

NJAC COUNTY BIZ

An Educational and Informative Newsletter for Counties and Businesses

New Jersey Association of Counties

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How The QLess App Helps With Social Distancing

by Salvatore Coppola, VP Sales & Marketing for ACCSES New Jersey, Inc.



During a pandemic, social distancing is sometimes needed to curb the spread of illness and help keep your customers safe while they access your business. QLess can work with many industries, keeping your business running and promoting a healthy environment for both customers and employees. Clear crowded waiting areas, make appointment scheduling easy, and give your employees an option to communicate directly with customers over their mobile phones.

Government offices, colleges, healthcare facilities, pharmacies, and grocery stores face different challenges because they cannot simply close their doors and cease operations. For these industries, finding a solution that doesn't involve "shutting it down" is imperative. While there is still a lot of research to be done to understand how coronavirus is transmitted, there are things you can do to help reduce the spread of the virus by limiting contact and keeping crowds down as much as possible.

Government Offices

A pandemic can hurt the economy causing job losses that result in unemployment claims and claims for state aid, like SNAP and cash benefits. Many of these cases will need to be fielded in person by government workers. With such a rush for aid, government offices can quickly become packed and make social distancing difficult. The QLess [appointment scheduler](#) and [queue management](#) lets people check-in virtually and wait anywhere they want to, while not being jammed together in a waiting room.

QLess COVID-19 Solutions

Remote Queuing:

QLess allows customers to get in line from a website at home or work, receive SMS text messages of their place in line and wait-time, and arrive at the location when it is time for their appointment.

For customers that walk into the lobby, you can check them into QLess and they will receive an SMS-Text message of their place in line and their wait-time, allowing them to leave and come back when you are ready to serve them.

All SMS messages can be customized to communicate their journey to your office during COVID-19.

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How The QLess App Helps With Social Distancing *(continued)*

By empowering customers to wait at home, work, or anywhere else they choose, your lobby will be empty and you will be fighting contagion.

FlexAppointments:

This valuable feature enables you to move to 100% appointments for office visits. FlexAppointments are interactive and send SMS text messages to customers an hour before their time to ask them if they are on their way or if they need to cancel or reschedule.

You can completely customize your text messages during COVID-19. Since we've learned how coronavirus spreads through large groups, moving to 100% appointments is another opportunity to fight contagion by emptying your lobby.

Virtual Call-Back Queues:

Customers are able to check into a Virtual Call-Back Queue through your website. Once they have checked-in, they will receive SMS text messages of their place in line and their wait-time. They will receive a text message when your staff is ready to call them, giving them a heads up.

They can also leave the queue or ask for more time if they need it. Staff members are easily able to manage Call-Back Queues through a simple interface, thereby streamlining your virtual services. The ability to provide virtual services will fight contagion during COVID-19. You may not be able to make all of your transactions with customers into virtual queues, but we have seen our clients move to Call-Back Queues for many transactions.

A better customer experience

Despite the horrors of the pandemic, there have also been opportunities for businesses and people to innovate. This includes businesses becoming reliant on technology like waiting line apps to maintain operations. Innovations and technologies that became a necessity throughout the pandemic will become expectations as the world changes post-pandemic. Consumers will expect an improved customer experience in industries that once relied on long wait times, creating a future without waiting lines.

QLESS & ACCSES New Jersey

Every purchase made through ACCSES Secure has a purpose. We make sure you get the products and services you need, when you need them, at a competitive price, while also providing employment opportunities and making the American dream more accessible to people with disabilities.

Our passion is creating jobs for people with disabilities. We connect our customers to an established network of nonprofit agencies who hire talented people with disabilities. We advocate for more employment opportunities and choices in employment for people with disabilities on a national scale. We support our network of agencies, providing training, networking, sales & marketing, and technical assistance. The QLESS partnership provides HelpDesk and training jobs for people with disabilities and an opportunity for valuable tech jobs for our consumers.

If you would like to learn more about our janitorial services or any of our other many products or services visit us at www.accsesnj.org or call us at 609-392-1255.



Somerset County, NJ Clerk to Partner With Harris Recording Solutions

Dan Shmukler, Regional Sales Representative for Harris Recording Solutions

Somerville, New Jersey June 17th, 2019 – The Somerset County Clerk’s office has entered into an agreement with Harris Recording Solutions to implement a full suite of solutions, including Harris’ Acclaim land record management system.

The Acclaim recording system enables county staff to record and process documents with fewer touchpoints, which vastly improves their time to record, and release documents to the public. Additionally, it also improves the county’s visibility into their fees, focusing on easing the entry of deed taxes specific to New Jersey.

“In light of recent events, counties have a responsibility to provide innovative technology to safely and efficiently serve the public. We applaud Clerk Peter for taking the step to modernizing his office and look forward to a successful partnership with Somerset County,” shared Amir Haghighi, EVP for Harris Recording Solutions.

“I’m very pleased to begin work with Harris Recording Solutions,” noted Clerk Steve Peter. “Since taking office in 2018, I have been searching for ways to improve customer service while also employing the best document preservation and retrieval techniques. The recent social distancing guidelines only reinforced the decision to partner with Harris. Harris products offer more remote access for customers, residents and staff.”

Somerset county will join the Hudson County Register’s Office, who went live with Acclaim in December of 2019, as the 2nd county in NJ to partner with Harris Recording Solutions, and bring about a more modern and efficient experience for staff, and an innovative and simplistic experience for the public.

For more information, please contact Dan Shmukler at (610) 772-1982 or e-mail dshmukler@harriscomputer.com.

About Harris Recording Solutions:

Harris Recording Solutions provides a full suite of revolutionary software for County Clerks, County Recorders, and County and Municipal Courts. These software solutions allow our customers to automate the recording process, delivering significant reductions in document handling/processing times. Time and again, we have provided our customers’ tangible cost savings and revenue generation capabilities. We remain dedicated to delivering technology solutions that keep our clients at the forefront of process improvement, cost management, revenue generation, and customer satisfaction.

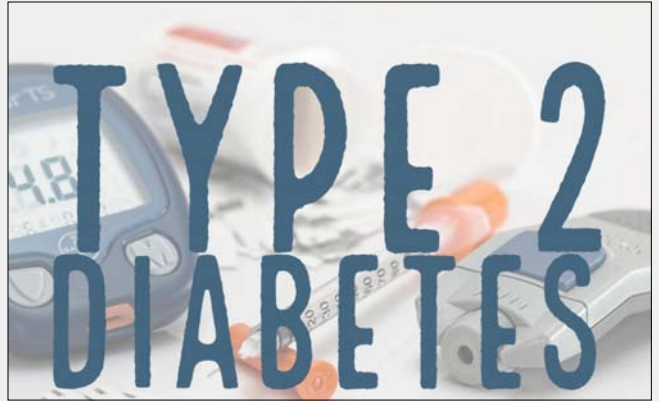
Harris Recording Solutions is a division of Harris Computer Corporation and its parent company, Constellation Software, which serves over 125,000 customers in over 100 countries relying on its innovative public and private sector software solutions. For more information, visit www.harrisrecordingsolutions.com.



How To Help Your County Employees Reverse Type 2 Diabetes

by Dick Malgran, Esq., CoFounder Metabolic Syndrome Research Foundation, Inc.

As the CDC has stated, Type 2 diabetes exists in approximately 10% of the American population and has reached “epidemic” proportions. My company, Metabolic Syndrome Research Foundation, Inc. (MSRF) is a Veteran owned N.J. corporation whose sole purpose is to reverse type 2 diabetes using natural means (proper diet & exercise). If you are a self-insured health care county, we do this by enrolling your volunteer employees (all HIPAA compliant) into our 5 year clinical study. By the time they complete the study, they will have reversed their diabetes (usually within the first 12 weeks!) and will stay compliant on their own; in most cases for the rest of their lives. And here is the other good part to this story; you, the county, will not have to budget a dime. The study is free to the employees and the county only pays MSRF for the study out of medical cost savings. In other words, we absorb all the risk. If we don't reduce the medical costs sufficiently, we don't get paid!



Based on nearly 3 decades of experience reversing type 2 diabetes in thousands of patients in his private practice in Flemington, Joel Fuhrman, MD, (cofounder) has developed a proven protocol that will reduce the medical bills of type 2 diabetics by 70% or more. This means that not only will the county be able to pay MSRF for the costs of the study, the county will actually see a FINANCIAL GAIN. Instead of paying out medical claims to the average tune of \$20K+/year for type 2 diabetics, these costs will be drastically reduced thereby reducing the need to fully budget for medical claims for those type 2 diabetics who reverse their diabetes.

Hunterdon county recently unanimously passed a resolution approving our participation agreement; the first county to do so. If you would like more information, please contact me. We would be happy to make a presentation to you describing in detail how we can achieve this remarkable result.

If you would like to learn more about Metabolic Syndrome Research Foundation, Inc. please contact Dick Malgran via e-mail at dmalgran@earthlink.net.

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.](#)

Three Keys To IT Modernization For The Public Sector

by Evan Achiron, Director of Marketing & Communications for GovPilot

Flexibility. Security. Affordability. These are three elements local governments must look for as they consider technology modernization and digital transformation. The pandemic and its effects took governments by surprise. It proved legacy technology systems to be anything but flexible with employees unable to work remotely and long lines at best, to file for services like unemployment benefits. Ransomware attacks and data breaches in recent years have shown that too many local governments are not secure. The significant cost to maintain now proven to be obsolete technology no longer adds up - but with budgets impacted, modern IT systems must be as affordable as they are efficient and beneficial.



The past four months have presented local governments with unprecedented and compounded challenges. [Axios noted](#) recently that for years, national narratives have dominated and overshadowed local agendas. Now though, local governments are calling the shots which will have far-reaching ramifications for Americans, from re-opening their economies amid the coronavirus pandemic, to reforming police departments and responding to protests. Local governments are back in the spotlight.

The crises facing towns, cities, and counties are inherently local, requiring a detailed, block-by-block understanding of neighborhoods' needs and efficient, responsive services. While it is clear that local government budgets have been severely impacted by the pandemic, there exists an opportunity to make necessary, meaningful changes and investments now that will pay dividends in terms of inclusivity, safety, efficiency, and even revenue generation.

According to [GovTech](#) Government budgets are being somewhat bolstered by the federal stimulus funds, but those will not last forever. The sudden economic closure brought on by the pandemic laid bare those governments and services ill prepared to deal with such a disruption. Overwhelmed unemployment systems and other paper, in-person processes that required residents to enter municipal buildings for every day services like permitting, confirmed the glaring divide between private and public sector tech capabilities.

The modernization of technical infrastructure and applications must be made a priority in order for local governments to significantly reduce their technical debt which is rampant throughout governments where legacy technologies have been milked of every bit of their functionality over many years only to become a financial burden as they age. Legacy technologies are maintained, upgraded, and changed over time but eventually they need to be replaced.

Moreover, these legacy technologies are often single-use and accessed via out of date hardware or on-site servers, making maintenance, security, and access an expensive and logistical nightmare. Unfortunately many of these legacy systems are paired with paper processes from which employees must transcribe written information from residents, into legacy technology systems.

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Three Keys To IT Modernization For the Public Sector *(continued)*

This inefficiency is then compounded by the siloed data that numerous systems create. Unable to efficiently process resident requests, and store records so that they are easily accessible across all departments, local governments, already running on limited resources, lose productivity, revenue, and constituent satisfaction.

The good news is that there are effective, affordable solutions on the market that do not require further disruption in order to implement. Today, cloud-based software provides the flexibility, security, and affordability not possible with older, now out of date IT systems.

GovPilot's cloud-based software was built from the ground up with input and feedback from real-world users in local government. Our platform provides more than 120 individual processes, enabling a convenient, digital constituent experience and unified data across all departments tied to individual property parcels through a GIS map.

Here is how GovPilot provides flexibility, security, and affordability:

Flexibility - GovPilot customers can choose the number of modules to work with and scale up as their government discovers the value of the platform. Our gold-standard processes come ready to use out of the box, and can be customized to an individual government's needs. Digitized processes will reveal newfound efficiency and productivity for employees, and convenience for residents. Clerks in [Eastampton, New Jersey](#) were able to reduce time spent on the phone with constituents from half of their day, to just a few minutes per day. Early during the Covid-19 pandemic, the city of Trenton, New Jersey, a GovPilot customer, utilized the platform to make [emergency loan applications](#) available to local businesses directly through its website.

Security - Significantly reduce the threat of ransomware and data theft by storing records in the cloud which are backed up and mirrored every 15 minutes. With a cloud platform, [business continuity](#) is assured as employees can work remotely through disruptions like snowstorms, natural disasters, or global pandemics that would otherwise keep them out of the office. GovPilot pushes system updates to the platform directly via the cloud, which in turn reduces the burden on IT staff and budget.

Affordability - There is no greater constraint on local governments, than budget. GovPilot is designed to be scalable and affordable for any local government. Pricing is based on just two factors - population size and number of modules selected. This means that GovPilot can affordably be implemented by a town of 5,000 or a county of 500,000. Many customers have even achieved positive revenue through the cost savings, productivity gains, and consistent revenue generated through the digitization of forms and processes.

The pandemic revealed the many areas in need of investment in our governments and broader society. Local leadership will no doubt assess where best to deploy resources and focus attention in the months and years ahead. But equipped with modern technology and constituent services, communities will be prepared for future challenges and will be better able to identify where needs and potential solutions lie.

If you are interested in learning more about how GovPilot can help your local government, please [schedule a 15-minute consultation](#). We look forward to speaking with you.



Workforce Management Software Helps Governments Provide Tools To Employees

by Michael Galello, Industry Marketing Manager for Kronos for Government & Education

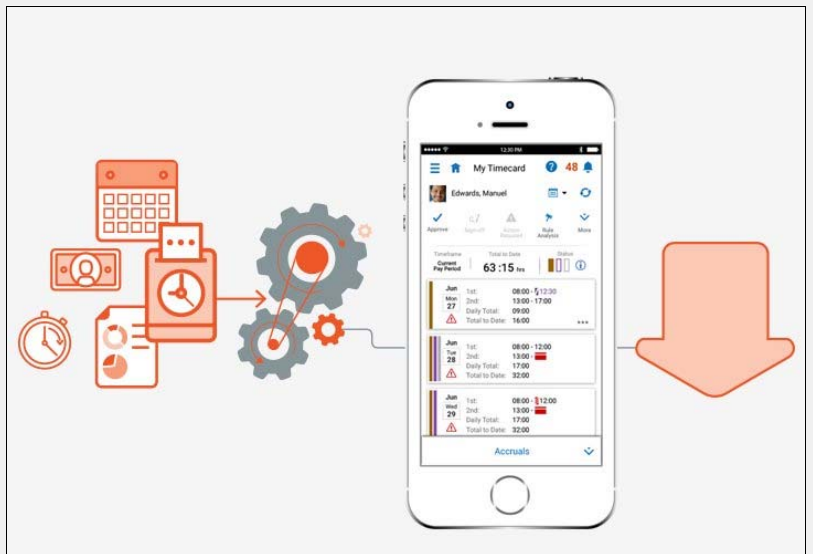
Workforce management software helps governments control labor costs and manage compliance. However, we often overlook the benefits that these tools can bring to employees. In these uncertain times, workforce management solutions can add real value by engaging team members in ways that make them feel empowered, connected, and valued.

Employee self-service is a great example of how technology can be used to make life easier for your employees — whether your government is operating normally or facing unprecedented circumstances as we are right now. Self-service tools empower your employees to be independent when they need to access information and complete a wide variety of tasks — at any time, from any location.

Here are three scenarios in which Kronos® employee self-service supports business goals while empowering associates with flexibility, convenience, and control for a better overall work experience.

Recording Time

Self-service enables team members to [punch in and out from their mobile devices](#), but that's just the beginning. You can also use self-service to have employees attest to time worked and meal/rest breaks taken for compliance purposes. For example, after your associates work a shift of four or more hours, you can ask whether they took a rest break via a friendly prompt on their smartphone. You can even notify associates of how much time they have left on their meal break — a handy feature to keep them on schedule when they're off site running an errand or grabbing a bite to eat. These same self-service attestation features can be used to check in on employee morale and well-being. This is particularly useful in our current situation.



Managing Time

Everyone likes to have options. With Kronos, your associates have the option to view and approve their timecard at the clock, on a workplace computer (if one is available), or from their mobile device. Self-service also lets them submit missed punches or modify their timecard as needed using their choice of device. These days, when we're all dealing with the challenges of stay-at-home orders, your employees will appreciate the ability to perform these tasks at their convenience — whether they're at work, walking the dog, or taking care of their children at home.

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Workforce Management Software Helps Governments Provide Tools To Employees *(continued)*

Managing Schedules

With employee self-service, your team members can check accrual balances and view schedules from work, from home, or on the go. Even better, they can perform a variety of tasks that give them greater control over their schedules — and their work/life balance.

Employee self-service for the win

A complete and impactful labor management approach needs to take into account both employer and employee requirements. Employee self-service can support your workforce management strategy — and keep your government running as efficiently as possible — by capturing accurate time records, enforcing compliance rules, and empowering workers with greater self-sufficiency and control. When employees feel engaged and appreciated, it results in higher productivity, reduced turnover, and a better citizen experience.

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.



NEW JERSEY ASSOCIATION OF COUNTIES

70th Annual Celebration of County Government

RESCHEDULED

More Details Will Follow

October 27th - October 29th, 2020

Caesar's in Atlantic City

Visit www.njac.org for the action-packed schedule of events and details on how to register, advertise in the conference directory, and host an event.

Atlantic City Electric Prepared to Meet Summer Residential And Business Energy Needs - *With several impactful storms already this year, customers should take steps to prepare for storms and hurricanes that often come with summer*

by Frank Tedesco, Sr. Communications Specialist for Atlantic City Electric an Exelon Company

Even amid the COVID-19 pandemic, Atlantic City Electric has been performing essential work to prepare the local energy grid to meet increased customer demand and keep homes and businesses powered all summer long. Employees are completing maintenance and inspections, as well as upgrades and critical repairs to prepare for severe weather, including a forecasted active hurricane season. This work is essential to providing safe and reliable service for the company's 560,000 customers throughout the summer months.

"We enhanced our already strict safety procedures so our employees could continue their critical work throughout this pandemic, to help us deliver the safe and reliable energy service our customers expect," said Gary Stockbridge, Atlantic City Electric region president. "Reliable energy service has been an essential component to powering through this pandemic, and as COVID-19 restrictions begin to lift, we remain committed to delivering this same level of reliable service for our business as well as residential customers all summer long. We encourage our customers to take advantage of the many tools we provide to help stay prepared and to save money and energy during the summer months."

Atlantic City Electric's work to prepare for the summer is part of the company's ongoing efforts to modernize the local energy grid and enhance reliability for customers. Customers across southern New Jersey are continuing to experience improvements in the reliability of their energy service. During the past five years, energy system upgrades and new innovative technologies have driven a 22 percent decrease in the frequency of electric outages customers experienced. The frequency of outages and the average duration of outages in 2019 remained some of the company's lowest ever.

This work is essential to fortify the local energy grid against severe weather and to help prevent those outages that can be prevented. In addition to these efforts, Atlantic City Electric completes hundreds of tasks to prepare for the summer season, including system work, testing and drills. As part of the Exelon family of companies, Atlantic City Electric also can call on resources from sister companies in Baltimore, Delaware, the District of Columbia, Illinois and Pennsylvania to assist the company when needed to restore power faster after major storms.

With several impactful storms already this year, Atlantic City Electric encourages customers to be ready for the severe weather summer can sometimes bring.

- Assemble an emergency storm kit. Include a battery-powered radio, a flashlight, a first-aid kit, battery-powered or windup clock, extra batteries, medications, a multi-purpose tool, cell phones with chargers, and a list of important/emergency phone numbers.
- Have a supply of bottled water and easy-to-prepare, non-perishable foods available.
- Keep a flashlight with fresh batteries on each floor of your home.
- Identify an alternate location for you and/or your family in case of an extended outage.

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Atlantic City Electric Prepared to Meet Summer Residential And Business Energy Needs *(continued)*

- Review the manufacturer's instructions for safe operations of your generator. Do not connect a generator directly to your home's wiring. Never use a generator in any enclosed area.
- Download Atlantic City Electric's mobile app at atlanticcityelectric.com/mobileapp.

Being prepared is a responsibility everyone should take seriously. If a severe storm hits, monitor local weather reports regularly and follow the advice of local emergency management officials. Immediately report a downed wire or service issue by calling 800-833-7476, visiting atlanticcityelectric.com or through the company's mobile app. Customers can also report an outage by texting "Out" to 20661. Customers must first text "ADD OUTAGE" to 20661 to sign up for this service. If an outage does occur, the company's interactive online [outage map](#) and its mobile app provide estimates of how quickly power is expected to be restored. More tips, resources and safety information are available at atlanticcityelectric.com/storm.

With more people spending time at home and as temperatures climb, energy use typically climbs too. Atlantic City Electric provides helpful tips and information to help customers save money and energy all summer. More tips and information available at atlanticcityelectric.com/saveenergy.

- **Manage your bill on My Account.** Online energy management tools show you how much energy you are using. The bill to date feature lets you know what your bill costs are to date at any time during the month. You can also get tips based on your energy saving goals.
- **Install energy efficient light bulbs.** Energy-efficient LED bulbs use up to 75 percent less energy than standard bulbs.
- **Unplug unused electrical devices when you leave a room.** Chargers use energy when left plugged in after your device is fully charged.
- **Check your thermostat.** Set your thermostat a few degrees lower in the winter, and higher in the summer, if health permits.
- **Adjust your blinds.** Raise your blinds in the winter to let warm sunlight into your home, and lower the blinds in the summer to keep cool air inside.

By completing these simple steps, together we can be ready, stay safe, stay cool, and use less energy this summer.

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 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 560,000 customers in southern New Jersey.



An Exelon Company

Passaic County Board of Chosen Freeholders Announce At Home COVID-19 Testing For Passaic County Residents - Partnership with Vault Medical Services of New Jersey and Rutgers Clinical Genomics Laboratory

by Neela Mahbuba, County of Passaic

Today, the Passaic County Board of Chosen Freeholders are announcing that Passaic County residents can sign up to receive a COVID-19 saliva test to be administered at home through a partnership struck with Vault Medical Services of New Jersey and the Rutgers Clinical Genomics Laboratory. This is the first at-home testing model being conducted by any local or county government in the State of New Jersey.

All Passaic County residents can register for the COVID-19 saliva test by visiting www.passaiccountynj.org/covid19hometest. Once a resident registers, he/she will receive instructions on how to request the test kit, perform a supervised saliva collection test with a Vault healthcare provider via Zoom, and mail the specimen to the Rutgers Clinical Genomic Laboratory for processing. This is a free service for all Passaic County residents, with results generally available in forty eight (48) hours. Residents will need to have a driver's license to have access to the test.

“Since the Public Health Emergency was declared by Governor Murphy, Passaic County has been a leader in ensuring every resident has access to a COVID-19 test,” stated Passaic County Freeholder Director Sandi Lazzara. “Now, through this partnership with Vault and Rutgers, residents will be able to receive a COVID-19 test kit at their home, and get the results within two days. Passaic County is adopting a new model to meet Governor Murphy’s mandate to double testing capacity in New Jersey to continue our efforts to flatten the curve here in Passaic County.”

Since the Public Health Emergency was declared by Governor Murphy, the Passaic County Board of Chosen Freeholders has been operating a drive through COVID-19 test site at William Paterson University. Since March 25, 2020, over 14,000 Passaic County residents have been tested for COVID-19 at the site, with regular hours still maintained on Tuesdays, Thursdays, and Saturdays. Now, residents will have the convenient option of testing at home with hopes of increasing the number of residents tested and aid in ongoing contact tracing efforts being coordinated by the Passaic County Health Department to control the spread of COVID-19.

According to data from the New Jersey Department of Health, positive case numbers have been slowly cumulatively declining in Passaic County. In order to ensure the continuous decline of positive cases and an accurate overall count of both symptomatic and asymptomatic residents who may be unknowingly infected, the Freeholder Board has increased options for testing to make it easier for residents to participate in testing.

“The only way to flatten the curve and reopen Passaic County and New Jersey’s economy is by increasing testing capacity for COVID-19,” stated Freeholder Bruce James. “By offering free testing services to residents from the convenience of their home, Passaic County is leading the charge in New Jersey to enhance testing capacity and control the spread of COVID-19.”

For more information, please visit www.passaiccountynj.org/covid19hometest.



Safety Tips to Keep Kids Protected this Summer

After their first year of life, unintentional injuries are the leading way in which children acquire serious harm or impairments. Kids of all ages need parents or guardians that use rules and boundaries to keep them safe.



OUTDOORS

- Continue to wear face masks or coverings when unable to socially distance from others.
- Use sunscreen and limit time in the sun to prevent burns.
- Always wear a helmet when riding a bicycle, skateboard, skates or other riding vehicle.
- Drink water to prevent dehydration.
- Always keep watch when children are near or in water.
- Help and monitor children on playground equipment.
- Keep small children away from BBQs and fire pits.



INDOORS

- Utilize parental controls on devices or through the internet provider to make sure privacy settings are age appropriate.
- Keep small children away from electric fans, stairs, ovens, sharp edges and sharp tools.
- Hide or discard prescription medications and alcoholic beverages.
- Keep cleaning products away from small children.



IN A CAR

- Always wear a seatbelt.
- Always use an age appropriate car seat or booster.
- Never leave a child unattended in a vehicle, even if the windows are open.



WELCOME TO OUR NEW MEMBERS



Joseph A. DeLuca Advisory & Consulting Services (DLA) is a boutique advisory and consulting firm. DLA is comprised of a team of highly-qualified fraud detection and risk management experts specializing in crisis response. These professionals draw from diverse disciplines and are attorneys, investigators, forensic auditors, loss prevention specialists, and analysts. DLA's team has responded to crises both large and small for clients in the public and private sectors.

To learn more and discuss further please contact Steven Pasichow via telephone at (212) 381-0483 or via e-mail at spasichow@delucaadvisory.com.



Yorktel is a NJ-certified minority-owned small business with 35 years of experience and innovation in the application of IT and AV to workplace with its HQ in Eatontown, NJ.

“Yorktel is a top integration partner for IT and AV manufacturers and all major collaboration platform providers, including: Cisco Webex, Microsoft Office/Teams, Pexip and Zoom. Of special note, Yorktel's Microsoft Practice (which holds eight (8) Gold and three (3) silver certifications) can help counties realize an ROI from their Microsoft E3/E5 license and rollout O365/Teams with appropriate compliance, governance and security measures. Yorktel also offers AV/IT design-build, for room-refresh, standardization, major construction/renovation with service plans for ongoing maintenance and support. AVIXA-certified engineers are available to help design specialty facilities such as board rooms, courtrooms, classrooms, traffic management and emergency operations centers. Lastly, Yorktel media and production services provide turnkey services for live/virtual meetings and events, including new 'Enhanced VMR' services that add professional touches to any widely attended Zoom or MS Teams event. Yorktel office are reopening and makes safe arrangements to invite NJAC members to see their Video Network Operations Center, Collaboration Lab and learn more about Yorktel's connected government solutions.

For more information Contact govsales@yorktel.com, or call (732)413-6000 x7356.

Gloucester County Covers 3 Months Of Loans For Local Small Businesses

by Shannon O'Brien, Public Information Officer for the County of Gloucester

The Gloucester County Board of Chosen Freeholders and the Cooperative Business Assistance Corporation (CBAC) have partnered to assist small businesses as they prepare to re-open amid expensive and stringent social distancing requirements.

Borrowers in the County's Small Business Revolving Loan Fund will have the next three months of principle and interest covered through the Gloucester County COVID-19 Recovery Program (GCCRP), allowing businesses to offset some of these extraordinary costs and bring employees back.

GCCRP is a program spearheaded by Freeholder Heather Simmons, Liaison to Economic Development, in partnership with CBAC, which administers the county's Small Business Revolving Loan Fund. As part of this measure, no payments will be required for the next three months for any borrowers in the Gloucester County loan, plus any other loan package they carry through CBAC.

The existing terms of the loan(s) will not be affected. If business have any Small Business Administration (SBA) Microloans with CBAC, these loans will receive direct assistance through the SBA.

"We understand the financial strain the COVID-19 pandemic has put on our local businesses," said Freeholder Director Robert M. Damminger. "This partnership initiative will strengthen the Gloucester County small businesses and allow them to start rebuilding their business and hire back employees that may have been laid off for the time being."

"Our top priority is supporting our businesses in Gloucester County and this program will relieve them of some of the financial strain during COVID-19," said Freeholder Heather Simmons. "In addition to helping businesses in which we have already invested with our loan program, this program will also allow us to provide more low-interest loans in the future, and to provide enhanced technical assistance to businesses."

Freeholder Simmons notes that the County Board of Chosen Freeholders and the county Economic Development team are working with CBAC on additional innovative recovery packages for small businesses that will be announced in the coming weeks.

For more information on how you can support small businesses, visit:

www.gloucestercountynj.gov <<http://www.gloucestercountynj.gov/>>



Pictured Left to Right:
Harrison Mayor Lou Manzo, Freeholder Simmons,
James Malaby, Owner of the BluePlate,
Harry Stone, Director of CBAC



PKA TECH HEADQUARTERS:

3 Paragon Drive
Montvale, NJ 07645

NYC OFFICE:

One Penn Plaza, Suite 2108
New York, NY 10119

Office: 845.738.2300

www.pkatech.com

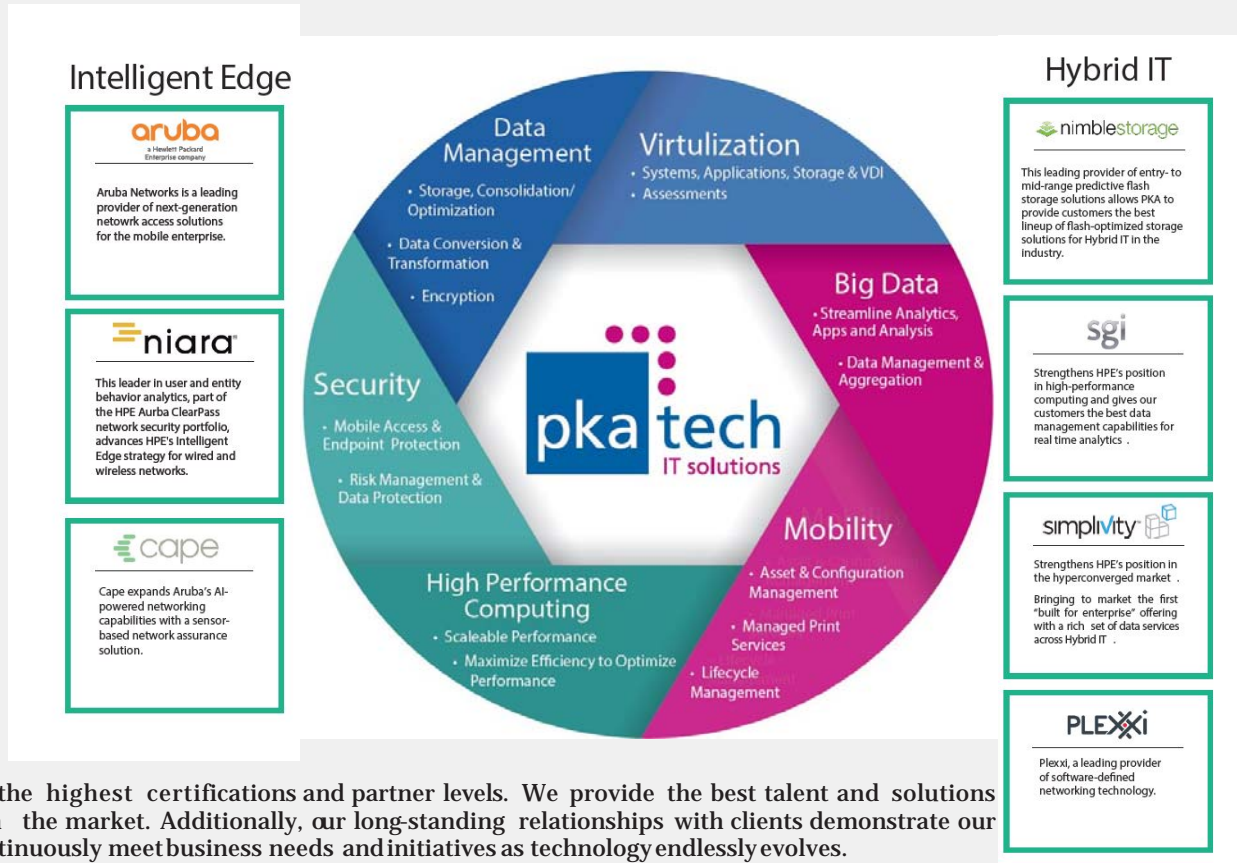
PKA Tech



Paul Cohen
Vice President, Sales
860-836-9331
paul.cohen@pkatech.com

Nationally Recognized Full-Service Solutions Provider

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.



PKA holds the highest certifications and partner levels. We provide the best talent and solutions available on the market. Additionally, our long-standing relationships with clients demonstrate our ability to continuously meet business needs and initiatives as technology endlessly evolves.

An Authorized Subcontractor

NYS OGS

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- HPI Umbrella # PM20860
- HPI Printer # PT66605
- SHARP# PC67454
- Triplite Umbrella # 20990
- VMWare # PM67310



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-0483-89974

NJEdge | The Quilt | NJPA | E&I | PEPPM



NJ Certification
#55450-15

NACo Webinars

NACo Tech Xchange: Microsoft Teams—Beyond the Basics Webinar

July 1, 2020 , 2:00 pm – 3:00 pm
Contact Rita Reynolds

[Register](#)

After several weeks of working from home, it may seem normal to use Microsoft Teams for meetings and chat. In this session we'll take Teams and Microsoft 365 to the next level, sharing “tips and tricks” that can help you modernize your departments. Task management with Planner, making feedback fun with Forms, and hosting Town Halls or Live Public Events are all topics we'll discuss in this learning session. Bring your questions and stories about how Teams is working for you!



NACo Tech Xchange Presents Emergency Preparedness with IBM

August 13, 2020 , 2:00 pm – 3:00 pm
Contact Rita Reynolds

[Register](#)

In this webinar, Ryan Burchnell, Director – FirstNet Strategy & Policy will cover how FirstNet – the nationwide wireless broadband communications platform dedicated to America's public safety community – prepared for the escalating national crisis caused by the COVID-19 pandemic. Topics to be covered include applications, technical requirements, network utilization, as well as specific use cases of how FirstNet was deployed to hard hit communities and the USS Comfort and USS Mercy.

NACo's Annual Business Meeting

July 20, 2020 , 2:00 pm – 4:00 pm

[Register](#)

Additional Questions

Conference:

nacomeetings@naco.org | (202) 942-4292

Exhibitors:

laura@corcexpo.com

Sponsors:

msummerside@naco.org | (202) 661-8872

Media Inquiries:

pguequierre@naco.org | (202) 942-4271



Nationwide Economics

Weekly Economic Review & Outlook for June 22, 2020

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

Weekly Review

Post-lockdown spike in spending

The comeback in retail sales for May was much larger than expected as total sales jumped by 17.7 percent—a record by a considerable margin. While and already reported rise in light vehicles sales provided a significant boost, retail sales excluding autos rose by 12.5 percent (also a record gain), reflective of a surge in purchases across all major categories. May's increase was not enough to offset the massive declines seen in the prior two months but is still a significant step on the road to recovery for consumer activity.

The outsized gain for May in part reflects the release of pent-up demand as state and local economies partially reopened from mandatory stay-at-home orders. The recovery in the labor market as well as the behavior of consumers and governments with respect to COVID-19 will determine if retail activity can maintain forward momentum in coming months. With a jump in nonfarm payrolls for May, additional gains expected this summer, and significant government assistance many consumers should have the wherewithal to raise their spending. But if virus infections (and especially hospitalization and mortality rates) increase too sharply as economies reopen, then some states may reimpose constraints while consumers may be more reticent about the potential for exposure.

The surge in retail sales for May is another sign that the economic recovery from the COVID-19 recession began sooner than expected. Despite the boost to consumer expenditures, we still project an annualized decline of around 35 percent for real GDP during the second quarter—dwarfing the previous worst quarterly decline since World War II of 10 percent. But the prospects for a return to growth in the third quarter (perhaps up sharply) are looking good if the positive trends for consumer demand and hiring continue.

Positive outlook for home construction and manufacturing

Housing starts rose by a modest 4.3 percent for May to an annualized pace of 974,000 units as home constructions remained subdued by the lingering effects of the COVID-19 economic shutdown and shortages of buildable lots. This was down by 23 percent from a year ago and sharply below the strong pre-COVID levels from earlier this year.

Further gains in starts in coming months are likely. Building permits climbed by 14.4 percent from April, suggesting a faster pace of starts in the months ahead. While permits continue to run well below pre-COVID levels, construction employment was up sharply in May while the Wells Fargo Housing Market Index jumped for June with higher actual sales and expectations for future sales. This indicates that home builders are preparing for increased sales later this year as the economy improves.

Both the Federal Reserve Banks of Philadelphia and New York reported very positive readings on Manufacturing Business Outlook Survey jumped sharply with the biggest one-month gain in its history. The New York Fed's Empire State Manufacturing Survey also saw its largest monthly gain, and both are at levels that suggest that manufacturing activity rose over the month. This increases the odds that national data on manufacturing will show a gain for May.

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Nationwide Economics *(continued)*

The Week Ahead

This is a busy week for economic news. It includes existing and new home sales, revised first quarter GDP, durable goods orders, and personal income and consumption.

Existing home sales expected to fall further for May

Existing home sales experienced a dramatic decline for April, with a further drop expected for May from what was the strongest sales pace in the 2009-2020 expansion at the beginning of the year. The sale of an existing home is counted at contract closing, so most of the sales counted in May would have had a contract signing in April, the height of the economic shutdown. The National Association of Realtors' (NAR) Pending Home Sales Index is based on contract signings and so is a good leading indicator of exiting sales about a month in advance. Pending sales plummeted by 22 percent for April (slightly more than the March decline), suggesting a sharp drop in existing sales for May. We project that the annualized pace of existing home sales for May fell by 5.1 percent to 4.11 million units, the lowest pace in ten years.

But new home sales should rise again

The sale of new homes was one of the few economic indicators showing resilience for April, as the pace rose modestly from March. This resilience is expected to continue in May. New home sales, counted at contract signing, saw improved homebuyer conditions in May with an unexpectedly positive employment report showing 2.5 million jobs added. Additionally, mortgage applications for purchase rose each week in May and the MBA Builder Application Survey (a measure of loan application activity for new homes) had its largest one-month increase on record, all while the low supply of exiting homes likely pushed shoppers into the market for new homes. Based on this positive data, we project the annualized pace of new home sales for May increased to 662,000 units, a level consistent with that seen in the first half of last year as the housing market was heating up.

Personal consumption expenditures likely up strongly while core inflation stabilizes

Personal consumption expenditures (PCE) had their largest decline ever in March and almost doubles that percentage decline for April. May should see a significant rebound from both a lower base of expenditures (after the debacles in March and April) and improving economic conditions. The (not coincidental) confluence of the massive increase in jobs and retailers reopening for business resulted in a record-shattering increase in retail sales, setting the stage for a similar movement for PCE. We project that PCE jumped by 7.1 percent for May—shattering the previous record for a 2.8 percent gain.

After a large drop in April for core inflation—PCE inflation less the volatile food and energy components—more stability is expected from May's reading. We still expect a negative reading for May, but barely with a drop of about -0.1 percent.

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.

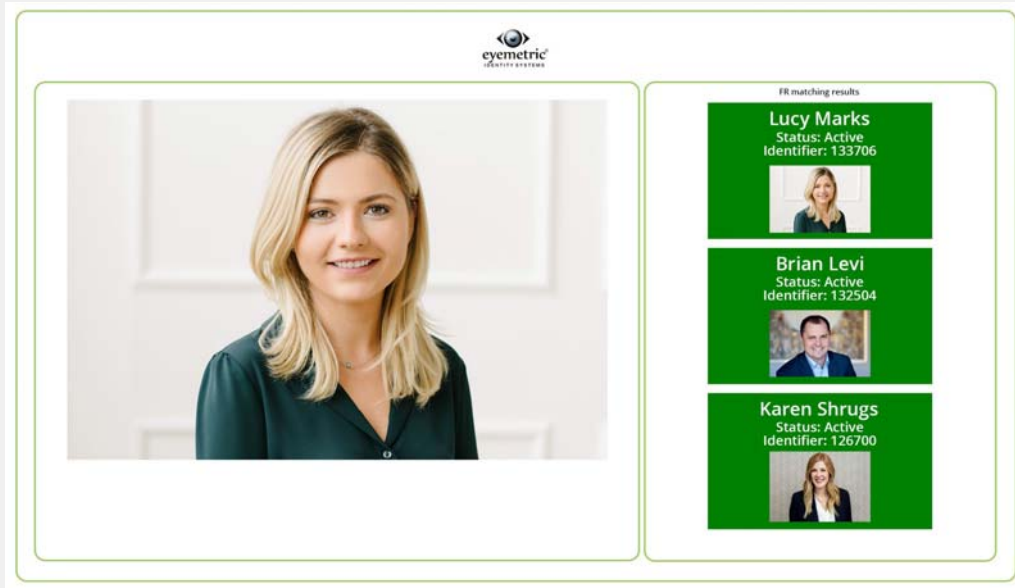


TPASS© ZERO CONTACT Staff Check-In

by Raymond Bolling, Eyemetric Identity Systems, Inc.

The TPASS Visitor Management System can be used as a simple ZERO CONTACT biometric check-in station for time and attendance purposes.

Now, more than ever, organizations are looking to reduce contact between its staff members and the day-to-day devices needed to operate standard business practices. That’s why we have developed a version of TPASS that, when used in conjunction with our Facial Recognition technology, can act as a staff check-in kiosk, that requires no physical contact



A standard laptop or a Microsoft Surface tablet can be used in conjunction with a standard USB webcam, to record timestamps in and out, simply by walking by and looking at the webcam itself.

Reports can be exported from the standard TPASS reports module, and imported into an existing time and attendance application. Additionally, the solution supports an import of staff data or an actual automated connection to the HR application database, eliminating the need for double data entry.

Contact Us Today For A Demonstration Or A Quote

To learn more about Eyemetric Identity Systems, Inc. at (800) 242-7047 or via e-mail at Sales@eyemetric.com.



Improving Air Quality To Reduce The Spread Of COVID-19

by Tom Wighard, PE, HBDP, LEED AP BD+C , Vice President, Mechanical, Electrical, Plumbing Engineering for LAN Associates

What would the experts do? A question we often ask ourselves when faced with a challenge that requires an informed solution to a complicated problem. This is never truer than in matters of public safety like the coronavirus. With COVID-19 the whole world is simultaneously facing the same problem: How do we prevent the spread of an airborne illness? We turned to our doctors and scientists who gave us a simple yet effective solution. They told us to remain out of the proximity of others to avoid breathing in potentially infected air. This solution has added a new term that will forever be etched into our collective lexicon, social distancing.

Social distancing has been effective at flattening the curve of infections, but it is a solution that was never built to last. Offices, schools, and buildings of all types are reopening across the country. As we return to our regular routines, we are faced with a new challenge: If we will once again be breathing the same air, how do we make that air safer?

LAN Associates is a full-service Architecture and Engineering firm. Our staff is comprised of architects who plan indoor spaces, environmental engineers who specialize in workplace safety and building mechanical system experts who design everything from [plumbing to HVAC](#). We take workplace safety seriously, and our professionals have studied the challenges presented by COVID-19. This is what we are doing in our own offices to purify the air we share and protect our staff as we reopen.



Needlepoint Bipolar Ionization:

Bipolar Ionization and, more specifically, Needlepoint Bipolar Ionization (NBPI), has been a hot topic since the emergence of COVID-19. A digestible yet overly simplistic explanation of the process would be that through your HVAC system bipolar ionization works on a molecular level surrounding, clustering, and interacting with microparticles. In the process, it neutralizes hazardous airborne substances like pathogens and viruses by robbing them of their life-sustaining hydrogen and clustering expelled breath droplets that can transport viruses and other fine particles allowing them to be caught by the equipment's standard filters. Taken together these benefits provided continuous disinfection and increased air quality for your building. A recent study concluded this process can result in 99.4% of COVID-19 viral particles becoming inactivated on a stagnant surface at 30 minutes.

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Improving Air Quality To Reduce the Spread *(continued)*

Displacement Ventilation

Displacement ventilation is a process that provides improved air quality by removing contaminated air from the room through a carefully designed HVAC system. Clean cool air is brought in at low velocities and the natural buoyancy of an occupant's body heat and other heat generating sources in the room draws the air upwards to exhaust in the ceiling. This method of ventilation removes the contaminated air without mixing, whereas a traditional overhead heating and cooling system's effectiveness is best when the air in the space is thoroughly mixed.

Displacement Ventilation & NBPI: What Option is Right for My Building?

While both options have their pros and cons, the NBPI is a readily available technology that can be installed in existing HVAC equipment with little labor. Displacement Ventilation is a good option to be evaluated for new construction, large renovations, or large spaces with high occupant density. When used in conjunction with other preventive measures outlined in CDC guidelines like regular cleaning and social distancing when possible around the office, the benefits are measurable and scientifically quantifiable. With so much information around COVID-19 being subject to further investigation, LAN Associates has decided to go with what we know will make a difference in our office.

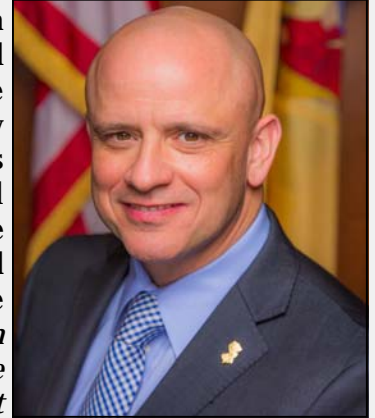
If you have any questions about upgrading your system to include bipolar ionization or displacement ventilation, LAN's MEP department is here to help. [Please reach out to us with any questions](#), we would be happy to advise you on your next step.

For further information and to learn more about LAN Associates please contact Tom Wighard via e-mail at thomas.wighard@lanassociates.com or call (201) 447-6400.



FROM THE EXECUTIVE DIRECTOR

We're pleased to announce that Investors Bank through the Investors Foundation awarded the NJAC Foundation a grant of \$21,000.00 for county vocational-technical school graduates who plan on continuing their education at a county college or state college or university. The Foundation is partnering with the New Jersey Council of County Vocational Technical Schools to identify potential candidates and will distribute two \$500.00 scholarships to well-deserving students in all twenty-one counties across the State. Since 2011, Investors Bank has awarded the NJAC Foundation grant monies totaling \$178,000.00, which has helped an estimated 250 county vocational-technical school graduate continue their education at home in the Garden State. *"I'm grateful that Investors Bank and the NJAC Foundation have once again partnered on this important and timely initiative to provide county vocational-technical school graduates with valuable scholarships that will help them and their families meet the ever-increasing financial demands of pursuing an education," commented NJAC Foundation President Donald De Leo.*



John G. Donnadio, Esq.

The NJAC Foundation is a non-profit organization affiliated with the New Jersey Association of Counties (NJAC) that is committed to providing innovative educational opportunities for county vocational-technical school and county college students. Please visit our website at www.njac.org for additional details about NJAC and the NJAC Foundation.

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
loren@njac.org

SPECIAL HOLIDAYS & PLACES TO GO!

SUN	MON	TUES	WED	THURS	FRI	SAT
			<p>1 National Postal Worker Day</p> 	<p>2 I Forgot Day!</p>	<p>3 Lake Lenape Park Mays Landing Atlantic County</p> 	
<p>5 James A. McFaul Environmental Center Grounds Reopened Wyckoff Bergen County</p> 	<p>6 Berkshire Valley Golf Course Oak Ridge Morris County</p> 	<p>7 Wayanda State Park Hewitt Sussex County</p> 	<p>8 James G. Atkinson Memorial Park Washington Gloucester County</p> 	<p>9 E.B. Leone Conservation Area Toms River Ocean County</p> 	<p>10 Wiggins Waterfront Park & Marina Camden Camden County</p> 	<p>11 Rancocas Nature Center Wyckoff Burlington County</p> 
<p>12 Cape May County Park & Zoo Cape May Court House Cape May County</p> 	<p>13 National French Fries Day</p>	<p>14 Seven Presidents Oceanfront Park Long Branch Monmouth County</p> 	<p>15 Heron Glen Golf Course Ringoes Hunterdon County</p> 	<p>16 Salem County Recreation Park Oldsman Township Salem County</p> 	<p>17 World Emoji Day</p>	<p>18 Turtle Back Zoo West Orange Essex County</p> 
<p>19 Roosevelt Park Edison Middlesex County</p> 	<p>20 Lincoln Park Jersey City Hudson County</p> 	<p>21 National Junk Food Day</p>	<p>22 Hammock Day</p>	<p>23 Mercer Oaks Golf Course West Windsor Mercer County</p> 	<p>24 Cohanzyck Zoo Bridgeton Cumberland County</p> 	<p>25 Warinanco Park Elizabeth Union County</p> 
<p>26 Preakness Valley Golf Course Wayne Passaic County</p> 	<p>27 Take Your Pants For A Walk Day</p>	<p>28 Duke Island Park Bridgewater Somerset County</p> 	<p>29 National Lasagna Day</p>	<p>30 Marble Hill Natural Resource Area Phillipsburg Warren County</p> 	<p>31 Don't Forget It's System Administrator Appreciation Day THANK YOU!!</p>	

THANK YOU FOR YOUR PARTNERSHIP!