

# NJAC COUNTY BIZ

An Educational and Informative Newsletter for Counties and Businesses

New Jersey Association of Counties

ISSUE 110 - SEPTEMBER 2020

## FeedNJ Is Supporting Our Local Restaurants While Fighting Food Insecurity

by New Jersey Assembly Speaker Craig Coughlin and Port Authority of New York/New Jersey Chairman Kevin O'Toole



Now almost a half-year into the COVID-19 pandemic, we have seen its disastrous effects on almost every sector of our regional economy, but perhaps restaurants more than any other. While outdoor seating has been authorized for the last month and a half, we know many residents understandably are hesitant to patronize even their favorite restaurants, and unable to eat indoors.

Of course, having restaurant-prepared meals is a luxury many people did not have even before the pandemic, which has now forced many New Jersey residents to make a choice: pay bills or buy food.

[Federal Reserve Chairman Jerome Powell estimated that 40% of U.S. households earning under \\$40,000 a year lost their jobs in March](#), underscoring the devastating financial effect of the pandemic on low-income workers, many of whom already relied on soup kitchens and food banks to combat food insecurity.

We are glad to see the CARES act and state legislation supporting funding for food pantries, and thrilled to see so many people step up and volunteer at their neighborhood pantries and food banks, but we know that keeping our economy afloat requires consistent spending. It is also inspiring to see other organizations and apps like Help Main Street and Operation Main Street promote purchasing of gift certificates from restaurants.

We have found that our restaurant partners want to donate their time and skills making nutritious meals for shelters and soup kitchens, but simply cannot afford to donate the ingredients. That is why we've partnered with SoupKitchen411 and dozens of soup kitchens and restaurants to launch FeedNJ, a campaign that purchases restaurant-made meals to be delivered to and served at soup kitchens in their area.

*continued on page 2*

### INSIDE THIS EDITION:

- Pg. 1* FeedNJ Is Supporting Our Local Restaurants While Fighting Food Insecurity
- Pg. 2* NJAC COVID-19 Virtual Workshops
- Pg. 3* Let GovDeals.com Find Buyers for Your-County's Surplus!
- Pg. 4* PSEG Names President of PSEG Foundation!
- Pg. 5* Yorktel Free Webinar
- Pg. 6* County Clerk Advises Residents To Make Sure Voting Information Is Up To Date
- Pg. 7* How Counties Are Working With Lyft
- Pg. 8* Ransomware Is On the Rise
- Pg. 9* NJ Virtual Digital Government Summit
- Pg. 10* Job Vacancy—Monmouth County
- Pg. 11* NJ Transaction Virtual Conference
- Pg. 12* What CIO's & IT Leaders Must Do Next
- Pg. 14* NJ Safe Haven
- Pg. 15* 11 Benefits of Digital Transformation
- Pg. 18* Smart Energy Network Proposal
- Pg. 20* PKA Tech
- Pg. 21* NACo Webinars
- Pg. 22* OMNIA Partners
- Pg. 23* Nationwide Economics
- Pg. 25* T-Mobile and Sprint Merge
- Pg. 26* Message from the NJAC Executive Director
- Pg. 27* Things To Do & Special Holidays!

## FeedNJ Is Supporting Our Local Restaurants While Fighting Food Insecurity *(continued)*

To date, we've served over 20,000 meals in 11 counties. The funds come from private individuals as well as local, national, and multinational organizations with connections to the Garden State.

Fran Schults, the owner of Long Branch's Bacon Beach Grille, was one of the restaurateurs who had donated meals and supplies in her area, and was thrilled at the opportunity to make meals at near-retail price for people in need at local soup kitchens.

Bacon Beach Grille was one of the restaurants FeedNJ purchased meals from on August 28, our single-day record for meals served, where we served 2,000 meals at soup kitchens in 4 counties throughout the state.

There are too many people to thank for the success of FeedNJ, especially Ken DeRoberts, the founder of SoupKitchen411, which--as its name suggests--provides contact information for over 150 soup kitchens in the tri-state area, and first approached us about building a coalition to fight Covid-19-affected food insecurity.

FeedNJ plans to continue to reach these numbers on the last Friday of each month. Restaurants unaware of our initiative are encouraged to email [info@soupkitchen411.com](mailto:info@soupkitchen411.com), as are donors and soup kitchens not currently partnering with FeedNJ.

The road to coronavirus recovery will not be quick or easy, but as long as people are stepping up to do what they can to support local businesses and feed those in need, we will get through this.



## NEW JERSEY ASSOCIATION OF COUNTIES COVID-19 VIRTUAL WORKSHOP SERIES

- Crisis Management by County Leaders 10:00 a.m. 9/30
- County Office of Emergency Management & Preparedness 10:00 a.m. 10/7
- County Health Officer Crisis Containment 10:00 a.m. 10/14
- County QPA Emergency Procurement 10:00 a.m. 10/21
- Crisis Budgeting & Forecasting for Counties 10:00 a.m. 10/28
- Social & Human Services Delivery During a Public Health Crisis 10:00 a.m. 11/4
- Public Health Emergency Labor Issues for County Employers 10:00 a.m. 11/11

Visit [www.njac.org](http://www.njac.org) to host a workshop, and registration information.

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

## Let GovDeals.com Find Buyers For Your County's Surplus!

by Stacey Collier, Marketing Communications Specialist for GovDeals

More often than you think counties all over the US come into ownership or possession of different, awkward, weird or industry specific items. They may or may not know the worth of an item, how it operates or who is interested in it. GovDeals is here to help! With over 150 categories to choose from, the team at GovDeals can assist in finding a category, price point, and very often a buyer for just about any item.

In the last year, despite all the challenges that many New Jersey counties have faced, our sellers, with the assistance of GovDeals, have still been successful in finding buyers. When a county chooses GovDeals as their surplus solution, several services are included in their membership. These added services were designed to enhance your seller experience and assist in making your auctions as successful as possible.

GovDeals offers, at no additional charge, a dedicated asset promotion marketing team. The sole purpose of this team is to highlight and promote your auctions across the web to a targeted, industry specific audience, as well as to the GovDeals' buyer base of over 800,000 potential buyers for your assets. If you are already a seller and have not yet had the chance to utilize our asset promotion team, contact your Client Account Manager today to see how your county can benefit from this beneficial bonus!

We also provide all our sellers with a dedicated account manager backed by a strong headquarter based support team. Not only do we have a dedicated, on call client service team, we also have multiple financial options to best fit each seller and their specific needs. Sellers have several choices for accounting services, either a client-controlled approach or an automated approach with electronic payment.

In our client-controlled approach, your county keeps full control over all financial aspects of your auctions, including payment collection, processing, and payment of your sellers' fee to GovDeals. With the automated approach GovDeals electronically collects all funds from all your online auctions for you, deducts the sellers fee, and deposits your profits into your county's account within days after the buyer's payment has been collected.

At GovDeals, we want our sellers to be as successful as possible. If your agency is interested in taking advantage of the many benefits and services at GovDeals.com, please contact Mike Baker, Northeast Representative at 609-713-7888 or by email at [mbaker@govdeals.com](mailto:mbaker@govdeals.com). Or learn more about selling and how to become a seller [here](#).



**GovDeals.com**  
Online Government Surplus Auctions

**THANK YOU FOR YOUR PARTNERSHIP!**

## **PSEG Names Calvin Ledford Jr. As President of PSEG Foundation**

Public Service Enterprise Group (PSEG) announced today that Calvin R. Ledford Jr. has been named president of the PSEG Foundation and director of Corporate Social Responsibility (CSR) effective immediately. In his new role, Ledford will have oversight of the philanthropic areas of corporate citizenship: volunteerism, corporate giving and the foundation's programs operations.

"Calvin has extensive experience working with communities and stakeholders all across our service territory," said Rick Thigpen, senior vice president for Corporate Citizenship and chairman of the PSEG Foundation. "We are fortunate to have an executive deeply committed to the cause of equity and aligned with the Foundation's impactful strategy as President of the Foundation and the leader of our corporate charitable activities. He will help us continue our tradition of making New Jersey a better place to live."

PSEG has a more-than-100-year history of giving back to the communities where it operates – led by active employee involvement. In his new role, Ledford will help guide the PSEG Foundation, which has been named one of the state's top foundations by New Jersey Monthly Magazine. The PSEG Foundation is the philanthropic arm of PSEG and an established 501(c)(3) charitable organization, prioritizing investments in the environment, safety, emergency preparedness and disaster relief, STEM education and workforce development, diversity & inclusion, and the communities served by PSEG.

Throughout the coronavirus pandemic, PSEG and the PSEG Foundation have supported the efforts of the health care community and organizations that support vulnerable groups, donating thousands of masks and gloves early in the pandemic, supporting local food banks and community organizations and committing \$2.5 million to support medical, social and economic needs of New Jersey communities, including a \$1 million grant to NJ Pandemic Relief Fund.

In June, PSEG and the PSEG Foundation announced the launch of the new Powering Equity and Social Justice initiative, which includes a \$1 million commitment to support organizations that address the racial injustice, inequality and human rights in communities of color.

"By providing support for organizations that seek to foster justice and social equity, and those that enhance health and educational outcomes, we hope to lead change and make a purposeful difference in the communities we serve," Ledford said. "We're proud of our long history as corporate citizens of New Jersey and the City of Newark, where PSEG has kept its headquarters since the company was founded in 1903. In my new role, I hope to reinforce PSEG's core commitments through citizenship and corporate philanthropy, supporting social justice issues and making investment in the environment and STEM education in the communities we serve. By ensuring these activities are integrated with business strategy, employee volunteerism and charitable donations, I will help to create shared value for the company while ensuring positive outcomes and impacts for the long term."

As part of its focus on the environment, safety, STEM education and workforce development, diversity & inclusion, PSEG is seeking to develop and strengthen partnerships with organizations dedicated to social justice and building bridges between law enforcement and communities. The PSEG Foundation expects to announce the first philanthropic partners under this initiative in the coming weeks. As described in the 2019 PSEG Sustainability Report, the foundation has committed to increasing its environmental funding to 20% of annual giving by 2023.

*continued on page 5*



## PSEG Names Calvin Ledford Jr. As President of PSEG Foundation *(continued)*

Ledford also will oversee PSEG's employee programs dedicated to volunteerism by PSEG's 13,000 employees. Ledford has over 30 years of experience and prior to this role, he was director of External Affairs at PSEG managing the team that liaises with public officials in New Jersey's northern counties and municipalities. Ledford has also interacted with key non-profit/philanthropic community partners within that region. He has facilitated community development through execution of PSE&G's electric and gas capital projects. Ledford serves at the Chairman of the Newark Regional Business Partnership and Board member of the Foundation of University Hospital, Education Foundation of the League of Municipalities and Leadership Newark. He is a graduate of Leadership Newark and Lead New Jersey.

### **About PSEG**

*Public Service Enterprises Group Inc. (PSE) (NYSE: PEG) is a publicly traded diversified energy company with approximately 13,000 employees. Headquartered in Newark, N.J., PSEG's principal operating subsidiaries are: Public Service Electric and Gas Co. (PSE&G), PSEG Power and PSEG Long Island. PSEG is a Fortune 500 company included in the S&P 500 Index and has been named to the Dow Jones Sustainability Index for North America for 12 consecutive years (<https://corporate.pseg.com>).*



### **About The PSEG Foundation**

*The PSEG Foundation, 501(c)(3), the philanthropic arm of Public Service Enterprise Group Inc. (PSEG) (NYSE:PEG), prioritizes investments in the environment, safety, STEM education & workforce development, diversity & inclusion, and the communities served by PSEG. Headquartered in Newark, N.J., PSEG is a diversified energy company with approximately 13,000 employees. In 2020, PSEG was named one of Forbes' Best Employers For Diversity for the third year in a row. In addition, PSEG was named to the Dow Jones Sustainability Index North America for the 12th consecutive year in 2019 and received a Human Rights Campaign Corporate Equality Index 2018 rating of 100 percent. (<https://corporate.pseg.com/corporatecitizenship/psegfoundation>).*

## Counting Down to NJAC 2020!

In parallel and leading up to NJAC 2020, Yorktel is hosting live discussions on using the digital workplace – to include products and services you may be paying for but already not be fully using – to create a safe, collaborative workplace to increase productivity and create cost savings. Our next live talk will be on September 3<sup>rd</sup>, 2020, “Supporting Home & Office: Leveraging Microsoft Teams for Workplace Flexibility & Savings”, brings together guest speakers from industry leaders, Microsoft and Pexip. Registration is free at: <https://insights.yorktel.com/microsoft-teams-webinar-supporting-home-and-office>, and to learn about other recent topics, visit: <https://www.yorktel.com/resources/#webinars>

**About Yorktel:** Yorktel is certified minority-owned small business headquartered in Eatontown, NJ. Visit us online at [www.yorktel.com](http://www.yorktel.com) to learn about our company and the solutions available.



## County Clerk Advises Residents To Make Sure Voting Information Is Up To Date

Following the Governor's executive order declaring the November 3 General Election as a primarily vote-by-mail election, Mercer County Clerk Paula Sollami Covello is strongly advising voters to update or verify voter registration and signature information with the Mercer County Clerk's Office and Mercer County Superintendent of Elections.

It is recommended that all registered voters have an up-to-date physical address, and if they will be away between late September and Election Day, they should apply to vote by mail noting the mailing address required. It is also recommended that if a person has a permanent vote-by-mail status, they should make sure that the address that is on file is correct. This can be done by calling the County Clerk's Office at 609-989-6494 or 609-989-6495.



"In an election that will primarily be conducted through the mail, it is important that we have the most up-to-date information available for every voter," said Mercer County Clerk Paula Sollami Covello. "This is the best way to have your vote counted in this important election."

The County Clerk's Office relies on the voter registration rolls for accuracy of addresses when mailing ballots. To help keep the most accurate records, anything that comes to your residence addressed to someone who does not currently live there should be put back in the mail and marked "return to sender."

Before the election, all voters, regardless of party affiliation, will receive a mail-in ballot, where they will be able to fill in their choices. Return postage on all ballots is paid. In addition to mailing in their ballots, voters will have the option of placing their ballots in one of the secure drop boxes throughout the County. Voters who go to the polls will be able to vote by provisional (paper) ballot or in a voting machine (only if voter is disabled). At least one polling place per municipality will be available. Further details, including polling places and drop box locations, will be determined by the Mercer County Board of Elections.

The earliest ballots will be mailed out towards the end of September. The deadline to register to vote in time for the General Election is **October 13**. The deadline for the Clerk's Office to receive a mailed in vote-by-mail application is **October 23**. Residents can also walk in to the Mercer County Clerk's Office and request a mail-in ballot until Election Day at 8 p.m. All ballots sent in must be postmarked no later than **November 3** and received by the Board of Elections no later than **November 10**, one week after the Election. Alternatively, voters may return their ballots personally to the poll workers at their polling place.

For more information on the General Election, please visit the Mercer County Clerk's Website at <http://www.mercercounty.org/government/county-clerk>.



# How Counties Are Working With Lyft To Expand Transportation Access

by Robin Rubin, Mid Atlantic Community Strategist for Lyft

At Lyft, we're always working to expand access to affordable and reliable transportation. During the COVID-19 crisis, we've seen how that goal is more important than ever before. From providing crucial transportation services to essential workers to working to provide drivers with equipment to keep themselves and riders healthy, we are proud of our response to the pandemic.

Over the past few months, we are grateful to have had the opportunity to partner with county governments across the country on this important work. These counties play a critical role in addressing the needs of their citizens, supporting local priorities and making every community a better place. Particularly during a health emergency, counties often provide services that can be life-saving for their most vulnerable residents. I'd like to highlight two of these opportunities where we are especially proud of how Lyft and county leadership helped make a difference. Both of these private-public partnerships stand as examples of how Lyft can come together with county officials to solve transportation challenges in our communities.

In May, [Lyft partnered with the Cook County State's Attorney Office \(CCSAO\) in Illinois](#) on an initiative to provide transportation for domestic violence survivors in the county. With domestic violence incidents tragically [increasing](#) during the COVID-19 crisis, we wanted to make sure survivors had affordable and convenient access to transportation to and from county courthouses. We're thankful to the CCSAO for giving us an opportunity to help provide access to what are often life-saving services, and to the Lyft drivers who provided these rides for people in need.

In **New Jersey**, we [launched a pilot program with Essex County](#) to deliver emergency food boxes to homebound senior citizens – part of our [Essential Deliveries program](#) that provides drivers with opportunities to earn while supporting their community. With vulnerable residents sheltering in place to stay safe during the crisis, many are not able to access the county's food distribution events, and these deliveries became especially important. Thanks to the work of county officials, teams of Lyft drivers were able to make these food deliveries alongside the county's existing bus shipments. We launched the partnership with 50 boxes delivered on May 28<sup>th</sup>, and it has since remained a continued success.

Both of these partnerships are part of our broader [LyftUp](#) effort, Lyft's comprehensive initiative to support communities across the country during this difficult time. In response to the COVID-19 crisis, Lyft has activated more than 500 LyftUp partners – including public health entities, local governments, nonprofits and community organizations – to provide free ride credits and free delivery of essential goods for vulnerable communities and critical workers. County governments have been helpful and effective partners in this initiative and in many more, and we look forward to continuing to work with them throughout this crisis and beyond to help the people we serve.



# Ransomware Is On The Rise. How Do You Avoid Being A Victim?

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

Ransomware attacks are still on the rise in government. According to an Emsisoft report released earlier this year, in the US alone, ransomware demands could exceed \$1.4 billion in 2020 with total recovery costs reaching as high as \$9.3 billion after adding in associated system downtime. This isn't happening by mistake, attackers are actively targeting governments because they may not have the cybersecurity protections in place due to outdated solutions or budgetary restraints.

Over the last few years, [many governments](#) have been the victim of ransomware attacks resulting in millions of dollars in associated damages.

While there is no way to guarantee an organization is completely protected from ransomware, there are ways to minimize the impact on their business if victimized. Migrating critical business systems into the cloud provides 3 key benefits that can minimize the disruption caused by ransomware attacks:

## 1. Maintain version currency

Leveraging cloud technology enables organizations to automatically get updates to their systems directly from the developers. These updates not only ensure the system has the latest and greatest functionality, but also includes any new security patches to keep their system running efficiently and securely.

## 2. Automated data backup services

When it comes to critical business systems, such as workforce management and human capital management solutions, which contain personal employee records and compensation history, the sense of urgency to restore these systems is high to protect the organization and the employees.

One of the most effective ways of doing this is to “roll back” the system to a previous version when the data was not encrypted. In order to retain as much data as possible, consistent data backups are required. Most cloud services providers regularly backup customer environments and retain previous versions so systems can be rolled back quickly if needed to restore access and minimize data loss.

## 3. Gain enhanced security

Protecting a cyber environment is not only a massive, time consuming effort for IT staff, but it also requires a significant capital investment from the organization. An investment of this scale can be prohibitive to smaller agencies.

Cloud services providers are able to distribute this investment over the thousands of customers whose data resides in their environment, making it much easier to justify. Any data privacy concerns can tarnish a government's reputation and lead to compliance issues, so they must always have top of the line security standards in place.

In addition, leading cloud providers [conduct ongoing vulnerability testing](#) to significantly reduce the risk of hacking and other security threats.

*continued on page 9*



## Ransomware Is On The Rise. How Do You Avoid Being A Victim? *(continued)*

By [migrating critical business systems](#) to the cloud, government can reduce the risk of being the victim of a ransomware attack and can also respond quickly to security threats to minimize the impact on their business and their workforce.

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.



A promotional banner for the New Jersey Virtual Digital Government Summit. On the left, a large, stylized letter 'NJ' is formed by overlapping geometric shapes in blue, yellow, and black. To the right, the text "government technology" is written in a grey, lowercase, sans-serif font. Below that, "NEW JERSEY" is written in a large, bold, black, uppercase font, with "VIRTUAL DIGITAL GOVERNMENT SUMMIT" in a smaller, blue, uppercase font underneath. At the bottom right, a black bar contains the text "November 5-6, 2020" in white.

### Overview

This year's Digital Government Summit will be "digital" in every way! The conference is being held in a virtual format on Zoom for Government, a [FedRAMP-certified](#) infrastructure with advanced security controls, that is used for meetings and webinars by the Department of Homeland Security and numerous other federal, state and local agencies. Zoom for Government leverages one of the largest secured networks of government-specific datacenters in the country and meets high standards of security (Including: FedRAMP, CJIS, NIST, FISMA, SRG, FIPS, DFARS, EAR, IRS-1075).

Government Technology's passion is promoting best practices and spurring innovation in the public sector – more important than ever in challenging times like these. Please join us, over the course of two partial days, for a powerful series of sessions that provide inspiration, participation, education, and thought-provocation!

Please click on the link provided below to register free of charge.  
<https://events.govtech.com/New-Jersey-Virtual-Digital-Government-Summit.html>



## JOB VACANCY

# The County of Monmouth Is Seeking An Assistant County Engineer

### **PURPOSE:**

The position of Assistant County Engineer assists in the direction of the Monmouth County Engineering & Traffic Safety Division by performing professional engineering and administrative/personnel responsibilities. The employee reports directly to the County Engineer and supports the planning, analysis, design, construction, operation and maintenance of the County's extensive transportation network and public building inventory, to include bridges & culverts, roads & highways, traffic signals, beacons, signs, striping, storm sewer systems and outfalls, and various building facilities throughout the County. Supervision is exercised over Engineering Unit (10 Sections), Traffic Safety Unit (4 Sections), consultants, clerical and subordinate supervisors. The work is performed under the general policies established by the County Engineer, as part of the Public Works and Engineering Department.

### **ESSENTIAL FUNCTIONS:**

1. Manages the development of major County road, bridge and building facilities capital construction projects.
2. Supervises the management and technical personnel in the routine and emergency inspection, maintenance and repair of all existing County roads and bridges, and building facilities.
3. Assists the County Engineer with the general planning of difficult projects and with inspection and approval of plans and specifications.
4. Oversees the preparation of the Engineering & Traffic Safety Division's annual operating budget and monitors expenditures.
5. Prepares reports of construction expenses, time spent, and materials used.
6. Manages inquiries and/or concerns from the public or public officials.
7. Exercises considerable independent judgment and initiative in planning and implementing the work of the department.
8. Consults with general contractors on construction projects.
9. Sees that inspectors perform their jobs satisfactorily, and gives professional and other needed advice to subordinates whenever difficult and unusual problems arise.
10. Prepares specifications and plans for long-range County improvements in accordance with officials and civic groups.
11. Supervises 72 full-time employees.
12. Serves as the County Engineer in his/her absence.
13. Work closely with other departments to prepare proposals and resolutions for Board of Freeholders approval.

*continued on page 11*

# The County Of Monmouth Is Seeking An Assistant County Engineer *(continued)*

## EDUCATION/EXPERIENCE AND/OR TRAINING:

- Bachelor's degree in Civil Engineering.
- Minimum of five (5) plus years of progressively responsible work experience in the planning, design, construction, operation and maintenance of major roads, bridges, drainage structures, and building facilities.
- Minimum of five (5) plus years of civil engineering supervisory experience involving funding, contract administration, scheduling, cost analysis, and grant reimbursements for large-scale capital improvement projects.
- Five (5) years or more experience in NJ State, County and/or Local government.
- Ability to walk long distances over rough terrain as needed to inspect work projects.

## LICENSES OR CERTIFICATIONS:

- Professional Engineer's (PE) License issued by New Jersey Society of Professional Engineers preferred.
- Valid New Jersey driver's license.

## HOW TO APPLY:

In order to be considered, a Monmouth County [Application for Employment](#) must be completed. Go to [visitmonmouth.com](http://visitmonmouth.com), and click on Employment and Job Vacancies. Resumes may be attached but are not considered as substitution for a fully completed job application form.

Applications may be submitted via:

**Email:** [mc-humanresources@co.monmouth.nj.us](mailto:mc-humanresources@co.monmouth.nj.us) - OR -

**Mail:** County of Monmouth, Human Resources Department, 1 East Main Street, Freehold, NJ 07728



## NJ TRANSACTION CONFERENCE 2020 GOES VIRTUAL VIRTUAL CONFERENCE & EXHIBIT HALL

Tuesday, October 20, 2020 (Live Event Day)

Visit Exhibit Hall and Watch ALL Workshop Sessions Until  
November 19, 2020

Please Click [Here](#) For More Details

# What CIO's And IT Leaders Must Do Next To Help Their Organizations Recover From The Economic Impacts of COVID-19

by Matt Fisher, Director, Digital Platform Strategy for SHI International Corp.

You reacted quickly. You got your staff [equipped for remote working](#). You fast-tracked the adoption of collaboration platforms to replace in-person meetings. You looked for new ways to keep staff productive while away from their “normal” jobs.

But what's next?

Where should CIOs and IT leaders focus their efforts for the second half of 2020 into 2021? Where are the advantages to be gained or perhaps new risks to be addressed?

We asked a selection of practice leaders from across the data center, cloud, collaboration, security, and IT asset management (ITAM) functions at SHI to share the top piece of advice they're giving customers right now.

Unsurprisingly, much of the advice centers on [cost control](#) and operational efficiency – top priorities for all business leaders as we deal with a dramatically different global economy. But of course, each area of expertise has its own view on what the “must do” initiatives for IT leaders are.

Here's what each had to say.

## [Data Center & Cloud Infrastructure](#)

[Ryan Sheehan](#) is Vice President of the Advanced Solutions Group at SHI and has a passion for all things data center. His advice is to lean into the transformation that COVID-19 necessitated:

“Transformation has accelerated in almost every industry. As a next step, you should embrace the transformation and plan for executable blocks that will help provide value to your organization and customers. Your data needs to be protected and should provide analytics and insights to help your organization. With the percentage of remote workers increasing and applications moving to the cloud, your network needs to be fast, reliable, and secure.”

[Lee Ziliak](#) is the Chief Cloud Officer at SHI, and his advice to IT leaders is to get in front of cloud adoption to help overcome budget constraints:

“The need for innovation is going to get stronger, and the cloud is the best way to minimize the up-front costs for the rapid development and deployment of new products and services. Specifically, I'd strongly suggest organizations look at a multi-cloud strategy that enables them to take the best of what the different cloud service providers have to offer. This will give you the greatest agility and breadth of capabilities.”

## [Security](#)

[David O'Leary](#) runs the enterprise security practice at SHI and has nearly 30 years of information security experience. He believes organizations should look to identity and access management and software-defined networks to securely support digital business: “The rapid shift to remote work is a reminder that enterprise data centers are no longer the center of connectivity requirements.



*continued on page 13*



# What CIO's And IT Leaders Must Do Next To Help Their Organizations Recover From The Economic Impacts Of COVID-19 *(continued)*

Organizations need to shift their focus to the identity of users and devices, strengthening security awareness and securing remote access capabilities. Adopting a cloud-based edge network and security architecture can rapidly extend protection to remote workers and distributed network access points, helping secure data and orchestrate protective policies for all users and devices.”

## Collaboration

[Peter Bean](#), Collaboration Practice Manager at SHI, believes the next five years will totally and completely redefine how we work, collaborate, and communicate. This will be a challenge, but also a major opportunity for building technology stacks that are right for each individual organization:

“I would strongly suggest considering a hybrid approach to collaboration platforms; one size does not fit all users. Use this time of immense disruption to further your digital transformation strategy. End users are much more willing to do things differently than they ever have before. Don't wait for things to “go back to normal” to make the important changes to modernize your workforce.”

## Cost Optimization

[Neil Frodsham](#) is Global Director of IT Asset Management services at SHI. His top piece of advice for IT leaders around the world is to act quickly to get on top of the new technology usage:

“Most organizations had to respond to remote working needs extremely quickly, which meant usual ITAM processes were bypassed in the interest of speed. Now that this has been achieved, IT leaders need to go back and apply the right ITAM controls so that those investments do not become liabilities for the organization – whether that's adopting inventory practices that can cope with assets that never connect directly to the on-site corporate network, getting visibility into SaaS applications that were purchased by individual business units, or making sure that there are no compliance issues caused by changes in how on-premises and data center applications are being used.”

## **When You Need A Helpful IT Partner**

With 31 years of operational history under our belt and long-tenured staff that most IT solutions providers could only dream of, SHI has helped many organizations adapt and thrive in times of economic challenges. And while no one can say for sure what the “new normal” will look like, there's a comfort in dealing with an organization that understands the pressures customers are under and has a strong track record of being helpful when it matters most.

If you're starting to look at what comes next for your organization, or you're ready to take control of some of your hurried technology adoption from the first half of 2020, [speak to one of our 5,000 solutions experts today.](#)

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).



**During these uncertain times if you or someone you care about is unable to parent a newborn, **don't panic.****

**New Jersey has Safe Havens open 24/7/365**

Leave the baby with staff at any hospital emergency room, police station, fire station, ambulance, first aid or rescue squad.



**NO SHAME • NO BLAME • NO NAMES • SAFE • LEGAL • ANONYMOUS**

For more information, call **877-839-2339** or go to **[www.njsafehaven.org](http://www.njsafehaven.org)**



# 11 Benefits Of Digital Transformation For Local Government

by Evan Achiron, Director of Marketing & Communications for GovPilot

In an era characterized by rapid modernization, increased constituent expectations, shrinking budgets, and unpredictable outside disruptions, local governments' reliance on arcane paper-based processes drains its scarce resources and limits its ability to fully serve constituents

Here are eleven reasons for local governments to embrace digital transformation and go paperless by adopting a modern, cloud-based government management platform such as GovPilot.



## Constituent Experience

### *Improves Convenience*

Consumers in modern society are accustomed to the ease of shopping, ordering food, booking travel, banking, and more all from their screens. They expect to be able to conduct business online. Paperless processes provide constituents with on-demand access to applications, information and other services that traditionally require a trip to city hall. By digitizing operations, governments can more efficiently process claims, applications and license requests, resulting in higher constituent satisfaction.

### *Promotes Transparency*

Automated workflows promote transparency by automatically notifying constituents as each step of a government process is completed. Placing information in publicly searchable databases also saves government agencies time and money spent complying with open data requests.

## Efficiency and Productivity

### *Saves Employees Time*

When documents are stored in the cloud instead of in physical files, employees save time requesting documents from other departments, searching for misplaced reports and physically updating files. Inconveniences such as having to print notes from a meeting and physically deliver them to absentee coworkers can be eliminated through digital workflows.

When an inspector visits a property, he or she can view and update the property's file in real time via a mobile device. This cuts time needed to enter the data later and because the document is located in the cloud, all departments have immediate access to the updated information.

*continued on page 16*

# 11 Benefits Of Digital Transformation For Local Government *(continued)*

## ***Automates Tasks***

Document management automation cuts steps from a project's journey to produce quicker results of a higher quality. Digital workflows enable government employees to track a project's progress, automatically notify the correct people once a milestone is reached and create reminders so tasks are not stalled due to interdepartmental miscommunication. Digital forms, filled out by the public and employees, automatically populate databases with information, reducing the need for manual data entry.

## ***Data is Accessible***

With cloud storage, files can be located through simple queries, rather than through hours spent rummaging through civic archives. Case workers can access and update files from their mobile devices. Property-specific data can be retrieved in real time from the municipality's GIS platform, ensuring that every department has access to the most current information. Reports and analysis can automatically be generated in a matter of clicks.

## ***Unifies Departments***

With centralized documents, all departments work together from the same information. Data and information silos are eliminated. Employees across all departments can access, manage and make decisions based on current and accurate data. The incidence of costly human error is reduced and communication bottlenecks are removed, facilitating seamless interdepartmental collaboration.

## ***Business Continuity***

### ***Improves Cyber Security***

In the second half of 2019 alone there were 2,202 reported cyberattacks against local governments in the U.S. On-site servers are expensive to maintain and difficult to secure, and they've become the favorite target of cyber criminals who utilize ransomware to extract large sums of money from local governments. By transitioning to a cloud-based environment, records are stored securely and backed up several times per day. Maintenance and security costs are also eliminated, as the cloud provider becomes responsible for cybersecurity.

### ***Enables Remote Work & Business Continuity***

From the mundane to the truly catastrophic, disruptions are bound to happen. Whether a blizzard or flood that closes roads making it impossible for employees to drive to the office, or a global pandemic which forces a months-long remote work policy, local governments must be able to operate regardless.

If government offices are closed, can services continue to be delivered? Can constituents submit applications? Would paper documents and files be safe in the event of a fire or flood?

*continued on page 17*



# 11 Benefits Of Digital Transformation For Local Government *(continued)*

In an age of increased and more destructive natural disasters, local governments are the first to respond. Business continuity and responsiveness is critical. Forego paper and securely store critical information in the cloud. Enable employees to access crucial data, from any location, through any device, at any time.

[Digital transformation](#) is a critical component of resilience.

## **Revenue & Budget Friendly**

### ***Cuts Costs***

Digital document management eliminates the cost of printing and mailing documents to citizens. Online payment options also reduce transactions' processing costs. Increased productivity resulting from digitization defers cost over the workforce. Finally, the transition from on-site server-based platforms to cloud-based platforms can reduce maintenance and security costs.

### ***Generate Unrealized Revenue***

With records digitized and easily analyzed, employees can find opportunities to increase revenue for the budget. Are there 2,000 registered dog owners in your city? Pull a report and email a link for a \$25 annual renewal payment each year - which residents will be able to pay directly through your website. That's \$50,000 added to the budget.

### ***Saves Space***

Save on storage! A cloud-based storage system requires no physical space! Papers such as FOIA and OPRA documents that are legally required to be stored for seven years, can be stored in the cloud, rather than in rows of filing cabinets in office basements.

## **About GovPilot:**

GovPilot - named a GovTech 100 company for three consecutive years - is the leader in digital transformation for local governments. 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.

To learn more visit [www.govpilot.com](http://www.govpilot.com).  
Follow @GovPilot on Social.



## **Atlantic City Electric Takes Critical Step In Advancing Clean Energy Future With Smart Energy Network Proposal** - *Proposed upgrades would drive faster power restoration following major storms and enhance customer experience; open door for new clean energy programs and economic opportunities*

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

To meet the evolving energy needs of its customers and advance a clean energy future, Atlantic City Electric has proposed a major project to modernize and enhance the energy grid across its service area in southern New Jersey. In a filing today with the New Jersey Board of Public Utilities (BPU), the company outlined its plans to build a Smart Energy Network across the company's entire service area, including installing smart meters, also referred to as advanced metering infrastructure, and upgrading the local energy grid with specialized networking equipment.

These proposed upgrades will enhance the system's reliability and resiliency, improve customer service, and support new tools and programs to help customers save money and energy. The Smart Energy Network is seen as a critical step in the company's efforts to create a smarter energy infrastructure that can serve as a common platform, connecting customers and communities to smart technologies and new energy services.

"The Smart Energy Network is critical to connecting more customers to a variety of clean, reliable and affordable energy choices and helping New Jersey combat the effects of climate change," said Gary Stockbridge, Atlantic City Electric region president. "A modern energy grid, with the Smart Energy Network as its backbone, will pave the way for more solar energy installations, more robust energy efficiency programs, more charging infrastructure for electric vehicles, and more resilient energy infrastructure to help restore service for our customers faster following increasingly common severe weather events."

The Smart Energy Network will allow Atlantic City Electric to safely restore power to customer homes and businesses faster and more efficiently than ever before. In the event of a power outage, smart meters will alert the company and assist crews in identifying the cause and location of the outage. Using real-time data, Atlantic City Electric can better prioritize how to dispatch crews and plan restoration work, streamlining restoration efforts and restoring customers faster following major storms.

For example, during Tropical Storm Isaias, Atlantic City Electric had to rely on manually placing thousands of phone calls to confirm the status of a customer's service. This was often ineffective and, in many instances, led to dispatching restoration crews just to confirm that service had already been restored. In contrast, the team managing the Isaias storm response at Atlantic City Electric's sister company, Delmarva Power, where customers have smart meters, could see customer outages in real time. By remotely "pinging" the meter to determine whether a meter was on or not, Delmarva Power could accurately identify outages and efficiently dispatch restoration crews.

"Tropical Storm Isaias served as another reminder of the significant damage storms can cause in coastal and inland communities," said Marty Pagliughi, director, Cape May County Office of Emergency Management. "While Atlantic City Electric was in constant communication during Isaias and provided prompt and safe restoration for residents, the storm served as yet one more example of the need for New Jersey to hasten its efforts to install smart meters to aid in faster power restoration following major storms."

Under the Smart Energy Network proposal, Atlantic City Electric customers would benefit from several key upgrades, including:

- Enhanced reliability with faster and more efficient power restoration for customer homes or businesses, especially following increasingly common severe weather events.

*continued on page 19*

## ACE Takes Critical Step In Advancing Clean Energy Future With Smart Energy Network Proposal *(continued)*

- Improved bill management tools and new online features will enable customers to view more detailed energy use information in near real-time, allowing them to monitor their consumption to help save money and energy.
- More ability to help customers take control of their energy use and reduce usage during peak savings days, earning credits on their bill and helping the environment.
- Better integration of new clean energy technologies and services, including clean electric transportation, rooftop and community solar, and battery storage.
- Better customer experience through upgraded technology will improve billing operations, nearly eliminating the need for estimated billing.

The Smart Energy Network is expected to create numerous jobs for field technicians and support personnel for meter exchanges, as well as project management personnel and IT technicians for the installation of specialized networking equipment. This work will help power the state's economic recovery and lay a foundation for building the nation's leading clean energy economy in New Jersey.

"Infrastructure investment strengthens New Jersey's economy," said Jerry Keenan, executive vice president of Alliance for Action. "Atlantic City Electric's Smart Energy Network will help boost energy efficiency programs and ensure that we have the right technology to support more electric vehicle infrastructure and renewable energy, while also creating jobs in the clean energy sector and helping New Jersey's economic recovery from the COVID-19 pandemic."

Like other upgrades the company makes in the local energy grid, the cost associated with the implementation of the Smart Energy Network will be spread across Atlantic City Electric's customer base over a period of many years in order to achieve the reliability, resiliency and efficiency benefits while maintaining affordability. Building the network is expected to cost approximately \$220 million, or about \$4.27 on the monthly bill of a typical residential customer. The company's rigorous cost-benefit analysis shows that these costs will be offset by \$415 million in significant customer and operational benefits gained through operational efficiencies, energy efficiency and demand response programs, enhanced billing operations, voltage optimization, and other opportunities.

If approved by the BPU, the company anticipates beginning to build the Smart Energy Network in 2022. Meter exchanges would occur in four regional phases over the course of 21 months and Atlantic City Electric will work closely with its customers and communities regarding the meter exchange process.

Readers are encouraged to visit [The Source](#), 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://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.*



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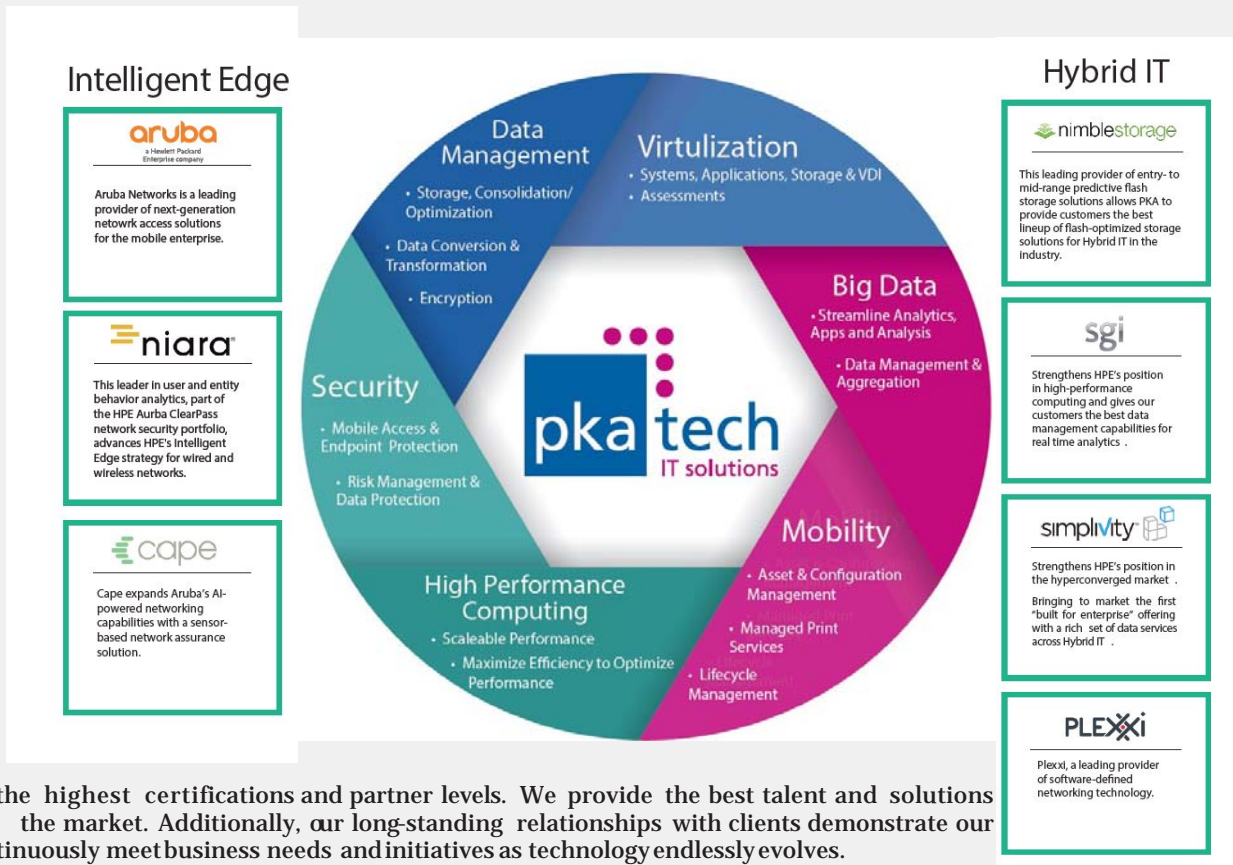
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## NACo Webinars

### NACo Tech Xchange—Annual Cyber Security Event Planning for October - What Can Your County Do?

September 2, 2020, 2:00 pm – 3:00 pm  
 Contact Rita Reynolds (202) 942– 4248 [rreynolds@naco.org](mailto:rreynolds@naco.org)  
[Register](#)



Join NACo's CTO to cover resources available for October – Cyber Security Month. Discussion will include how to effectively utilize the resources available at no cost from CISA (Department of Homeland Security) and how counties across the United States can join together on similar activities.

### New and Improved Live Healthy Prescription, Health and Dental Discount Program

Sep. 14, 2020 , 2:00 pm – 3:00 pm  
 Contact John Losh (202) 661-8832 [jlosh@naco.org](mailto:jlosh@naco.org)  
[Register](#)

Join NACo to learn how the Live Healthy Prescription, Health and Dental Discount Program has been enhanced for participating counties and our residents. Now more than ever, saving feels better.

Residents now have access to increased Rx savings, additional opportunities to save and a new telemedicine service. Counties can now customize the program marketing materials with a self-service portal with quicker fulfillment service. The Live Healthy Discount Program is provided at no cost to NACo members and has saved county residents over \$713 million since 2004.

### NACo Tech Xchange: Fall Virtual CIO Forum Series

Sept. 16 | Oct. 15 | Nov. 18  
[Register](#)

Click [here](#) to view agenda

The CIO Forum, normally held during the NACo Legislative and Annual Conferences, is now pivoting to a virtual opportunity!

Join NACo this fall for a three part CIO Forum Series. Each day will be focused around a theme of Innovation. Below is the agenda for September 16, with a theme of 'Pivoting During Crisis'. We hope to see you there. There will be opportunities for networking, digital trivia and hearing success stories from both counties and NACo Corporate Partners.

- PIVOTING DURING CRISIS – Sept. 16
- CYBER – Oct. 15
- DATA GOVERNANCE – Nov. 18





## OMNIA PARTNERS COVID-19 RESOURCES

In this time of uncertainty, we know procurement teams are working tirelessly to address their school and public agency needs but are hindered by their availability to procure the necessary products and services, including personal protective equipment.

OMNIA Partners, a cooperative purchasing organization that provides government and educational institutions access to a large portfolio of competitively solicited contracts from industry-leading suppliers, has assembled a task force to address your evolving needs during this time. This task force is working with the executive teams of our supplier partners to assist in the deployment of their COVID-19 plans.

### OFFERINGS IN OUR PORTFOLIO



**CLEANING & DISINFECTING SERVICES:**  
 Deep Cleaning Services  
 Surface Disinfectant & Sanitizer Spray Service  
 Laundered Apparel  
 Turnkey Emergency Services



**PPE & FACILITY SOLUTIONS:**  
 Masks, Gloves, Gowns & Kits  
 Thermometers & Digital Scanners  
 Plexiglass Barriers  
 Air Filtration Systems  
 Modular Buildings  
 Elevator/Escalator Sanitization



**CLEANING & DISINFECTING PRODUCTS:**  
 Surface Cleaners  
 Exterior Antimicrobial Disinfectants  
 Touch-free Sanitation (Interior & Exterior)  
 Spray Nozzles & Pumps for Hand Sanitizer



**FOOD:**  
 Self-Contained Lunch Packages  
 Single-Serve Condiments  
 ToGo Packaging  
 Culinary Sanitation



**TECHNOLOGY PRODUCTS:**  
 Hardware/Software  
 Audio/Visual  
 Remote Learning/Working Solutions  
 Educational Software  
 Zero-Touch Devices  
 Cloud Solutions



**FURNITURE:**  
 Mobile Cubes & Walls  
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 Outdoor Classroom Solutions  
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## Nationwide Economics

# Weekly Economic Review & Outlook for August 24, 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

#### **The housing market is back**

Existing home sales had outsized growth for a second straight month in July, jumping by 24.7 percent and breaking the record for a one-month increase set just a month earlier (June's growth was 20.7 percent). July's annualized pace of sales climbed to 5.86 million units, beating pre-COVID levels early in the year. In fact, July's pace was the highest since December 2006, and total home sales (new plus existing) are expected to be at their highest level since that same month (pending the new home sales number this week).

The quick rebound in existing home sales (and home sales in general) has been driven by positive demographics, mortgage rates at record lows, and an additional 9.3 million jobs in the economy since the height of the shutdown. There may also be an element of migration away from crowded urban areas to more suburban or rural areas in order to have more "space." The pandemic is making this more possible as domicile and job location become increasingly divorced due to a rising number of permanent work-from-home jobs. Growth in existing sales continues to be limited on the supply side, however, where homes on the market have been close to an all-time low all year and were down by 21 percent from a year ago in July.

While the recent record pace of sales growth is unlikely to persist, the level of home sales could increase in coming months. When sales were close to this level early in 2020, mortgage rates were about 50 basis points higher than today and there were 13 million more employed persons in the labor market. Extremely low mortgage rates are likely to persist for a sustained period while the labor market should continue to tighten, albeit at a slower pace than we've seen in the past few months. With therapeutics/vaccines on the way, these factors should help growth in the housing market continue this year. Even after the significant blows to home sales from the economic shutdown (32 percent peak-to-trough decline for existing home sales; 26 percent for new), only a small year-over-year decline in home sales is now expected through the end of 2020.

#### **Housing starts jump again**

Housing starts rose by 22.6 percent in July to an annualized pace of 1.5 million units. The growth for July was the strongest in nearly four years and the third highest in over 30 years. After a second straight month of very strong growth, the pace of starts is now up to roughly where it was before the COVID recession, and up by 23.4 percent from July 2019.

The increase in July starts was broad-based, but multifamily units had their largest monthly increase in nearly 10 years. The surge in starts will help with the ongoing tight supplies of existing homes for sale, but homebuilders simply can't construct enough new homes to offset the overall supply shortage. This suggests that home price gains will continue to be positive, if not strong, despite the COVID recession. The only dark spot on the housing horizon, and it could be a big one, is the recent jump in mortgage delinquencies from homeowners who have lost jobs.

*continued on page 24*

## Nationwide Economics *(continued)*

### The Week Ahead

This is a busy week for economic news. It includes July updates for new home sales, durable goods orders, revisions to 2020!2 GDP, personal income and spending (*including the broad PCE inflation*), as well as consumer confidence and sentiment for August.

### **As strong housing demand persists, new home sales should climb higher**

Fresh off the highest reading since 2007, we expect that new home sales rose further for July. Conditions are particularly favorable for home sales, with mortgage rates hovering around an all-time low, a rapidly improving employment picture, and increasing demand for “space.” Additionally, the NAHB housing market index and MBA builder application survey—measures of expectations of new home sales activity—both hit or tied record highs in July, helped also by a record low supply of existing home for sale. We project the annualized pace of new home sales for July to rise to 785,000 units, setting a 13-year high for the second straight month.

### **Another month of solid growth expected for durable goods**

Durable goods orders have risen dramatically over the past two months as the world economy has started to rebound, but room for growth remains as the year-over-year change in June still stood at -12.5 percent. Even after two straight record-setting months, orders of motor vehicles and parts are still rebounding from the shutdown (which saw many manufacturers stop production, consequently hitting orders), and further strong growth is expected for July. The new orders component of the ISM manufacturing index jumped to a strong 61.5 for July, the highest level in about two years. Aircraft manufacturers had another bad month, however, and that will hold down any gain in orders. We project durable goods orders to grow by 3.6 percent for July, somewhat slower than recent months but still a solid number.

### **Consumer spending likely to be strong again**

After two months of unprecedented growth, personal consumption expenditures (PCE) remain at a relatively low level (June’s level of PCE was still only about that of early 2018). Even with an uptick in new virus cases in July, the service sector mostly avoided re-closing (although with some additional regulations in many places). Retail sales for the month have already been reported as rising by a solid 1.2 percent, suggesting an increase in PCE. We project PCE growth for July to slow to a still strong 3.7 percent, which would have been a record prior to the current recovery.

Core inflation—the PCE price index less the volatile food and energy components—should track roughly with the consumer price index, which showed substantial price growth for services earlier this month. We project core inflation for July to rise by 0.5 percent, which would be the highest number since October 2001. While this strong pace is unlikely to continue, underlying inflation may be a bit strong than expected, given stability in median and mean inflation series.

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).





# T-Mobile and Sprint Merge Together To Create The New T-Mobile!

by Francesca Rodriguez, Account Manager, Government Program, NJ for T-Mobile

Combining Sprint's network with ours, we'll have a single network with more towers, engineers, and bandwidth than ever before. That means our network will have the reliability for business needs and be available from rural communities to big cities and beyond.

## Connecting Students Across the Country

T-Mobile is working with school districts in the country to quickly get internet access to students in need. With on-going concerns on how to keep educators and students connected outside of the classroom, T-Mobile for Education is committed to helping schools and school districts enable connectivity fast. The EmpowerED 2.0 program aims to narrow America's digital divide by providing wireless devices and service plans to eligible schools and their students.

## Connecting Hero's Across the Country

The Un-carrier's 10-year commitment to provide free service and 5G access to first responder agencies - all public and non-profit state and local fire, police and EMS departments - saving them up to \$7 billion.

## The T-Mobile Perks Employee Program:

Switch to T-Mobile and get the Unlimited Premium Plan discounted monthly!

T-Mobile offers the program for Government Employees.

Additional information may be found at this link: <https://t-mo.co/39z4cQU>  
or contact [Francesca.Rodriguez70@T-Mobile.com](mailto:Francesca.Rodriguez70@T-Mobile.com)



## ***SHARE THE NEWS!***

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

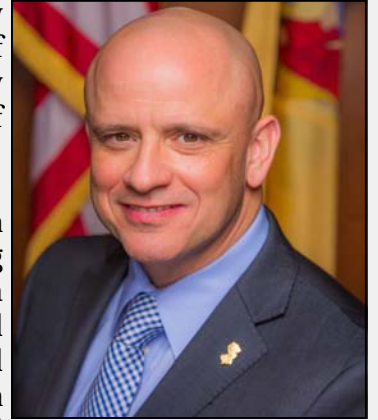
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**(609) 394-3467**  
**[loren@njac.org](mailto:loren@njac.org)**



## FROM THE EXECUTIVE DIRECTOR

The New Jersey Association of Counties (NJAC) is pleased to induct Union County Freeholder Angel Estrada and Salem County Freeholder Lee R. Ware into the Class of 2020 Freeholder Hall of Fame for their leadership, commitment to county government, and 20 years of public service as elected freeholders in the great State of New Jersey.

Angel Estrada is currently the Vice Chairman of the Union County Board of Chosen Freeholders and was the first Latino elected to the Freeholder Board in 1999 having previously served on the Elizabeth School Board of Education. Freeholder Estrada served as Chairman of the Freeholder Board in 2008 and Vice Chairman in 2003 and 2007 presiding over the expansion of shared services, workforce competitiveness, and open space preservation. Freeholder Estrada also served as Chairman of the North Jersey Transportation Authority (NJTPA) from 2017-2019 securing federal transportation dollars for vital transportation projects in Union County. He was also a member of the Elizabeth Housing Authority, the Selective Service System, the National Association of Hispanic Officials, and a Board Member of NJAC. Freeholder Estrada emigrated from Cuba to the United States 59 years ago and has made Elizabeth his home ever since along with his wife Teresa, three children, and three grandchildren.



**John G. Donnadio, Esq.**

Lee Ware is serving in his 20<sup>th</sup> year as a member of the Salem County Board of Chosen Freeholders having led the Board as its Director for six of those years. Freeholder Ware is currently Chairman of Salem County's Agricultural/Tourism Committee and serves on the Board's health, human services, and education committees. Freeholder Ware is a retired educator of 38 years from the Woodstown school system and is a hall of fame high school baseball coach having led the Woodies to a South Jersey record in wins. Freeholder Ware was twice named All South Jersey Coach of the Year and is a member of the Salem County Sports Hall of Fame, the Rowan University Sports Hall of Fame, and the South Jersey Baseball Coaches Hall of Fame. Freeholder Ware is also a member of the Salem County Community College Board of School Estimates and the Salem County Improvement Authority. Freeholder Ware is son of the late Preston and Minnie Ware and has three children and seven grandchildren.

NJAC will honor freeholders Estrada and Ware at upcoming board of chosen freeholder meetings in their respective counties as they join last year's inaugural class of outstanding public servants and leaders. NJAC is committed to advocating for legislation, regulations, and policy directives that empower county governments to operate more effectively and efficiently. As a non-partisan organization that represents the only true regional form of government in the State with a unified and proactive voice, NJAC is committed to advancing innovative programs and initiatives that enhance the level of service provided and save valuable taxpayer dollars. Please visit [www.njac.org](http://www.njac.org) for additional details or contact John Donnadio at 609-394-3467 with any questions or concerns.

# CONGRATULATIONS!

# SPECIAL HOLIDAYS & THINGS TO DO!

SUN	MON	TUES	WED	THURS	FRI	SAT
		1	2 Highlands Natural Pool 9/5-9/97 12 p.m. - 6 p.m. Ringwood Passaic County	3 Movie Tenet 9/4 Time: TBD Delsea Drive-In Vineland Cumberland County	4 Concert Series South 47 4 p.m. - 6 p.m. Rowan Blvd Glassboro Gloucester County	5 Atco Battles Alzheimer's 6 11 a.m. - 7 p.m. Battleship NJ Camden Camden County
6 Boat Tours of the Manasquan Reservoir 9/5 - 9/7 2 p.m. - 6 p.m. Manasquan Reservoir Howell Monmouth County	7 	8 Annual Car Show 9/7 6 p.m. - 9 p.m. Memorial Park Ridgewood Bergen County	9 Mountain Creek ZIP Tours Mountain Creek Resort Vernon Sussex County	10 St. Bart's 5K 9/12 8 a.m. FREE St. Bart's Scotch Plains Union County		12 Summer Stage 6 p.m. - 9 p.m. Downtown Somerville Somerset County
13	14	15 MiniGolf Safari 2 p.m. - 7 p.m. South Mountain Recreation Complex West Orange Essex County	16 The Best of Princeton Smart Phone Self Guided Tour 10 a.m. - 10 p.m. Princeton Tour Co. Princeton Mercer County	17	18 Fire Pit Friday 5:30 p.m. - 9 p.m. Willow Creek Winery West Cape May Cape May County	19 Farmers Market 8:30 a.m. - 1:00 p.m. Community Agriculture Center Moorestown Burlington County
20	21 Salvation Army Golf Outing 9/22 1 p.m. Morris County Golf Club Morristown Morris County	22  6 a.m. - 10 p.m. Jersey City Hudson County	23 Art on the Boardwalk 6 a.m. - 4 p.m. Golden Nugget Flea Market—Pavilion Lambertville Hunterdon County	24	25 Auburn Road Vineyard & Winery 9/26 7 p.m. - 9 p.m. Reservations Required Pilesgrove Salem County	26 Bungalow Beach Boardwalk 5 Miler 8 a.m. Atlantic City Boardwalk Atlantic City Atlantic County
27 Ocean County & Waterfowling Show 9/26-9/27 7 a.m. - 5 p.m. Tuckerton Seaport & Baymen's Museum Tuckerton Ocean County	28	29 Community Farmers Market 10 a.m. - 2 p.m. NBCFM Market Pavilion New Brunswick Middlesex County	30 Twin Rivers Tubing 10 a.m. - 5 p.m. On the River Phillipsburg Warren County			