

NJAC COUNTY BIZ

An Educational and Informative Newsletter for Counties and Businesses

New Jersey Association of Counties

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Vault Health: A Trusted Partner For Government

by Dr. Alex Pasturszak, Chief Clinical Officer for Vault Medical Services



Passaic County

Over the past year, Vault Health has been one of the most widely recognized names in COVID-19 testing. With nearly 7 million tests - and counting - completed across the country, Vault and its affiliated medical practice is a trusted partner of COVID solutions to a large roster of companies and institutions across the private and public sectors.

We built a reputation as a leading virtual platform for telemedicine and diagnostics, as we aim to reimagine the 21st-century healthcare experience. We believe quality healthcare is a human right, and our mission is to make better health outcomes more accessible and affordable for everyone.

We make this possible by bringing specialty care and remote diagnostics to patients in their homes, on their home screens, and

within their communities - wherever they choose.

Turnkey COVID solutions

Our own roots are here in New Jersey, where we initially partnered with a Rutgers University laboratory (now Infinity BiologiX) to deploy the first FDA-approved at-home saliva test for COVID-19. That test has been used as the primary testing solution for both at-home use and at community testing sites in the states of Minnesota, Wyoming, and Wisconsin and more; in New Mexico and Minnesota, we are the primary source of surveillance testing of teachers in K-12 schools.

We used our end-to-end capabilities and turnkey solutions to also stand up and run mass vaccination clinics nationwide. Here in New Jersey, we've been a provider of both COVID testing and vaccines for Passaic County.

For diagnostic testing, Vault Medical enables billing to insurance carriers, including private insurance, Medicare, Medicaid, and HRSA, to the fullest extent possible. These insurance payments defray considerably the overall cost of testing for an organization or government.

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Vault Health: A Trusted Partner For Government *(continued)*

Our solutions can be customized to meet each client's needs - including wraparound services like PPE and medical waste management; patient registration and scheduling through a HIPAA-compliant proprietary electronic health record (EHR) system; customer care support and translations; or data collection and reporting.

And while COVID-19 case rates go down and vaccinations increase, we all know that the pandemic isn't over. Many vulnerable and underserved populations are still in need of testing. At Vault we're committed to making testing available in group homes, foster care, jails and prisons, and a variety of other settings with both PCR and point of care testing.



Healthcare beyond COVID

But Vault is much more than just COVID-19 testing and vaccination.

We are expanding to offer a range of specialty care and treatments for sexual and reproductive health, respiratory health, and metabolic health. For public health organizations, we can partner on innovative mental health programs or other at-home diagnostics and screenings, including STI testing.

We provide comprehensive background screening, drug testing, and occupational health services uniquely designed for healthcare. Vault also provides comprehensive Third-Party Administrator (TPA) services to regulated and non-regulated employers. And our state-of-the-art accountability and support tools meet the unique needs of recovery monitoring programs.

Vault has been a partner through more than 650 government and educational contracts, with an additional 2,500+ enterprise customers. We're a nimble, innovative, and growing company, and we'd look forward to partnering with you to achieve your public health goals. To learn more, please reach out to us at partnerships@vaulthealth.com.

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SHARE THE NEWS!

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

Contact

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SJI Announces Comprehensive Clean Energy And Sustainability Plan

by Krystle Straus, Manager, Communications for SJI

As an experienced energy leader, SJI has a vital role to play in the clean energy future of our state, region, and country. Last month, SJI announced a comprehensive clean energy plan, including a timeline to achieve carbon-neutral operations, as part of a commitment to sustainability.

In 2020, SJI formed a Clean Energy and Sustainability team with the ambitious goal of achieving operational carbon neutrality by the year 2040. Through a new series of sustainability initiatives, SJI plans to reach that goal by eliminating its own carbon footprint and significantly reducing its 700,000+ utility customers' fossil fuel consumption.

SJI has set forth benchmarks to achieve a 70% carbon reduction of operational emissions and consumption by the year 2030 and 100% reduction by 2040. Moving forward, SJI is committing at least 25% of annual capital expenditures on sustainability projects.

Under this plan, capital expenditures will include converting our facilities to solar power, replacing aging transmission pipes to reduce “fugitive” emissions, upgrading leak detection technologies and completing the conversion of service vehicles to low carbon-density fuels such as compressed natural gas (CNG).

In addition, SJI is committing to a series of investments aimed at reducing fossil fuel consumption by its more than 700,000 natural gas utility customers at South Jersey Gas and Elizabethtown Gas. These investments include: significantly expanding energy efficiency programs, providing consumers new tools to reduce energy consumption, and investing in several clean and renewable energy technologies such as renewable natural gas (RNG), green hydrogen and high-efficiency fuel cells.

In recent months, SJI took the following actions as part of the company's Clean Energy and Sustainability Plan:

- Formed Catamaran Renewables, a joint renewable energy investment venture with Captona, and acquired 7.5 Megawatts in high-efficiency fuel cell systems, with additional projects in development.
- Invested \$39.8 million to acquire a minority interest in REV LNG, LLC, a national leader in producing renewable natural gas. Secured rights to produce RNG.
- Entered a partnership with Atlantic Shores Offshore Wind to create a green hydrogen pilot program in conjunction with their bid for a wind farm off the coast of southern New Jersey.
- Secured approval by the New Jersey Board of Public Utilities to expand energy efficiency programs for South Jersey Gas and Elizabethtown Gas customers by \$216 million. Fully subscribed, the programs could collectively save customers approximately \$329 million and prevent the release of more than 950,000 tons of CO₂ emissions.
- South Jersey Gas and Elizabethtown Gas launched Conserve, an online tool to help residential and commercial customers consume less energy.
- Converting our facilities to solar power

To date, SJI utilities have invested more than \$133 million in energy efficiency programs, including rebates on high-efficiency heating equipment, weatherization for low-to-moderate-income households and home energy assessments. The new \$216 million expansion of those programs will begin in July 2021.

For more information on SJI's Clean Energy and Sustainability Plan, visit <https://www.sjindustries.com/about-sji/clean-energy>.



Mercer Meadows Pedestrian Bridge Receives Design Award

by Michael Russo, Communications & Technology Manager for the Mercer County Park Commission



Stony Brook Pedestrian Bridge in Mercer Meadows

The [Mercer County Park Commission](#) recently received the Excellence in Design Award for the Stony Brook Pedestrian Bridge in Mercer Meadows. The 500-foot pedestrian bridge opened to the public in July 2020 and offers new trails to park patrons, connecting to the 22-mile [Lawrence Hopewell Trail](#) (LHT).

The Excellence in Design award presented by the New Jersey Recreation and Park Association (NJRPA) is based upon the quality of public use, recreation and park facilities, which exhibit unique aesthetics, design, usability and versatility. Mercer Meadows features a wide range of recreational activities while promoting the environment and stewardship. Under the category of Special Use/Other Design, the Park Commission was presented the award representing areas of conservation, accessibility and community.

“[The addition of the bridge has enhanced the features of Mercer Meadows](#), extending a network of trails and creating new routes,” said County Executive Brian M. Hughes. “This has been a great benefit to the community and new visitors to the park throughout the pandemic.”

The NJRPA Annual Awards Ceremony took place May 26 at the Summit Family Aquatic Center in Summit. The award was accepted by Aaron T. Watson, Executive Director of the Mercer County Park Commission; Deputy Director Joe Pizza; Project Manager Herman Snyder; and Leslie Floyd, Director of the Mercer County Planning Department.



From left to right:

Project Manager Herman Snyder, Director of Planning Leslie Floyd, Executive Director Aaron T. Watson and Deputy Director Joe Pizza.

“I would like to recognize the work of our Commissioners, elected officials, the Lawrence Hopewell Trail Corporation and Mercer County Planning Department, who worked collaboratively to make this bridge an important community asset,” said Director Watson. “We encourage you all to explore this new area of Mercer Meadows and the LHT either on bike or on foot.”

The Stony Brook Pedestrian Bridge is the longest pedestrian bridge in New Jersey. It crosses a Category 1 stream, maintains a floodplain, and completes one of the last portions of the 22-mile Lawrence Hopewell Trail.



Counties In New Jersey And New York Have A Lot More In Common Than A Shared Border, Liberty Island, And Our Love Of Bagels

by William Cherry, Director of Public Partnerships for three+one

County officials, whether they serve in New Jersey or New York, share many common interests. They all strive to keep from raising property taxes; work hard at finding new sources of revenues so that they can continue to provide vitally important services to their constituents; and pride themselves on the way they manage the taxpayer dollars that have been entrusted to their care.

They have something else in common too; county officials in both states are members of strong, effective state associations that reinforce the message that county governments are lean, well-run, and efficient. New Jerseyites have the New Jersey Association of Counties (NJAC) and New Yorkers have the New York State Association of Counties (NYSAC).

One of the key things that counties can do to be more efficient is to effectively manage the millions of dollars that they have on deposit—also known as “advanced liquidity management.” By using the latest technology and advances in cash-flow analysis and accurate future forecasting of liquidity levels, interest revenues can be increased exponentially. That’s especially true in today’s low interest-rate environment.

For example, there are times when a bank may have more cash on hand than they really need to meet their ending demands, so they offer lower interest rates on CDs. But another bank may be launching a small-business loan campaign to help kick-start the local recovery, so they actually need a lot more in municipal deposits.

In today’s marketplace, the first bank might be offering just 0.05% (5 basis points) on a \$5 million, 1-year CD. The interest earnings on that county’s investment will be \$2,500. But the second bank might be offering a rate of 0.35% for the same CD, which means this county would earn \$17,500 in interest; that’s a whopping 700% increase over the lower-rate CD. Remember, every dollar earned in interest is one less dollar that needs to be collected in taxes.

Now multiply these \$5 million deposit examples times the estimated \$9.1 billion that is normally on deposit in the accounts of county governments in NY and NJ—plus the additional combined \$5.7 billion that is currently in the process of being deposited into these county coffers from the American Rescue Plan. Clearly, the implications for increased earnings are enormous.

Employing advanced liquidity management can have additional benefits as well. These include knowing precisely how much cash is on deposit across dozens, or sometimes even hundreds, of different bank accounts, and also knowing how long that cash should remain on deposit before it is needed. By actively merging that data with interest rate benchmarking, your finance office can be confident that the county’s cash is performing

at the highest possible levels. Other benefits of more effective liquidity management include strengthened municipal credit ratings; fair and equitable bank fees; and the confidence of having sufficient liquidity to meet all the county’s expenditure needs.

We are very proud that both NJAC and NYSAC, as well as the National Association of Counties (NACo) have endorsed three+one® as a valued partner in helping counties across the country manage their liquidity more effectively.

The author served for a total of 38 years in local government at the village, town, and county levels, including 24 years as a County Treasurer/CFO responsible for investing public funds. He can be reached by phone at 585-484-0311, ext. 709 or by email at wec@threeplusone.us.



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To learn more and discuss further please contact James Priolo, Division Director, at james.priolo@colliersengineering.com.



SAS Institute provides governments with the ability to make better decisions with analytical software. Our mission is to empower and inspire with the most trusted analytics, and make it easier for more people to use powerful analytics every day, to shorten the path from data to insight-and to inspire bold new discoveries that drive progress. The result is analytics that breaks down barriers, fuels ambitions and gets results.

For more information please contact Jake Yockel, Public Sector, Account Executive at jake.yockel@sas.com or call (347) 224-6314.



Zendesk Inc. is a service-first CRM company that builds software designed to improve customer relationships. As employees, we encourage each other to grow and innovate. As a company, we roll up our sleeves to plant roots in the communities we call home.

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For more information please contact Jack Persinger, Account Executive, Public Sector at jack.persinger@zendesk.com or call (571) 230-9654.

Duo and Umbrella: A One-Two Punch Against Cyber Attacks

by Arun Dharan, Territory Account Manager, US Public Sector—PA, NJ, DE for Cisco

If you are an avid follower of current events in the infosecurity space, you will be aware of a number of recent [high profile cybersecurity events](#), particularly in the United States. These events dramatically impacted the operations of the federal government and critical services organizations, as well as private sector companies who use the same software and services as the target groups. This, coupled with events earlier this year around certain [monitoring solutions](#), has prompted the US government to take swift and decisive actions around implementing proactive controls. **As evidence of this, on May 12, President Biden signed a [cybersecurity Executive Order \(EO\)](#) aimed at improving efforts to “identify, deter, protect against, detect, and respond to these actions and actors.”**

The order aims to improve federal security practices and threat intelligence sharing amongst federal agencies and the private sector; enhance software supply chain security, and improve federal security incident response. The requirements of the executive order will initially apply to federal government agencies and software suppliers to the federal government.

The rest of the private sector will be indirectly impacted when commonly used IT and security vendors adjust their products and services. While this influences and impacts agencies in North America, it isn't a far stretch to anticipate that we will see similar responses at a global scale. Security is quickly becoming a number one priority worldwide.

Let's discuss how Cisco is securing cities and government agencies across the world with Duo and Umbrella! Securing access to the internet and applications has never been more important. Your users connect from many locations and devices and use cloud services to get work done. You need to protect against phishing, malware, and compromised accounts — anywhere your users work. Umbrella and Duo can help. Umbrella provides the first line of defense against threats on the internet wherever users go and delivers visibility into all cloud services in use across your environment, with the ability to block risky applications. Duo's multi-factor authentication (MFA) lets you verify the identity of all users — before granting access to corporate applications. Delivered from the cloud for fast deployment, Umbrella and Duo enable you to uncover shadow IT, secure the use of sanctioned cloud applications, and offer powerful protection against phishing and other threats.

To learn on protecting against cyberattacks please view this on demand webinar on how DUO is legitimizing modern authentication for government

<https://duo.com/resources/videos/how-duo-is-legitimizing-modern-authentication-for-government>

Also join us every Wednesday at 2pm to learn how Cisco Umbrella can help you **cut complexity, reduce risk exposure, and improve performance** with a single cloud-delivered service that deploys easily and scales with your business

<https://umbrella.cisco.com/info/cisco-umbrella-live-demo-webinar>

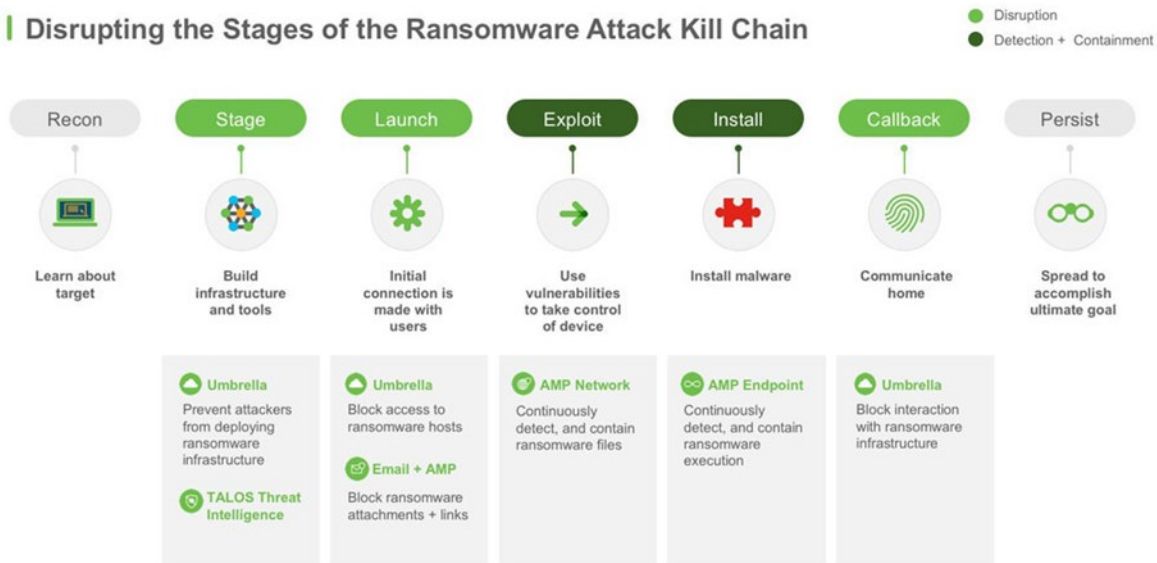
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Duo and Umbrella: A One-Two Punch Against Cyber Attacks *(continued)*

Cyber Security is a growing concern and need, if you have any questions or want to learn about best practices please reach out.



Disrupting the Stages of the Ransomware Attack Kill Chain



GovDeals: Growing and Expanding To Better Serve You!

by Stacey Collier, Marketing Communications Specialist for GovDeals

Over the last year agencies and counties everywhere have had to shift their priorities and make significant changes to many of their normal activities. Despite this shift, counties in New Jersey have steadily utilized GovDeals as their surplus partner, earning more than \$5 million in revenue from their surplus sales. Since 2008, the New Jersey Association of Counties and GovDeals have partnered together to assist counties like yours in the disposal of their surplus assets, and the liberation of their storage yards, all while adding to their bottom line.

GovDeals is excited to continue that partnership and steadily build in New Jersey and provide a premium service to our sellers. Recently sellers in New Jersey have been selling everything from driving simulators, valuable collectable plates, and even buildings and real estate. Our sellers in the state continually provide fun, interesting, and unusual auctions for the public.

We at GovDeals consider our sellers to be a part of our team. To better serve their needs, we have continued to renovate, modernize, optimize, and streamline our platform. GovDeals would not be able to operate without our trusted Account Managers all over the US and Canada. With more than 1,000 New Jersey agencies selling on GovDeals, our loyal Northeast sales team has recently grown to better serve our hard-working sellers.

In June 2021, Scott Pearlman was added as the new Northeast Account Manager covering the New Jersey and Delaware area. Scott comes to GovDeals with a plethora of valuable experience in the automotive and law enforcement industries. Starting in 1994, Scott joined the Borough of Palmyra Police Department as a patrol officer and rose through the ranks serving as a Patrol Sergeant, Operations Lieutenant and finally Chief of Police. Scott served as the Palmyra Police Department Chief of Police for ten (10) years. During this time, he was heavily involved in several municipal projects including disposing of all their surplus equipment through GovDeals.

We are happy to be adding Scott into the team and look forward to him applying his unique expertise to the position. Together with Mike Baker, they plan to continue helping New Jersey sellers keep control over their surplus sales with a transparent process and a worldwide buying audience.

If your agency is interested in learning how GovDeals can take your surplus experience to the next level please contact [Mike Baker](#) at (609) 713-7888 or mbaker@govdeals.com. We look forward to connecting with you.



SAVE THE DATE:

***NJAC Celebration of County Government
October 12th thru October 14th***

***Caesars
Atlantic City***

***Sponsorship, Exhibit & Registration, Schedule of Events
Hotel Reservation Procedures***

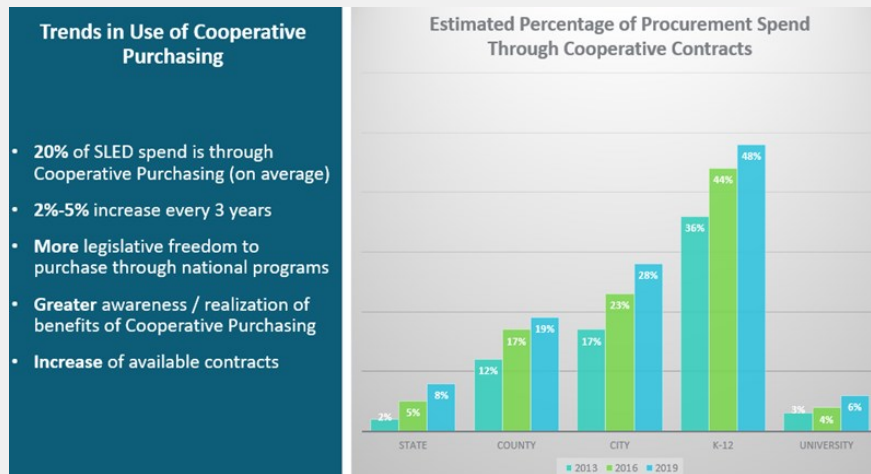
Understanding The Benefits Of Cooperative Purchasing

by Michael Galello, Industry Marketing Manager Public Sector for UKG

Under the scrutiny of the public eye, public sector organizations operate with tight budgets and complex workforce management rules that are designed to ensure that quality services are provided at a minimal cost to the taxpayers. As a public sector organization there is no room for error, particularly in the realm of workforce management. It requires an experienced and trusted vendor who has proven to provide workforce management solutions and services within the public sector. With UKG as your trusted partner, member agencies will benefit from proven and versatile solutions that minimize risk during the procurement process.

Public Sector procurement can be a daunting and time-consuming task. The average RFP process schedule averages 104 days with large IT projects taking significantly longer. By completing the process once, either through a local or national cooperative, the competitive solicitation process is already complete. Depending on your local laws and policies, you likely have the ability to “piggyback” off the negotiated contract.

Through the aggregated purchasing power of public agencies, there is a reduced cost of goods and services in the pricing, and you will have saved time and money associated with conducting a separate, duplicative RFX process.



As you can see in the image, an average 20% of SLED spending is through cooperative purchasing with the number increasing 2-5% every three years. Legislation regarding the use of cooperative purchasing continues to be improved and there is a greater awareness of cooperative purchasing options than say, 10 years ago.

UKG is proud to partner with OMNIA Partners, Public Sector (subsidiaries National IPA and U.S. Communities) to provide **State** and **Local** organizations with workforce management solutions aimed at controlling labor costs, minimizing compliance risk, and improving workforce productivity and efficiency.

Using a Cooperative is not always possible due to state or local laws, purchasing thresholds, or agency policies. As always, double-check your organization’s policies, procurement guidelines, and any applicable state laws before proceeding.

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.





A MULTI-FACED NETWORKING EVENT RECONNECTING TECHNOLOGY AND THE PUBLIC SECTOR

MRA International’s Annual InterNETworking event immerses professional educators, IT leaders, and passionate learning enthusiasts to explore industry leading trends and topics that are beneficial to the public sector. The goal for our event is to bring innovative technology, practical solutions, and accessible resources to organizations of K-12, Higher Education and State & Local Government, while offering a unique day of learning, networking and collaborating.

- Topics Include:**
- Cybersecurity Amidst Covid from the State Perspective
 - The Ultimate E-Sports Experience
 - Strategy for Higher Education
 - Strategy for K-12
 - The Proper IT Investment Strategy

 **Register Here:** www.mrainternational.com/internetworking-2021

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Emerge From COVID And Manage Economic Recovery With OpenGov - The American Rescue Plan Act Will Provide \$130.2B to Cities and Counties

by OpenGov

State and local governments have access to American Rescue Plan Act funds to accelerate recovery efforts and address unequal impacts of the pandemic.

American Rescue Plan Act 2021

Distribution

Director to Governments: State (\$220B). County (\$65.1B), and Local (\$65.1B)

Important Dates

- Request and receive 1st tranche of 50% of funds: Beginning May 2021
- Receive 2nd tranche or 50% of funds: Approximately 12 months later
- Deadline to spend funds: December 31, 2021

Program Guidance

Use of Funds from the U.S. Department of Treasury:

- Support public health expenditure
- Address negative economic impacts caused by the public health emergency
- Replace lost public sector revenue
- Provide premium pay for essential workers
- Invest in water, sewer, and broadband infrastructure

Case Study: Middlesex County, NJ

Middlesex County, NJ received \$144M in CARES Act funds as well as additional funding from other federal and state programs. With OpenGov Citizen Services, the County distributed these funds via programs that provided relief to small businesses and that covered COVID-19 expenses of municipalities in the County:

- 1.6M** Competitive Community Development Block Grant Program for small businesses (approx \$30K each)
- 88 M** Reimbursements for the county's COVID-19 expenses
- 30 M** Small Business Relief Grant Program to pay for rent, utilities, payroll, and loss of revenue due to COVID-19
- 31 M** Distributed to municipalities within Middlesex County for COVID-19

“The County is anticipating to receive \$160M from the Federal Government [American Rescue Plan] over the next two years... It is yet to be determined how, and to whom, these funds will be distributed. However, we plan to use OpenGov for the distribution of those funds.” Joe Pruiti, CFO & Treasurer, Middlesex Count, NJ.

Bring immediate relief, clear guidance, and better services to your community.

Governments across the country are successfully using OpenGov to improve their business processes so that they can distribute relief funding to their constituents, open back the economy safely, and double-down on their investments in hard and digital infrastructure.

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Emerge From COVID And Manage Economic Recovery *(continued)*



Issue Applications for Relief Funding

Small Business Grants

Support Main Street businesses in your community by providing them with relief on rent, salary and wages, utilities or supplies and equipment.

Housing Stabilization

Provide short-term financial assistance to those suffering from housing instability

Aid for Impacted Industries like Travel and Tourism

Support industries or commercial districts that were closed during the pandemic. Funds can be used to support the safe reopening or expansion of hospitality facilities.



Open Back the Economy Safely

Outdoor Dining

Governments need to ensure that restaurants and bars are compliant with local regulations, which could change based on trends in infection rates.

Short-term Rental Registration

Responsibly manage the volume of properties in your community receiving vacationers and out-of-town guests.

Fire Permits

Organize the enforcement of occupancy limits, alarm systems, and open flame permits for campsite bonfires, fireworks, or restaurants in town.



Invest in Hard and Digital Infrastructure

Public Works

With more funding to be expected for infrastructure projects like replacing lead water pipes, governments are modernizing their systems for issuing right-of-way and encroachment permits.

Online Citizen Services

From building and zoning permits to business and pet licenses, provide citizens with the ability to submit applications digitally and government staff the tools to work remotely.

“We are excited to continue to leverage the OpenGov platform in unique ways for a variety of our City departments... It allows us to efficiently and innovatively solution workflows in ways that were not previously available.” Jennifer Pineda, Business Group Director, City of Fishers, IN

About OpenGov

Backed by over 300 years of government experience. OpenGov delivers cloud software suites designed exclusively for the needs of 21st century public administration.

To learn more, read our guide: [“How to Use the American Rescue Plan Today.”](#)



Accelerating Digital Transformation With The American Rescue Plan - *To Make the Most of the Federal Funds, New Jersey Counties Need to Take Stock of What IT Assets They Have Now*

by Gary Buonacorsi, SLED Chief Technology Officer for Tanium

With the American Rescue Plan (ARP) Act signed into law, state and local governments and educational (SLED) organizations throughout New Jersey can receive federal funds to help with operating budgets and investments in cybersecurity.

We explain why SLED organizations should start the process by taking stock of their IT assets. By reducing waste, rationalizing their IT toolsets and developing a plan to support endpoint devices in a work-from-anywhere world, they'll be better prepared for the funds.

Getting endpoints under control now, with endpoint management and security tools, will help SLED organizations lay the foundation for the future. It will also give organizations confidence that their ARP-funded investments won't be jeopardized by problems arising from their employees' devices.

Preparing for American Rescue Plan funding

Even if an organization had rigorous endpoint management in place for its on-premises operations before the pandemic, it's worth reassessing endpoint management capabilities. There are many new challenges to consider: remote work, increased cloud adoption, evolving security threats and expanding regulatory compliance.

Remote work is here to stay

In the future, most government agencies and educational institutions will need to provide ongoing IT support for a hybrid workforce. That's because a substantial number of employees will be working at home or some other remote location, at least part of the time.

In a survey of 500 IT decision-makers in the U.S. and the UK in 2020, PSB Insights, a global research consultancy, found that 65% of decision-makers expect their Work from Home (WFH) policies to continue in some way, resulting in significantly more remote workers than before the pandemic.

This shift is occurring in government agencies, not just private companies. In a survey of federal workers by Federal News Network, conducted at the end of 2020, nearly half reported that they would work remotely every day if they were given a choice. Almost a third reported that they would prefer to work remotely 3-4 days per week. More than half of respondents expected their agency's support for telework to increase after the pandemic was over.

It's time to focus on endpoint management and security

Endpoint management and security is a critical component of any IT operations and security plan.

Without visibility into the endpoints employees are using — regardless of whether they are agency-issued laptops or employee-owned devices — SLED organizations will struggle to secure those endpoints and the IT operations that depend on them.

The switch to WFH has increased IT security challenges. Attackers take advantage of remote workers' lack of firewall protections and susceptibility to phishing attacks using popular topics such as the pandemic, political news and the upcoming Olympics.

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Accelerating Digital Transformation With The ARP *(continued)*

On average, 11% of government agency employees succumbed to phishing attacks in tests conducted in 2020. The live version of those attacks can lead to malware such as keyloggers or ransomware being installed on large numbers of endpoints.

Ransomware attacks are becoming even more numerous. Many attackers take their time now, stretching dwell times to 43 days, lurking and exploring networks to find more valuable endpoints before publicizing their attacks by encrypting data and demanding ransom.

Employees working remotely are especially vulnerable to these attacks, which can even spread to internal networks. SLED organizations must strengthen their security defenses for all endpoints, both on internal networks and remote locations such as home offices.

Find and fix endpoint problems before applying ARP funds

While it might be tempting to treat endpoint management and security as an issue to be addressed with ARP funding, a more practical approach is to rationalize endpoints and IT investments now — before ARP funds arrive.

Consequently, organizations can apply new funding more effectively, knowing that the endpoints used by their employees are monitored, managed, updated and secure. Faulty or unsupported endpoints have been removed. ARP funds will be applied only to endpoints that the organization is aware of and trusts.

Rationalizing endpoints begins by gaining visibility into endpoints wherever they are located. In many organizations, about 10-20% of endpoints are invisible to the IT operations team, leaving IT leaders with no definitive inventory of all the IT assets being used by employees.

Without such an inventory, IT operations can't monitor endpoints for performance problems or security incidents. They can't schedule endpoints for software updates and patches that would eliminate recently discovered security vulnerabilities. And they can't budget accurately for hardware and software investments.

Four steps for endpoint management and security

For these reasons, SLED organizations should promptly implement the following four-step process for unified endpoint management and security:

Asset Visibility

Discover endpoints in use, record their hardware and software configuration details, and monitor them for security and performance issues. Answer questions such as: How is the organization currently monitoring configuration drift? How quickly can patches be installed in emergencies?

Tool and Cost Optimization

Reassess the I.T. operations and security teams' tools to monitor and manage endpoints across different environments. Can redundant toolsets be streamlined? Would switching to a centralized toolset save time and money compared to provisioning each department with its own choice of tools?

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Accelerating Digital Transformation With The ARP *(continued)*

Data Privacy

Data privacy is growing in importance for all organizations, both public and private. How is the organization measuring data privacy and regulatory compliance today? Has the organization identified the most valuable data it's protecting and how it's being accessed? Are there any data privacy risks that need to be addressed?

Incident Response

Reassess the tools used to detect, investigate, respond to, and remediate threats, including advanced persistent threats that might have been lurking on endpoints for weeks or months. How long does it take the IT team to respond to threats? Is the organization prepared to respond to incidents as quickly and effectively as possible with increased adoption of cloud services and a continuing remote workforce?

Take control of endpoint devices

Bottom line: now is the time to take control of endpoint devices and put endpoint management and security tools in place. There's no advantage in applying new federal funds to endpoints you should have removed or replaced.

Embark on an endpoint rationalization project today. And when it comes time to apply ARP funding for digital transformation, you'll be building on a foundation that you have already tested, considered, adjusted as necessary and approved. Then ARP funding will offer an even greater opportunity for you to innovate and strengthen your cybersecurity defenses.

To learn more about Tanium, please contact Joel McManus, Director of Strategic Accounts—SLED, at joel.mcmanus@tanium.com or via telephone at (781) 929-9715.



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.](#)



**Getting *'back to normal'*
can be overwhelming.
Help is a phone call away.**

2nd Floor Support for Youth
1-888-222-2228

Domestic Violence Hotline
1-800-572-7233

Child Abuse Hotline
1-877-652-2873

NJ Mental Health Cares
1-866-202-4357

Children's System of Care
1-877-652-7624

Sexual Assault Hotline
1-800-601-7200

Crisis Text Line
Text NJ to 741741



Nationwide Economics

Weekly Economic Review & Outlook for June 21, 2021

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

Weekly Review

Supply-side constraints are having an impact

Retail sales declined by 1.3 percent for May as topline spending was again weaker than expected. But there were significant upward revisions to March and April that point to a stronger trend pace of expenditures - and perhaps to upward revisions for the May data, as well. A pickup in spending at restaurants and clothing stores was likely influenced by the fuller reopening of in-person activities across the country. Despite May's decrease, retail sales were still up by more than 28 percent over the past year and have far surpassed pre-COVID levels on the back of the successive stimulus payments this year.

There are signs, however, that rising prices and supply shortages are leading to reduced sales in some sectors. The previously reported drop in unit auto sales weighed heavily on total sales—sales ex-autos showed a smaller 0.7 percent decline. Rising prices and lack of availability likely played a role in sharp sales drops for furniture, appliances, and building materials during May. But as supply chains heal over the course of the year, these supply side impacts should wane—although the downside impacts are likely to linger for the next few months.

New home construction is being hit by the supply crunch as housing starts for May were little changed from the originally reported April figure (although up by 3.6 percent due to downward revisions for April). A lack of buildable lots, labor shortages, and rising costs (especially for lumber) have squeezed many builders this year. The NAHB Housing Market Index, while still elevated fell to its lowest level since last August as builders noted waning homebuyer traffic and were less confident about single-family sales over the next six months.

The outlook for home construction over the remainder of the year depends upon both demand and supply factors. On the demand side, if job gains continue to be strong and mortgage rates remain low (even if rising some), then new home sales should move higher - incentivizing builders to increase construction. On the supply side, if the number of buildable lots increases and construction cost gains moderate, then builders will be able to start more units. Lumber prices, while still high, have already dropped considerably from their all-time peaks of about a month ago. In the aggregate, we still expect starts and new sales to move higher as the strong demand metrics should win out.

The Fed pushes forward its tightening timeline

While there was no change in monetary policy at the June FOMC meeting, the median projection of FOMC participants for the federal funds rate now shows two rate hikes for 2021 (up from one in March's projections). There remains a wide dispersion within the 2023 federal funds rate forecasts with five of the 18 participants still not expecting a rate move until 2024. Still, the rapid acceleration in growth and inflation so far in 2021 may have shifted the thinking on how long near zero rates will be needed to boost to recovery.

In the near term, there was no intention made to reduce the amount of monthly asset purchases made by the Fed. Chair Powell noted during his press conference that any move to taper these purchases would be announced well in advance, suggesting that this policy move remains at least a few meetings away. We expect that the current pace of purchases could be maintained into 2022, but a tapering of MBS purchases may occur sooner, given the hot housing market.

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Nationwide Economics *(continued)*

The Week Ahead

This week's economic news focuses on housing market data from May as well as the latest on income/spending and the Fed's preferred inflation measure, the core PCE price index.

Existing home sales expected to drop

While strong compared with most of the past fifteen years, existing home sales for April were weaker than recent months. Housing demand remains strong as mortgage rates continue to be historically low and workers adjust their locations to reflect increased work-from-home options. On the other hand, the market has not seen the rise in homes for sale expected as the pandemic winds down; the supply of existing homes for sale is hovering around its all-time-low and continues to limit potential sales. Taken together—and given the already announced drop in pending home sales—we project a modest drop for May existing home sales to an annualized pace of 5.72 million units. As in April, this is strong from a historical perspective, but continues to be held back by a severe lack of supply.

New home sales also likely down for May

As with existing homes, new home sales for April were strong in absolute terms, but weaker than they could have been if they weren't limited by the supply side of the market. Housing demand remains strong and interest in new homes continues to benefit from the lack of existing homes for sale, pushing potential homebuyers into the market for new homes. Given supply constraints, home builders can't provide all the new homes that buyers want - leading to many builders not accepting home sale contracts in the near term. Sales likely dropped for May to an annualized pace of 841,000 units, with median prices of homes sold up strongly again.

Income and inflation gains expected for May

Despite the drop in retail sales (mainly goods) for May, overall personal consumption expenditures (PCE) were likely boosted by the surge in services as restrictions on in-person activities have been mostly lifted. We project an increase of 0.8 percent for the month. Personal income is also projected to rise by 0.8 percent as wage gains have accelerated while job growth was strong over the month.

Core consumer inflation continued to climb sharply for May according to the consumer price index (CPI), and we expect that the core PCE price index saw a jump, as well. We project a strong 0.5 percent gain in core PCE inflation for May. This would bring the 12-month trend rate to 3.4 percent, which would be the fastest pace in nearly 30 years—although this could be the peak for year/year inflation readings.

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.



2021 NACo ANNUAL CONFERENCE

Prince George's County, MD
July 9-12

In-Person and Virtual

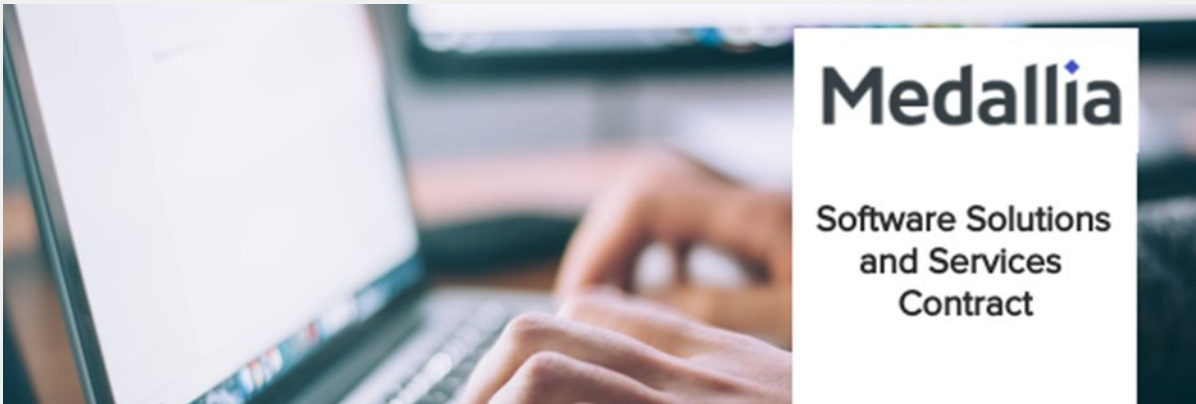
OMNIA Partners

We are excited to announce these new competitively solicited contracts providing access to even more powerful opportunities to better manage your spend and resources. Take advantage of these contracts or [contact your Regional Manager](#) for additional information.



This valuable program offers discounts off implements, tractor attachments, and related products for mowers, and related equipment to provide the best value for OMNIA Partners participants. Georgia's Cobb County executed agreements with [Land Pride](#) and [Woods Equipment](#) for an initial twelve months with automatic renewals for four additional twelve month periods through December 22, 2025.

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Improving resident experiences results in increasing trust in government. [Medallia](#) captures feedback, analyzes the data, and helps your team take action to close experiences gaps. Available on the [DLT Software Solutions](#) contract through OMNIA Partners, Medallia's platform does the hard work to help you understand your customers. Medallia's learning-based AI delivers in-the-moment visibility into customer interactions to drive actions that can transform experiences as they happen.

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OMNIA Partners *(continued)*



This valuable program offers discounts off water treatment chemicals in order to provide the best value for OMNIA Partners participants. Arizona's city of Tucson executed agreements with Thatcher Company for an initial award from October 1, 2020, through September 30, 2021 with option for renewals for four additional one year periods through September 30, 2025.

[Read More](#)



Planning For The Future Of Work Amid A Global Pandemic

by NACo

The global COVID-19 pandemic has enhanced the uncertainty around the Future of Workⁱ. The plans county officials had prepared or implemented in January 2020 were, in many cases, put on hold or abandoned altogether as county governments became frontline workers in the fight against COVID-19. As 2021 continues to unfold, county leaders are balancing a need to address urgent pandemic-related economic hardship, plan for economic recovery and consider the implications of the Future of Work for local economies.

Just as the impacts of COVID-19 have been felt more profoundly in some communities than others, the Future of Work will have differential impacts. Workers of color, already disproportionately impacted by the pandemic, are at particular risk for displacement by automation due to overrepresentation in impacted jobs. This reality existed prior to the onset of COVID-19, and it is likely to be even more pronounced as these hard-hit communities face an uphill battle to economic recovery. Such inequities are just one challenge county leaders face when planning for the Future of Work and an equitable economic recovery in the coming years.

1. The urgency of planning for the Future of Work, coupled with new resources from the American Rescue Plan (ARP), create an opportunity for counties to prioritize recovery needs through efficient resource allocations. **County success in this endeavor relies on a variety of supports to plan for the Future of Work. Platforms for cross-county idea sharing on targeted topics.** Workforce and economic development experts believe conversations with other county leaders about topics such as solutions which can incorporate Workforce Innovation and Opportunity Act (WIOA) funding and attracting and retaining new businesses are key forums for local innovation. Sixty-eight (68) percent of county leaders agreed that this type of collaboration and information sharing is useful.
2. **Information on promising practices for engaging local Workforce Development Boards (WDBs) and other partnerships.** Some counties are successful in partnering with WDBs and other regional economic partnerships, while others experience fraught relationships. Nearly two-thirds (62 percent) of county leaders believe information sharing on cultivating partnerships will help advance engagement with WDBs.
3. **Resources and partnerships for enhancing broadband access and bridging the digital divide.** As counties predict a permanent shift to more remote work in the future, ensuring access to quality broadband connections and digital literacy is critical.
4. **Support and programs for retraining workers.** This need is particularly prevalent in areas that have seen a massive decline in certain industries, such as rural counties that have experienced a decline in the coal industry or counties reliant upon a hospitality industry devastated by the pandemic.
5. **Resources specifically directed toward low-income residents and residents of color.** The disproportionate impacts of both automation and the pandemic on the employment prospects of communities of color necessitate direct, dedicated support for county residents of color and low-income residents. Counties need information on practices and funding to address disparities through Future of Work programming.
6. **Information about funding opportunities for the Future of Work and economic recovery planning.** Eighty-five (85) percent of county leaders indicated a need for additional information about sustained funding opportunities.

ⁱThe Future of Work is a term used to encapsulate the rapid changes transforming the traditional workplace and highlight the shared uncertainty around what the workforce landscape will look like in the coming years.



Webinars

Supreme Court in Review: The Big Cases for States and Local Governments

Jul. 15, 2021 , 2:00 pm – 3:00 pm

Contact Alana Hurley(202) 350-2296 ahurley@naco.org

REGISTRATION

From the Affordable Care Act to voting rights to takings this U.S. Supreme Court term had it all! This webinar will cover all the cases of interest to states and local governments except First Amendment and police cases. Join Jeremy Feigenbaum, New Jersey State Solicitor, who argued a sovereign immunity case, Bob Peck, President of the Constitutional Litigation Center, who wrote an SLLC amicus brief in a climate change case, and James Romoser, SCOTUSblog editor, for the SLLC's most popular event of the year.

Register for [Supreme Court in Review: First Amendment Cases](#) on July 22 and Supreme Court in Review: Police Cases on July 29.

[JEREMY FEIGENBAUM](#), Counsel to the Attorney General, New Jersey Office of the Attorney General

[ROBERT PECK](#), Founder and President, Center for Constitutional Litigation, PC

[LISA SORONEN](#), Executive Director, State and Local Legal Center

[JAMES ROMOSER](#), Editor, SCOTUSblog



Supreme Court in Review: First Amendment Cases

Jul. 22, 2021 , 1:00 pm – 2:00 pm

Contact Alana Hurley (202) 350-2296 ahurley@naco.org

REGISTRATION

The Supreme Court's First Amendment docket didn't disappoint in 2000-2021. The Court heard cases involving the speech and association rights in *Americans for Prosperity Foundation v. Bonta*, involving a challenge to California's charitable donor-disclosure requirement; the speech right in *Mahanoy Area School District v. B.L.*, involving a challenge to a school's suspension of a student for off-campus speech; and the free exercise right in *Fulton v. Philadelphia* involving a challenge to the city's non-discrimination requirement for its government contractors. Kirti Datla, Director of Strategic Legal Advocacy at Earthjustice, will discuss general trends in the Court's First Amendment jurisprudence, these cases and the religious liberty cases related to COVID-19 restrictions that the Court decided on its "shadow docket." Ms. Datla authored an *amicus* brief for the State and Local Legal Center in *Carney v. Adams*, a challenge to Delaware's partisan-balance requirements for its judiciary.

Register for the [Supreme Court in Review: The Big Cases for States and Local Governments](#) webinar on July 15 and the Supreme Court in Review: Police Cases webinar on July 29.

[KIRTI DATLA](#), Director, Strategic Legal Advocacy, Earthjustice

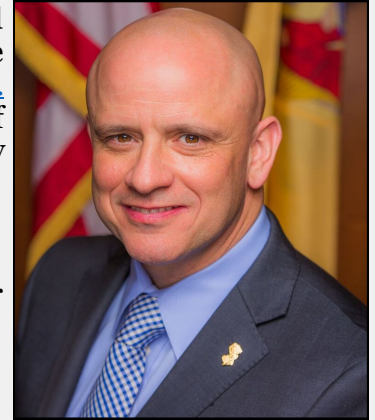
[LISA SORONEN](#), Executive Director, State and Local Legal Center



FROM THE EXECUTIVE DIRECTOR

It's been way too long, but the New Jersey Association of Counties (NJAC) is pleased to announce that conference registration, hosting opportunities, and the action-packed schedule of events are now available on our website at www.njac.org. Don't miss the opportunity to be a part of our outstanding annual celebration of county government from October 12th through October 14th at Caesars in Atlantic City and featuring:

- The chance to hear from our gubernatorial candidates before the General Election
- Exclusive interviews with county leaders at the Nick Acocella County Leader Showcase
- Informative and educational workshops approved for continuing education credits
- All major events and ceremonies hosted in the main exhibit hall
- Unique networking opportunities to share resources and ideas
- *The Cook-off and acapella sing-off will be back in May of 2022*



John G. Donnadio, Esq.

We're expecting to host a terrific show that begins on Tuesday evening October 12th with the Meet and Greet Reception; kicks-off Wednesday morning with a welcome by NJAC's Board of Directors; and, ends early Thursday afternoon on October 14th with the chance to hear from our gubernatorial candidates a few short weeks before the highly anticipated General Election. We're also honoring several county professionals with county service and lifetime achievement awards; inducting new members into the County Commissioner Hall of Fame; and, presenting the prestigious Peter Palmer Business Associate of the Year and Maurice Fitzgibbons County Commissioner of the Year awards.

In addition, you'll have the opportunity to hear from county leaders at the Nick Acocella County Leader Showcase in honor of a wonderful man who we lost last year; network with county and business leaders from across the State; and, earn valuable professional development credits at our informative and educational workshops. For county professional groups and associations, please let us know if you would like to host a meeting as was the case in previous years with our county administrators, finance officers, public information officers, planners, welfare directors, improvement authorities, and jail wardens. For business associates, vendors, and sponsors, we're also providing these additional benefits: free Wi-Fi in the main exhibit hall and guest rooms; a late checkout of 2:00 p.m. October 14th at Caesars's for all guests registered for NJAC's conference and staying at the hotel; cell phone charging stations in the main exhibit hall; and, discounted parking rates for NJAC conference guests. We look forward to seeing you then.

SAVE THE DATE!

**NJAC Annual Conference
October 12 - 14, 2021
Caesars in Atlantic City**

EVENTS & HOLIDAYS

SUN	MON	TUES	WED	THURS	FRI	SAT
	 <p>July BIRTH FLOWER</p> <p>positivity open heart dignity grace first love</p>	 <p>LARKSPUR</p>		<p>The Infernos ¹</p> <p>Brookdale Park</p> <p>7:30 pm</p> <p>Rain Date 7/2</p> <p>Bloomfield Essex County</p>	<p>Plays in the Park: America the Beautiful ²</p> <p>Roosevelt Park Doors Open 5:30 pm FREE</p> <p>Edison Middlesex County</p>	<p>In the Footsteps of Cornelia ³</p> <p>10:00 am - 4:00 pm</p> <p>3:00 p.m. Cornelia Hancock Tour</p> <p>Hancocks Bridge Salem County</p>
 <p>Happy 4th of July</p>	<p>Westfield Community Concert Band ⁵</p> <p>July 1st Rain Date 7/15 7:30 pm FREE</p> <p>Outdoors-In Person Westfield Union County</p>	<p>Whitehouse Symphony Band ⁶</p> <p>White Oak Park 7:00 pm - 8:00 pm</p> <p>FREE</p> <p>Branchburg Somerset County</p>	<p>Lighthouse Craft Show ⁷</p> <p>Cape May Point State Park</p> <p>July 7th - July 28th</p> <p>Cape May Point Cape May County</p>	<p>Aloha Monkey Music in the Park ⁸</p> <p>Weeden Park 6:30 pm</p> <p>FREE</p> <p>Lawrence Township Mercer County</p>	<p>Fireworks and Food Truck Extravaganza ⁹</p> <p>July 10th Johnson Park 3:00 pm - 9:00 pm FREE</p> <p>Jackson Township Ocean County</p>	<p>Disney's Frozen Jr. ¹⁰</p> <p>Levoy Theatre</p> <p>2:00 pm - 3:00 pm</p> <p>Millville Cumberland County</p>
<p>Sensational Soul Cruisers ¹¹</p> <p>Washington Lake Park Amphitheatre 7:00 pm - 9:00 pm</p> <p>FREE</p> <p>Washington Township Gloucester County</p>		<p>Sweet Sounds Music Festival ¹³</p> <p>Foundation Park 7:00 pm - 9:00 pm</p> <p>FREE</p> <p>Westfield Bergen County</p>		<p>The Green Planet ¹⁵</p> <p>Memorial Park Gazebo 7:00 pm - 8:30 pm</p> <p>FREE CONCERT</p> <p>Little Falls Passaic County</p>		
 <p>Atlantic City Vegan Food Festival July 18 - 20, 2021</p> <p>Boardwalk at Showboat Hotel 7:00 pm - 9:00 pm</p> <p>Register here</p> <p>Atlantic City Atlantic County</p>				<p>Chamber Event: The Breakfast Club ²²</p> <p>7:30 am - 9:00 am</p> <p>The Halifax @ W Hotel Hoboken Register here</p> <p>Hoboken Hudson County</p>	<p>Balloon Festival ²³</p> <p>Solberg Airport Music, Amusement Rides, Fireworks, & Food</p> <p>July 23rd - July 25th</p> <p>Readington Twp. Hunterdon County</p>	<p>Country Express ²⁴</p> <p>Wheatsworth Field</p> <p>6:00 pm - 8:00 pm</p> <p>Hamburg Sussex County</p>
<p>Morris County 4-H Fair ²⁵</p> <p>Chubb Park</p> <p>July 23rd - July 25th</p> <p>Chester Morris County</p>			<p>Chill & Swim with Fireworks at Dark ²⁸</p> <p>South End Pavilion</p> <p>7:30 pm - 9:30 pm</p> <p>FREE</p> <p>Spring Lake Monmouth County</p>	<p>The Fabulous Thunderbirds ²⁹</p> <p>Cooper River Park 7:00 pm</p> <p>FREE</p> <p>Pennsauken Camden County</p>	<p>Country Line Dancing ³⁰</p> <p>Pavilion at the Fairgrounds 6:00 pm - 10:00 pm</p> <p>Register here</p> <p>Columbus Burlington County</p>	<p>Warren County Farmers' Fair ³¹</p> <p>July 31st - August 7th</p>  <p>Phillipsburgh Warren County</p>