

NJAC COUNTY BIZ

An Educational and Informative Newsletter for Counties and Businesses

New Jersey Association of Counties

ISSUE 119 - JUNE 2021

No Longer Invisible: A Rural Health Department Making An Urban Difference In The COVID-19 Response

by June Sieber, Salem County HHS Director and Lauren Pomykala, Public Preparedness Division for Salem County



March 21st, 2020 will forever be a day that rings in the ears of leadership and staff within the Salem County Department of Health and Human Services in New Jersey; their first reported case of COVID-19. The year that followed was an unprecedented time in the lives of people around the world, with all eyes on local health departments to be the light that would guide residents through the darkness of COVID-19.

Throughout the COVID-19 response, essential resources have been scarce and are historically sent to larger, urban counties, which put the rural Salem County Department of Health and Human Services at a disadvantage. The leadership and staff did not let this disadvantage diminish their drive; instead, they worked harder, thought more creatively, and continuously pushed through the boundaries that were in front of them.

Salem County Department of Health and Human Services staff cross-trained to conduct case investigation and contact tracing, identified, and investigated clusters and outbreaks of COVID-19, worked alongside business owners and school administrators to provide necessary guidance so local businesses and schools could continue to operate safely, and continuously updated several social media accounts giving detailed COVID-19 case information to residents. Salem County's Office on Aging and Disabilities continued to provide essential programs to the senior population, including transportation programs, a COVID-19 call center, and their Pantry Stretcher program to help ensure the senior residents of Salem County had continuous access to necessary programs and resources.

Knowing that the COVID-19 response in Salem County required a large and unified front, the Salem County Department of Health and Human Services entered partnerships with Salem Medical Center and Southern Jersey Family Medical Centers to ensure that residents had access to free COVID-19 testing. In the Spring of 2021 when the department was faced with the task of mass vaccination clinics, they partnered with Salem County school nurses, Salem Community College's Nursing program, Salem County's Medical Reserve Corps, Salem County's Community Emergency Response Team and the Salem County Correctional

INSIDE THIS EDITION:

- Pg. 1 No Longer Invisible
- Pg. 3 NJ Counties Leading The Charge
- Pg. 3 Congratulations
- Pg. 4 Exciting News From NJ Utilities
- Pg. 5 New Cooperative Contract
- Pg. 6 Darby Swank Appointed Sr. V.P. Sales
- Pg. 6 Save The Date
- Pg. 7 MRA International
- Pg. 8 Value Added Resellers: Our Partners & Yours
- Pg. 9 VR In The Workplace
- Pg. 10 How to Effectively Use The ARPA
- Pg. 14 Grants Training
- Pg. 15 NJ DCF Safety Tips
- Pg. 16 Nationwide Economics
- Pg. 18 OMNIA Partners
- Pg. 20 Grant Opportunities
- Pg. 21 NACo Webinars
- Pg. 22 Message from the NJAC Executive Director
- Pg. 26 Events & Holidays!

continued on page 2

No Longer Invisible: A Rural Health Department Making An Urban Difference In The COVID-19 Response *(continued)*

Facility to ensure that Salem County residents had access to the COVID-19 vaccine. The Salem County Department of Health and Human Services was also one of the first counties in the State of New Jersey to complete their “Home Bound Resident Vaccination Program.”



Despite all challenges they faced, the Salem County Department of Health and Human Services has come together like it never has before. When the pandemic reached Salem County, each division within this rural health department went above and beyond the call of duty and thought outside the box to ensure that the residents of Salem County had continued access to essential programs and constantly evaluated and filled-in the gaps in the response to COVID-19. The Salem County Department of Health and Human Services has changed the definition of “business as usual” to ensure that COVID-19 did not get in the way of promoting the health and safety of the residents of Salem County. There is no doubt that this rural health department is making an urban sized difference in the response to COVID-19.

Commissioner Director Ben Laury and Mickey Ostrum, Commissioner Liaison to the Health Department agree: “We continue to be amazed by our Health Department staff. To paraphrase Margaret Mead: Never doubt that a small group of thoughtful and committed employees can make a difference.”



NJAC FOUNDATION THANKS THE FOLLOWING PARTNER

Investors Bank has awarded the NJAC Foundation a grant of \$21,000 for county vocational-technical school graduates who plan on continuing their education in New Jersey at a county college or state college or university.

New Jersey Counties Leading The Charge For A Sustainable Future

by Gerald T. Reiner Jr., Director of Purchasing for the County of Bergen



Gerald T. Reiner, Jr.
Director of Purchasing
County of Bergen

Just over a year ago, Governor Murphy signed executive order 100 outlining 7 strategies in moving forward the goals of the State's Energy Master Plan. If you are not familiar with the plan, it set out aggressive goals to meet 100% Clean Energy by 2050. However, while the plan outlined strategies the details of the how, are yet to be seen in regulation which has yet to be published, to be populated largely from three public agencies, the NJ DEP, NJ EDA, and the NJ BPU. While I understand that policies need to be fluid to keep up with the times most notable technology advances, there can be stronger cohesive action across those state agencies and our local units. What I feel was missing was a plan to incorporate the Counties through direct engagement to move our communities into a clean energy future. We know that each of our counties share similarities yet also have many unique characteristics which make our counties unique. The plan set out big goals but did not fund big projects; the funding to date has been at levels, which are meaningful to some communities but lacking in others.

Here is where Counties can be the perfect partners with the State toward the goal of 100% of Clean Energy by 2050 we need to be incentivized with funding to take on big bold challenges, to demonstrate to our community partners that it is obtainable and tangible to meet these goals. As Counties, we can leverage what we learn to do projects together utilizing the local knowledge we uniquely have and bringing two neighboring municipalities together under for a project under the County Umbrella.

Here in the County of Bergen we are making individual progress with expanding public electric vehicle charging stations through public private partnerships, embarking on our initial round of electric vehicles in our fleet, managing our solar portfolio and lastly procuring our electricity supply from 100% renewable sources. While we have had some successes with a stronger plan we can work to fund 100% electric buses for our County schools, then use those buses to train our future mechanics how to work on the new technology. We can full fund transitioning our technical programs to understand how to install and maintain solar, wind, and other clean energy technology leading to good paying jobs. We can be a resource to our local communities in planning, and we can demonstrate new technology so there is not as much fear in future adoption. Lastly, we can ensure that we meet the goal in 2050 perhaps even earlier than anticipated; when Counties set our minds on a project, we succeed.



Congratulations!

The New Jersey Library Association (NJLA) announced that E. Marie Hayes, Cape May County Commissioner, and NJAC Immediate Past President along with 4 others will be receiving an award from the NJLA on Wednesday, June 2 at 4:00 p.m. The award is in honor of their combined work on turning an Historic Building, the Franklin Street School in Cape May, into a new library community center.

The Franklin Street School was the last segregated school built in the United States, and it has sat vacant and dilapidated for many years. A group of extremely dedicated people came together, and applied for the grant monies available to libraries, and were recently awarded \$3 million for this project.


If you would like to attend the NJLA 2021 Honors & Awards Virtual Ceremony please register [here](#), to receive zoom details for the event.

Exciting News From NJ Utilities!

by Nikki Dube, Specialist, Marketing/Outreach, Corporate Affairs/Marketing for Orange and Rockland

As part of the statewide Clean Energy Act, beginning July 1, 2021, NJ utilities will begin managing and delivering “next generation” Energy Efficiency program historically administered by New Jersey’s Clean Energy Program (NJCEP). PSE&G launched their energy efficiency programs at the end of April.

The below charts summarize the programs that will continue to be managed by NJCEP and those that will now be managed by the utilities:

	<p>Program areas to be served by the Utilities:</p> <ul style="list-style-type: none"> • Existing Buildings (residential, commercial, industrial, government) • Efficient products <ul style="list-style-type: none"> • HVAC • Appliance Rebates • Appliance Recycling <p>New Programs & Features:</p> <ul style="list-style-type: none"> • Dedicated multi-family program • More financing options • Quick home energy check-ups
----------------------------------------------------------------------------------	----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------

	<p>Program areas staying with NJCEP</p> <ul style="list-style-type: none"> • New Construction (residential, commercial, industrial, government) • Large Energy Users • Combined Heat & Power & Fuel Cells • State Facilities • Local Government Energy Audits • Energy Savings Improvement Program • Solar & Community Solar
------------------------------------------------------------------------------------	----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------

Utilities maintain a special relationship with their customers and can use data, including energy consumption and demographics, to provide the right kind of offerings to their customers. In addition, utilities can deliver personalized services and programs, flexible financing, and unique solutions for customers. Further, utilities can partner closely with contractors to seamlessly deliver program benefits to customers.

Most importantly, customers can enjoy the convenience of interacting with a company they already know and trust.

If you have questions about the transition, please contact your utility:

Atlantic City Electric – EnergyEfficiency@atlanticcityelectric.com

Elizabethtown Gas – Frank Vetri - fvetri@sjindustries.com

JCP&L – For residential programs, Nicole Williams -nwilliams@firstenergycorp.com

JCP&L – For C&I programs, Todd Kirkpatrick - tkirkpa@firstenergycorp.com

[New Jersey Natural Gas – Susan Ellman - sellman@njng.com](mailto:sellman@njng.com)

PSE&G – Ria Canagon - ria.canagon@pseg.com

Rockland Electric Company – Nikki Dubé - duben@oru.com

South Jersey Gas – Pete Druckenmiller - wdruckenmiller@sjindustries.com

Passaic County Government Awards GovDeals With New Cooperative Contract

by Stacey Collier, Marketing Communications Specialist for GovDeals

GovDeals is excited to announce that we have recently been awarded a cooperative contract for all New Jersey local government agencies from Passaic County Government! Under this contract, counties like yours can have immediate access to our experienced, government-specific online auction platform to sell surplus items and equipment without needing to go through a tedious RFP process.

GovDeals specializes in surplus disposition technology, partnering nationally with government agencies to sell "as is, where is" assets and materials in a transparent fashion to our more than 1 million registered buyers. If your county cannot utilize a national cooperative award, you are eligible to take full advantage of this Passaic County Government award at **no additional cost to you.**

We are here to help with options and solutions for your county's needs, transforming your surplus assets and inventory from a burden to an opportunity. From personal and commercial vehicles to computers and electronic equipment to building supplies and even real estate. If it's surplus, GovDeals can help you sell it! Using our self-service online platform, you can expect sales times measured in days, not weeks. Together, we can get that revenue back into your hands so you can focus on the things at the top of your priority list.

Sellers on our platform enjoy a user-friendly virtual sales process, large buying audiences, customizable auction timings, and a dedicated Account Manager to assist in your surplus needs. Plus, as an added bonus, you'll benefit from our decades of expertise in government surplus. As a part of our annual volume discount program, participating contract holders will receive a rebate on their auction fees. Copies of the full contract documents are available upon request.

If your county is interested in learning more about using the Passaic County contract, or would like to sign up today, please contact [Mike Baker](mailto:mbaker@govdeals.com) at (609) 713-7888 or mbaker@govdeals.com. We look forward to connecting with you.



Darby Swank Appointed Senior Vice President, Sales of Kapsch TrafficCom North America

by Nicole Busse, Senior Manager, Marketing & Communications for Kapsch

Darby Swank has been appointed Senior Vice President, Sales & Business Development of Kapsch TrafficCom North America. In this role, Darby will provide strategic and operational leadership to the Sales & Business Development, Bid Management & Proposal, and Project Estimation teams in order to generate new business and growth for the company's North America solution portfolio including electronic tolling, traffic management, and connected vehicle solutions. Darby replaces JB Kendrick, who was appointed the President of Kapsch TrafficCom North America in April 2021.

Darby has built a successful career in intelligent transportation systems (ITS) for electronic toll collection and traffic management. He has more than 24 years of experience in senior and leadership roles, with more than 20 years of experience in the transportation and tolling industries. He previously served as Vice President, All-Electronic Tolling Solutions for Kapsch from 2016, and was formerly Vice President of Electronic Tolling Solutions at Schneider Electric. Throughout his career, Darby directed several of the largest and most complex open road tolling (ORT) and all-electronic tolling (AET) projects in the United States, and has overseen technical strategy, technological and software development, and project testing and maintenance.

continued on page 6

Darby Swank Appointed Senior Vice President, Sales of Kapsch TrafficCom North America *(continued)*

“I am looking forward to working with Darby in his new role. His comprehensive leadership in the North American tolling industry is a significant asset to Kapsch TrafficCom,” said JB Kendrick, President of Kapsch TrafficCom North America. “His professional relationships, technical expertise, and customer-focused approach will help solidify our future in the American and Canadian markets as a leading provider of toll systems, traffic management, and connected vehicle solutions. Darby will also support inter-department operations throughout the company.”

Darby is a standing member of the Finance Committee for the International Bridge, Tunnel, and Turnpike Authority (IBTTA) and graduated from the University of Texas at Arlington with a bachelor’s degree in Business Administration. He is located in Austin, Texas.

Kapsch TrafficCom is a globally renowned provider of transportation solutions for sustainable mobility. Innovative solutions in the application fields of tolling, tolling services, traffic management and demand management contribute to a healthy world without congestion.

Kapsch has brought projects to fruition in more than 50 countries around the globe. With one-stop solutions, the company covers the entire value chain of customers, from components to design and implementation to the operation of systems.

As part of the Kapsch Group and headquartered in Vienna, Kapsch TrafficCom has subsidiaries and branches in more than 30 countries. It has been listed in the Prime Market segment of the Vienna Stock Exchange since 2007 (ticker symbol: KTCG). In its 2019/20 financial year, around 5,100 employees generated revenues of EUR 731.2 million.

For more information: www.kapsch.net and www.kapschtraffic.com.

Follow us on Twitter: twitter.com/kapschnet.

View source version on businesswire.com:

<https://www.businesswire.com/news/home/20210504005809/en/>



SAVE THE DATE:

***NJAC Celebration of County Government
October 12th thru October 14th
Caesars
Atlantic City***

Sponsorship, Exhibit & Registration Information Will Be Available Soon!

SAVE THE DATE




MRA
INTERNATIONAL | inter**NET**working 2021

JULY 15 | 8:30AM - 2:30PM | OCEAN PLACE RESORT | LONG BRANCH, NJ

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

MEET US BY THE BEACH AT THE BEAUTIFUL OCEAN PLACE RESORT



MRA International, INC. | 295 Morris Avenue | Long Branch | NJ | 732-222-0997 | www.mrainternational.com

Value Added Resellers: Our Partners And Yours

by Michael Galello, Industry Marketing Manager Public Sector for UKG

There are many ways to streamline your Public Sector Procurement Processes. In our [previous blog](#) on the topic, we spoke to cooperative purchasing. That article highlighted individual vendors establishing cooperative contracts. Vendors, such as UKG, respond to a lead agency solicitation; are awarded a master agreement; and you, a public agency, can “piggy-back” off that agreement. In this article, I want to introduce another option, Value-Added Resellers.

As a leader in the development of Human Capital Management and Workforce Management software and solutions, we dedicate our resources to improving our products and delivering world-class service to public agencies such as yours. In fact, we invested more than half a billion dollars in Research & Development in Fiscal Year 2020 to make your experience even greater.

While we'd love to hold every possible award in every state or local cooperative, we keep our motto of “Our purpose is people” in mind. We have a constant focus on improving your employees' experience, which means we're very selective around where resources are focused. I remain committed to helping you procure our products and services in the most economical manner, so at times I turn to our strategic Value-Added Reseller Partners (VARs).

What are value-added resellers?

VAR's specialize in providing IT software, hardware, and professional services to public agencies and are a leading sales channel for almost every technology company on the market. VAR's respond to competitive solicitations (RFx) by a lead agency and are awarded a master agreement. Any affiliated public agency can piggy-back off their contract – just like UKG does for its cooperative agreements. The added benefit: instead of one manufacturer's products available, there could be thousands!

What are the benefits of utilizing them?

With your combined buying power and a VAR's comprehensive catalog, you could issue a single award to a reseller and acquire all of your complimentary products and services in one purchase order, a process that saves you considerable time and effort. Before you even consider a solicitation, it's comforting to have the confidence that the individual companies involved have handled all of the B2B agreements, offered their best-available pricing, and allowed you an easier path to contracting and ongoing contract management.

UKG utilizes our strategic VAR partners to provide our customers access to the General Service Administration (GSA) and other Federal contracts, state contracts, and national & local cooperatives across the United States.

Want to learn more? Reach out to our procurement expert, [Brian Coopman!](#)



SHARE THE NEWS!

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

Contact

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

VR In The Workplace, Part 2: How Virtual Reality Is Driving Collaboration

by Blogger Guests for SHI International Corp.



Virtual reality (VR) in the workplace is a thing. And this “thing” isn’t going away anytime soon. In fact, it’s growing.

ARtillery Intelligence envisions enterprise VR revenue will increase from \$829 million in 2018 to \$4.26 billion in 2023, while PwC believes that, by 2030, almost 23.5 million jobs around the world will involve VR and augmented reality (AR).

When we last broached this topic, we explored how businesses are using VR to improve employee training. In part two of our “VR in the workplace” series, we’re going to dive into another way VR is enhancing the work experience: collaboration. Let’s get started.

How VR enriches collaboration

As organizations continue permitting employees to work remotely and the hybrid work model becomes more prevalent, the challenge becomes finding new ways to sustain – or increase – productivity, keep folks engaged, and preserve effective communication. These obstacles require companies to incorporate creative methods of collaboration for a dispersed workforce. VR bridges the divide in the following ways:

- **Recreate the meeting space.** When employees aren’t in the same physical space, businesses use VR to recreate the setting virtually. With collaborative meeting apps, employees can feel as though they’re in the same room as their co-workers, offering a familiar environment for brainstorming and sharing ideas. With these tools, organizations can re-think breakout sessions, meetings, and presentations.
- **Support key day-to-day workflows.** We’ve seen this take center stage in design. For example, in the auto industry, manufacturers have used VR to create virtual mock-ups of the interior and exterior of a car. This process enables designers to make changes quickly and efficiently and lets multiple designers work on the same mock-up simultaneously regardless of location.

In the construction, engineering, and architecture spaces, VR has been used to design, build, and review plans for retail stores, physical facilities, and even college campuses. Now, instead of just discussing a project, co-workers can put on VR headsets and immerse themselves in a 3D visualization of it. This can involve moving a model around for a better view or doing a virtual walkthrough of a site to get a better sense of the layout.

VR and collaboration in action

In a Nestle Purina study, the cost savings and performance benefits of VR stood out, as the company saved \$100,000 a year in travel and lost productivity costs by training just 10 salespeople per month in VR. There were also undeniable collaboration benefits as well. The company used the Oculus for Business platform to connect salespeople in different locations in a virtual meeting space. From there, they could review content, undergo training sessions, and even use whiteboards.

The sales team was also able to improve the efficiency and effectiveness of its retail shelf planning. Using their Oculus Quest headsets, the group was able to adjust displays in a virtual space based on updated sales data. All of this allowed them to get the most out of their retail shelf displays.

continued on page 10

VR In The Workplace, Part 2: How Virtual Reality Is Driving Collaboration *(continued)*

Just scratching the surface

From employee training to collaboration to data analytics, more and more businesses are recognizing the power VR technology brings in the workplace. But we're only scratching the surface of how this technology is going to be used.

The office is changing and so are the tools employees need to be at their best. Once upon a time, personal computers weren't seen a prerequisite for enhancing productivity and efficiency. Now, in most fields, good luck getting by without one.

As it stands, the use of VR in the workplace is still relatively new. Don't be surprised if one day soon the two become synonymous.

To learn more about SHI International Corp. contact John Minnella, District Manager of NJ/PA/DE Government & Healthcare, via e-mail at John.Minnella@shi.com.



About the authors

Dan Nieves is the Head of North America Enterprise Solution Sales for Facebook Reality Labs.

Tim Fern is the Head of Enterprise Partner Management for Facebook Reality Labs.

How To Effectively Use The American Rescue Plan Act Funds

by Lane Hartman, Manager & Content Marketing for OpenGov

On March 11, 2021, President Joe Biden signed H.R. 1319, the American Rescue Plan Act (ARPA) into law. The \$1.9 trillion package is intended to combat the COVID-19 pandemic, including both public health and economic impact.

The ARPA allocates hundreds of billions of dollars for public health, vaccines, education, housing, and local governments. A key ARPA provision directs federal aid to cities, counties and other non-county municipalities for broadly defined recovery purposes. This amounts to a once-in-a-generation opportunity to future-proof local government.

Many local governments face decades-long technology gaps for mission-critical software such as ERPs that have hurt their ability to innovate and adapt to the changing needs of their constituents. Investing in mission-critical systems empowers staff and leaders to serve more efficiently and effectively. Technology upgrades also create a virtuous cycle where governments can attract more talented individuals to help anticipate, prepare for, and meet the future needs of their communities.

Software that assists with planning, operating and reporting is crucial, and must be incorporated into any planning process around ARPA funds to ensure that local governments can meet the needs and digital expectations of their community. With so much need, where should leaders focus?

continued on page 11

How To Effectively Use The American Rescue Plan Act Funds

(continued).

Latest Guidance

On May 10th the U.S. Treasury released their 151-page Interim Final Rule for the Coronavirus State and Local Fiscal Recovery Funds (CSLFRF). Government professional organizations are all releasing their interpretations and analysis at breakneck speed, so it is still a developing situation. The general trends appear to be very positive for local governments, as well as special districts and education. In general, it appears that governments will have broad ability to use ARPA, and CSLFRF funds specifically, in a variety of beneficial ways, including:

1. Improving cybersecurity by moving to the cloud to better fight ransomware and other attacks, safeguarding ARPA funds
2. Implementing required public communications around ARPA funding and projects
3. Providing specified financial and performance reporting back to Treasury
4. Conducting strategic and tactical ARPA project planning (strategic planning, long-range financial planning, project budgets)
5. Administering ARPA flow-through grants (sub-allocations) to special districts, non-profits, businesses and individuals within the government's service area

The regulations give governments until 12/31/2024 to complete spending plans, plenty of time to upgrade ERP systems to provide better financial control and meet audit requirements. Those concerned with local school districts should also be aware that ARPA provides large funding streams to schools, K-12 and higher education.

Key Capabilities for ARPA Funding

Governments will need to have certain technologies and processes in place to effectively use, distribute and report on ARPA funds. Below is an overview of the main mission-critical processes for operating, planning and reporting on ARPA money.

Operating

- Funding administration and issuance
- Budget variance reporting and public transparency
- Performance and goals reporting
- Operating dashboards
- Budget amendment and replan processes

Planning

- Robust planning process for new ARPA revenue streams
- Transparent public process for priorities, goal setting and alignment
- The annual operating budget

Reporting and Ending the Fiscal Year

- Accounting for more grant activity, new funding sources, and mandated reporting in year-end processes and reconciliations
- Additional complexity with annual reports and the single audit schedule
- Grant annual and closeout reports, funding reconciliation and possible recapture

continued on page 12

How To Effectively Use The American Rescue Plan Act Funds

(continued).

How OpenGov Supports Government Operations

Many government finance leaders and their staff are rethinking how they approach financial management and the tools required to manage complex processes in their day-to-day operations. All while safeguarding internal controls, maintaining productivity and targeting employee morale.

Operating - OpenGov provides leaders with personalized dashboards detailing the financial and performance data they need to see every day. On-demand operating reports, a platform for ongoing public communications, audit-ready state and federal grant reporting, documented budget amendments, and robust planning can help a government take advantage of large and complex stimulus funding. With OpenGov, governments have:

1. **Personalized and up-to-date dashboards** to keep leaders informed
2. **Clear on-demand budget variance reporting** helps the team stay on course
3. **Powerful funding administration** helps governments quickly create online portals for residents, businesses, municipalities, and other groups to apply for and receive needed funding
4. **Robust financial and performance reporting** provides high-level summaries and the ability to drill directly and flexibility into detail with plain-language point-and-click control tools.
5. **Flexible performance reporting** helps leaders track progress on their KPIs
6. **Easy pro-active communications** powered by [OpenGov Stories](#) provides online publishing for narratives, reports, videos, pictures, Excel worksheets, and more

"The challenge of identifying community funding needs and allocating funds efficiently and transparently forced us to rethink everything. With OpenGov we simplified the applicant experience and the workflow for our staff, while maintaining the right level of data for compliance reporting and transparency." - Anne Fritz, CFO, City of St. Petersburg, FL.

Planning - Support your entire planning cycle with strategic planning, long-range financial planning, capital budgets, grant budgets and operating budgets. Use OpenGov for public outreach and engagement to help internal and external stakeholders:

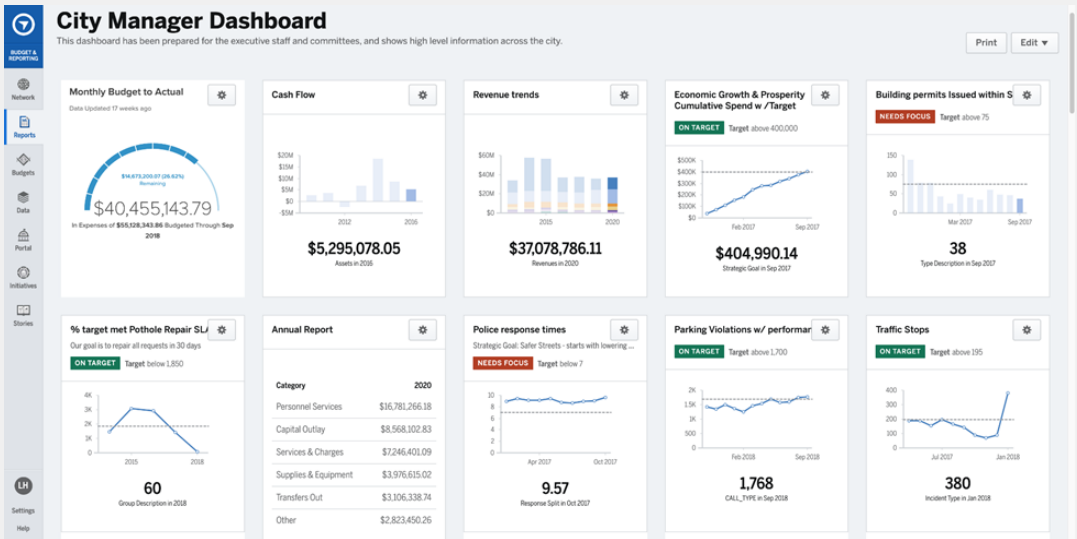
1. **Understand the total picture** by combining ARPA revenue with other ongoing revenue streams, and analyzing spending patterns in budget and historical reports.
2. **Easily isolate and report on each ARPA funding stream and program** as well as all other federal allocations, pass-throughs and grants.
3. **Facilitate transparent public discussion**, clarify priorities, report results and build broad alignment with modern cloud-based social engagement tools.
4. **Tie everything together** with comprehensive annual operating budget development, adoption, post-adoption management and publication tools.
5. **The ability to craft and document budget amendments**, and even recast the entire budget right on the platform.

continued on page 13

How To Effectively Use The American Rescue Plan Act Funds

(continued).

Fiscal Year-End Reporting and Audit - OpenGov helps governments streamline year-end closing, reconciliations, annual report drafts, automated bank reconciliations and flexible comprehensive reports. OpenGov supports the entire audit process with pre-prepared schedules for fieldwork, remote access for auditors, rapid ad hoc reporting to keep the process moving and grant reports for the federal single audit, including ARPA activity to aid with the following:



1. Preparing for audit fieldwork by completing PBC (Prepared by Client) schedules, variance analysis and sample selection lists. Governments can easily give auditors controlled access to reports and underlying data both remotely and while on-site.
2. Delivering consistent results by supporting internal controls providing a proper review of key processes, reducing opportunities for embezzlement, protecting government assets and allowing audit reliance on data sampling
3. Supporting the Single Audit which provides assurance that federal grant funds were properly managed and separate grant audits are not required. **Governments that may not have been subject to the Single Audit before ARPA, may now be required to provide this additional reporting.**

Successful annual audits are primarily the result of proper preparation and practices throughout the year. OpenGov is the perfect partner for skilled accounting professionals working for clean audits and award-winning Annual Reports.

Further Reading

To learn more about the ARPA, the CSLFRF, and key use cases that will help your government take advantage of the funding, download our eBook "[The American Rescue Plan Act: How to Use the ARPA Today.](#)"

This guide covers the following:

- A high-level overview of both the ARPA and the CSLFRF
- The 11 key functions of operating, planning, and reporting on funding to have in place for the ARP
- Ways in which modern technology can help governments best utilize the funding
- An overview of GFOA best practices for the ARPA and an overview of the latest guidance
- The top links to key resources and helpful FAQs about the ARPA

[Click here to read the guide.](#)



Grants Training

by Janet Darling, Marketing Director for Grant Writing USA

Grants Training in Wayne, NJ—June 24-25, 2021

Very limited seats in this in-person grants training.



Richard H. Berdnik.
Sheriff
County of Passaic

Sheriff Richard H. Berdnik, Passaic County Sheriff's Department will host a two day Grants Workshop at the Hilton Garden Inn, in Wayne, NJ June 24-25, 2021. This training is applicable to grant seekers across all disciplines. Attend this class and you'll learn how to find grants and write winning grant proposals.

[Click here for full event details.](#)

Beginning and experienced grant writers from city, county and state agencies as well as nonprofits, K-12, colleges and universities are encouraged to attend.

We are excited to offer New Jersey Association of Counties members and their staff a special tuition rate of \$425 which includes everything: two days of terrific instruction, workbook, and access to our Alumni Forum that's packed full of tools, helpful discussions and more than 200 sample grant proposals. Please use account code "ASSN" to receive this \$30 discount off full price at registration.

Groups of 5 or more receive a \$50 discount per person. Discounts for Grant Writing USA alumni are also available. Please call for details.

All health and safety guidelines will be followed. Class enrollment is limited to ensure proper distancing. Online reservations are necessary.

More information including learning objectives, class location, graduate testimonials and online registration is [available here](#).

Contacts:

Janet Darling
Grant Writing USA
888.290.6237 toll free
janet@grantwritingusa.com

Kyra Deegan
Passaic Public Safety Academy
973.225.7844
kdeegan@pcsheriff.org



Safety Tips to Keep Kids Protected this Summer

After their first year of life, unintentional injuries are the leading way in which children acquire serious harm or impairments. Kids of all ages need parents or guardians that use rules and boundaries to keep them safe.



OUTDOORS

- Continue to wear face masks or coverings when unable to socially distance from others.
- Use sunscreen and limit time in the sun to prevent burns.
- Always wear a helmet when riding a bicycle, skateboard, skates or other riding vehicle.
- Drink water to prevent dehydration.
- Always keep watch when children are near or in water.
- Help and monitor children on playground equipment.
- Keep small children away from BBQs and fire pits.



INDOORS

- Utilize parental controls on devices or through the internet provider to make sure privacy settings are age appropriate.
- Keep small children away from electric fans, stairs, ovens, sharp edges and sharp tools.
- Hide or discard prescription medications and alcoholic beverages.
- Keep cleaning products away from small children.



rear facing seat



booster seat



IN A CAR

- Always wear a seatbelt.
- Always use an age appropriate car seat or booster.
- Never leave a child unattended in a vehicle, even if the windows are open.



Nationwide Economics

Weekly Economic Review & Outlook for May 24, 2021

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

Weekly Review

Lack of supply and rising costs constraining housing

Existing home sales dropped by 2.7 percent for April to extend a three-month slide. This was counter to expectations of a modest rise, as signed contracts rose during March coming out of February's worse-than-usual weather. The annualized sales pace of 5.85 million units is still above the trend over the past decade but sales volumes have pulled back from their end - of - 2020 highs.

Persistent lack of supply is likely the primary reason for fading sales this year. There were only 1.16 million existing homes available during April, down 20.5 percent from the shutdown-depressed market a year ago. From a historical perspective, there were fewer homes for sale in that period than in the past three months. Industry group continue to note that any listed homes go into contract very quickly and usually above asking price. Average days on market decreased to a record low of only 17 in April.

At the same time, the fundamentals for housing demand remain highly positive - and with lack of supply this means that transacted prices are rising sharply. The median price of an existing home sold rose above \$340,000 for April and is up by more than 19 percent over the past year (a record pace). Despite still-low mortgage rates, a strong job market, and continued desire for space, rising costs and the increasing competition for listed homes could be dissuading some homebuyers. Mortgage applications for purchase have dropped in seven of the past eight weeks, falling to the second lowest reading over the past year.

We continue to expect existing home sales to trend higher over the rest of 2021 as the ebbing of the pandemic gives more current homeowners the confidence to list their homes for sale. Until more supply comes on board, however, existing sales could struggle to move higher while prices will continue to rise sharply, and more home sales will shift to new builds.

Concerns for home builders, too

Housing starts fell by 9.5 percent for April from March's recent peak, which was the highest level since 2006. While still elevated at an annualized rate of 1.57 million units, home construction may be showing supply chain strains from rising costs and a lack of buildable lots and available labor. Single-family units led the decline, pulling back by 13.4 percent for April despite continued strong demand for new homes on the market. Many home builders are simply limiting sales they know they can't fulfill in the near term.

If this slowdown in starts persists, it could be a worrisome sign for the supply of single-family housing this year. Housing completions have moved higher in recent months but continue to run far below that needed to improve the balance between supply and demand. This likely means that strong price gains will continue into at least 2022.

The Week Ahead

This is a busy week for economic data. It includes the S&P/Case Shiller house price index, consumer confidence, new home sales, the Richmond and Kansas City Fed manufacturing indices, durable goods orders, personal income and personal consumption expenditures (PCE), the PCE price index, and consumer sentiment.

continued on page 17

Nationwide Economics *(continued)*

New home sales expected to fall, but remain strong

New home sales rose in March to their fastest pace since 2006, and we expect that they remained close to that pace in April. Although home prices are rising, mortgage rates continue to be very low, helping to keep affordability from dropping too far. Additionally, the National Association of Home Builders index for homebuyer confidence and its underlying index for sales expectations for new homes in the present were both elevated (though a little below their all-time highs from November). Additionally, the record-low supply of existing homes on the market continues to push prospective homebuyers into the market for new homes. We project the annualized pace for new home sales fell slightly in April to 980,000 units, which would be the third fastest pace since 2006.

Another month of strong growth likely for durable goods orders

After 11 straight months of strong gains following the crash last spring, robust economic demand likely led to another strong gain in durable goods orders for April. The new orders component of the Institute for Supply Management (ISM) manufacturing index continued to indicate strong growth with a reading that would have been the highest since January 2018 prior to the growth seen in the COVID recovery (but has been commonplace over the past year). Even with a drop in civilian aircraft orders from Boeing, we project growth in durable goods orders of 1.3 percent for April.

Personal income and consumer spending should fall; large inflation expected

Personal income and personal consumption expenditures (PCE) almost certainly fell for April after March's stimulus check distribution led to the largest and second largest gains on record of these two, respectively. At 6.5 percent, our forecasted decline in personal income would be behind only February as the largest ever—limited by strong job and wage gains. The fall in PCE is expected to be less, however, as retail sales were down only modestly and the services component of PCD should be up, as usual. We project a decline in PCE of -0.5 percent for April.

Consumer inflation jumped for April according to the CPI, and the PCE price index is expected to show a large jump as well. Much of the higher inflation is from likely transitory price increases, such as airline fares (due to pent-up demand for travel) and used cars (due to the microchip shortage for new cars). Inflation numbers should come back to earth once these temporary issues are resolved, although they should remain above their pre-COVID averages. We project core PCE inflation of 0.7 percent for April, which would bring the 12-month trend rate to 3.0 percent—the fastest pace in nearly 30 years.

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



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.](#)

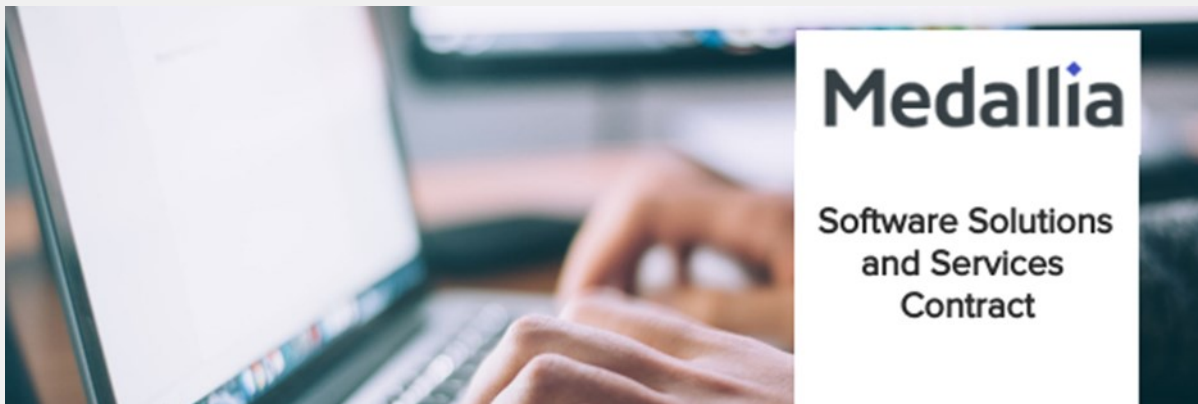
OMNIA Partners

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.

[Read More](#)



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.

[Read More](#)

continued on page 19

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](#)



Available Grant Opportunities: Department Of Justice, Bureau Of Justice Assistance

by Kerwin Henderson, Program Manager Justice and Public Safety for NACo

Solicitations are now open for several of the Department of Justice, Bureau of Justice Assistance's (BJA) FY 2021 funding opportunities for state, local and tribal criminal justice partners to address critical needs in probation, reentry, opioids and more:

FY 2021 Smart Probation: Innovations in Supervision Initiative

Applications are now being accepted for the Bureau of Justice Assistance's Innovations in Supervision Initiative. This program provides funding for state, local and tribal community corrections agencies to improve supervision capacity to prevent recidivism and reduce crime in their jurisdictions. Applications are due June 17, 2021. [Learn more and apply.](#)

FY 2021 Comprehensive Opioid, Stimulant, and Substance Abuse Site-based Program

Applications are now being accepted for the Bureau of Justice Assistance's Comprehensive Opioid, Stimulant, and Substance Abuse Site-based Program. This program provides funding and technical assistance to develop, implement or expand comprehensive programs in response to illicit opioids, stimulants or other substances of abuse. Applications are due June 21, 2021. [Learn more and apply.](#)

FY 2021 Innovations in Reentry Initiative: Building System Capacity & Testing Strategies to Reduce Recidivism

Applications are now being accepted for the Bureau of Justice Assistance's Innovations in Reentry Initiative. This program provides resources to states, units of local government and federally recognized Indian tribal governments to plan, implement or expand effective reentry practices and service delivery systems that address individuals' needs and reduce recidivism. Applications are due June 21, 2021. [Learn more and apply.](#)

FY 2021 Second Chance Act Pay for Success Initiative

Applications are now being accepted for the Bureau of Justice Assistance's Pay for Success Initiative. This program provides funding for state, local, and tribal governments to enhance or implement performance-based and outcomes-based contracts with reentry, permanent supportive housing or recovery housing providers to reduce recidivism and address the substance use disorders impacting formerly incarcerated people. Applications are due July 6, 2021. [Learn more and apply.](#)

FY 2021 Second Chance Act: Adult Reentry Education, Employment, Treatment and Recovery Program

Applications are now being accepted for the Bureau of Justice Assistance's Adult Reentry, Education, Employment, Treatment and Recovery Program. This program provides funding under the Second Chance Act to improve correctional educational and employment services for general inmate populations and to improve treatment services for people with substance use disorders during incarceration. Applications are due July 6, 2021. [Learn more and apply.](#)



Webinars

Breaking Down ARPA: Understanding the Funding Available to Your County

June 4, 2021 , 2:00 pm – 3:00 pm

Contact Alana Hurley

(202) 350-2296 ahurley@naco.org

[REGISTRATION](#)

On March 11, 2021, President Biden signed the American Rescue Plan Act of 2021 (ARPA) (P.L. 117-2) into law. The \$1.9 trillion package included the \$65.1 billion Local Fiscal Recovery Fund, which provided direct funding to counties of all sizes and is intended to combat the COVID-19 pandemic, including the public health and economic impacts. Beyond the Recovery Fund, the ARPA provided other critical funding that can be used to support residents and communities across the country impacted by the COVID-19 pandemic. To better navigate county-eligible funding allocated in this historical piece of legislation, NACo created an interactive tool that lists all new and existing programs. This session will provide members with an overview of the new interactive tool that aims to help counties assess potential funding streams established by ARPA so they can better utilize their direct allocation.



Data Governance in the Age of Digital Communication

June 16, 2021 , 2:00 pm – 2:30 pm

Contact Rita Reynolds

(202) 942-4248 rreynolds@naco.org

[REGISTRATION](#)

The proliferation of communications tools has made records management an even greater challenge for many counties across the country. Without the right governance technology, counties are exposing themselves to significant risk, including failure to retain important records, security vulnerabilities, and the inability to enforce their own policies. Industry experts will share their best practices and strategies for assessing risk, understanding gaps, and effective planning, with a focus on county examples.

The Secrets to Making Agency-Wide DevSecOps a Reality for Your Organization

Jun. 30, 2021 , 2:00 pm – 3:00 pm

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

[REGISTRATION](#)

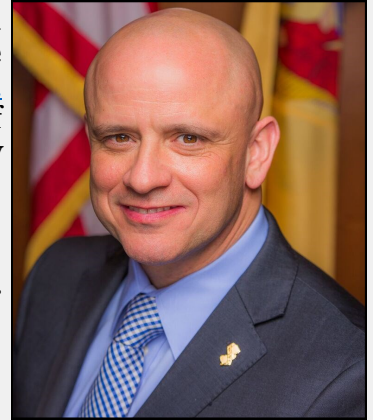
Continuous improvement is important for any agency. DevSecOps is another way to describe the concept of constant learning to maximize your team's productivity. Various tools can support DevSecOps initiatives to enable increased visibility, build trust within your teams and encourage consistent feedback. Learn from Rich Schliep, Chief Technology Officer from the Colorado Secretary of State, an expert in DevSecOps on how to utilize these tools to track issues in real-time, update change management, increase team collaboration and plan for all your agency's future projects.



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><i>The Rose is the birth flower of June!</i></p>	1	2	 <p>6/4 Jersey City Hudson County</p>	<p>4 Atlantic City Beer & Music Festival Bader Field 6/4-6/5 Register Here Atlantic City Atlantic County</p>	<p>5 Strawberry Festival Borough Hall 9:00 am - 5:00 pm FREE West Cape May Cape May County</p>
<p>6 Water Fest Scotland Run Park 11 am - 4 pm Hosted By Gloucester County Parks Outdoor Event FREE Clayton Gloucester County</p>	7	<p>8 Spring Wine & Music Series with Michael Patrick 6/12 Old York Cellars 12 pm - 6:30 pm Ringoese Hunterdon County</p>	 <p>7:00 pm Register Here State Theatre New Brunswick Middlesex County</p>	<p>10 Senior Championship Rockleigh Golf Course 8:30 am Shotgun Start Register Here Rockleigh Bergen County</p>	<p>11 Thomas Rett & Cole Swindell Outdoor Event PNC Bank Art Center 3:30 pm Holmdel Monmouth County</p>	 <p>vs. Wilmington Blue Rocks 7:05 pm Lakewood Ocean County</p>
<p>13 Random Test Reggae Palmer Square on the Green 4 pm FREE Princeton Mercer County</p>	14	15	16	<p>17 The Sensational Soul Cruisers MPAC Drive-In Concert Series 6/19 Fosterfields Living Historical Farms Tickets Required 6:30 pm Morris Township Morris County</p>	<p>18 Green Fest Arts & Craft 6/19 Downtown 10 am - 5 pm Washington Warren County</p>	<p>19 Drive In Movie Night Billian Legion Park More Details Coming Bound Brook Somerset County</p>
<p>20 Craft Show Shoppes at Dragon Village 9 am - 3 pm Outdoor Event FREE Bridgeton Cumberland County</p>	21	22	23	 <p>24 Pro Rodeo 6/26 7:30 pm - 10 pm Tickets Required Pilesgrove Salem County</p>	 <p>25 6/25-6/27 Sussex County Fairgrounds Augusta Sussex County</p>	<p>26 Vic Dibitetto Comedian NJ PAC 7 pm & 9:30 pm Newark Essex County</p>
<p>27 Passaic County Amateur Championship  Wayne Passaic County</p>	<p>28 Kia Chiang on Guitar Downtown 6:30 pm - 8:30 pm Outdoor Live Concert FREE Westfield Union County</p>	29	30			