

NJAC COUNTY BIZ

An Educational and Informative Newsletter for Counties and Businesses

New Jersey Association of Counties

ISSUE 106 - MAY 2020

GovPilot Makes Software Free During Crisis to Help Local Governments Combat COVID-19 - GovPilot's cloud-based software will enable governments to deploy critical solutions and help non-essential government employees work remotely while maintaining services.

by Michael Bonner, Founder and CEO for GovPilot

In an effort to assist local governments around the United States combat the Coronavirus outbreak, [GovPilot](#) is making available - free of charge to any government agency - ten (10) out-of-the-box cloud-based modules designed to help local governments during this pandemic. These modules will facilitate Coronavirus testing registration, track expenses for FEMA reimbursement, and enable non-essential employees to work remotely, thereby facilitating the urgent need for social distancing while continuing to deliver government services. The software is intuitive, easy to use, and access to it has been designed to be implemented quickly within minutes of account activation.



"These are uncharted waters that require all of us to work together," said GovPilot Founder and CEO Michael Bonner. "We feel it is not just our responsibility - but our civic duty - to offer local governments at no charge the tools that can help them navigate this unprecedented crisis."

GovPilot is providing easy to implement and use software applications to local governments that address their specific needs in the fight against Coronavirus. This includes an online testing registration module for local residents to schedule drive through testing. Others include the ability for local governments and their departments to digitally track COVID-19 related expenses, in order to quickly apply for reimbursement through FEMA's Public Assistance Process. GovPilot is also offering GIS mapping for towns, cities, and counties who would like to create public-facing maps displaying permanent public health assets such as hospitals and temporary facilities such as testing sites, distribution areas, and containment zones.

According to [Axios](#) and [GovTech](#), amid the COVID-19 outbreak, local government officials are scrambling to get employees set up remotely - if workers can't come into the office.

GovPilot's cloud-based platform is available to local governments nationally at (govpilot.com/free). GovPilot is offering the following services free of charge during the COVID-19 pandemic. The company will host two informational webinars (will be recorded) on Sunday, March 22nd to introduce the platform, and facilitate a smooth onboarding process. Webinar registration for government officials is available via the link above.

INSIDE THIS EDITION:

- Pg. 1 GovPilot Makes Software Free During Crisis
- Pg. 3 A COVID-19 Guide: Restore. Prepare. Rebuild
- Pg. 4 Essex County Commends Medical Care Provider
- Pg. 6 Still Working Hard For You
- Pg. 7 A Quick And Easy Way to Provide Remote Access To Your Employees During COVID-19
- Pg. 9 Keep It Clean
- Pg. 10 Gramco Video Services
- Pg. 12 Municipalities May Face Challenges
- Pg. 14 PKA Tech
- Pg. 15 Employee Contact-Tracing Capability
- Pg. 17 NACo Webinars
- Pg. 18 Nationwide Economics
- Pg. 19 OMNIA Partners—Cooperative Contracts
- Pg. 20 Mental Health Awareness Month
- Pg. 21 Message from the NJAC Executive Director
- Pg. 22 What's Happening Today?

continued on page 2

GovPilot Makes Software Free During Crisis *(continued)*

Free modules available to local governments to deploy in the fight against COVID-19:

- Coronavirus related receipting & expense tracking for FEMA reimbursement
- Coronavirus Drive-Through Testing Resident Registration
- Volunteer Registration Module
- GIS Digital Map
- GovAlert App
- Work Orders
- Open Records Requests (FOIA & OPRA)
- IT Ticketing
- Contract Tracking
- Vehicles & Equipment Management



Key features:

- **Digital Forms** - Enable constituents to submit digital forms, allowing government employees to process the filings from anywhere, at any time. It also removes the need to handle paper and removes unnecessary keystrokes, and redundantly of transposing information from paper to legacy systems.
- **Secure & Cloud Based** - Facilitate social distancing with a system that enables constituents to submit forms digitally, from home. The cloud also allows employees to access and process records from home via their personal computer. Employees who work in the field such as inspectors can process records in real-time via a tablet. Employees who would otherwise need to return to the office to retrieve updated assignments, scheduling, or to input results, can instead access and enter data from home.
- **GIS mapping** - Map relevant assets Including permanent health facilities such as hospitals, and temporary assets such as distribution centers, testing sites, containment zones, and other public resources. No ESRI license necessary. Local governments can place a publicly accessible map on their homepage by simply posting a hyperlink.

"From our founding in 2015, GovPilot's mission has been to enable local governments to operate at their full potential," added Mr. Bonner. "At a time when town halls across the country are either closed or not allowing residents to appear in person, our cloud-based platform will enable residents to submit forms digitally rather than requiring paper or an in-person visit. Likewise, government employees whose job it is to file and manage these submissions will be able to do so from home, on their personal computer if need be."

"This is a time for all of us to chip in and help our fellow Americans. The GovPilot team is proud to do our small part, and we invite town, city, and county officials nationwide to visit GovPilot.com/free to create a free account and get started immediately."

About GovPilot:

GovPilot - named a *GovTech 100* company for three consecutive years - is the leader in digital transformation for local governments. Across the U.S. 40,000 local governments manage a multitude of critical processes - all with different, often obsolete approaches.

GovPilot's cloud-based platform was built with the sole purpose of enabling local governments to operate at their full potential by standardizing, digitizing, and unifying more than 100 operational and constituent service processes on one system. By providing a product catalog of digitized processes developed with the input of subject matter experts and real-world users, GovPilot serves as a repository of best-practices and is the Gold Standard in efficiency, productivity, and security for local governments.

A COVID-19 Guide: Restore. Prepare. Rebuild

by Peter Roehrig, Sr. Business Consultant for Sitelogiq

The unprecedented challenges presented by the COVID-19 pandemic will require a fundamental rethinking of building environments that ensure the health and safety of our facility occupants and the communities we serve. This includes the necessity for emergency expenditures, many of which are eligible for reimbursement assistance under Category B of FEMA's Public Assistance Program (with a 75% federal cost share).

To address this need, SitelogIQ® offers a range of Engineered Infection Prevention (EIP) solutions including disinfection and cleaning services for essential service buildings, touchless automation and surface coating applications to address surface spread in high trafficked areas and air ionization, ultraviolet germicidal irradiation and filtration to kill airborne pathogens.

Most HVAC systems use filters with a Minimum Efficiency Reporting Value (MERV) of 8. To provide some perspective, hospital operating rooms use MERV 13 filters. The higher the MERV rating, the higher the energy consumption, which influences product selection. The good news is that MERV 8 filters can be combined with other technologies to effectively kill most airborne pathogens including COVID-19. For example, ionization and ultraviolet technologies are cost effective and proven to eradicate COVID-19 with over 95% efficacy.

Ionization solutions are easily installed in existing HVAC units and are a cost-effective means to address indoor air quality. For example, we offer a needlepoint bi-polar ionization system that uses steady-state ionization to kill mold, bacteria, and viruses. It also eliminates odors, reduces airborne particles, and increases filtration effectiveness. Ionization works by forcing positive and negative ions to react to form hydroxyls, otherwise known as "Nature's Friendly Detergent," which surrounds and kills airborne pathogens. The device circulates through an HVAC system on a continuous cycle, increasing its virus killing efficiency. This is critically important since COVID-19 is known to survive for up to three hours in the air.

Ultraviolet Germicidal Irradiation (UVGI) has been used successfully for many years. UV lights remove infectious microorganisms by inactivating them prior to air filtration. Duct-mounted UV systems do not burden an existing ventilation system and are recommended for rooms with an elevated risk of infection from supplied air. In-space UVGI systems use occupancy sensors and magnetic door contacts to prevent occupant exposure.

Touchless and body motion sensors, including automatic doors and automatic flush valves in restrooms, are additional recommended measures to help reduce the risk of COVID-19 spread in buildings.

SitelogIQ is hosting a webinar series mid-May on federal funding and FEMA relief options. To register, please contact me for additional information at 610-674-7616 or pete.roehrig@sitelogiq.com. We have a long-standing, strategic partnership with a firm that specializes in FEMA disaster relief. We can leverage their expertise (and FEMA certifications) to help our clients move to the "front of the line" in terms of funding stabilization through the CARES relief act, along with other federal funding sources. We offer these services at no cost to our partner clients. Time is of the essence because these funds will be allocated on a first come, first serve basis.



Essex County Executive DiVincenzo, Freeholder President Gill and Vice President Richardson Commend Medical Care Provider On Initiative To Screen All Essex County Correctional Facility Inmates And Detainees For COVID-19

by Anthony Puglisi, Public Information Director for Essex County

Essex County Executive Joseph N. DiVincenzo, Jr., Freeholder Board President Brendan Gill and Vice President Wayne Richardson commended CFG for its initiative to screen all Essex County Correctional Facility inmates and detainees for COVID-19. This makes the ECCF one of, if not the first jail facility in the United States to utilize the recently approved antibody rapid blood test to screen every inmate and detainee whether they are symptomatic or not.



“We always have had a great working relationship with CFG and have maintained confidence in the high level of care they have provided to the inmates and detainees at our Correctional Facility. Employing the use of the rapid blood test shows initiative on the part of CFG to be on the cutting edge of health care to use emerging medical science to protect the health and welfare of inmates and detainees,” DiVincenzo, Gill and Richardson said in a joint statement. “The rapid blood test will help CFG to immediately identify who has been exposed to the virus so that more aggressive measures can be taken to reduce the amount of people who come in contact with the virus and decrease its transmission,” the County officials stated.

“We have undertaken a comprehensive set of initiatives to mitigate the spread of the coronavirus at our facility and keep the inmates, detainees, officers and staff safe. But we all recognize that social distancing, which has been identified as the most effective means to stop the virus’ spread, is extremely difficult in a jail setting. CFG’s introduction of the rapid blood test demonstrates their commitment to protect the jail population to the best of their ability and provides another tool for prevention,” the County officials stated.

The test is called the “COVID-19 IgG/IgM rapid test cassette” and is performed via a finger-stick for blood. Results can be obtained within 15 minutes. It was approved two weeks ago by the U.S. Food and Drug Administration and authorized under EUA #200056. CFG, which provides the health and medical services at the ECCF, ordered the tests as soon as it became available in late March.

This test will allow health professionals to determine if a patient has been exposed to the virus and may possibly be building greater immunity. This will enable inmates and detainees to be housed based on whether they have been exposed to the virus or not and help prevent the spread of the virus to those who don’t have it.

The screening will be rolled out in stages and administered based on the availability of the tests. The first 35 screening kits arrived on Friday, April 10th; another 750 kits are scheduled to arrive this week with the final 2,000 scheduled to be delivered within the next week. The first group of inmates/detainees to be tested was new admissions to the facility and those who are quarantined and being watched for COVID-19 symptoms.

continued on page 4

Essex County Commends Medical Provider *(continued)*

The next group will be inmates/detainees who have pre-existing medical conditions which makes them a higher risk for severe COVID-19 illness. The last group to be screened will be inmates/detainees who are asymptomatic. Corrections Officers and staff also may be tested upon request. Testing began Friday, April 10th.

Separate units at the ECCF have been designated to house inmates/detainees who are symptomatic; there are currently 95 inmates/detainees in those units.

To reduce the population in the facility, the ECCF has been identifying inmates/detainees who are more susceptible to the virus based on age and underlying medical conditions and worked with the Courts, the Essex County Prosecutor's Office and ICE to release them early. To date, 72 inmates and 80 ICE detainees have been released.



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.

150 West State Street, Trenton, NJ 08608 Telephone: 609-394-3467 Fax: 609-989-8567

GovDeals.com Is Business As Usual, Still Working Hard For You!

by Stacey Collier, Marketing Communications Specialist for GovDeals

As we and the country face some unprecedented and uncertain times, GovDeals is still here, behind the scenes, fighting for our clients! Our long-standing online marketplace is now more than ever a viable solution for government entities, such as your county, looking to add revenue to their bottom line during these trying times.

This uncommon pandemic has significantly altered the everyday lives of many Americans, including our buyer base. Unlike any event we've seen before, more people are at home, online, looking at items. GovDeals provides a safe opportunity for local municipalities to still generate revenue while following all social distancing guidelines with our strictly online auctions. Long before social distancing became a part of our everyday lives, GovDeals already had several available features in place to aide in protecting both our sellers and buyers. Some of these great features that our sellers enjoy are:

- **Financial Settlement Services (FSS)** – This feature authorizes us to collect buyer funds for you, limiting the handling of money and checks, and helping to keep all parties as safe as possible.
- **Electronic Bill of Sale** – After payment is made, a Bill of Sale can be sent via email to both you and the Buyer. No need for in person back and forth signing.
- **Personalized Bill of Sale Footer** – At the bottom of our Bill of Sale is an area that can easily be personalized to provide pick-up information, including available dates and times for asset removal.
- **Genius Scan App** – This app allows you to quickly scan a bill of sale and email it to the buyer. Buyers can even scan their driver's license or other identification and send to you via email, no in-person contact needed.
- **Third Party Removal** – Many buyers are unable or hesitant to travel during this time, especially across state lines. The use of third-party logistic companies to remove assets may see an increase during this time. Sellers can link our Authorization of Release form to their auctions to assist buyers in making removal arrangements.
- **Your Time = Your Schedule** – The internet doesn't close, and the auctions don't stop. We understand these are not normal times, thus your normal schedule may have been interrupted. Current auctions can be extended to any future date of your choosing, and future auction dates can be scheduled to begin and end on specific dates and times. Whatever works best for you!

With each auction on GovDeals conducted exclusively online, our online platform is a proven solution to the new social distancing regulations we're all facing. If our social distancing measures sound like the right fit for your county and you're interested in selling on GovDeals, sign up to become a seller by visiting GovDeals.com and start selling your surplus today!

GovDeals.com

Online Government Surplus Auctions

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.](#)

A Quick And Easy Way To Provide Remote Access For Your Employees During COVID-19

by Jon Sahs, Technical Consultant for SHI International, Corp.

Due to recent COVID-19 health directives, many companies, governments, and schools need to urgently provide [secure, reliable, and scalable remote access](#) for their users. While some organizations might already have the infrastructure needed to [support a large remote workforce](#), others are now scrambling to stand up solutions to promote business continuity and maintain productivity.

For these organizations, cloud-hosted desktop technology is a proven, rapidly deployable solution that bypasses the delays typical with on-premises infrastructure acquisition and configuration. Let's explore.

The benefits of cloud-hosted desktop technology

Amazon Web Services (AWS) has been providing cloud-hosted desktop capabilities including content creation, shared storage, and collaboration since 2013 – first with Amazon WorkSpaces and more recently with AppStream. Microsoft Azure offers cloud-hosted desktops as well with [Windows/., Virtual Desktop](#).



These solutions provide advantages to organizations looking for secure, managed, and powerful desktops (e.g., high-end graphics) on a variety of user devices. Repeatable architecture frameworks and standardized templates are readily available to run traditional desktop apps with ease.

The benefits include:

- Rapid deployment of desktop environments for remote access users and elasticity to scale to needs
- Support for Bring Your Own Device (BYOD) initiatives, including thin clients, laptops, tablets, or smartphones
- Identity federation that can leverage existing app credentials (i.e., from on-prem Active Directory)
- Support for demanding graphics and required network traffic, eliminating reliance on a local PC device with robust local resources or an on-prem virtual desktop infrastructure (VDI)
- Improved security that comes with hosting OS, data, and apps on up-to-date cloud server platforms versus potentially vulnerable end-user devices
- Availability of compliance offerings to meet HIPAA, PCI DSS, and GDPR requirements
- The ability to avoid hardware obsolescence and reduce provisioning, patching, and maintenance (plus associated costs) of the desktop platform or of an on-prem VDI infrastructure

User and administration considerations

Even with these benefits, rollout of a cloud-hosted desktop solution still requires planning and preparation to avoid user frustration and loss of productivity.

continued on page 8

A Quick And Easy Way To Provide Remote Access For Your Employees During COVID-19 *(continued)*

For instance, users will expect their office apps to be available whenever they need them and from wherever they are using them. Also, the full desktop experience requires support for USB keys, printers, and cloud storage like OneDrive.

Solutions differ in their support of these features. This requires scripts that will pilot desktops to be deployed and push the correct profiles.

Discover cloud-hosted desktop solutions for your organization

Cloud-hosted desktops can address the need to rapidly deploy remote work and education capabilities. These solutions can reduce complexity and support burdens compared with on-prem PC desktops or VDI. However, they also require proper architecture, monitoring, and management.

Both AWS and Azure have offerings to assist customers with their remote access needs during this global health crisis, and SHI, as a [top-tier partner with both](#), can work with you to plan, design, build, and support these solutions so you and your users can realize the benefits as quickly as possible, at lower risk, with increased satisfaction. In addition, to offset the cost of an initial pilot or proof of concept, AWS and Azure offer multiple funding avenues to SHI customers that engage with our professional services.

Contact your SHI account executive to learn more about how your organization can benefit from cloud-hosted desktops and apps and how SHI can support you during the coronavirus pandemic.

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.

[Andrew Morse](#) contributed to this post.



SHARE THE NEWS!

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

Contact

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

Keep It Clean: How To Up Your Device Hygiene

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

We touch tons of surfaces a day, from that screen we sign to pay for lunch at a food truck to the stubborn office elevator button we need to press 10 times. But we touch nothing as often as we touch our phones. According to recent studies, Americans are checking their phones anywhere from about 50 to 100 times a day, and actually pressing and swiping over 2,500 times per day. While other studies have shown that our phones are “germier” than a toilet seat. Here’s how to keep the germs away and seasonal illnesses at bay.

Tip one:

Don’t use your phone in the restroom. When toilets flush, they can spread germs all over the place, including the surface of our phones. And as long as we’re having the bathroom talk, make sure to always wash your hands after visiting the facilities and, of course, throughout the day. The CDC recommends washing your hands with soap and water for at least 20 seconds-about the amount of time it takes to sing “Happy Birthday” twice. We know, singing “Happy Birthday” several times a day can get annoying. Shout out @JenMonnier for offering up 10 awesome songs to sing instead.

Tip two:

Hand sanitizer isn’t an exact substitute for washing your hands, but for general germ battling throughout the day, it’s a decent, reliable backup. Spend about the same 20 seconds covering your hands with an alcohol-based hand sanitizer until they’re dry. And here’s a bonus pro tip; avoid touching your face with your phone. Rather than sneezing or coughing into your screen when you’re sick-and turning your device into a germ breeding ground-think about using earbuds, AirPods or speakerphone.

Tip three:

Last but not least, clean your device. Different device manufacturers have different do’s and don’ts for cleaning your phone; check the booklet that with your device or visit the manufacturer’s website for specifics. We suggest cleaning your device with a damp microfiber cloth, and wiping down your phone and case completely. Be cautious of using alcohol and household cleaners as they may damage your phone. (Some further information on that can be found at <https://bit.ly/34z1b0p> .)

Remember, if you want a relatively germ-free device, your phone can never be too clean!

The Sprint Perks Employee Program:

Find Our Best Deals Online!! Shop safely and easily from your home!

Sprint offers the program for Government & Public Safety Employees.

Mention Corp ID code: **GRETL_ZZZ at the time of purchase.**

Additional information may be found at this link:

<http://sprint.co/2nHfydU>

Sprint offers the program for Education K-12 employees:

Mention Corp ID code: **GDVRT_ZZZ**

Additional information may be found at this link:

<http://sprint.co/2EhDJtB>

continued on page 10

Keep It Clean: How To Up Your Device Hygiene *(continued)*

Sprint offers the program for Higher Education employees or students:

Mention Corp ID code: **GVRT_ZZZ**

Additional information may be found at this link:

<http://sprint.co/2EhDJtB>

Sprint offers the program for Healthcare employees:

Mention Corp ID code: **HVRT_ZZZ**

Additional information may be found at this link:

<http://sprint.co/2E4iXyi>



Gramco Video Services

by Tom La Fera, Area Sales Manager for Gramco Business Communications

Product Overview

Gramco Business Communications now offers video services for all town meetings. With the ability to stream to multiple streaming platforms including Youtube, Facebook and Twitch, Gramco can provide a comprehensive streaming platform to broadcast your meetings to the community. This will allow you to reach a greater number of your community members and increase your town's visibility and community outreach. These same services can also be used for recording video with the ability to upload the recording later to your preferred video streaming platform. In the following sections we will go over our products and services that we use in order to achieve this goal.

Cameras

Gramco uses Axis Digital IP Cameras to provide up to 1080p of native video resolution. Listed below are the cameras we use in order to provide this service.

The Q3515-LV delivers our best picture using a full 1080p image with up to 120fps and a full WDR digital optical zoom. This is the best of the best when it comes to streaming.

The P-3224 is our standard streaming camera. Delivering a 720p image with 60fps and full WDR digital zoom, this camera will deliver a solid image perfect for streaming needs.

The M-5525-E is a full programmable PTZ (pan, tilt, zoom) camera allowing for free movement of the camera during meetings. Offering a 720p image at 30fps with a 10x Optical Zoom it will allow the user to adjust images on the fly and zoom in on presentations and speakers. An additional joystick can be added for full camera control.

Computers & Requirement for Streaming

In all our streaming packages, Gramco will include a desktop computer with mouse, keyboard, monitor, speaker and up to seven years of storage for five different users. We will also handle all necessary cabling for the camera and sound to work flawlessly with your system. On your end we will need you to set up your own streaming account on your preferred platform and obtain the stream key. You'll also be responsible for running a hard data line to the computer location. Once an account is established and a data line is installed, it will take one day for our experienced technicians to install your new system.

continued on page 11

Gramco Video Services *(continued)*

FAQ

Q: Will the new system interrupt our use of Liberty?

A: No. Liberty will function as normal. Our streaming service uses a separate application to broadcast your stream. The camera can be added to Liberty and the video will be saved in your Liberty recording file. If you are not using Liberty, please contact a sales rep for more information.

Q: Will someone need to convert and upload videos?

A: No. Once the video is streamed to YouTube it will be saved there and the public can view it at any time after the fact.

Q: How do I set up a YouTube account and obtain my stream key?

A: Head to YouTube and create an account. We suggest creating a town gmail account to manage YouTube. Once your account is created, click your account picture and click Youtube Studio. In the studio tab click the

Go Live button (it looks like this ) and click Stream Now Classic. At the bottom of this page will be your stream key. Hit Obtain and in 24 hours one will be provided for your account.

Q: Can we use multiple cameras if we wanted?

A: Yes, up to four cameras can be used with our streaming setup. However, the more cameras that are added, the more involved using the streaming software will become.

Q: Which is better: Streaming or Uploading?

A: Overall streaming is the much better service. It will allow your residents to view the meetings live without the need to attend them in person if they are unable to. Also, once a video is streamed to YouTube it will remain there, allowing people to view the video at any time. This method also reduces the number of steps required to upload videos and will reduce the amount of files that need to be created and stored, and will not require any conversion.

For more information please email gramco@optonline.net and ask to speak to a sales rep.

Current Customers

Holmdel Township [Link to Stream](#)

Township of Hamilton [Link to Stream](#)

Township of Hainesport [Link to Stream](#)

City of Englewood [Link to Stream](#)

Township of Parsippany-Troy Hills [Link to Stream](#)



Municipalities May Face Challenges in this Uncertain Economic Environment

by PFM Asset Management LLC

As COVID-19 continues to spread rapidly across the globe, the eventual impact on economic growth is impossible to fully assess. While the efforts associated with containing the coronavirus are the obvious priority, the reaction of the capital markets in response to the pandemic has created a separate set of challenges for municipal entities.

In a stark flight-to-quality, with high demand for safe haven assets, like U.S. Treasuries and Federal Agencies, yields fell to near-historically low levels causing credit spreads, which is the additional yield compensation for credit securities versus comparable maturity, Treasuries, to widen sharply. Although in the short-term, the market value appreciation associated with falling yields will likely increase portfolio values, municipal entities should closely monitor other potential consequences such as the ability to access the capital markets, reduced income potential, and changes in cash flow needs.

Liquidity Needs:

Market liquidity, particularly as it pertains to non-federal government securities, has been modestly impaired in this time of heightened market stress.

For investors looking to sell investments, bid / ask spreads – the differences between securities' perceived market values and the price at which they can be sold – have been historically wide. This has negatively impacted investors' ability to access liquidity.

For issuers of municipal debt, yield spreads to comparable-maturity U.S. government debt have been historically wide. This has impacted municipalities' ability to issue debt at attractive rates or rates that are perceived to be fair (from the issuer's perspective). For buyers of municipal debt, close consideration is needed to assess individual cash flow needs. Because spreads have widened for municipal securities, and bid / ask spreads are historically wide, being a forced seller of a municipal security could adversely affect the price at which it can be sold.

While the Federal Reserve Bank ("Fed") has taken a number of actions seeking to help improve general market liquidity (asset purchases, broadened repurchase agreement facility, commercial paper facility, etc.), these actions will take time to help normalize market liquidity. This is not a hindrance during normal market conditions. However, it does validate emphasis placed on advance planning for adequate liquidity, whether you are a borrower or an investor.

For depositors, tracking new developments at the State and Federal level will be critical to evaluating liquidity. For example, on March 26, 2020, the Fed temporarily removed reserve requirements for all depository institutions. In such a volatile market, to effectively evaluate and manage risks, it is important to consider one's depository relationships. Even with the Federal Deposit Insurance Corporation (FDIC) and State-related insurance programs, depositors should monitor the balance sheet strength of its financial partners.

Further, as anticipated, the State of New Jersey has been directly impacted by the rapidly shifting market. The State has announced an extension of its fiscal year-end from June 30th until September 30th and delayed the tax filing deadline until July 15th, moves which could affect cash flows and liquidity for municipalities.

continued on page 13

Municipalities May Face Challenges in this Uncertain Economic Environment *(continued)*

Reduced Income Potential

The Fed has cut its benchmark federal funds rate by 150 basis points (1.50%) in March due to the evolving economic risks of the coronavirus. This action, combined with the aforementioned flight-to-quality, calls into question the amount of income that can be generated in an investment while rates remain at these suppressed levels. Further complicating matters, this reduced income may come at a time when municipalities are reeling from potentially lower tax revenue from decreased economic activity and increased public health expenditures as communities grapple with the effects of the coronavirus. While many states and municipalities across the country are in a better financial position than they ever have been, many are using surplus and rainy day funds to provide timely support to their communities.

Final Thoughts

The eventual impact to the broader U.S. economy as the result of COVID-19 is hard to quantify at this time. Also, because of the uncertain economic environment, municipalities may face certain challenges. To that end, such entities should pay close attention to anticipated cash flow needs and maintain exposure to highly liquid sectors, in case the need for cash should arise. Municipalities should also be cognizant of the risks associated with reduced income potential (as the result of lower interest rates). This risk may be magnified in the near-term, as economic activity and tax revenue may decline, and public health expenditures may increase.

To discuss these risks in greater detail, or for any further questions, please reach out to your PFM representative.



Stephen Faber, Managing Director
fabers@pfm.com | 609.800.2981



Marty Hammond, Jr., Managing Director
hammondm@pfm.com | 609.800.2983



PFM is the marketing name for a group of affiliated companies providing a range of services. All services are provided through separate agreements with each company. This material is for general information purposes only and is not intended to provide specific advice or a specific recommendation. Investment advisory services are provided by PFM Asset Management LLC which is registered with the Securities and Exchange Commission under the Investment Advisers Act of 1940. The information contained is not an offer to purchase or sell any securities. Applicable regulatory information is available upon request.

For more information regarding PFM's services or entities, please visit www.pfm.com.

PKA TECH HEADQUARTERS:

1 Executive Blvd, Suite 101
Suffern, NY 10901

NYC OFFICE:

One Penn Plaza, Suite 2108
New York, NY 11019

Office: 845.738.2300

www.pkatech.com

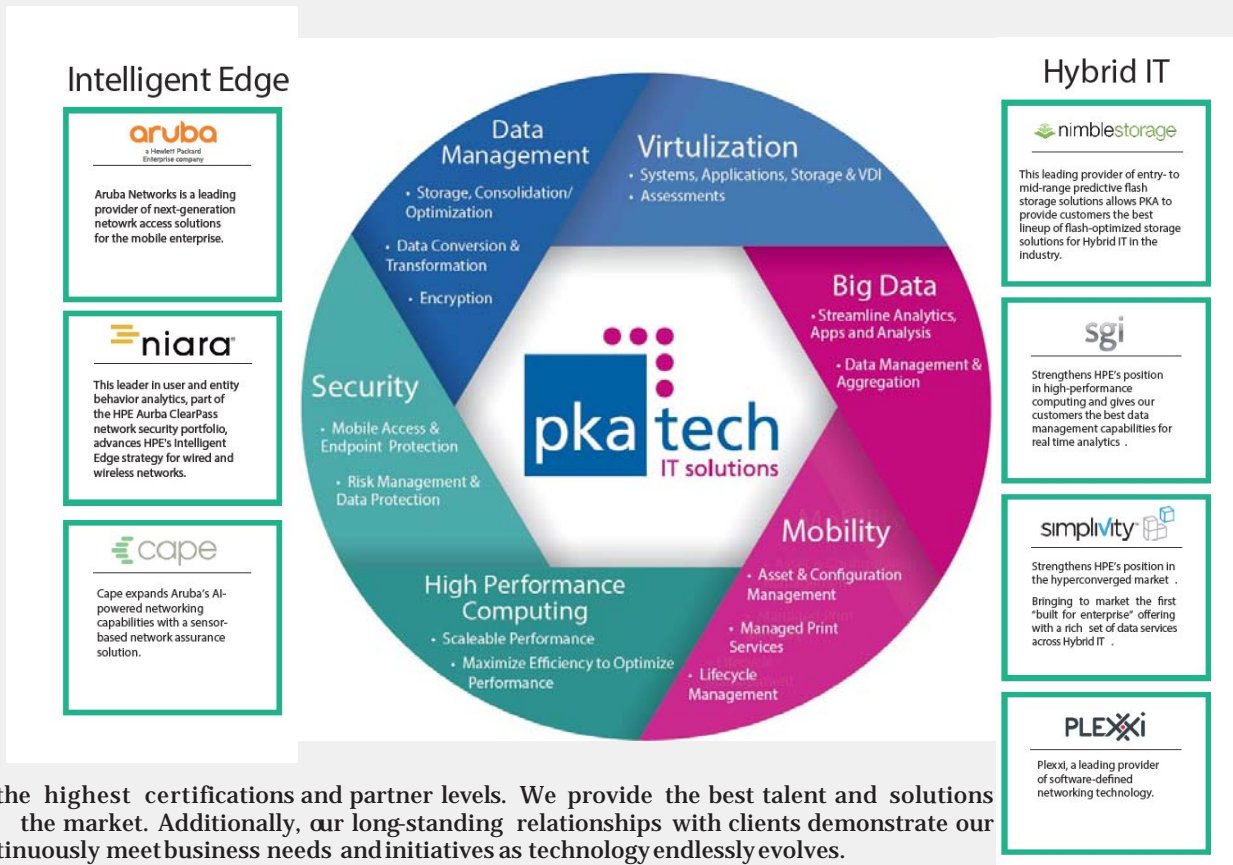
PKA Tech



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

- HPE # PM20850
- 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 DATACOMM
- HPI MMNVP-133 NJS PA # M-0483-89974

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



NJ Certification
#55450-15

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 16

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. 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. Ultimate Software: People First.

© 2020 Kronos Incorporated and Ultimate Software. All rights reserved. Kronos and the Kronos logo are registered trademarks and Workforce Innovation That Works is a trademark of Kronos Incorporated or a related company. See a complete list of [Kronos trademarks](#). UltiPro is a registered trademark of The Ultimate Software Group, Inc. All other trademarks, if any, are property of their respective owners.

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.



NACo Webinars

Counties Respond to the COVID-19 Pandemic: Small business Support

May 12, 2020 , 2:00 pm – 3:00 pm
Contact Jack Morgan

[Register](#)

The COVID-19 outbreak and ensuing social distance and business restrictions have put the small business community in a dire situation. Counties across the country have acted swiftly and creatively to support small businesses with needed cashflow and practical guidance. Learn more about what counties are doing and how counties can best support local small businesses in this unprecedented time.



NACo Tech Xchange Presents FirtNet with AT&T

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

[Register](#)

COVID-19 response activity and the lessons learned using the First Responders Network. Topics to be covered include Mobile Tech requirements, Network utilization, Quarantine stations. The USS Comfort NYC Harbor example will be shared.

Tracking a Moving Target: Researching the Impact of COVID-19 on County Governments

May 21, 2020 , 2:00 pm – 3:00 pm
Contact Teryn Zmuda

[Register](#)

COVID-19 is impacting each region of the country differently. Each county is unique, and though local policies and responses may look similar, county leaders learn to adapt them to their communities' specific needs. Despite the rapidly shifting trends and nature of the pandemic, one commonality is that COVID-19 has called county leaders to action. This webinar will highlight how NACo has been tracking the impact of COVID-19 on county workers, budgets, economies and communities, and how counties are stepping up with key policies, programs and services to save residents' lives now and prepare for recovery later.

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.



Nationwide Economics

Weekly Economic Review & Outlook for April 20, 2020

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

Weekly Review

Consumer Activity Takes a Virus Dive

The 8.7 percent monthly decline in retail sales for March was a record by a significant margin. Sales of motor vehicles (down by 25.6 percent), of gasoline (down by 17.2 percent), and at restaurants (down by 26.5 percent) were especially weak, driven by the sudden stop hitting the U.S. economy. Core retail sales (excluding autos, gasoline, and building supplies) actually rose by 1.7 percent — lifted by the surge in spending at grocery and general merchandise stores as consumers stocked up for the lockdown and ate their meals at home rather than out.

With the economy hitting a wall in the second half of March, these figures could have been worse if stay-at-home mandates had been in effect for the entire month. As a result, retail spending for April could be even worse than the record March declines.

The fundamentals for consumer spending continue to deteriorate too. Initial jobless claims for the week of April 11 were off the charts again at 5.2 million. This brings the total over four weeks to 22 million, more than 13 percent of the national labor force. The U.S. economy has never seen such a rapid reduction in employed workers, highlighting the huge economic impact being felt by American consumers. Correspondingly, consumer sentiment for the first half of April plunged to the lowest level since December 2011.

The path to improved consumer activity depends upon the propagation of the virus, government response, and the discovery/manufacture of anti-virals (and eventually vaccines). The reopening of the economy and a lessening of job losses should allow households to resume purchases that are not viewed as absolute necessities. But a rebound in retail sales likely won't start until at least June.

Housing Takes a Hit From COVID-19, Too

Home construction, while deemed an essential business in most states, pulled back sharply in March as sales activity is expected to take a big hit this year in reaction to the economic shutdown. Housing starts dropped by a sharp 22.3 percent, the largest monthly decline since 1984. This offset all of the run-up in home construction seen over the past year in response to lower mortgage rates and strong household formations. Still, the current level of starts, while down from its recent peaks, remains elevated compared to much of the previous decade.

Home builders are clearly concerned about the market for new homes. The NAHB housing market index plunged in April to its lowest reading since June 2012, reflecting sharp declines in current sales, expected sales, and homebuyer foot traffic. The drop in builder confidence suggests further reductions in single-family housing starts in coming months.

The market for new builds is perhaps better suited for social distancing than that for existing homes as model homes can be viewed online or in isolation. But a sharp falloff in new sales is still projected during 2020 due to the COVID-19 recession. Beyond the virus slowdown, the housing sector should be positioned for solid growth again given projections of continued low mortgage rates.

continued on page 19

Nationwide Economics *(continued)*

The Week Ahead

This week's economic news will include March updates for new and existing home sales and durable goods orders along with the final April reading on consumer sentiment.

Social distancing and mandated stay-at-home policies related to COVID-19 are sure to have a significantly negative impact on existing home sales, but it's likely that it won't be seen in the March numbers. Existing home sales are counted at the closing of the sale rather than when the house goes into contract. This means houses which closed in March would have gone into contract in February or January. At that time, the housing market was strong and growing. February saw pending home sales at their highest point in over three years as well as the highest pace for existing home sales in 13 years. Consequently, we project a rise in existing home sales for March to an annualized pace of 5.89 million units. This would be the highest pace since December 2006, but sales face a cliff in coming months.

Unlike existing home sales, new home sales are counted when a contract is signed. As a result, the March reading will include the impact of the economic downturn that started mid-March – and the indicators are all negative. The MBA Builder Application Survey dropped for a second straight month and the current sales component of the NAHB Housing Market Index had its biggest one-month decrease in 15 months. We project the annualized pace of new home sales in March will fall to 728,000 units – but this is also just the beginning of a sharp decline.

With air travel decreasing nearly 100 percent year-over-year, Boeing saw 150 net order cancellations in March, a huge drop. Additionally, new order declines in the national and regional ISM surveys from the impacts of COVID-19 will likely result in a massive decline in total durable goods orders. We project a drop in orders for durable goods of 15.5 percent in March, which would be the second-largest drop on record.

April's preliminary consumer sentiment reading was the largest one-month decline in the index's history and the economic news has only gotten worse in the two weeks since that number was released. Additionally, there is still no consensus on how long the COVID-19-related economic shutdown could last; re-opening the economy will be a staggered, state-by-state process with no solid timeline. For these reasons, we believe the final consumer sentiment number for April will slip further to 69.5, the lowest level since 2011.

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



Please visit the links below for the new cooperative contracts available through OMNIA Partners.

- All Contract Announcement: <https://www.omniapartners.com/new-take-advantage-of-our-latest-cooperative-contracts>
- City of Charlotte Furniture Contract's Announcement: <https://www.omniapartners.com/publicsector/new-furniture-cooperative-contract>
- UC Audio Visual Contract Announcement: <https://www.omniapartners.com/new-audio-visual-goods-services-awards-from-the-university-of-california>



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.

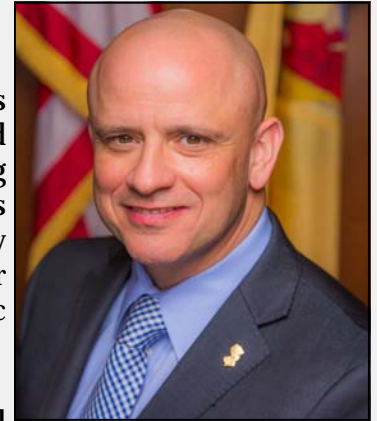
Don't wait! Call the Children's System of Care at 1-877-652-7624.



FROM THE EXECUTIVE DIRECTOR

Most importantly, I hope that you and your families are healthy and safe. During this unprecedented public health crisis, NJAC will serve as a repository of information and as a resource for county government, which is playing a vital role in providing essential services and protecting the public health, safety, and welfare of residents across the Garden State. I'm very proud to be a part of the county government family and have grown to appreciate, even more, the dedication and commitment of our county leaders who have worked tirelessly for the benefit of others as true public servants.

Thank you as always for your time and consideration, and I look forward to seeing you soon.



John G. Donnadio, Esq.

NEW JERSEY ASSOCIATION OF COUNTIES UPCOMING BOARD OF DIRECTORS MEETINGS

June 26, 2020

10:00 a.m.

NJAC Board of Directors Meeting

*State House Annex Building
Committee Room 6
125 West State Street
Trenton, NJ 08625*

September 11, 2020









10:00 a.m.

NJAC Board of Directors Meeting

*State House Annex Building
Committee Room 4
125 West State Street,
Trenton, NJ 08625*

Check our website for cancellations and/or changes by clicking [here](#).

SPECIAL AND UNIQUE HOLIDAYS!

SUN	MON	TUES	WED	THURS	FRI	SAT
					1	2 Brother's And Sister's Day
3 	4 Intergalactic Star Wars Day May the Fourth Be With You Day!	5 	6 	7	8 	9
10 	11	12 Limerick Day	13	14	15	16 
17 	18 INTERNATIONAL MUSEUM DAY	19	20	21	22	23 
24 		26	27	28 	29 Learn About Composting Day	30 

PLEASE BE SAFE!