

# NJAC COUNTY BIZ

An Educational and Informative Newsletter for Counties and Businesses

New Jersey Association of Counties

ISSUE 107 - JUNE 2020

## Preserving Youth Mental Health Through The Pandemic -

*NJ DCF Raising Awareness About Children's System of Care*

*by DCF Office of Communications and Public Affairs*



**If your child is in crisis, GET HELP!**

Social distancing can create a feeling of isolation from friends and support systems.

For children and youth with behavior disorders or mental health diagnoses, COVID-19 may heighten their anxiety and distress.

NJ's free Mobile Response services provide safe, real-time emergency counseling and therapies, 24/7/365.

Don't wait! Call the Children's System of Care at 1-877-652-7624.



The Department of Children and Families is raising awareness about youth behavioral issues that may arise as a result of school closures and social distancing. The department has posted [a series of publications](#) on its website and social media pages directing families to call the Children's System of Care (CSOC) if their child is in crisis.

"While we, as adults, understand that school closure was necessary to ensure the continued safety and wellbeing of students and educators across the state, for a lot of youth, school provides a social connection and support system that they depend on," said DCF Commissioner Christine Norbut Beyer. "For them, [social distancing can create a feeling of social isolation](#). As the weeks and months of physical separation continue, children and youth may experience heightened anxiety and distress."

Statistics show that one in six youth, between the ages of six and seventeen, will experience a diagnosable mental health episode each year. In addition, behavioral health professionals and national organizations are beginning to sound the alarms around the potential surge of youth experiencing increased concern, fear and stress over the current pandemic.

"[All kids have difficult days](#), but prolonged, challenging behaviors can indicate a need for help," said Mollie Greene, Assistant Commissioner for CSOC. "It's important for parents and caregivers to take notice of changes in moods, hygiene, sleep schedules and other indicators that a child is struggling."

[CSOC is New Jersey's behavioral health system](#) for kids up to age 21. It provides them with coordinated access to mental health and substance use treatment services and supports. It also serves children and youth with intellectual or developmental disabilities. Services recommended and authorized are reimbursed through NJ Medicaid and state funds. Families are asked to provide insurance information at the time of enrollment and available benefits are coordinated with services covered by CSOC.

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# Preserving Youth Mental Health Through The Pandemic

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Depending on the child's identified needs at the time of screening, families may access an array of services including:

- Mobile Response and Stabilization Services (MRSS), real-time de-escalation and crisis counseling provided in the family home, another location, or via telehealth with a clinician at your home or other location.
- Biopsychosocial (BPS) Assessment, an in-home evaluation by a licensed clinician to determine if your child can benefit from behavioral supports and services.
- Care Management Organization (CMO) services that connect families to treatment for youth that are displaying/experiencing significant emotional and behavioral health concerns.
- Intensive In-Community Services (IIC), designed to engage youth and families to address behaviors where they are taking place — in the home, in the community or in school. Services may include individual, group and family sessions.
- Family Support Organizations (FSO), which offer peer support and family and youth advocacy including system navigation, participation in the child and family team, and linkage to other resources that help families get the assistance they need in their home and community

If your child or teen is demonstrating concerning behavior, call CSOC at **1-877-652-7624**. The [DCF website](#) has more information about the Children's System of Care services.

Facebook: [@NewJerseyDCF](#)

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## NEW JERSEY ASSOCIATION OF COUNTIES

*70<sup>th</sup> Annual Celebration of County Government*

**RESCHEDULED**

*More Details Will Follow*

**October 27<sup>th</sup> - October 29<sup>th</sup>, 2020**

**Caesar's in Atlantic City**

Visit [www.njac.org](http://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.

## Janitors, The Unsung Heroes Of The Pandemic

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

While residents across the State of New Jersey contend with new work from home realities made necessary from COVID-19, individuals with disabilities are working each day to ensure the safety and security of essential workers statewide.

Since March, the start of NJ's mandatory work from home—individuals with disabilities employed by ACCSES NJ member agencies cleaned, disinfected, and sanitized over 14 million square feet throughout New Jersey. Their commitment to their work and willingness to put themselves at risk to ensure the safety of others is not only commendable, but also inspiring.

The work these employees perform can be found throughout the state at essential offices, schools, police stations and more. Their presence guarantees essential services are housed in sanitary, safe spaces. Keeping the state open and safe during this crisis is paramount and part of that duty has been placed on the shoulders of individuals with disabilities.

In the past, an overlooked member of our offices, now more than ever, the essential personnel with disabilities keeping our state safe deserve our respect and adoration. We ask you to join us in celebrating their accomplishments and making sure they are recognized for their valiant efforts. When this crisis ends and our sense of normalcy is restored, please take a moment to thank your janitorial personnel and remember the individuals with disabilities who worked to keep our state safe.



ACCSES New Jersey would like to thank their member organizations and staff for their efforts throughout the pandemic and their continued labors as restrictions are lifted and new requests are building up.

ACCSES NJ advocates for more employment opportunities and choices for people with disabilities. We believe in a more inclusive workforce—where barriers to employment are a thing of the past.

Every purchase made through ACCSES NJ 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, agencies right around your corner, providing training, networking, sales & marketing and technical assistance.

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](http://www.accsesnj.org) or call us at 609-392-1255.



# Remote Work And Governance: 3 Ways To Maintain Visibility, Control Costs, And Stay Secure

by Josh Reynolds, Practice Director of ITAM Services for SHI International, Corp.

COVID-19 imposed a schedule unlike anything seen in the modern era. Technology changes to support widespread [remote work](#) had to be nearly instant — often mostly or completely circumventing the tried-and-true, well calibrated change management processes most organizations have spent years refining.

With change advisory boards, architecture review panels, and technology steering committees largely sidelined, adapting on the fly has been tricky. Organizations are encountering a wide range of logistical, security, and cost ramifications they haven't previously had to consider — making sure employees are signed up for services they need or confirming their logins work with Active Directory; identifying exposure in terms of [security, data protection](#), and regulatory and legal compliance; containing the explosion in [use of cloud services](#); and determining how adding licenses will impact the budget in the short- and long-term.



The way organizations address these challenges could have lasting and potentially costly implications. That's why every organization working from home needs to start by taking a hard look at the current state of your environment as well as your processes and procedures.

Here are three steps to take now to ensure governance, reclaim compliance, and control spend both now and in the future.

## 1. Put together a leadership committee

The first thing you should do is put together a leadership committee for handling security and data protection issues. These are two of the more pressing issues right now: Data is moving off premises more than it ever has before, and security practices may not have been designed to accommodate the volume and type of users signing in from home networks.

The committee should be made up of individuals representing legal, internal governance, security, and data protection. Members should have executive sponsorship from the CIO, CTO, or another business leader who has the authority to make and enforce important decisions as they arise.

This group should be documenting where data is going, making sure any movement complies with regulations, and staying on top of asset management. This will give you greater visibility into your current environment. Documentation is key. It is far too easy to emerge from an emergency situation without a clear understanding of what has happened and what steps are needed to ameliorate the negative effects.

Once this framework is in place, your committee can delegate instructions to groups with the expertise to handle the day-to-day activities.

## 2. Implement universal work-from-home policies

If you jumped into this situation without existing work-from-home guidelines, employees might be making their own rules. For example, many have taken it upon themselves to download any tools and services they require to get their work done.

But if you haven't yet developed universal remote work rules, you should do so as soon as you can. These requirements will be different depending on the organization. A department of defense contractor and a retailer aren't going to have the same requirements. But there are still high-level guidelines that can't be ignored.

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## Remote Work and Governance *(continued)*

With your regulatory requirements in mind, determine what employees need to be productive and what you are legally allowed to use as an organization.

Standardize the permissible tools. For instance, employees looking to collaborate might turn to a variety of options – some use Zoom, others use Microsoft Teams. Vet the tools and determine which is most secure and follows other policy requirements, then set a policy for what employees should use. Where proper procedures are not followed, be sure to have your technical staff address those issues.

### **3. Plan for how your current spend will impact your future business**

Large force changes like this tend to become sticky. Oftentimes, they create problems that companies never get around to fully resolving.

COVID-19 may force you to reevaluate how you do things, what services you use, what business processes you implement, and what your spending habits look like. You may also have to re-allocate resources.

For example, maybe you had to purchase thousands of WebEx licenses for employees now working from home, or maybe you've determined that in this current climate it's easier for your employees to save items on Microsoft OneDrive.

All the choices you make during this transition will have an impact on your future business. You need to be ready for that.

If you purchase new licenses now, how much are they going to cost you in the short term? Do you need to make these purchases part of your company's spend strategy moving forward, or how soon can you reduce the number of licenses once users are back in the office? Have you made additional technology investments that will ultimately need to be incorporated into your long-term IT strategy?

Making sure you've adjusted to this new landscape is crucial. Preparing for what happens after is equally important.

### **You don't have to do this alone**

Everyone is doing the best they can to keep business going despite the circumstances. We know that now is a particularly difficult time to mount proactive actions, but the costs of not acting now will be much higher.

As you maintain governance and visibility and regularly assess your needs, remember that you're not in this alone. Third-party partners can help you navigate these waters. They can work with you to perform threat assessments and determine your highest-priority risks. They can help you objectively determine the best tools for your employees. They can use their relationships with publishers to help you get the best rates and make sure you're not paying for what you don't need.

If you're struggling to [contain cloud costs](#) or gain visibility into your environment now that devices are away from the network, contact your SHI account executive and we'll help you find a solution.

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](mailto:John.Minnella@shi.com).



# Top Ten Recommendations For Tracking Impacts To Your Project From The COVID-19 Pandemic

by Charles F. Boland, PE, Principal & Chairman of the Board & Fritz T. Marth, PE, CFCC, Executive Consultant for GREYHAWK

*The Centers for Disease Control and Prevention (CDC) is responding to a pandemic of respiratory disease spreading from person-to-person caused by a novel (new) coronavirus. The disease has been named "coronavirus disease 2019" (abbreviated "COVID-19"). The United States nationally is in the acceleration phase of the pandemic. The duration and severity of each pandemic phase can vary depending on the characteristics of the virus and the public health response. For the latest COVID-19 recommendations and details, visit [https://www.cdc.gov/coronavirus/2019-ncov/cases\\_updates/summary.html](https://www.cdc.gov/coronavirus/2019-ncov/cases_updates/summary.html).*

COVID-19 has significantly impacted the construction industry. Some supply chains have been affected, and the availability of some materials has become a concern. The typical working culture of construction sites has changed, as guidelines for social distancing and enhanced health and safety recommendations are implemented. We expect that the construction workforce may be reduced as a result of workers becoming ill, or being absent from the work site as they tend to family matters.

The COVID-19 pandemic brings multiple degrees of uncertainty to construction projects. Unlike other impacts such as a weather event, there is no reliable forecast, no reasonable expectation of the immediate effect, and no historic basis for what to expect afterward.

Among all this uncertainty, however, there are certainties:

- No one will come through this unaffected.
- There will be a lot of sorting out of who owes what, if anything, to whom.
- Recovery of damages will still be based on establishing liability, causation, and damages.

To help prepare for the inevitable disputes about the extent of impacts, accurate and detailed recordkeeping is essential. Although only a limited number of states have totally shut down construction, impacts to schedules and costs will be pervasive. The following are fundamental actions that are critical to making comprehensive and factual arguments and defenses for impacts from the COVID-19 pandemic.

1. **Review the contract provisions** relative to Force Majeure ("superior force" or "Acts of God"), labor shortages, material shortages, government-ordered shutdowns, etc. With an eye on those provisions, associate each impact with the responsible party and that party's rationale. For example, if the job is shut down, did the owner direct a shutdown in compliance with a government directive or was it simply out of an abundance of caution? If a subcontractor does not staff the job, was it because that subcontractor could not get enough workers or was it because that subcontractor was acting out of an abundance of caution? These examples obviously extend to all project participants.
2. **Pay close attention to any notice requirements**, especially as they may apply to the above. This is important not just for notice going "upstream," but also for notice going "downstream." Don't let a failure to give proper notice be an impediment to recovery or an opening for others to seek damages from you.
3. **Create a pre-impact project schedule update** to serve as a baseline against which delays resulting from the COVID-19 pandemic can be appropriately measured. All aspects of the project (design, procurement, construction, and inspection) will be affected by this crisis and have the potential to impact schedule and costs. This pre-impact update should be comprehensive and include documentation to support progress for all critical and near critical path activities.

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## Top Ten Recommendations For Tracking Impacts To Your Project From The COVID-19 Pandemic *(continued)*

4. **Keep detailed daily reports** during the affected period noting each contractor and subcontractor on the project, as well as their staffing levels. Include other relevant data such as owner's representatives on site, deliveries made or missed, and, of course, the quantity of work performed. Always keep in mind, however, that if your job remains active, all other appropriate information such as weather, equipment issues, differing site conditions, and any other project/ progress relevant information must still be tracked.
5. **Track and status the schedule often.** Ideally, all work recorded on the daily reports should be coded to an activity on the project schedule to allow the creation of a daily as-built schedule. In the absence of this detailed recordkeeping, the schedule may benefit from more frequent updating than the typical monthly update cycle; an update every two weeks, or even weekly updating, may be prudent.
6. **Manage and track the supply chain.** Note any impacts caused by supplier issues, such as steel that cannot be delivered when needed or major equipment that cannot be supplied on time. Importantly, segregate those impacts related to the COVID-19 pandemic to those stemming from typical supply chain impacts such as fabrication blunders, design changes, etc.
7. **Photograph and take video of your jobsites** to document the state of the work - not just if, or when, a shutdown is ordered, but as close as possible to the time that impacts start to be experienced, for example, the first day a subcontractor cannot adequately staff the project. Keep a running photographic record in this regard documenting each new effect.
8. **Secure the site.** If your job does get shut down or you feel it is prudent to temporarily shut down operations, make sure that the site is well secured and take inventory of any materials and equipment left on site. Pictures and video may be helpful. Once the shutdown is over, documenting the remobilization and startup is just as important as documenting the shutdown.
9. **Consult with experts as appropriate,** including attorneys and professional construction consultants. As stated above, recovery of damages in this and all situations requires demonstrating liability, causation, and damages. There are many areas of potential impact due to this crisis and engaging outside objective perspectives will increase the potential for maximizing recovery of valid impacts. An attorney should be consulted to ensure appropriate legal and contractual measures are being taken. Professionals experienced in performing and demonstrating schedule impacts and labor inefficiencies can bolster the likelihood of relief from effects of a delay. Insurance professionals can provide guidance on whether existing coverage provides protection and avenues for recovery of impact costs.
10. **Maintain a filing system** (electronic and/or physical) dedicated to the COVID-19 pandemic and keep files for all of the individual problems and impacts that this outbreak and response thereto causes (changes in means and methods, shortened or increased work hours, manpower shortages, material shortages, late deliveries, schedule impacts, wage and material escalation costs due to shortages and/or schedule delays, changed/ extended insurance coverages, etc.).

By following these recommendations, your road to recovering damages owed to you or evaluating claims for monies being sought from you will be greatly facilitated and hopefully allow you to get back to business as usual as quickly as possible.

To learn more about GREYHAWK, please contact Charles F. Boland via e-mail at [cboland@greyhawk.com](mailto:cboland@greyhawk.com) or Fritz T. Marth at [fmarth@greyhawk.com](mailto:fmarth@greyhawk.com).



## New Jersey To Invest Nearly \$45 Million In Electrification Of Transportation Sector: Focus On Air Quality Improvements In Environmental Justice Communities

In celebration of Earth Day and building off last week's release of the [Regional Greenhouse Gas Initiative Strategic Funding Plan](#), New Jersey will additionally invest nearly \$45 million to reduce greenhouse gases produced by the transportation sector, thanks to funds from the national Volkswagen settlement, New Jersey Department of Environmental Protection Commissioner Catherine R. McCabe announced today.

As part of the Murphy Administration's prioritization of initiatives that reduce greenhouse gas emissions and associated health impacts in communities disproportionately impacted by pollution, the DEP will fund approximately \$37.2 million worth of projects converting old diesel trucks, buses, port equipment, marine vessels, and trains to electric power. In addition, the settlement will dedicate an additional \$7.6 million for electric vehicle charging infrastructure, including fast chargers, throughout the state.

"Together with the RGGI Strategic Funding Plan, this is a historic investment in New Jersey's communities and environment," Commissioner McCabe said. "New Jersey's transportation sector is a major source of both greenhouse gases and pollutants that threaten the health of our residents. This injection of millions of dollars will take New Jersey further toward Governor Murphy's goal of reaching 100 percent clean energy by 2050, grow the clean energy economy and protect our residents against climate threats."



The project solicitation released today is available at [www.state.nj.us/dep/vw](http://www.state.nj.us/dep/vw).

Applications are due by June 22, 2020.

The funds invested in electrification upgrades represent the remaining funds from the state's \$72.2 million share of the national Volkswagen settlement. The settlement resulted from federal actions against Volkswagen for installing devices that allowed vehicles it manufactured to emit pollutants without being detected by emissions-testing programs across the nation. Last year, the DEP awarded \$24 million in grants to electrify garbage trucks, school buses, NJ TRANSIT buses, and port and airport equipment.

Today's solicitation marks another milestone in New Jersey's continued work to electrify the transportation sector, achieve clean energy goals and reduce environmental burdens on New Jersey's most vulnerable communities including:

- **RGGI Strategic Funding Plan.** Last week, the DEP, New Jersey Board of Public Utilities and New Jersey Economic Development Authority released a formal plan for investing the state's proceeds from RGGI auctions, expected to be about \$80 million each year. The Strategic Funding Plan calls for 75 percent of RGGI auction proceeds over the next three years to be used towards projects that spur clean and equitable transportation by accelerating the transition to electric transportation throughout the state, with a heavy focus on projects that help environmental justice communities.

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## New Jersey To Invest Nearly \$45 Million *(continued)*

- NJ Protecting Against Climate Threats.** A targeted regulatory reform effort that will modernize environmental laws and regulations to help government, businesses and residents effectively respond to current climate threats and reduce future climate damages.
- Legislation to boost electric vehicle use.** Signed by Governor Murphy on Jan. 17, 2020, the landmark legislation set aggressive goals for New Jersey electric vehicle sales and public charging stations, requiring the establishment of rebates for electric vehicle purchases, and directing the state to electrify its fleet.
- Partnership to Plug-In.** On June 3, 2019, the DEP joined the New Jersey Economic Development Authority and the New Jersey Board of Public Utilities in a Partnership to Plug-In Memorandum of Understanding, which helped dovetail each agency's efforts to electrify the transportation sector. Further, the recently signed comprehensive electric vehicle law directed the DEP to develop goals to decarbonize the medium- and heavy-duty trucking sector. These initiatives, combined with Volkswagen mitigation funding, will help us achieve the state's long-term air quality goals.
- Pay\$ to Plug-In Program.** The DEP allocated more than \$4 million for electric-vehicle charging station grants under It Pay\$ To Plug-In, has conducted numerous electric vehicle ride-and-drive events, and actively participates in the regional Drive Change-Drive Electric campaign to help raise consumer awareness about the benefits of clean vehicles.
- NESCAUM Statement of Intent.** Signed on Dec. 12, 2019, by New Jersey and seven other states, the Statement of Intent builds on the success achieved from a light-duty zero emission vehicle Memorandum of Understanding signed by New Jersey in 2013. Through the new Statement of Intent, participating states commit to developing another multi-state Memorandum of Understanding to accelerate deployment of medium- and heavy-duty zero-emission vehicles through a collaborative process facilitated by the Northeast States for Coordinated Air Use Management (NESCAUM).



In New Jersey, transportation sector emissions account for 71 percent of nitrogen oxide emissions as well as 42 percent of greenhouse-gas emissions. Nitrogen oxides are a major contributor to smog, which forms when pollutants interact with sunlight and hot temperatures during warmer months to create ground-level ozone molecules.

Ozone is beneficial in the upper atmosphere by shielding harmful rays from the sun but is a health hazard at ground level. Ozone irritates tiny lung sacs, known as alveoli, and can increase asthma attacks in asthmatics and make people more vulnerable to lung diseases such as pneumonia and bronchitis. Long-term exposure to ozone particles can cause lung inflammation, chest pain, coughing, wheezing, sneezing, pulmonary congestion and scarring of lung tissue.



For more on the DEP's transportation efforts, visit [www.drivegreen.nj.gov](http://www.drivegreen.nj.gov).

For more information about the Volkswagen settlement and the DEP's Beneficiary Mitigation Plan, visit [www.nj.gov/dep/vw/](http://www.nj.gov/dep/vw/). Follow the DEP on Twitter @NewJerseyDEP.

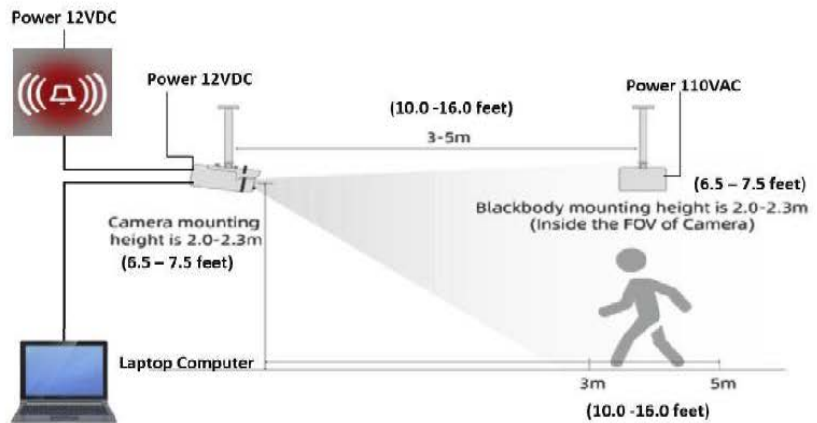


**Covid-19 Technology Brief**

As a result of Covid-19 JCT Solutions is prepared to provide a Thermal Camera Configuration. This solution provides cameras which can detect a person with an elevated temperature with an accuracy of .3 degrees Celsius, while also setting alarms to ensure safety in your workspace. With quick uptimes, we are sure this solution will help keep you and your workspace safe.

These units are affordable please contact us for pricing.

<u>Product</u>	<u>Description</u>
THERMAL CAMERA	-Allows for Human Body Temperature detection with high accuracy -Easy Configuration alongside 400 x 300 resolution -On-Board Temp Detection Algorithm -Rugged Construction with Wide Operating Temperature range
Sensor Module 6MP	-Reference Unit for the Camera -Configure It Once and Done
Extension module	-Allows for expansion of use as microphone or speaker -Wide Range of Operating Temperature



All of these solutions are perfectly customizable for your workspace. With a mix and match approach we can help you get through these difficult times without any disruption. For a free consultation please reach out to [Sales@JCTNJ.com](mailto:Sales@JCTNJ.com) or (201)-428-2023

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# Business Continuity: Five Key Factors For Local Government

by Evan Achiron, Director of Marketing & Communications for GovPilot

According to the Federal Emergency Management Agency, 40% of small businesses that suspend business operations for just one day after a disaster, never reopen. It's a sobering statistic unfortunately being amplified during these difficult times.

But for governments, failure is not an option. So how can local governments maintain essential functions and even non-essential services during major disruptions while ensuring the safety of their employees and residents?

What can be learned by enabling local governments to come out stronger on the other side?

In the past, local governments have dusted off their business continuity plans in the wake of natural disasters like floods, fires, tornados, hurricanes, and earthquakes.

Now, as COVID-19 threatens global health and economic activity, local governments across the country are working to ensure the continuity of operations and essential services for residents while enabling remote work capabilities for their employees. This is certainly a challenge - but it is not limited to this global pandemic.

Whether providing constituents the ability to file a building permit, report a concern, or apply for an emergency business loan, local governments must be accessible and responsive during an emergency.

Business continuity planning, risk management and transitioning information technology operations to the cloud, create much needed resilience for local governments and state agencies to better handle these occurrences.

Whether a disruption is caused by a pandemic, a natural disaster, or a cyberattack - all of which experts agree are increasing in frequency and severity - governments that have unified, cloud-based systems in place will be more resilient and better positioned to serve their constituents when disaster strikes, and will operate with optimal efficiency when the skies are blue.

Here are five key factors to consider that will make your local government more resilient:

## 1. Unify operations & departmental data

In a crisis, communication and information flow is critical. Even under normal operating circumstances, data and communications silos inhibit information sharing, analysis, and decision making. Add to the equation a crisis which necessitates that employees work remotely (if they can), and informed decision making and operations can be severely impacted.

By unifying operations and data on one unified, cloud-based platform, local governments can enable employees to work from home and share critical information across departments that ultimately keep operations running smoothly.

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## **Business Continuity** *(continued)*

### **2. Secure data from cyber and physical threats**

When run through an on-site server or data center, government operations are made vulnerable to disruption. With far less security than a professionally hosted cloud server (1&1, AWS, Azure) or ability to enable employees to log in remotely in an emergency, the business continuity of local governments that rely on an on-site server can be crippled by a cyberattack or a disaster like a fire or flood. Say nothing of paper files and records stored on site that might be destroyed in such a disaster.

From September 2017 - August 2019, there were more than 6,800 cyberattacks against State and Local governments, mainly through on-site IT systems, according to GovTech Magazine. That number is only increasing.

From 2007 - 2013, 80% of Americans - 243 million people - lived in counties that experienced at least one weather related disaster. Even if City Hall is spared by a natural disaster, if employees are unable to get to their office, they won't be able to deliver critical services. The ability to work and provide services remotely is key to business continuity.

### **3. Access information 24/7 from anywhere in real-time**

Whether a global pandemic that requires social distancing, a sick child home from school that needs care, or a blizzard or a flood that closes roads - government operations should not have to depend on the ability of public employees to get to their desk.

Effective Modern Government Management depends on the ability for employees and elected officials to access information in real-time from any location, at any time. The private sector has adopted and reaped the benefits of cloud-based solutions. Local governments should do the same.

### **4. Drastically improve efficiency through automated processes**

Efficiency is the driver of success for any organization. For local governments it drives constituent satisfaction, and increased productivity, cost savings, and revenue at City Hall.

Employees in the Code Enforcement Office from GovPilot customer, Elizabeth, New Jersey were able to save an average of two hours per day thanks to automated, digitized processes. That's two extra hours back in their day to take on other tasks and issues on behalf of their community.

In Union Township, New Jersey - another GovPilot customer - the department responsible for handling Open Records Requests (FOIA/OPRA) transitioned from paper requests to digitized forms, and realized a 91% decrease in improperly or illegibly filled forms. This enabled the town to shift an employee to support another department, rather than having to make an outside hire.

### **5. Reduce the need for people to call or visit**

We live in an on-demand, digital world. Residents expect convenience. We shop online, we bank online, we book travel online. Constituents should be able to interact with their government online. Digitized forms and processes delivered through a unified cloud-based platform and made available through a local government's website, can drastically reduce time consuming, inconvenient, and in today's world - dangerous - in-person interactions.

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## Business Continuity *(continued)*

On average, GovPilot's customers see a 75% - 90% decrease in call volume and walk-ins as residents access the information and forms they need online. This frees up significant time for employees to be productive in other aspects of their jobs, creating value for the government and public they serve.

### In Conclusion:

In a world of "Social Distancing" and increased disruptions, the efficiency, productivity, security, and convenience provided by cloud-based government management platforms are key to business continuity and the delivery of essential services.

If you are interested in learning more about how GovPilot can help your local government maximize efficiency and resiliency, please [schedule a 15-minute consultation](#).

With hurricane season beginning on June 1st and extending through November 30th, now is an excellent time for local governments to review their business continuity arrangements as well as their disaster recovery plans.

For additional information regarding GovPilot please contact Evan Achiron, Director of Marketing & Communications via e-mail at [evan@govpilot.com](mailto:evan@govpilot.com).




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## Atlantic City Electric Extends Pandemic Customer Bill And Service Support Program Until At Least July 1 - *Policies suspending service disconnections, waiving new late payment charges and reconnecting service remain in place to help customers impacted by COVID-19*

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

As individuals, families and communities continue to feel the effects of the COVID-19 pandemic, Atlantic City Electric is further extending the policies put in place to support customers during this time, including suspending service disconnections, waiving new late fees and reconnecting customers who were previously disconnected. The policies will now be in place until at least July 1.

"We're managing through difficult times with lots of uncertainty," said Dave Velazquez, president and CEO of Pepco Holdings, which includes Atlantic City Electric. "By continuing these policies to keep energy service on and prevent additional fees, we want to provide our customers with a little more certainty in their lives. We want to make sure our customers have power and to offer support to those who may be struggling to make ends meet as we move through this crisis together."

Customers who may be challenged in paying their bill should contact Atlantic City Electric Customer Care as soon as possible at 800-642-3780. As of May 15, the company has already established more than 833 customized payment arrangement plans helping customers manage the financial challenges of the pandemic. The company also has reconnected energy service for 139 customers where it was safe to do so.

Atlantic City Electric has extended customer support programs for all residential and small business customers and will continue to work with these customers to waive late payment fees, maintain energy service, discuss reconnections, and determine eligibility for assistance programs.

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## ACE Extends Pandemic Customer Bill And Service Support Programs Until At Least July 1 *(continued)*

Atlantic City Electric representatives can also discuss payment options, like Budget Billing, which averages payments over a 12-month period to help customers manage their monthly energy bill, or flexible payment arrangements that offer individually tailored payment installment plans.

In March, Atlantic City Electric was among the first companies in the nation to suspend service disconnections and waive new late payment charges for all customers. The company expanded support shortly thereafter to reconnect customers who previously had their power disconnected. Customers who have had their electric service previously disconnected should contact the company at 800-642-3780 to begin the reconnection process.

More information about the company's energy assistance programs can be found at [atlanticcityelectric.com/customersupport](http://atlanticcityelectric.com/customersupport).

Atlantic City Electric is also taking steps to help customers use energy more efficiently, providing useful tips that can help every customer save money by using less energy. Following a few simple tips can help customers save 20 percent or more on their monthly energy bill:

- **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.
- **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.
- **Dust or vacuum radiators.** Dust and grime impede the flow of heat; keeping them clean helps radiators maintain their efficiency.
- **Your water heater** is the third highest energy expense in your home. If the water temperature is set at 140°F, turning it down to 130°F will save a few dollars each month.
- **Using a microwave** to cook meals uses about half the energy of a conventional oven.
- **Washing clothes in cold water** instead of hot can save you about \$50 per year.

More helpful tips and information can be found at [atlanticcityelectric.com/saveenergy](http://atlanticcityelectric.com/saveenergy).

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

*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

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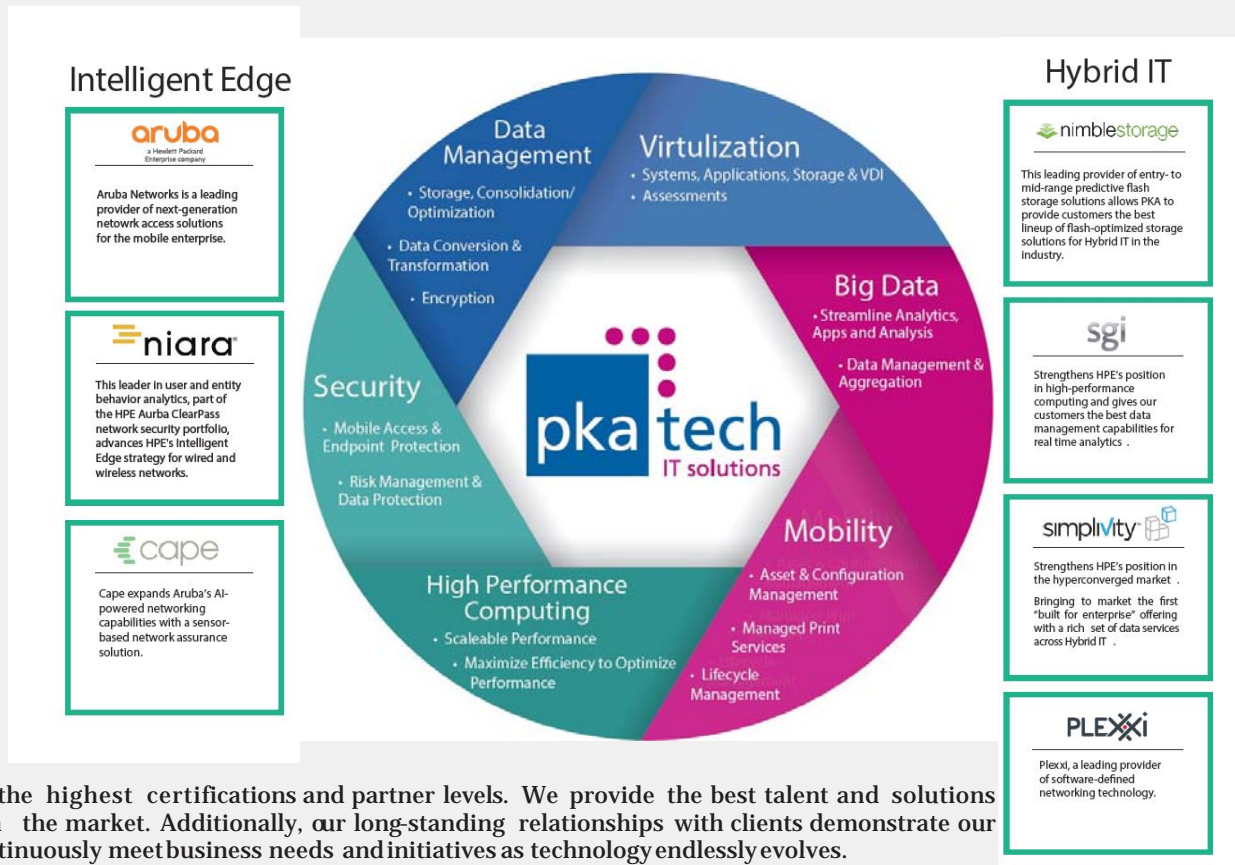
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# Kronos Introduces Employee Contact-Tracing Capability to Support COVID-19 Response in the Workplace

by Tonya Eckert, Kronos Incorporated

Taking action to help organizations and their essential employees during the COVID-19 (coronavirus) pandemic while providing new functionality for businesses to consider when creating plans and implementing protective measures for reopening in the future, [Kronos Incorporated](#) today introduced an [automated reporting capability for employee contact tracing](#) that will be available for [Workforce Dimensions](#), [Kronos Workforce Central](#), [Kronos Workforce Ready](#), and [Kronos iSeries Central](#) customers globally at no additional charge.

## News Facts

- To aid global contact-tracing efforts and support the many essential business operations and public sector services provided by its customers, Kronos has introduced an automated reporting capability to help streamline the employee contact-tracing process, if needed, for tens of thousands of organizations worldwide.
- Leveraging data science to analyze labor records and time and attendance data collected by a Kronos solution, the new capability can generate a simple report organizations can use to quickly identify and communicate to employees who may have come in contact with a co-worker who has tested positive or is presumed positive for COVID-19.
- An employer can generate a contact-tracing report using only the afflicted employee's ID number to identify potential contacts – i.e. employees clocked in at the same time and same location as someone testing positive or presumed positive for COVID-19 – based on overlapping shifts.
- As state, local, and health officials dedicate an increasing amount of resources to various contact-tracing initiatives, this information can empower organizations to partner with health officials to rapidly notify potentially exposed employees and ensure their people receive appropriate care, treatment, and proper direction – such as self-quarantining instructions and initiating heightened cleaning efforts in exposed work areas – to help reduce the risk of further virus transmission.
- The employee contact-tracing capability is available free of charge with self-service instructions provided for an organization's Kronos administrator in the [Kronos Customer Community](#).
- Kronos customers are also urged to visit the [COVID-19 Resource Center](#) on the Kronos Customer Community for many other tools and resources available to help organizations navigate the pandemic, including specific information on how to clean timekeeping devices, free access to employee badges and 24/7 support, and several knowledge base articles to configure their system to meet changing regulatory requirements, work rules, and specific needs.
- Ultimate Software, which [joined forces with Kronos on April 1 in a monumental merger](#), has similarly [delivered UltiPro product enhancements and resources to help customers, employees, and corresponding communities](#) navigate challenges stemming from the COVID-19 pandemic. Additionally, both Kronos and Ultimate have delivered feature enhancements to their respective solutions to help organizations handle taxes, payments, and leave management related to new legislation, including the Families First Coronavirus Response Act (FFCRA) and the Coronavirus Aid, Relief, and Economic Security (CARES) Act.

*continued on page 17*



# Kronos Introduces Employee Contact-Tracing Capability to Support COVID-19 Response in the Workplace *(continued)*

## Supporting Quotes

*Gregg Gordon, vice president, industry, Kronos* “We have never been more devoted to the success of our customers, who are doing everything possible to ensure the safety of their people while providing essential services that benefit so many of us. Recognizing that contact tracing is key to reducing further spread of COVID-19 and ensuring appropriate care for anyone exposed, we have greatly simplified this complex process in the workplace for our customers so they can take rapid action to communicate to essential workers if notified of a presumed-positive case at their facility. Doing so may support critical efforts to minimize future spikes of the virus while helping organizations develop plans and protocols for their reopening.”

## Supporting Resources

- For practical guidance supporting employee well-being and workforce productivity, visit the “[Managing Through Times of Uncertainty](#)” resource center.
- Connect with Kronos via [Facebook](#), [Instagram](#), [LinkedIn](#), [Twitter](#), and [YouTube](#).

## About Kronos Incorporated

Kronos is a leading provider of workforce management and human capital management cloud solutions. Kronos industry-centric workforce applications are purpose-built for businesses, healthcare providers, educational institutions, and government agencies of all sizes. Tens of thousands of organizations — including half of the Fortune 1000® — and more than 40 million people in over 100 countries use Kronos every day. Kronos merged with Ultimate Software on April 1, 2020, to create one of the world’s most innovative HCM and workforce management companies. Visit [www.kronos.com](http://www.kronos.com). Kronos: Workforce Innovation That Works.

## About Ultimate Software

Ultimate Software is a leading global provider of cloud human capital management (HCM) and employee experience solutions, with more than 51 million people records in the cloud. Ultimate’s award-winning UltiPro delivers HR, payroll, talent, and time and labor management, as well as HR service delivery solutions. Founded in 1990, Ultimate is headquartered in Weston, Florida, and employs more than 6,000 professionals. To learn more, visit [www.ultimatesoftware.com](http://www.ultimatesoftware.com). Ultimate Software: People First.

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



## NACo Webinars

### Administering an Election During the COVID-19 Crisis

June 3, 2020 , 2:00 pm – 3:00 pm  
Contact Eryn Hurley

[Register](#)

This webinar will discuss the challenges of navigating an election in the age of COVID-19, including operating polling locations, hiring poll workers, adjusting to new election practices such as vote-by-mail and the impact COVID-19 could have on counties' technological needs.



### NACo Tech Xchange Presents Emergency Preparedness with IBM

June 9, 2020 , 2:00 pm – 3:00 pm  
Contact Rita Reynolds

[Register](#)

The webinar will focus on county responsiveness and preparedness for future emergencies. Using ACCESS Sonoma as an example show how this program using multi-disciplinary teams and technology is allowing the county to respond to several new cohorts resulting from the COVID-19 crisis. Demonstrating the solution in a webcast can be a very clear and powerful experience for the viewer.

### NACo Tech Xchange Presents Cyber Security with Tyler Technologies

Jun. 18, 2020 , 2:00 pm – 3:00 pm  
Contact Rita Reynolds

[Register](#)

This webinar will cover the current threat environment and the outlook for the 2020 landscape. Learn about common risk behaviors that have recently been detected in your peers' networks and how to go about mitigating them.

Takeaways:

- Learn threats posed in 2020
- Uncover the current risk behaviors that your peers are facing
- Learn how to mitigate the threat risk within your organization



# Nationwide Economics

## Weekly Economic Review & Outlook for May 26, 2020

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

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### Weekly Review

#### **Housing activity takes a COVID plunge**

Widespread stay-at-home mandates, fears of virus contraction, and a sharp jump in unemployment combined to drastically cut house shopping in March, causing April existing home sales to crash by 17.8 percent to an annualized pace of 4.33 million units. After reaching an expansion peaking February, sales activity pulled back to its lowest level since 2011 while total transactions were down by a sharp 17.2 percent from April 2019. This was a bit better than expected, however pending homes sales for March were down by nearly 21 percent.

House construction also plummeted for April with housing starts falling by 30.2 percent for the month-for a cumulative 43 percent drop since February. Both single- and multifamily starts fell sharply, although the bigger decline came on the multifamily side, down by 40.5 percent for April while single-family starts slipped by 25.4 percent. The 891,000 annualized pace for starts was the weakest since February 2015.

Looking ahead, however, there are some green shoots for the housing market-albeit starting from a deep hole. Permits to build homes fell by only 20.9 percent, significantly less than the decrease in starts and perhaps a sign that builders are prepared to expand construction again later this year. Additionally, the National Association of Home Builders Housing Market Index (HMI) rose strongly for May (again, however, up from a very low level).

Also on the upside, homebuyer demand has picked up with near-record low mortgage rates and mortgage applications for purchase climbing for five consecutive weeks and now on par with the average for 2019. Record low seasonally adjusted existing homes for sale will likely push potential buyers into the new sales market, as will fear of contracting the virus. For all 2020, we expect 4.25 million total home sales (including new and existing), about a 13 percent decline from last year – but with most of that percentage drop coming from existing sales.

#### **Leading indicators fall even lower**

The Conference Board's Index of Leading Economic Indicators (LEI) dropped by a further 4.5 percent in April in its encore to March's 7.4 percent plunge. The two largest one-month declines in the history of the index (back to 1959) have occurred over the past two months. Year-over-year, the LEI has declined by 11.5 percent and in the entire history of the series there has never been a time when it has plunged by that amount and the economy not been in recession.

The record labor market pull back again paced the decline in the LEI for April with continued very high jobless claims and a steep decline in the average workweek for production of workers. Sharp drops in manufacturing orders, building permits, and credit conditions also weighed on the index this month.

The strong rebound for U.S. equity markets and the positive slope for the yield curve helped to keep the LEI drop from being even worse for April. The S&P 500 stock index has now climbed by more than 30 percent from its low on March 23 as investors are optimistic about the economy reopening while the Fed has added a substantial amount of liquidity over the past two months-some of which has flowed into equity markets.

*continued on page 20*

## **Nationwide Economics** *(continued)*

### **The Week Ahead**

This week's economic news includes April updates for new home sales, durable goods orders, personal income and spending (and the price index for personal consumptions expenditures), as well as May updates for consumer confidence and sentiment.

### **Another large drop expected for new home sales**

New home sales are expected to drop sharply again for April following an already sizeable decline for March. With record job losses, uncertainty, and extensive stay-at-home orders, demand for big-ticket items such as homes has been very weak. Record low mortgage rates will keep the April reading from dropping further (helped also by the lack of existing home inventory), but it is unlikely to make up for the lack of potential homebuyers last month. We project the annualized pace of new home sales for April to be 455,000 units--the slowest pace in nearly six years. It would also mark the first time there has been consecutive monthly declines in the annualize sales pace of more than 100,000 units.

### **Durable goods orders could see a record decline**

Durable goods orders are expected to have another outsized drop in April, mainly due to orders of transportation equipment. With most of the country under mandated stay-at-home orders from local and state governments and air travel down by nearly 100 percent year-over-year in April, demand for cars, commercial aircraft, and their parts was especially low. Boeing Commercial Aircraft recorded a second consecutive month with negative net orders (new orders plus cancellation of previous orders). But the sharp decline in overall economic activity undoubtedly hit most other sectors, as well. We project durable goods orders to be down by 19.1 percent for April. This would be a record decline as well as the first time that durable goods orders had consecutive months with a double-digit drop.

### **A surprising rise in incomes, but consumer spending is set to plunge again**

Usually a sharp drop in the labor market would result in a large decline in personal income. But the size and rapidity of the CARES Act, as well as other federal and state aid, is unprecedented and should offset the decline in wage and salary income. We project a 3.5 percent increase in personal income for April.

Personal consumption expenditures (PCE) had their largest decline on record in March, falling by 7.5 percent, but we think that record will be broken for April. Despite the magnitude of March's drop, it only extended over a two-to-three week period. In April, however, the economy - particularly services- was shut down for the entire month. We predict an 8.5 percent decline in PCE for April. Additionally, we project core PCE inflation-which excludes energy and food due to their volatility-to fall by 0.3 percent. This will be smaller than the decline in overall PCE inflation due to the collapse in oil prices, but it would be the second-largest one-month contraction in core PCE (topped only by September 2001 in the aftermath of 9/11).

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

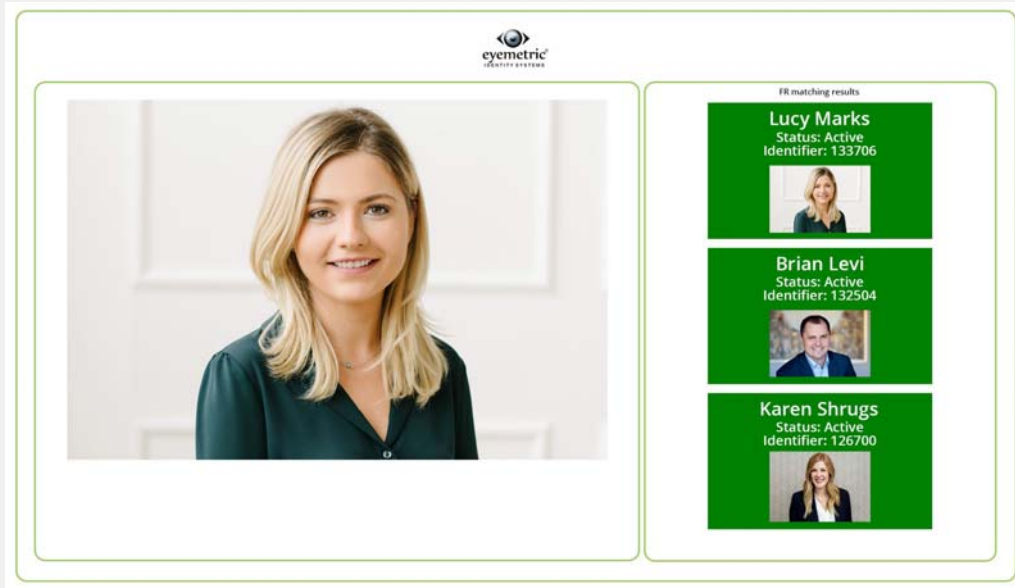


# TPASS® ZERO CONTACT Staff Check-In

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.

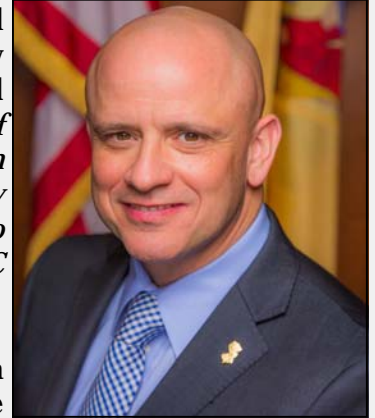
## Contact Us Today For A Demonstration Or A Quote

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



## FROM THE EXECUTIVE DIRECTOR

We're very pleased to announce that earlier this year, the SHI International Corporation awarded the NJAC Foundation a grant of \$10,500.00 for county vocational-technical school graduates who plan on studying technology and cyber security at a county or state college in the fall. *"On behalf of the Board of Trustees of the NJAC Foundation, I'm thrilled that SHI has awarded the Foundation this generous grant; and, I look forward to working with our county vocational-technical schools in selecting scholarship winners committed to advancing their education in the great State of New Jersey,"* commented NJAC Foundation President Donald De Leo.



**John G. Donnadio, Esq.**

Pursuant to the grant, the NJAC Foundation will award one \$500.00 scholarship to a student nominated by the superintendent of their school in all twenty-one counties. Founded in 1989 and headquartered in Somerset, New Jersey, SHI International Corporation is a global provider of technology products and services that delivers custom IT solutions to academic, corporate enterprise, and public sector customers. *"I commend SHI for their charitable giving as it will provide hardworking county vocational-technical school graduates with the unique opportunity to help them and their families meet the tremendous financial burden of pursuing a quality education in a high demand industry,"* said De Leo.

The NJAC Foundation is a 501 (C)(3) non-profit organization affiliated with the New Jersey Association of Counties (NJAC) and is committed to providing financial assistance to county vocational-technical school graduates who plan on continuing their education at a county or state college. Since 2011, the NJAC Foundation has awarded nearly \$350,000.00 in scholarships for students to continue their education at home in the Garden State. Please visit our website at [www.njac.org](http://www.njac.org) for additional details about the NJAC Foundation.

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

### **Contact**

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

# SPECIAL AND UNIQUE HOLIDAYS!

SUN	MON	TUES	WED	THURS	FRI	SAT
	1	2	3	4	5	6
		<p><b>Primary Election Postponed Until July 7th</b></p>		<p>Hug Your Cat Day</p> 		
7	8	9	10	11	12	13
	<p>World Oceans Day</p> 		<p>International Black Cow Day</p> 			
14	15	16	17	18	19	
<p>Animal Rights Awareness Week</p> <p>6/14 - 6/20</p>		<p>World Sea Turtle Day</p> 				<p>American Eagle Day</p> 
21	22	23	24	25	26	27
	<p>National Pollinator Week</p> <p>6/22 - 6/28</p>	<p>Happy National Pollinator Week!</p> 				
28	29	30				

THANK YOU FOR YOUR PARTNERSHIP!