Suite 601, Newark, NJ 07102.

Celebrating over 45 years of engineering and consulting excellence with over 160 professionals across eight locations throughout the North and Southeast, French & Parrello Associates provides innovative and effective multidiscipline engineering design and environmental services for clients in both the public and private sectors.

To learn more, visit www.fpaengineers.com.



SAVE THE DATE

May 6 thru May 8, 2020

NJAC Celebration of County Government
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To learn more and discuss further please contact Tom La Fera via e-mail at gramco@optonline.net



Atlantic City Electric Takes Major Step to Support a Cleaner Future for South Jersey by Proposing Expanded Set of EV Programs and Services - *New proposal supports growing industry, helps New Jersey meet environmental goals, and expands clean electric transportation options for South Jersey residents and businesses*

by Frank Tedesco, Communications for Atlantic City Electric

Atlantic City Electric took another major step today in its efforts to address climate change, proposing new programs and services that are expected to expand access to clean electric transportation options across South Jersey. In a filing with the New Jersey Board of Public Utilities, the company outlined its plans to expand electric vehicle (EV) charging infrastructure, offer rebates and special rates for residents and businesses, and help electrify public transportation. The new proposal expands on an initial program proposed in 2018 to reflect new goals laid out in the State's Draft Energy Master Plan and to better support the growing EV market.

Earlier this year, while providing comments on New Jersey's Energy Master Plan, Atlantic City Electric Region President Gary Stockbridge outlined the company's role in achieving a clean energy future, explaining how the company's modern energy grid will serve as a reliable common platform, connecting customers to more energy services and technologies, like EVs, that will improve their lives and create more sustainable, vibrant and livable communities.



"Our energy grid is the central platform for deploying solutions to tackle climate change," said Stockbridge. "This bold and multifaceted EV filing shows how we can use our unique footprint across the region to collaboratively bring new clean energy services to our customers and connect all the communities we serve to sustainable transportation options that will power a cleaner and brighter future for South Jersey."

Under the expanded proposal, Atlantic City Electric would implement several key offerings:

- **Public EV Charging** – Install, own and maintain 245 public EV chargers across southern New Jersey and provide incentives for additional third party-owned charging stations.
- **EV Charger Rebates** – Offer 50 percent rebates on EV charging equipment for homes, multifamily buildings, workplaces, and business vehicle fleets.
- **EV Rate Options** – Provide residential customers with special electricity rates that encourage them to charge their vehicles during "off-peak" hours.
- **Innovation Fund** – Provide \$2 million in grants for EV efforts in South Jersey, including projects to displace the use of diesel in low-income or environmental justice communities.
- **Electric School Bus Project** – Launch pilot project for electric school buses.
- **Electric Public Transit** – Work with NJ Transit to build infrastructure to support electrification of one of southern New Jersey's bus depots.

As EVs become more popular, EV charging in New Jersey is projected to grow electricity consumption by 30 percent by 2035. Growing demand for EVs requires more charging infrastructure and enhancements to the state's electric infrastructure. Atlantic City Electric's new services are designed to expand needed public EV charging options and help the company proactively understand customers' charging needs and behaviors, so it can support future deployment of EV infrastructure and avoid potentially costly infrastructure gaps in the local energy grid.

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ACE Major Step to Support a Cleaner Future for South Jersey *(continued)*

“Atlantic City Electric’s new filing is appropriate, necessary and timely given multiple state goals,” said Pamela Frank, CEO of ChargEVC. “Simply stated, without utility involvement in developing charging infrastructure, we have no chance of meeting our greenhouse gas (GHG) emissions and EV goals. This is a lesson we learn from states with leading EV markets. It will take both utility and private sector involvement for New Jersey to make good on its goals. The charging infrastructure proposed in this filing is an important step in getting more EVs on our roads.”

Expanding clean electric transportation options is critical to meeting New Jersey’s environmental goals. Transportation is the largest source of GHG emissions in New Jersey, with tailpipe emissions accounting for nearly half of all GHG emissions in the state. Atlantic City Electric’s expanded proposal will support broader electrification of the transportation sector, helping advance the growing EV industry and supporting New Jersey in its goals of putting 330,000 EVs on the road by 2025 and reducing GHG emissions 80 percent below 2006 levels by 2050.

“Transportation accounts for more than 40 percent of New Jersey’s greenhouse gas emissions footprint. Along with other transformations, including increased use of public transit, walking, biking, and carpooling, promoting the increased use of electric vehicles and the installation of associated infrastructure is imperative,” said Trina Mallik, Climate Change and Energy Policy manager, The Nature Conservancy’s New Jersey chapter. “Residents, businesses, municipalities, hospitals, universities, and others must accelerate the transition to electric vehicle use for New Jersey to realize the environmental, health and economic benefits of a clean energy future.”

Similar to other energy services and investments Atlantic City Electric makes in the local energy grid, these new services will be paid for through delivery charges on customer bills. It is expected to cost approximately \$42.1 million, or about 54 cents on the monthly bill for the typical Atlantic City Electric residential customer using 679 kWh per month. Investing in EV programs and services now will help New Jersey prepare for the economic opportunities connected to the emerging EV market.

“We applaud Atlantic City Electric’s commitment to embracing the transition to electric vehicles in New Jersey,” said Marlene Z. Asselta, president, Southern New Jersey Development Council. “The EV infrastructure buildout, as proposed in the filing before the Board of Public Utilities, has something for everyone – residents, employers, visitors, commuters, communities – ensuring South Jersey is a leader in addressing concerns surrounding ‘range anxiety.’ This level of commitment will help to accelerate the growth of the EV economy in South Jersey, creating jobs and spurring economic development.”

If approved by the Board of Public Utilities, the new programs and services are expected to become available over the course of the next year following the decision.

To learn more, visit [The Source](#), Atlantic City Electric’s online news room. Find additional information by visiting atlanticcityelectric.com, on Facebook at facebook.com/atlanticcityelectric, and on Twitter at twitter.com/aceconnect. Atlantic City Electric’s mobile app is available at atlanticcityelectric.com/mobileapp.

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.



An Exelon Company

SEC Regulations and Best Interest Advisor Relations

by Andrew S. Bluestone, CFP, Selective Benefits Group

How does Reg B1 effect 401(k) plan fiduciaries?

The Securities and Exchange Commission (SEC) has come out with new ruling for broker-dealers and financial advisors in regard to 'best interest' language. The new regulations best interest (Reg B1) will go into effect June 30, 2020. This new regulation replaces the current 'suitability' standard for broker-dealers with a new standard toward retail investment accounts.

How did we get here?

This has come about from the 2016 Department of Labor's (DOL) failed attempt to add the Fiduciary Rule. After the presentational election, this new DOL rule was placed on hold. In 2017, even though the new rule did not go into effect, many broker-dealers began to require registered representatives and plan sponsored fiduciaries to adhere to the 2016 unenforced ruling. In 2018, the Fiduciary Rules was vacated by a Federal court, leaving broker dealers to figure out how to handle a reversion to the old rules subject to new interpretations under temporary enforcement from the DOL.

Where does that leave the Financial Advisors and responsibilities towards Best Interest client relations in the retirement ERISA plans?

Here is a short summary of what to expect.

SEC Reg B1 applies to three types of recommendation:

1. Buying, selling or holding a security
2. An investment strategy
3. Type of account: retail and retirement account

A retail customer is a natural person who will use recommendations primarily for personal, family or household purposes. In other words, recommendations to any entity other than financial professionals.

In this definition, retirement plan fiduciaries generally are not 'retail customers' because they are not representing the plan, not any particular natural person. As a results SEC Reg B1 generally does not apply to recommendations to ERISA plan fiduciaries regarding a 401(k) plan's investment menu or other plan-level advice.

One of the challenges facing representative making retirement-related recommendation is the overlapping jurisdiction of the SEC and DOL. Fortunately, the SEC and DOL appear to have very similar views of what constitutes education, making it likely that participant education programs designed for ERISA plan not recommendation under SEC Reg B1.

The new SEC Reg B1 will like result in changes for registered representatives and corresponding ERISA 401(k) plan.

For those who hold the plan sponsor fiduciary role, be on the lookout for additional requirement submect to the new SEC rulings.

For additional information please contact Selective Benefits Group via telephone at 973-417-6880 or via e-mail at abluestone@sbggroup.com.



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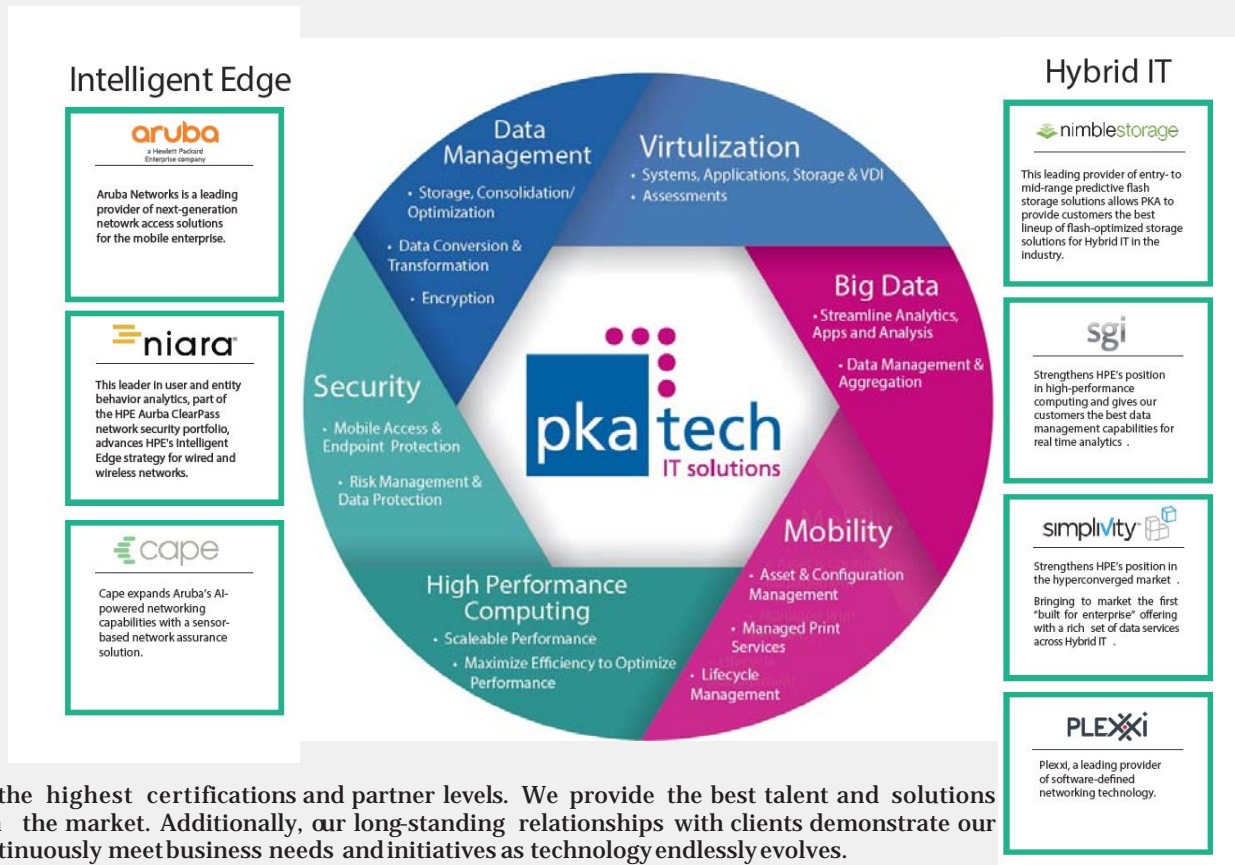
PKA Tech



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PKA Technologies, Inc., a certified, woman-owned business enterprise, has been supplying IT products and services for numerous organizations across diverse business sectors since 1996. Fortune 50 companies, K12/higher-education institutes, small to mid-size businesses, and state and local government agencies turn to PKA for next-generation servers, storage, networks and other enterprise-class technologies. We have forged strong alliances with Hewlett-Packard Enterprise, Intel, and other industry leaders, and are committed to providing the highest levels of customer service and our clients' success.



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NJ Certification
#55450-15

NACo Upcoming Webinar

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

January 14, 2020 2:00 p.m. – 3:00 p.m.

Contact Austin Igleheart 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.

Mr. Jimmy Bramlett, Deputy Chief of Programs, USDA Natural Resource Conservation Service (NRCS)
Mr. Patrick Dunn, South Sound Program Director, Center for Natural Lands Management



2020 NACo Legislative Conference

February 29th through March 4th, 2020

Washington Hilton

Washington, D.C.

The National Association of Counties Legislative Conference brings together nearly 2,000 elected and appointed county officials to focus on federal policy issues that impact counties and our residents. Attendees have the opportunity to engage in second-to-non policy sessions, interact with federal officials and participate in congressional briefings and meetings. This is a one-of-a-kind advocacy opportunity you will not want to miss.

[Click here to Register](#)



Nationwide Economics

Weekly Economic Review & Outlook for December 23, 2019

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

Weekly Review

Housing demand shifting to new homes

Recent housing data show continued strong demand from homebuyers as well as a further swing in the housing market toward new builds. Existing home sales dropped by 1.7 percent for November to an annualized pace of 5.35 million units. While demand fundamentals remain highly positive (including solid job growth, low mortgage rates, and above-trend household formations), supply constraints continue to hold back existing home sales activity. As a result, existing sales were up by only 2.7 percent over the past year – compared with 31.6 percent increase for new home sales as of October.

The uptick in demand this year has reduced housing supply further. The number of existing homes for sale in November was down by 5.8 percent from the same period a year earlier and dropped to the lowest level ever, after seasonal adjustment. The inventory of new homes, while modestly below historical averages, is in comparatively better shape and is helping to attract more homebuyers to the new home market.

Homebuilders are responding to the stronger demand by boosting home construction. Housing starts rose by 3.2 percent in November to an annualized pace of 1.37 million units – the second highest monthly reading of the expansion. For all of 2019, starts should post an annual total of around 1.28 million units – a gain of 2.4 percent from 2018 and the strongest annual figure since 2007.

Building permits, a sign of future construction, were also up in November, rising to an annualized pace of 1.48 million units. – the highest level since 2007. The increase in permits over the past several months is a sign that starts are likely to climb further in coming months. Moreover, The National Association of Homebuilders' (NAHB) Housing Market Index rose in December to the highest reading in more than 20 years as homebuilders expect stronger sales over the next six months.

If the positive demand factors remain in place, then housing activity – especially housing starts and new home sales – should climb again in 2020. The expanding housing sector and solid consumer spending outside of housing should help to keep economic growth near the expansion average of 2.1 percent next year.

Leading indicators flash a warning sign

While current economic conditions remain modestly positive, the Index of Leading Economic Indicators (LEI) from the Conference Board has weakened over the past year. The LEI was flat for November while the 12-month change in the index slowed to an increase of only 0.1 percent. The year-over-year percent change in the LEI has turned negative ahead of each recession since 1960.

Importantly, the 12-month reading is not yet negative and there have been a few brief dips below zero that have not presaged an economic downturn. Weakness from the manufacturing sector and the flattening (and eventual modest inversion) of the yield curve held back the LEI this year. If the yield curve continues to steepen modestly (as we expect) and manufacturing has reached its nadir, the LEI could trend upward in coming months – reducing recession concerns.

continued on page 19

Nationwide Economics *(continued)*

The Week Ahead

This week is light on economic news. It will include new home sales, durable goods orders, and weekly jobless claims.

New home sales up slightly

Fundamentals for the new home sales remain strong, as they have been for a while. Job gains have been solid, unemployment and mortgage rates remain low, and household formations continue to run above trend. These factors, combined with a low stock of existing houses for sale, have driven the sale of new homes to around expansion highs in September and October. The Mortgage Bankers Association's (MBA) Builder Application Survey – a measure of loan application activity for new homes – declined a bit in November but remains relatively high compared with levels over the expansion. Additionally, the present sales component of the NAHB's Housing Market Index edged down a tad for November.

Taken these factors together, we project new home sales to remain strong at an annualized pace of 735,000 units, little changed from the solid sales figures of the past two months.

Durable goods orders expected to rise again

The ISM manufacturing survey continues below the break-even level of 50, as does the new orders component of the index. While this suggests that more firms had declining orders than those with increasing orders, the magnitude of the differential is small – suggesting that any impact on durable goods orders should also be small.

The good news for durable good orders came from Boeing, as the aircraft manufacturer received 11 net new orders for commercial aircraft. This is a low number compared with most months, but it is up from -11 in October. Considering this, we project durable goods orders to increase by 1.5 percent for November.

Weekly initial jobless claims

Weekly jobless claims jumped to 252,000 for the week of December 7, their highest level since September 2017. Subsequently, the week of December 14 saw a sharp decrease of 18,000 claims. These elevated levels were almost certainly caused by the inability of the seasonal adjustment factors to take account of the later date for Thanksgiving this year – an impact that usually takes a couple of weeks to offset in the data. We expect weekly jobless claims to drop close to their three-month average of 215,000 for the week of December 21, as these impacts dwindle.

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.

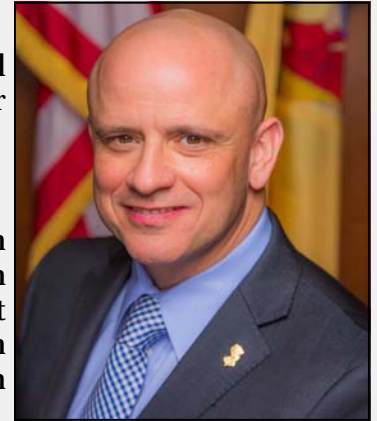


FROM THE EXECUTIVE DIRECTOR

I hope all is well and that you and your families have a happy, healthy and successful New Year. As we begin planning for a busy 2020, please make sure to mark your calendars for these upcoming dates and events.

NJAC'S ANNUAL CONFERENCE COMMITTEE KICK-OFF MEETING 1/17/20

Don't miss the opportunity to serve on NJAC's conference committee as we begin planning for our 69th annual celebration of county government from May 6th through May 8th at Caesars in Atlantic City. The committee is hosting a kick-off meeting at 10:00 a.m. on *January 17th* at NJAC's office located at 150 West State Street in Trenton. Please let Kim Nolan at knolan@njac.org know if you're interested in helping us prepare for county governments premiere event.



John G. Donnadio, Esq.

NJAC'S REORGANIZATION MEETING 1/24/20

We look forward to seeing you at the swearing-in of NJAC's 2020 board of directors, executive officers, and Cape May County Freeholder Marie Hayes as our 79th President at 11:00 a.m. on January 24th in the Senate Chambers of the State House in Trenton. You're also welcome to join us for a terrific lunch, and a press conference concerning the State's continued misappropriation of 911 fees, at the historic Masonic Temple immediately following the reorganization meeting.

NJAC ANNUAL CONFERENCE WORKSHOP PROPOSALS DUE 02/7/20

We're currently accepting proposals for conference workshops. Space is limited, so please submit your proposal no later than *February 7st* to Loren Wizman by email at loren@njac.org. To make sure that our elected officials, administrators, finance officers, purchasing officials, planners, engineers, attorneys, public works employees, accountants, and other county officials actively participate in our conference, the conference committee will give priority consideration to workshops approved for continuing education credits by the appropriate State agencies and the Rutgers University Center for Local Government Services.

1. Workshop sessions should be educational and informative, and 50-60 minutes long.
2. Proposals should include the name, title, and company information of those presenting.
3. Proposals should be typewritten in Garamond font Pitch 9.
4. Proposals should contain a title and one-page informative summary of the workshop, so that we may include these details in our conference journal.
5. Proposals should include handouts, power point presentations, and other similar materials.
6. Proposals should be submitted by *February 7th*.
7. We will notify you in writing of the time, location, and other important details concerning your workshop well in advance of the conference.

Thank you as always for your time and consideration, and please do not hesitate to contact us with any questions or concerns.

WHAT'S HAPPENING IN YOUR COUNTY?

| SUN | MON | TUES | WED | THURS | FRI | SAT |
|--|---|--|--|--|---|--|
| | | | <p><i>Happy New Year!</i></p>  <p>Historic District Trolley Tour 11:45 am - 12:30 pm 526 Washington Street Cape May Cape May County</p> | <p>2 Small Works for the Holidays Art Reception 1/3/2020 6:00 pm Studio 7 Fine Art Gallery Bernardsville Somerset County</p> | <p>3 Teen Gaming Club 3:00 pm - 4:30 pm Library System Mullica Hill Branch TEEN GAMING CLUB Mullica Hill Gloucester County</p> | <p>4 Bringing in the New Year with 20/20 Vision 11:00 am - 1:30 pm Cramer Hill Community Center Camden Camden County</p> |
| <p>5 Snow Tubing Daily Throughout Winter 9:00 am - 4:00 pm Fort Mott State Park Pennsville Salem County</p> | <p>6</p> | <p>7</p> | <p>8 Rodney Marsalis Philadelphia Big Brass 1/11/2020 8:00 pm - 9:30 pm Lackland Performing Arts Center Hackettstown Warren County</p> | <p>9 First Lady Tammy Murphy's Family Festival 1/11/2020 1:00 pm - 4:00 pm Gilligan Student Union Building Jersey City Hudson County</p> | <p>10 Dancing with the Stars Live! 8:00 pm Borgata Event Ctr. Borgata Hotel Atlantic City Atlantic County</p> | <p>11 Van Halen Nation The Premier Van Halen Tribute Band 8:00 pm - 10:30 pm The Levoy Theatre Millville Cumberland County</p> |
| <p>12 Songs That Won the Academy Awards 2:00 pm - 3:30 pm Public Library Mahwah Bergen County</p> | <p>13 Wayne PAL Flea Market & Collectible Show 9:00 am - 4:00 pm 1 PAL Drive Wayne Passaic County</p> | <p>14 How to Use the Internet in Your Job Search 1/16/2020 1:00 pm - 3:00 pm Main Library Newton Sussex County</p> | <p>15 Red Firecrackers-The Legend of the First Chinese New Year 10:00 am - 11:30 am The Jay & Linda Grunin Center for the Arts Toms River Ocean County</p> | <p>16 HQ Movie Night "The Peanut Butter Falcon" 6:00 pm Public Library Flemington Hunterdon County</p> | <p>17 New Jersey RV & Camping Show 11:00 am - 6:00 pm NJ Convention & Expo Center Edison Middlesex County</p> | <p>18 NJ Trail Series: 5K, 10K or 13.1 mi. Trail Race 8:00 am 270 Mendham Road Morris Township Morris County</p> |
| <p>19 Big Band Jazz Nights 7:00 pm - 10:00 pm Princeton High School Cafeteria Princeton Mercer County</p> | <p>20 </p> | <p>21</p> | <p>22</p> | <p>23 DOG MAN The Musical 10:30 am Wilkins Theatre Union Union County</p> | <p>24</p> | <p>25</p> |
| <p>26 Asbury Park Beerfest 4:00 pm Convention Hall Asbury Park Monmouth County</p> | <p>27</p> | <p>28</p> | <p>29 Trivia Night 6:30 pm - 8:30 pm Lyceum of History & Natural Sciences Mt. Holly Burlington County</p> | <p>30</p> | <p>31 Paint Night at the Museum 5:00 pm - 8:00 pm The Newark Museum Newark Essex County</p> | |

REORGANIZATION FRIDAY, JANUARY 24, 2020