

NJAC COUNTY BIZ

An Educational and Informative Newsletter for Counties and Businesses

New Jersey Association of Counties

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Help Protect Employee Data With Outsourced Verifications

by Kevin Kuhn, Strategic Account Executive for EQUIFAX, Inc.



Across the US, employers are seeing the volume of income and employment verification requests going up. Historic low interest rates, increased applications for government assistance programs, and the need for employees to find new and additional employment in the wake of the COVID-19 pandemic are just a few factors driving the increase.

Unfortunately, fraudsters see opportunity in this volume increase, and with many HR teams working remotely, the possibility to exploit process gaps grows. As an employer, protecting employee data is paramount. A task as seemingly simple as responding to verification requests from banks, mortgage companies, background screeners, and government entities may be adding unnecessary risk for your organization. For example, if you are not confirming the identity of the inquirer and the validity of the request, you could be unintentionally passing information to a bad actor. And, as with most social engineering or phishing scams, it might not be one particular data point that causes liability, but in combination with other data the resulting action to your employee can be harmful.

Some employers go to great lengths to validate verification requesters, requiring verifiers to submit requests on company letterhead or requesting a copy of the application the employee has completed, for example. But, by far, one of the easiest ways to help eliminate this threat is to outsource verifications handling to a specialty credit reporting agency (CRA).

Reputable CRAs offer employers and their employees more peace of mind, as CRAs are obligated by law to follow practices that help protect employee data. CRAs are subject to the requirements of the Fair Credit Reporting Act (FCRA). This federal legislation helps ensure fairness, accuracy and privacy of the personal information contained in CRA files, and provides guidelines on what can be shared and for what reasons

How The Work Number® Can Help

Over one million employers have chosen to outsource their verifications to The Work Number® from Equifax, a specialty CRA compliant with the FCRA. Taking this step allows employers to refocus their internal resources and helps remove some of the inherent risk associated with the verification process.

The Work Number helps to protect employers and employees in the following ways:

- Permissible Purpose – Verifiers must certify they have a permissible purpose, as defined by the FCRA, for requesting the verification of an employee's personal information

continued on page 2

INSIDE THIS EDITION:

- Pg. 1 Help Protect Employee Data With Outsourced Verifications
- Pg. 2 Welcome Our New Members
- Pg. 3 Keszi Launches Vaccine Registration Portal
- Pg. 4 Moving Forward In Our New Normal!
- Pg. 5 Building a 21st Century Child Welfare System Principled in Race Equity
- Pg. 6 The Value of Real Time Data
- Pg. 7 Ocean Ride Receives Humanitarian Award
- Pg. 8 NJAC Virtual Workshop Series
- Pg. 10 ACE Offers Programs & Assistance
- Pg. 12 Grant Opportunities
- Pg. 14 \$240 Billion For Public Sector Tech Initiatives
- Pg. 16 OMNIA Partners
- Pg. 17 NACo Webinars
- Pg. 19 Nationwide Economics
- Pg. 21 PKA Tech
- Pg. 22 Message from the NJAC Executive Director
- Pg. 23 Special Holidays & Unique Days!

Help Protect Employee Data With Outsourced Verifications

(continued)

- Credentialing - Equifax validates the legitimacy of each verifier client before they can access The Work Number
- Authentication - Individual user level credentials provide insight into not only the verifying organization, but also the individual agent behind every data request
- Periodic Audits – Equifax performs random audits of its verifiers to help ensure proper use of data
- Data Security - With more than \$1.25B invested in security and platform enhancements across Equifax in 2018-2020, protecting client data is a top focus of Equifax

Learn more how [Income and Employment Verifications](#) from The Work Number can help offer increased efficiencies and improved employee data protections— all at no cost to employers or employees—[today](#).



WELCOME TO OUR NEW MEMBERS

Witt O'Brien's specializes in crisis and emergency management. Since the beginning of the COVID-19 pandemic, we have helped more than 70 communities across the nation with COVID-19 Federal funding. Clients include states and counties alike, both large and small, but all are seeking the same outcome – to provide the much needed economic relief to their communities and residents – and we help them do just that. Visit our website if you need assistance with [Emergency Rental Assistance Program](#) implementation or with a [Coronavirus Relief Fund](#) diagnostic.

If you would like to learn more about Witt O'Brien's LLC please contact Ryan Mahoney at (202) 585-0780 or via e-mail at rmahoney@wittobriens.com.

WITT O'BRIEN'S
PART OF THE **SEACOR** FAMILY

Kesz1 Technologies offers a technology solution with COVID-19 testing and vaccine portals. We are a full service digital production company delivering creative and innovative solutions to our clients, from design, development and delivery. Our expertise will ensure that project objectives are met, expectations are exceeded and budgets are always in-line.

If you would like to learn more about Kesz1 please contact Michael Keszowski, President at (973) 786-1105 and please visit page 3 of the [NJAC County Biz](#) to learn more about our COVID-19 Vaccine Registration Portal.

KESZ1
TECHNOLOGIES

New Jersey-Based Technology Firm Kesz1 Technologies, LLC Launches COVID-19 Vaccine Registration Portal

by Michael Kezkowski, President for Kesz1 Technologies, LLC

With the implementation of vaccinations to prevent the spread of COVID-19 advancing across the State, Kesz1 Technologies, LLC has developed and launched an online vaccination scheduling system which is being used by local governments across New Jersey. The portal developed by Kesz1 is providing local governments with a turnkey appointment scheduling solution, the first vaccination portal developed in New Jersey.

As New Jersey proceeds through the Phased Allocation of COVID-19 vaccines, this solution includes a pre-screening questionnaire to ensure the eligibility of applicants prior to registering. The vaccination portal provides users with the ability to book a vaccination appointment in real time for their first vaccination dose. Users can also register for e-mail and SMS notification reminders of their vaccination appointment. For local governments, the vaccination portal provides them with the ability to manage vaccinations, locations and vaccination dates. The vaccination portal also includes an integrated insurance claims management system to allow for the ease and convenience of both registrants and local governments.

The vaccination portal developed by Kesz1 Technologies provides the technology for the efficient operation of vaccination sites. Patients visiting vaccination sites can utilize a contactless Mobile QR Code check-in and check-out process. Further the check-out process also allows patients to automatically schedule their second appointment for the final vaccination immediately after completing the check-out process. The solution developed by Kesz1 Technologies is fully compliant with the Health Insurance Portability and Accountability Act (HIPAA) and provides integration with the New Jersey Immunization Information System (NJIIS).

“Over the past year, the COVID-19 pandemic has changed our lives forever, but with the approval and release of COVID-19 vaccines, help is on the way,” said Michael Kezkowski, President of Kesz1 Technologies, LLC. “The development of this vaccination portal will allow for the efficient registration of patients seeking the COVID-19 vaccine while reducing the workload which the registration process would place on local governments. Our team has worked tirelessly and closely with local governments to allow for the seamless implementation of vaccination portals which can handle the volume of registrants necessary to combat the COVID-19 pandemic.

ABOUT KESZ1 TECHNOLOGIES, LLC.

Kesz1 is a full-service digital production company delivering creative and innovative solutions. With over 20 years of experience, Kesz1's products and services span across many industries including Government, Financial, Education, Pharmaceutical and more.

For more information, visit our website at: www.kesz1.com



The New Jersey Division of Children and Family Services recently added new titles related to Internet Safety, Social Media, Parenting, Grandparenting, Single parenting, Teen parenting, Talking to adolescents about sex, Teen behavior, Special needs children, Violence, Bullying, Anger Management, Smoking/Vaping (younger kids and teens), an Activity Book for young children (“good touch/bad touch”), and Preparing for emergencies/disasters. This link will take you to the area of our website where you can explore and order our materials. <https://www.nj.gov/dcf/news/publications/> Use the “Publications Order Form”.

Also, on these pages (but for download only), are info-graphics on Covid-19 and Race Equity. For these and all publications, use the channels on the right.

Moving Forward In Our New Normal!

by Stacey Collier, Marketing Communications Specialist for GovDeals



Last year, businesses and government entities alike had to make significant changes to their selling processes and surplus disposal plans. As 2021 gets into full swing these “new normal” practices will now be more important than ever for counties to have a profitable, safe, and successful year. GovDeals.com, a leading online auction platform for government agencies, is dedicated to assisting our sellers in getting their assets sold, while adhering to all safety restrictions. Many counties and states are reimplementing restrictions on public gatherings, and building capacities, which can have a direct effect on the sale of surplus goods. By choosing to sell these assets on an online platform, counties and other government agencies can still conduct crucial business while staying safe.

At GovDeals we strive to continuously keep our staff, sellers and buyers as safe as possible at all times. We have implemented several practices and policies to aid our sellers in conducting safe business practices, including the transfer of merchandise. Counties that sell on our platform enjoy remote virtual training, electronic payment collection and electronic document exchanges, just to name a few. These electronic processes aid in continuing social distance practices, reducing face-to-face interaction.

After an auction has been conducted and the sale concluded, some face-to-face interaction will be required to make the final exchanges of product with the buyer. We advise counties that sell with us to exchange merchandise on your premises, and follow these basic safety practices:

- *All buyers must wear a mask at all times.*
- *Buyers must follow proper social distancing etiquette (6 feet / 2 meters away, etc.) from all employees.*
- *Buyers must follow any additional requirements and policies and protocols that are determined necessary for the safety of all visitors.*

Online sales and transactions have steadily been on the rise for several years, and last year has expedited that shift. More than ever, buyers are turning to online platforms to make large purchases such as Vehicles, Heavy Equipment, Real Estate and Buildings. GovDeals.com, with over 20 years’ experience in online auction sales, has vast experience in selling large ticket items to our nearly 1 million registered bidders.

If your county has surplus or seized assets that they are ready to sell contact Mike Baker, Northeast Representative at 609-713-7888 or by email at mbaker@govdeals.com to find out more details on how your agency can utilize our partnership with the GovDeals platform through our partnership with the New Jersey Association of Counties.

Or visit GovDeals.com/BecomeaSeller to sign on as a seller today!

GovDeals.com
Online Government Surplus Auctions

Building a 21st Century Child Welfare System Principled In Race Equity

by Christine Norbut Beyer, MSW, Commissioner for New Jersey Department of Children and Families (NJDCF)

During Black History Month and at all times, the New Jersey Department of Children and Families (NJDCF) believes that Black Lives Matter. We recognize that there has always been inequity in the child welfare system and that nationally – as well as in New Jersey – children of color are disproportionately placed in out-of-home care through child welfare and behavioral health systems. They also stay longer in out-of-home placement than their white and Latinx peers. And while there have been past efforts in New Jersey to address this inequity in the system, racial inequity remains pervasive and persistent.

This has been an ongoing issue for child welfare agencies nationally, even more so as racial and social justice movements raise awareness about the impact of structural and systemic racism facing Black families. To course correct, NJDCF included race equity as a core component in its 2019-2021 [NJ DCF Strategic Plan](#). These hard and uncomfortable discussions about race and equity are necessary for change to take hold. We are affirming our commitment to Black families and cultivating transparency and trust in a variety of ways.

NJDCF mapped the geographic distribution of current child protection reports to historical geographic zones that were “redlined” by the Home Owners’ Loan Corporation in the 1930s. This gave us a compelling sense of how racist policies of the past continue to impact families and communities today. NJDCF created a Race Equity Steering Committee and with financial support from Casey Family Programs, engaged race equity and child welfare expert, Dr. Carol Spigner, from the University of Pennsylvania, to work with NJDCF leadership to identify, acknowledge and rectify racial disparities.

Among the internal changes taking place, we are examining racial disparity county by county through a deep dive into child welfare data. These reviews allow staff to monitor removals, placements, policies and to self-correct, to reflect the department’s values and priorities.

Additionally, we are revising policies regarding background checks for kinship caregivers to keep children connected to their biological families. Kinship placement helps to ensure if an out-of-home placement is necessary for the child’s safety, it occurs in familiar surroundings, with a higher likelihood of reunification. The department has also posted for the position of Executive Director, Office of Diversity, Equity and Inclusion, as well as created a Diversity Officer in Human Resources.

On multiple occasions, NJDCF has publicly taken a stand for equity and inclusion, and against racism. First, because it is the right and value-centered thing to do. And second, because it is the only way to change the narrative around our work and to gain the trust and respect of the families we serve. At a time when families need it most, we want to acknowledge their struggle and our country’s harsh history so that we can advance meaningful efforts towards healing and reconciliation. This acknowledgement and transformation is necessary for every government and non-government agency to advance fully inclusive services to all residents and families in New Jersey. We invite our partners and stakeholders to join us in this vital work.

For more information about NJDCF’s race equity work, see [this website](#). Additionally, this Data Hub is sortable by county: [NJ Child Welfare Data Hub](#).



The Value Of Real Time Data

by Michael Galello, Industry Marketing Manager, Public Sector for Ultimate Kronos Group (UKG)

Cities across the country have experienced tremendous efficiency gains — and it’s all powered by data. Now, governments are facing budget cuts, layoffs, and furloughs. Utilizing all the data that a government has available is critical. As you shape the next generation of government, it’s important to take advantage of new technologies that can help reduce costs and preserve citizen services.

Each organization has unique challenges and data is crucial to making the best decisions.

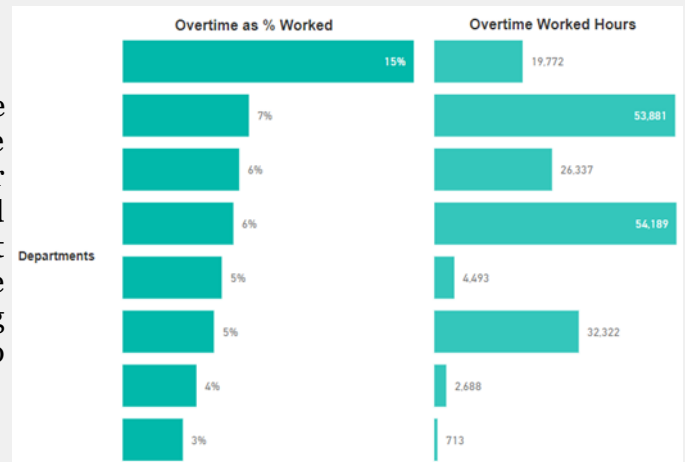
What data is important to you?

Overtime has always been a challenge in the public sector. Have your overtime costs increased? Before resorting to blind cuts across the board, consider using real-time labor data to help identify problem areas. Workforce Dimensions dashboards allow organizations to spot trends, outliers and patterns that could be impacting overtime.

Did you know that some of the biggest culprits of overtime spikes are unplanned absences, scheduling problems, and unused capacity? You must have visibility into employees’ worked hours, schedules, and absences to be able to control overtime. Looking at the data from all angles could be the key to bringing costs down.

Drilling down to find insights

Making informed decisions is impossible without real-time data to back them up. For example, one government that we worked with knew that one department was responsible for the lion’s share of the overtime hours worked. They analyzed the data through dashboards to look at things a different way. Looking at overtime as a percent worked enabled the agency to identify many overtime hours that were coming from three other departments. This allowed them to dig into the outliers and find actionable solutions.



Why is overtime so troublesome?

Overtime isn’t always bad, and it can be used as a strategic tool. For instance, offer overtime when you need a specific set of skills to complete a task or an unforeseen issue occurs. Most employees will tell you they like to occasionally get overtime. However, it’s the unplanned, incidental, and excessive overtime that causes trouble. Those are the stories that create bad press.

There’s little chance you will ever eliminate overtime. However, if your leadership team had real-time visibility into the data needed to make critical business decisions, they could select the best candidate to fill shifts that take three crucial priorities into consideration:

Who is available, qualified, and certified. Better control of overtime becomes much simpler with an automated workforce management system.

A real-time solution allows your agency to gain valuable insight into your organization’s performance. This insight can help your organization make informed decisions, implement strategic initiatives, and ask the right questions. This in turn will help the organization look for areas of improvement and give you the confidence to make decisions about what is right for your organization.

continued on page 7

The Value Of Real Time Data *(continued)*

In the heart of all the budget instability, there will be a significant opportunity to create strategic partnerships to help government agencies with implementing best-practice workforce management strategies to obtain efficiencies and gains needed to maintain critical public services.

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



Ocean County Ride Receives Caregiver Volunteers Of Central New Jersey Humanitarian Award

by Donna E. Flynn, Public Information Director for the County of Ocean

Ocean Ride, Ocean County's transportation and bus service, was honored with the Humanitarian Award from the Caregiver Volunteers of Central Jersey for its efforts in providing vital transportation assistance to elderly and vulnerable residents. In presenting the award, Megan O'Keefe, Executive Director, Caregiver Volunteers of Central Jersey and Fran Pannella, Director Alzheimer's Respite Care, Caregiver Volunteers of Central Jersey, commended the department and the Ocean County Board of Commissioners for maintaining transportation during the COVID-19 pandemic. The Director of the Ocean County Board of Commissioners Gary Quinn said the award, coming from a volunteer organization, "means a tremendous amount to us." Quinn also thanked Transportation Director Dave Fitzgerald and his staff for going "above and beyond" during the continuing COVID crisis.



Photo left to right:

*Jim Hand, Division Director, Ocean County Department of Transportation Services, Ocean Ride.
 Laurette Marshalleck, Project Manager, County Department of Transportation Services, Ocean Ride.
 Walter Preston, Chairman, Ocean County Transportation Advisory Committee .
 Dave Fitzgerald, Director, Ocean County Department of Transportation Services, Ocean Ride.
 Megan O'Keefe, Executive Director, Caregiver Volunteers of Central Jersey.
 Fran Pannella, Director Alzheimer's Respite Care, Caregiver Volunteers of Central Jersey.
 Gary Quinn, Director, Ocean County Board of Commissioners and Ocean*

COVID-19 Virtual Workshop Series 2021

Workshop Summaries

- Vaccine Distribution by County Governments *10:00 a.m. 02/24*
- Federal Funding and Capitol Hill Update *10:00 a.m. 03/03*
- Mandatory COVID-19 Vaccination and Testing by Employers *10:00 a.m. 03/10*
- Medication Assisted Treatment Services at County Jails *10:00 a.m. 03/17*
- Vote-by-Mail and other Election Challenges *10:00 a.m. 03/24*
- Mental Health Resources during a Public Health Emergency *10:00 a.m. 03/31*
- The Future of Foreclosure Sales *10:00 a.m. 04/07*

VACCINE DISTRIBUTION BY COUNTY GOVERNMENTS

10:00 a.m. February 24, 2021

This virtual workshop will provide unique insights and valuable lessons learned on how county governments administered the COVID-19 vaccine despite significant challenges with supply and demand, scheduling and record keeping, storage and distribution, insurance billing, securing vaccinators, general logistics and operations, and funding. The workshop will also provide an overview of how county governments continued to offer COVID-19 testing to all residents, while delivering essential services in an effective and efficient manner.

FEDERAL FUNDING AND CAPITOL HILL UPDATE

10:00 a.m. March 3, 2021

This virtual presentation, conducted by the National Association of Counties (NACo), will analyze the "COVID-19 Relief & Omnibus Spending Package" and will include county related details on new federal monies for vaccine distribution, rental assistance and housing, testing, unemployment benefits, transportation, mental health, substance abuse, and more. The presentation will also provide an overview of the Biden Administration's \$1.9 trillion COVID-19 "American Rescue Plan" and what the plan could mean for county governments.

MANDATORY COVID-19 VACCINATION AND TESTING BY EMPLOYERS

10:00 a.m. March 10, 2021

This virtual session will review the recent guidance promulgated by the U.S. Equal Opportunity Commission (EEOC), which generally provides employers with the discretion to require that employees receive COVID-19 vaccinations as a workplace safety measure. The session will also review how employers must consider various exemptions for medical, religious, or other reasons and should anticipate legal challenges and grievances from labor for both mandatory vaccinations and COVID-19 testing.

continued on page 9

COVID-19 Virtual Workshop Series 2021 *(continued)*

MEDICATION ASSISTED TREATMENT SERVICES AT COUNTY JAILS

10:00 a.m. March 17, 2021

This virtual seminar will provide an overview of the Pew Charitable Trust's Substance Use Prevention and Treatment Initiative (SUPTI) to implement Medications for Opioid use Disorder (MOUD) to individuals struggling with opioid addiction in county jails. As medication assisted treatment remains the clinical standard of care for opioid addiction, this program will discuss the success of (MOUD) in correctional-facilities and the need for community partnerships to ensure that treatment continues following an individual's release from incarceration.

VOTE-BY-MAIL AND OTHER ELECTION CHALLENGES

10:00 a.m. March 24, 2021

This virtual workshop will examine the challenges with conducting all vote-by-mail elections in the 2020 primary and general elections, where county clerks and board of election officials successfully navigated an overwhelmed Statewide Voter Registration System, securing and managing ballot drop boxes, polling station safety protocols, voter education, and the increased costs associated with mailing and processing vote-by-mail ballots. This workshop will also review legislative proposals to require in-person early voting.

MENTAL HEALTH RESOURCES DURING A PUBLIC HEALTH EMERGENCY

10:00 a.m. March 31, 2021

This virtual presentation will review the necessary resources for providing critical support to individuals struggling with mental health issues during a public health emergency and in times of disaster. The session will examine how county governments, through their departments of human services and mental health administrators, work in collaboration with the New Jersey Division of Mental Health and Addiction Services (NJDMHAS), mental health professionals, and other community stakeholders to make available a wide range of services for those in need.

THE FUTURE OF FORECLOSURE SALES

10:00 a.m. April 7, 2021

This virtual workshop session will explore how sheriff offices and county counsels may proceed with conducting foreclosure sales on vacant and abandoned properties in compliance with executive orders that impose restrictions on indoor gatherings. The session will also address the challenges the court system will undoubtedly face when executive orders that prohibit landlords from evicting tenants during a declared public health emergency expire and the future of conducting online auctions through a web-based platform.

Please make sure to complete the general registration form, and hosting opportunities by clicking [here](#), and note that prior to each workshop, NJAC will send directions on how to access each session to all registered individuals.

Atlantic City Electric Reminds Customers Of Important Programs And Assistance Available To Aid Those Who Are Behind On Their Energy Bills

by Frank Tedesco, Senior Communications Specialist for Atlantic City Electric

Atlantic City Electric is reminding customers who may be financially impacted by the COVID-19 pandemic, to contact the company now to establish payment arrangements and get connected to customer assistance programs that can help get their accounts up to date. Atlantic City Electric recognizes the ongoing financial challenges some customers are facing as a result of the pandemic and is committed to working with customers individually to help with the continuation of their electric service.

The most important step that customers who are past due on their Atlantic City Electric bill can take is to call 800-642-3780 or visit atlanticcityelectric.com/help as soon as possible. Customers should never wait until they are in crisis to contact Atlantic City Electric. Customers must contact the company now!

Atlantic City Electric Customer Care will work with customers having difficulty paying their energy bill by helping enroll customers into available payment options, including:

- Flexible payment arrangements that offer tailored payment plans
- Eliminating down payment/security deposit requirements
- Extending payment periods for balances
- Connecting customers with energy assistance funds

Millions of dollars in energy assistance remains available for customers. Atlantic City Electric works closely with its community partners to connect customers with grants and programs like LIHEAP, the Low-Income Home Energy Assistance Program. LIHEAP provides grants in varying amounts based on a household's income size, type of fuel, and type of dwelling, with no pay back required. Customers can apply for LIHEAP energy assistance through the [Department of Community Affairs website](#), by contacting their local [LIHEAP Agency](#), or by calling 800-510-3102. Residents also can access the Department of Community Affairs [self-screening tool](#) to help determine what energy assistance benefits they may qualify for.

Other programs supporting Atlantic City Electric customers include:

- The Universal Service Fund (USF) helps ensure energy bills are more affordable for eligible customers. Call 1-800-510-3102 or visit energyassistance.nj.gov for information.
- New Jersey SHARES is a nonprofit corporation that provides assistance to income eligible customers. Visit njsharesgreen.org or call 1-866-657-4273.
- The Payment Assistance for Gas and Electric (PAGE) program provides relief on natural gas and electric bills for low-to moderate income customers experiencing a temporary financial crisis. Customers can call 732-982-8710 or visit njpoweron.org.
- Lifeline is a utility assistance program that offers \$225 to persons who meet certain income guidelines. Utility customers as well as tenants whose utility bills are included in their rent can call 1-800-792-9745 for details.

Customers who have the financial ability, can help support those in need by contributing to the New Jersey SHARES Good Neighbor Energy Fund or the Gift of Energy program. Learn how at atlanticcityelectric.com/help.

continued on page 11

ACE Reminds Customers Of Important Programs And Assistance Available To Aid Those Who Are Behind On Their Energy Bills *(continued)*

To further support customers and communities across South Jersey, Atlantic City Electric has contributed more than \$1.2 million to support local communities, including support for southern New Jersey pandemic relief efforts with donations to local foodbanks, grants to small businesses and scholarships to local students impacted by COVID-19. In December, the company continued its support for customers affected by the economic impacts of the COVID-19 pandemic by providing \$100,000 to NJ SHARES to help support customers who are struggling to meet their energy needs. The donation will fund grants up to \$700 for Atlantic City Electric customers who meet the agency's income criteria.

In addition to payment arrangements and energy assistance support, Atlantic City Electric has many programs that can help customers manage their monthly energy bill, including [Budget Billing](#), which averages payments over a 12-month period. The company also offers energy efficiency programs and energy saving information to help customers reduce their energy usage. Information regarding these programs can be found at atlanticcityelectric.com/save.

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



An Exelon Company

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.

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.](#)

Certified Community Behavior Health Clinic Expansion Grants

Short Title: CCBHC Expansion Grants

Funding Opportunity Announcement (FOA) Information

FOA Number: SM-21-013

Posted on Grants.gov: Tuesday, December 29, 2020

Application Due Date: Monday, March 1, 2021

Catalog of Federal Domestic Assistance (CFDA) Number: 93.829

Intergovernmental Review (E.O. 12372): Applicants must comply with E.O. 12372 if their state(s) participates. Review process recommendations from the State Single Point of Contact (SPOC) are due no later than 60 days after application deadline.

Public Health System Impact Statement (PHSIS) / Single State Agency Coordination:

Applicants must send the PHSIS to appropriate State and local health agencies by application deadline. Comments from Single State Agency are due no later than 60 days after application deadline.

Description

The Substance Abuse and Mental Health Services Administration (SAMHSA), Center for Mental Health Services (CMHS) is accepting applications for fiscal year (FY) 2021 Certified Community Behavioral Health Clinics (CCBHCs) Expansion Grants (Short Title: CCBHC Expansion Grants). The purpose of this program is to increase access to, and improve the quality of community mental and substance use disorder treatment services through the expansion of CCBHCs. CCBHCs provide person- and family-centered integrated services. The CCBHC Expansion grant program must provide access to services including 24/7 crisis intervention services for individuals with serious mental illness (SMI) or substance use disorders (SUD), including opioid use disorders; children and adolescents with serious emotional disturbance (SED); and individuals with co-occurring mental and substance disorders (COD). SAMHSA expects that this program will provide comprehensive 24/7 access to community-based mental and substance use disorder services; treatment of co-occurring disorders; and physical healthcare in one single location.

Eligibility

Eligibility is limited to certified community behavioral health clinics or community-based behavioral health clinics who may not yet be certified but meet the certification criteria and can be certified within 4 months of award.

CCBHC Expansion grant recipients that received funding under Certified Community Behavioral Health Clinics (CCBHCs) Expansion FOA (SM-20-012) are not eligible to apply for funding under this FOA.

Award Information

Funding Mechanism: Grant

Anticipated Total Available Funding: \$149,000,000

continued on page 13

Certified Community Behavior Health Clinic Expansion Grants *(continued)*

Anticipated Number of Awards: 74

Anticipated Award Amount: Up to \$2,000,000 per year

Length of Project: Up to two years

Cost Sharing/Match Required? No

Proposed budgets cannot exceed **\$2,000,000** in total costs (direct and indirect) in any year of the proposed project. Annual continuation awards will depend on the availability of funds, grantee progress in meeting project goals and objectives, timely submission of required data and reports, and compliance with all terms and conditions of award.

Contact Information - Program Issues

Mary Blake
Center for Mental Health Services
Substance Abuse and Mental Health Services Administration
(240) 276-1747
Mary.blake@samhsa.hhs.gov

Grants Management and Budget Issues

Corey Sullivan
Office of Financial Resources, Division of Grants Management
Substance Abuse and Mental Health Services Administration
(240) 276-1213
FOACMHS@samhsa.hhs.gov

Rural Emergency Medical Services Training Grant

The Substance Abuse and Mental Health Services Administration (SAMHSA), Center for Substance Abuse Treatment, is accepting applications for fiscal year (FY) 2021 **Rural Emergency Medical Services Training grants** (Short Title: EMS Training). The purpose of this program is to recruit and train emergency medical services (EMS) personnel in rural areas. SAMHSA recognizes the great need for emergency services in rural areas and the critical role EMS personnel serve across the country.

Closing Date: February 16, 2021

For more information please follow the link below:

<https://www.samhsa.gov/grants/grant-announcements/ti-21-005>



FEMA
Region II



New COVID-19 Relief Bill Includes \$240 Billion For Public Sector Tech Initiatives

by Lance Lorenz, Federal Account Executive for SHI International Corp.

For many public sector organizations, the COVID-19 pandemic put a pause on tech expenditures they may have been planning, as budgets were tightened, and non-essential projects were placed on hold.

Good news: Help is on the way.

On Dec. 27, 2020, former President Trump signed H.R. 133, a \$2.3 trillion omnibus spending bill that included a \$900 billion coronavirus stimulus package (PL 116-260). While part of this \$900 billion relief effort extends the original CARES Act to the end of 2021, it also sets aside \$240 billion for IT-related initiatives.

Now that you know the money is there, how can you take advantage of it? Let's get into it.

Who Are These Funds For?

The funds are for public sector organizations. This includes, but is not limited to:

- State government agencies
- City and local government agencies
- Federal agencies
- Healthcare providers
- Education institutions
- Tribal entities



How Are The Funds Being Distributed?

Of the \$240 billion, there will be two pools of IT-related funding: direct dollars and grants.

Direct dollars, which will be funneled from the federal agencies to their respective state department agencies (e.g., U.S. Department of Transportation distributes to the State Departments of Transportation), account for 14% of the funds, or a little over \$33 billion.

Grant funding, which includes existing grants and new grants, makes up the other 86%, or roughly \$207 billion.

What Can The Funds Be Used For?

That's the tricky part.

While we've established that these funds are designated for IT-related projects, state agencies have yet to define the guidelines and parameters for what constitutes "IT-related."

This doesn't impact the grant funding portion of the package, but it can complicate the direct funding aspect, since it's not clear how much is being doled out to each state or how public sector organizations can spend the money.

Luckily, that's where SHI comes in.

continued on page 15

New COVID-19 Relief Bill Includes \$240 Billion For Public Sector Tech Initiatives *(continued)*

How Can SHI Help?

SHI has the resources and expertise to make navigating these distribution paths simple and seamless.

Grant funding, while less complex, isn't exactly a walk in the park. You still need to examine all the programs to see if you qualify, and then you must identify funds and apply for them. This takes time, energy, and resources.

The SHI Grants Support Program can do most of the legwork for you. It provides you with info on available grants, tailored funding reports, and even consultations on current and future projects. SHI also has a partnership with Grants Office, a national leader in grants intelligence. Both these resources make discovering and taking advantage of grants much smoother for your organization.

As for direct funding, SHI Government Affairs has you covered. They will work with you to track down the parameters and definitions of the funding as outlined by the states. They also coordinate with consultants throughout the country to monitor new and existing legislation.

In essence, for any questions you may have about this new funding – how it's being distributed, how much is going to each state department, and what you can spend it on – SHI Government Affairs can get you the answers.

Tapping Funds For Future IT-Related Projects

The coronavirus pandemic forced many public sector organizations to put a pin in their IT spending. That means projects like modernizing applications, moving to the cloud, cyber resilience, or even supporting a digital workforce were placed on hold.

But that wait appears to be over.

The \$240 billion allocated for public sector IT-related initiatives as part of H.R. 133 will begin flowing on Jan. 27, 2020. With this money, you will now be able to tap into direct dollars or grants to leverage the tech projects you may have had to shelve because of COVID-19.

Just know: The funding you need is available, and SHI is here to help. What are you waiting for?

To learn more about the latest COVID-19 relief stimulus package, the resources allocated for public sector IT initiatives, and how you can fund your next IT project, contact SHI International Corp., John Minnella, District Manager of NJ/PA/DE Government & Healthcare, via e-mail at John.Minnella@shi.com.

Lauren Baines contributed to this post.



OMNIA PARTNERS

OMNIA Partners is excited to announce a new national cooperative contract through the [State of Utah for Online Marketplace](#). This competitively-solicited contract is effective through May 5, 2025. The contract includes Education, Information Technology, MRO, and Office Online Marketplace Services with dynamic pricing. This national award through OMNIA Partners includes the following supplier partners below. For additional information, please [contact your Regional Manager](#) or review the contract documents.

AMAZON BUSINESS

[Amazon Business](#) helps you reshape buying by combining the selection, convenience, and value you expect from Amazon, with features that transform everyday operations. This online store provides tools to guide users to preferred products, approval workflows, analytics, seller certifications, and flexible account settings. Access hundreds of millions of products from hundreds of thousands of suppliers across multiple product categories like office supplies, IT products, MRO, and more all in one place.

OFFICE DEPOT

[Office Depot](#)'s newest contract offers innovative solutions like product recommendations including the best value shopping cart, the private brand shopping cart, and the green shopping cart which advises users of alternatives during the shopping process for lower cost and/or green friendly items. In addition, you will receive customized billing solutions to provide flexible and personalized invoicing that is compatible with systems whenever possible.

GRAINGER

[Grainger's](#) eProcurement system, available on this program, allows participants to reduce or eliminate paper-based processes, consolidate suppliers, increase visibility and control and analyze spend at the category and item level. Contract pricing is market-based and market competitive and simplifies the customer's purchasing decision.

CDW•G

OMNIA Partners participants can harness the agility of [CDW•G's](#) eMarketplace for all their IT peripheral devices and products. This timely agreement empowers customers to source IT products from CDW•G's comprehensive portfolio in a convenient and compliant way. At a time when uncertainty permeates all aspects of society and virtual engagement prevails, public sector customers don't have to be uncertain about their IT product sourcing.

CHARIOT GROUP

[The Chariot Group](#)'s Online Marketplace is a game changer. Accessible and efficient, the Online Marketplace streamlines the ordering process to immediately serve state/local government, education and non-profit requirements. Knowledge and relationship are the cornerstone of The Chariot Group's business. Industry experience and long-standing manufacturer relationships, carefully cultivated throughout the years, enable us to provide the products and services required to address today's demanding group communication and collaboration needs.

[Contact us](#) for more information about these or our other contracts



NACo Webinars

County Eviction Series: Solutions from Across the Country

Feb. 4, 2021 , 2:00 pm – 3:00 pm

Contact Kirsty Fontaine(202) 942-4236 kfontaine@naco.org

Contact Katie Sullivan ksullivan@naco.org



REGISTRATION

Lack of housing affordability, rising rates of homelessness and increased individuals and families at risk of eviction are crises impacting communities across the country. County governments are stepping up to support their residents whose housing and financial stability are at heightened risk due to COVID-19. Join us for the second webinar in our County Evictions Series, where we'll hear directly from several county leaders from different regions on challenges they have faced and solutions they have implemented in facing the evictions crisis, including county programming and support for families and children.

Fighting Food Insecurity During COVID-19 and Beyond: Key Updates for County Leaders

Feb. 5, 2021 , 2:00 pm – 3:15 pm

Contact Rachel Mackey (202) 661-8843 rmackey@naco.org

REGISTRATION

This webinar is closed to the press.

The COVID-19 pandemic has led to a drastic increase in household food insecurity in the United States. As vulnerable children and families have faced new obstacles in accessing consistent, healthy meals, counties have played a critical role in providing food and nutrition assistance in cooperation with community stakeholders and our partners in state and federal government. Bolstering these efforts, the latest COVID-19 relief package provides significant new resources and flexibilities for federal nutrition programs. During this Webinar Congressional staff, county leaders, and national experts will discuss how emergency COVID-19 legislation can help counties combat food insecurity and the implications it may have for national anti-hunger policy moving forward.

NACo Webinar Series: Vaccine Management Solutions for Local Governments

Feb. 5, 2021 , 3:00 pm – 4:00 pm

Contact Blaire Bryant (202) 942-4246 bbryant@naco.org

Contact Rita Reynolds (202) 942-4248 rreynolds@naco.org

REGISTRATION

Counties play an integral role in the administration of local COVID-19 vaccination programs, including the scheduling, tracking and reporting of vaccination data. Join NACo for a webinar series that will highlight effective technology solutions for county vaccination management. This webinar will focus on Microsoft's solution, which addresses unforeseen challenges that have emerged from the initial COVID-19 vaccine rollout, including:

continued on page 18

NACo Webinars *(continued)*

- Expediting the vaccine administration process to improve throughput with increased vaccine availability,
- Calculation tools to determine prioritization beyond 1A recipients,
- Additional tools to efficiently communicate with the public including when and where they will be vaccinated,
- Data connectivity with Providers and Health Plans to determine vaccine payment,
- Tracking vaccine administered to individuals by type. (Pfizer, Moderna), and
- Ability to manage vaccines available within current allotment for each priority category.

Microsoft's dedicated COVID Response Team will detail their approach to solving this problem in the quickest and most flexible way to ensure that jurisdictions and service providers can adjust quickly to changing situations.



SHARE THE NEWS!

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

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

Nationwide Economics

Weekly Economic Review & Outlook for January 25, 2021

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

Weekly Review

Housing activity ended 2020 on a positive note. Existing home sales rose by 0.7 percent for December to an annualized pace of 6.76 million—trailing only October as the fastest month in nearly 15 years. For all of 2020, there were 5.64 million existing sales (also the most since 2006) as record low mortgage rates, the improving job market, and a desire for “space” driven by the pandemic boosted sales despite the sharp economic downturn earlier in the year.

The number of existing homes for sale continues to dwindle, however, falling to a record-low 1.07 million units for December. This was a 23 percent decline from December 2019 as homeowners appear reticent to allow people (who could have COVID-19) into their homes and homebuyers continue to snap up the few listed homes very quickly. The imbalance between supply and demand is pushing up prices rapidly. The 12-month increase in the median sales price of existing homes sold was 12.9 percent in December, far above the long-term average of 5.3 percent.

With few existing homes available, the demand for new homes is rising and home builders are boosting construction of single-family units to keep pace with this surge. Housing starts rose by 5.8 percent for December to an annualized pace of 1.67 million units, capping off a strong end of 2020 that saw gains over the last four months of the year. The late-year jump was driven by single-family starts which nearly doubled from their April low to December.

For all of 2020, there were 1.38 million housing units started—the strongest annual pace since (you guessed it) 2006. Multifamily starts ticked down a tad from 2019 levels as demand swung towards homeownership with more space and away from rental units.

Building permits also ended 2020 on an upswing, rising by 4.5 percent for December. Single-family permits climbed each month from April through the end of the year as builders ramped up construction. December’s rise in permits suggests that builders are prepping for a strong spring selling season. Fittingly, the NAHB Housing Market Index, while down a bit in January, showed high expectations for new sales over the next six months.

Demand for single-family housing is projected to remain robust in 2021 with mortgage rates expected to remain low (albeit rising) and the economy shifting into a faster gear. The key for how much higher sales can climb will be the amount of supply that enters the market. Hopefully, vaccines and rising prices will prompt more current homeowners to list their homes, adding to the availability of existing homes later this year. A continued rise in single-family construction should help, too, lifting new home sales again for 2021.

We expect total home sales to rise this year to around 6.85 million units—a solid gain, although smaller than the increase seen last year. Likewise, with supply conditions expected to remain tight, house price growth should be well above average this year, especially in some local markets where inventory levels are drastically low.

The Week Ahead

This is a very full week for economic data. It includes durable goods orders, the initial estimate of fourth quarter GDP, new home sales, personal income and spending, and the consumer confidence and sentiment indices.

continued on page 20

Nationwide Economics *(continued)*

Strong momentum from Q3 is expected to drive real GDP growth in Q4

Real GDP growth in the fourth quarter was likely solid, but much slower than the record growth seen in the third quarter. Strong momentum from Q3 carried over into October, but the economic data began to weaken in November due to the waning of the earlier government transfer payments and another severe hit to the service industry (from renewed government restrictions on in-person activity stemming from sharply rising COVID cases). We expect the early momentum carried real GDP to an annualized 5.0 percent growth pace for the fourth quarter. Outside of the blistering growth seen in the third quarter, this would be the fastest in over six years.

After a surprising decline for November, new home sales should rebound

New home sales fell sharply for November to their slowest pace since June despite still solid demand fundamentals. Moreover, survey data from the NAHB and the MBA suggested that home sales should have remained strong for the month. We expect that with more data, the November figures will be revised higher as this among the most volatile economic series, often with significant data revisions. More importantly, we expect a strong figure for December sales. Record-low mortgage rates, a record-low supply of existing homes for sale, and a pandemic-driven jump in the desire for “space” should all boost demand. Additionally, the NAHB and MBA surveys for December indicate a solid month for sales. We project a rise in the annualized pace of new home sales for December to 875,000 units.

COVID - related limitations likely to result in weak income/spending

The recent jump in COVID-19 infections hit certain parts of the service sector hard, causing job growth to move into negative territory for December. While this will be offset a bit by faster wage growth, the continued waning of fiscal stimulus will cause another drop in personal income probably down by 0.5 percent, the third consecutive monthly decline. This will negatively impact personal consumption expenditures (PCE), as well. Already reported retail sales were down by 0.76 percent (a bit less than the drop for November). The broader measure of personal consumption expenditures is unlikely to be as weak, however, as spending on services typically rises each month. We project that PCE was stagnant for December, at best growing by only 0.1 percent.

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.



Self-Care Solutions For Work During COVID-19

Picture a Perfect Day

According to Ibinye Osibodu-Onyali, a family therapist at The Zinnia Practice in California, it's important to mentally prepare yourself before stepping into your office, whether it's in your company's building or at a desk set up in your living room. “Before going into your workspace, take a few minutes to visualize your work day, take a few deep breaths and imagine things going smoothly,” she says. “Visualization is very common with athletes and high-performing people. It's a great way to get the body feeling relaxed and ready for the day.”

Create Structure

Even in the best of times, staying on task can be difficult. In this especially trying past year, staying focused has been more challenging than ever. Here's where actually writing out a daily to-do list before walking into your workspace can make a huge difference, says Osibodu-Onyali. It will help you stay focused, even if you don't feel like completing your tasks. And seeing them laid out visually also helps to relieve your brain of worry.

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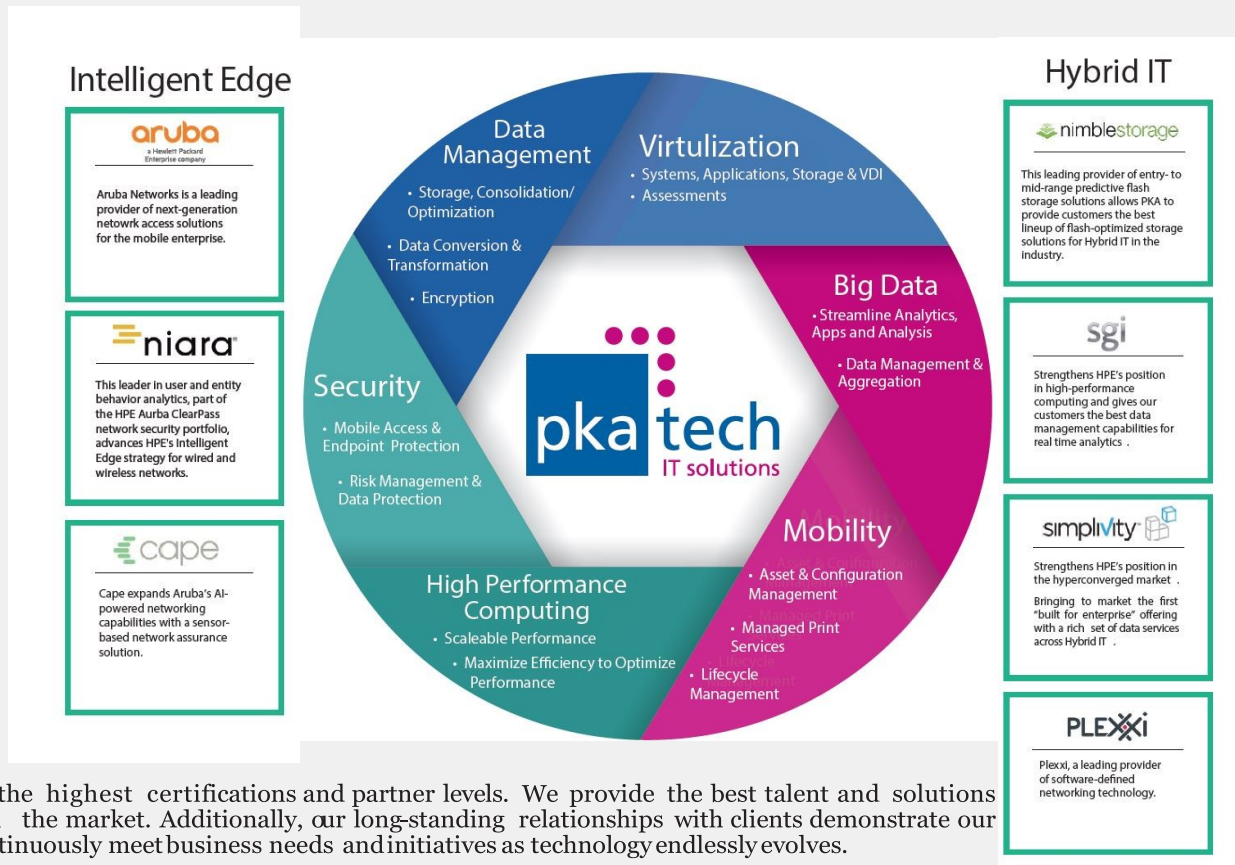
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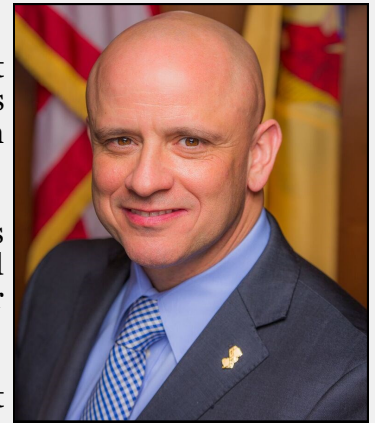


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FROM THE EXECUTIVE DIRECTOR

The New Jersey Association of Counties (NJAC) is pleased to announce that Senator Vin Gopal swore-in Mercer County Commissioner John A. Cimino as the Association's 80th President during NJAC's first ever virtual reorganization meeting on January 29, 2021.

"I look forward to leading NJAC this year as the Association continues with its mission to serve county governments across the State as a valued and trusted resource with a proactive and unified voice," said Mercer County Commissioner and NJAC President Cimino.



John G. Donnadio, Esq.

The Association also swore-in its board of directors, and executive officers that include Monmouth County Administrator Teri O'Connor as 1st Vice President, Cumberland County Commissioner Joseph Derella as 2nd Vice President, Hunterdon County Commissioner Shaun Van Doren as Secretary/Treasurer, and Cape May County Commissioner Marie Hayes as Immediate Past President.

"At a time in which county governments are working tirelessly to protect the public health, safety, and welfare of our residents, I would like to commend NJAC's executive officers and board of directors for their outstanding leadership, public service, and commitment to providing critical services for those in need," stated Cimino.

NJAC is committed to advocating for legislation, regulations, and policy directives that empower county governments to operate more efficiently and effectively. As a non-partisan organization that represents the only true regional form of government in the State with a proactive and unified voice, NJAC is dedicated to enhancing the level of service provided and saving valuable taxpayer dollars.



NJAC President Cimino



NJAC 1st VP O'Connor



NJAC 2nd VP Derella



NJAC Sec./Treas.
Van Doren



NJAC Past President Hayes

SPECIAL & UNIQUE HOLIDAYS

SUN	MON	TUES	WED	THURS	FRI	SAT
<p>February's Birth Flower are the Violet and Primrose!</p> 	<p>1</p> <p>The Violet signifies watchfulness, loyalty, & faithfulness.</p> <p>The Primrose lets someone know that you can't live without them.</p>	<p>2</p>  <p>GROUNDHOG DAY</p>	<p>3</p> <p>National Signing Day!</p> 	<p>4</p>  <p>4 FEBRUARY WORLD CANCER DAY</p>	<p>5</p> <p>Give Kids A Smile! <i>Many in the dental professionals donate their time and talents to turn the frown to a smiles for those who may not be able to afford it.</i></p>	<p>6</p> <p>Ice Cream for Breakfast Day <i>Created in the 1960s by housewife Florence Rappaport from New York.</i></p> 
<p>7</p> <p>Super Bowl LV!</p>	<p>8</p> <p>National Kite-Flying Day!</p> 	<p>9</p> <p>Safer Internet Day!</p> 	<p>10</p>	<p>11</p>	<p>12</p>  <p>12 FEBRUARY LINCOLN Birthday</p>	<p>13</p> <p>National Tortellini Day!</p> 
<p>14</p>  <p>Happy Valentine's Day</p>	<p>15</p>  <p>HAPPY PRESIDENTS DAY</p>	<p>16</p>  <p>Mardi Gras</p>	<p>17</p> <p>Random Act of Kindness Day! <i>For everyone who is hopeful that they can change the world. Reach out to do a kindness check, put a sticky note on someone's door with a kind message, maybe open the door for a random person. Try it you may like it!</i></p>	<p>18</p>	<p>19</p>	<p>20</p> <p>National Love Your Pet Day!</p> 
<p>21</p>	<p>22</p> <p>Be Humble Day! <i>No boasting is allowed on this day. This is a day to listen to others, learn about their accomplishments and learn from them.</i></p>	<p>23</p>	<p>24</p> <p>National Tortilla Chip Day!</p> 	<p>25</p>	<p>26</p> <p>National Skip The Straw Day! <i>Did you know that Americans use roughly 500 million disposable straws each day? Wildlife consume plastic straws when they mistakenly think it is food.</i></p>	<p>27</p> <p>The Full Moon! <i>Reaches peak fullness at 3:19 A.M. EST</i></p> 
<p>28</p> <p>National Public Sleeping Day! <i>A warm, cozy bed may sound like the ideal place to get some shuteye, but on National Public Sleeping Day, people do their sleeping in public.</i></p>						