

NJAC COUNTY BIZ

An Educational and Informative Newsletter for Counties and Businesses

New Jersey Association of Counties

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Environmental Legislation - When Sounding Good Is Really Bad

by Assemblyman Gerry Scharfenberger, Ph.D., 13th Legislative District



Gerry Scharfenberger, Ph.D.
Assemblyman
13th Legislative District

I do not think there is a resident of New Jersey who does not appreciate and have a profound affinity for the great physical beauty of our state's environment. From the mountainous regions of the Highlands in the north, to the coastline of the legendary Jersey Shore, to the farmlands of Central Jersey, to the Pine Barrens of South Jersey, our environment is critical to our financial, cultural, economic and physical well-being.

As a result, New Jersey has some of the strictest environmental laws in the nation. Many of these are sorely needed and effective; however, not every bill couched in "good for the environment" intent is actually needed, and may in some instances, do way more harm than good. One of these is Assembly Bill 5191.

This bill in short, would prohibit organic waste from entering landfills. The argument is that organic waste produces methane gas, which in turn, is bad for the ozone layer. On its face, the idea of prohibiting naturally occurring matter that quickly decomposes from entering a landfill seems counterintuitive.

Simply put, it is. In the natural world, millions of tons of grass clippings, fallen leaves, annual plantings and so on are decomposing every day.

To single out the relative miniscule quantity of organic material that ends up in New Jersey landfills is preposterous. What's more, it flies in the face of exactly the type of initiative that environmentalists have been championing for years. Here is why.

A total of nine counties in New Jersey currently have systems built in to their landfills that capture methane gas produced from decomposing organic waste and transform it into viable, renewable energy. Millions of taxpayer dollars have been invested in these systems, which not only produce a tremendous return on investment, but a reliable source of alternative energy. If adopted, this bill would immediately render these systems obsolete and a dependable, renewable energy system would be lost. In addition, counties would be reluctant to ever invest in creative alternative energy systems again, lest they be scuttled into obsolescence by a change of the rules in midstream.

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Environmental Legislation - When Sounding Good Is Really Bad *(continued)*

Then there is the enormous cost to businesses to comply with a law that at best is unnecessary and at worst, damaging to the pursuit of alternative energy sources. The next step would be the targeting and enforcement on residential properties, foisting yet another burden on municipalities and long-suffering taxpayers.

No one can argue that we need good, sound environmental policies. However, adopting legislation that will have little, if any impact on the environment while costing taxpayers and businesses significantly, and neutering systems that are lauded as examples of alternative energy brilliance will benefit no one.

For further information please contact Assemblyman Scharfenberger by clicking [here](#).



May is National Mental Health Awareness Month and as New Jersey advances its recovery from the pandemic, we know that there are children and youth struggling with social and behavioral challenges after a year of remote learning and isolation. Separation from family members, friends, educators, health care providers, counselors, faith leaders – has impacted their ability to access their natural support networks and social outlets. At the Department of Children and Families, we want our County partners and your constituents to know that we offer helpful resources.

DCF's Children's System of Care (CSOC) provides coordinated access to a wide range of services, including behavioral health supports and substance use and addiction recovery treatment. Parents or caregivers concerned about the emotional well-being of a child or youth under age 21, can call the CSOC hotline to access services at any time.

To learn more about when and how to access CSOC services, view the department's **public service announcement** and its publications.

Break the stigma. Call for help: 1 (877) 652-7624.

NJAC FOUNDATION THANKS THE FOLLOWING PARTNERS

NJM Insurance Group has awarded the NJAC Foundation a grant of \$5,250 for county vocational-technical school graduates who plan on continuing their education in New Jersey at a county college or state college or university.

PSEG has awarded the NJAC Foundation a grant of \$12,000 for county vocational-technical school graduates who plan on studying environmental science, green design, green technology, alternative energy, and other related subjects at a county college or state college or university in the fall.

SHI International Corporation has awarded the NJAC Foundation a grant of \$10,500 for county vocational-technical school graduates who plan on studying technology and cyber security at a county or state college in the fall.

Necessity 20 Years Ago Paved The Way For Current Ballot Printing On-Demand Solutions

by Peter Stuart, Regional Director of Sales NE for Runbeck

In 2001 Kevin Runbeck, founder of Runbeck Election Services, was frustrated by the limitations of offset printers for ballot printing. This process was very time consuming which wasted time and paper to produce only a small quantity of ballots. In his garage, Kevin decided to manipulate a Xante laser printer to *make* it print a ballot. Struggling with the feeder which wouldn't hold the paper properly for registration, Kevin used aluminum L-rods, wing nuts and some hooks to extend the feed tray. He propped two wood shims on both sides to hold it centered in place. He brought it into the office and printed 1-off ballots that jurisdictions could use for damaged ballots and eventually Vote Centers. That was the birth of Runbeck's Sentio® Ballot Printing On-Demand Solution used nationwide today.

The Sentio went through years of re-design based on needs of counties starting in Florida, California and Arizona. This development included building the original code, transitioning to firmware and eventually building several solutions including a printer, a laptop, a second printer for envelopes and a purpose-built secure cart for mobility and storage outside of election seasons.

The Sentio solutions also provided printing of diverse ballot sizes for the OkiData printers used at the time. One of the most pivotal pieces of the Ballot Printing On-Demand challenge is choosing the best printer which is cohesive —or agnostic— with all tabulation vendors. Printers eventually may be tagged End Of Life (EOL) and a better replacement must be found.



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Necessity 20 Years Ago Paved The Way For Current Ballot Printing On-Demand Solutions *(continued)*

In late 2020 when OkiData unexpectedly announced the halt of all American distribution in March 2021, this motivated Runbeck to find the highest quality printer available for upcoming elections and future years. Fortunately, technology in the printing world is always evolving. Now as we look to elections mid-year, Runbeck is excited to progress into an exclusive partnership with Lexmark to utilize their C4150 printer for Ballot Printing On-Demand. With the features of connecting to most VR Systems, CMYK, auto-duplexing up to 22 inches, it's ideal for Vote Centers to print specific quantities of ballots as requested.

It's not only the printer that is crucial for Ballot Printing On-Demand. The proprietary software developed by Runbeck drives the Sentio Solution to produce a tabulatable ballot. Add in the invaluable component of nearly 50 years of experience in the election industry and the best product will evolve. Runbeck has learned from trial, error and successes, and now supplies over 1250 Sentio units from the east to west coasts. With four Sentio patents issued and one pending, these protected On-Demand printing systems will be a staple in the election landscape.

During the last year, the country has seen the transition of voting methods due to necessity, safety and inclusion of all voters. As laws are changing in New Jersey and nationwide, Runbeck is here to support jurisdictions—large or small—with the election voting solutions. As an election technology provider, we want to discover the needs and challenges first which starts with a conversation. Then we look at solutions that fit. Since 1972, our goal at Runbeck is Defending Democracy® one ballot at a time. Let's make sure every one of your votes count.

Learn more about Runbeck's Sentio Ballot Printing On-Demand and other election solutions: Election Printing, Software Technology, Equipment, Election Management Systems. Call Peter Stuart, Director of Sales, NE at 516-725-2263, PStuart@Runbeck.net • www.Runbeck.net.



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.](#)

Follow The Data, Find \$1 Million - *Pathway to Recovery® Series*

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

If information is power, data is the key to unlocking that power. Having access to accurate tools that can gather precise data together all in one place is vitally important. Equally important is having the ability to translate that data into reliable action plans. In uncertain times, having those tools at your disposal is critical as you chart a pathway to recovery.

It's sort of like having a compass, a map, and a GPS locator in your backpack. Should you ever find yourself lost in the woods, those are the critical tools you will need. For municipalities and other public institutions who are trying to navigate today's financial uncertainty, three+one® has the critical and valuable tools you need. You can never be "lost" if you know precisely where you are and in which direction you should be heading.

three+one® provides public entities just what they need to make sound, information-based financial decisions about their current, as well as their future, liquidity. Questions that CFOs often ask themselves, such as "How much cash will I need to have available, 6 months or even 12 months from now?" and "Should I be leaving all my municipality's cash in money-market accounts, or can I put it to work earning higher interest in CDs?" are answered with confidence and conviction when you have three+one®'s tools and team of dedicated professionals at your side.

One of our clients recently saved over \$1 million by trusting our data. As the pandemic struck and revenue streams became fragile and uncertain, they were considering the option of moving all of their cash into low- or no-interest accounts in order to meet future spending needs. But having access to our cashvest® technology and our highly accurate MC Forecast® projections gave them the confidence they needed to follow their existing investment policy and to preserve and maintain their fixed-income portfolio. As a result, they earned \$1 million more in 2020 than they would have, had they not relied on three+one®'s data.

We all seek certainty and predictability. When uncertainty and apprehension strikes—as it has over the past 12 months—we look for a clear roadmap to help us chart the best course moving forward. One sure way to do that is to *trust in—and follow*—the data. Because just like having GPS, a map, and a compass, three+one® can help you see precisely where you are, and exactly which direction you need to head in order to come out safely on the other side.

Contact us today and see why the National Association of Counties (NACo) and New Jersey Association of Counties have endorsed three+one®. It's risk-free, too, because if we can't help your municipality or public institution develop increased earnings and/or find cost-savings that equal or exceed our modest annual fee, you will not be billed for our services.

You won't find a better roadmap.

Contact us today.



Building Maturity in New Jersey Local Government Through Unified Endpoint Management And Security

by Joel McManus, Director of Strategic Accounts - SLED for Tanium

County, city, and municipality administrations are tasked with serving citizens and businesses by providing accessible services, engaging constituents, expanding economic opportunities, and improving crisis response. But these priorities are difficult to achieve when local governments face challenges from strained budgets, operational inefficiencies, dispersed and overburdened staff, data privacy and regulatory constraints, and cybersecurity and ransomware threats. As a result, gaps emerge in the security, monitoring and management of the endpoints that government employees rely on for their daily work.

To close these gaps, governments need endpoint management and security tools that provide the visibility and control required for managing endpoints efficiently, improving and accelerating incident response, and practicing strong IT hygiene at scale. The Tanium Platform meets the most stringent endpoint management and security assessment requirements for asset visibility, tool and cost optimization, data privacy, and incident response so governments can build secure, zero-trust environments quickly and affordably.

To gauge the maturity of your county’s endpoint management practice can you confidently answer these questions?

04		INCIDENT RESPONSE How many tools do we need to detect, investigate, respond, & remediate threats? How do we scope an attack that has been around longer than 90 days? How long does it generally take for us to respond and remediate threats?
03		DATA PRIVACY How are we measuring data privacy risk today? What are our biggest concerns? How are we assessing regulatory compliance today? Across which systems? How many systems are missed in our current process?
02		TOOL & COST OPTIMIZATION How many tools do we use to see and control all assets across our environments? How do we identify all assets and measure software utilization? What are our long-term strategies for cost optimization?
01		ASSET VISIBILITY How many devices do we have? Which systems are storing critical data? How do we monitor for configuration drift across our endpoints today? In an emergency situation (like a ransomware attack), how long did it take us to patch our machines?

Please contact joel.mcmanus@tanium.com to discuss these questions in greater detail, or schedule a no-obligation Business Value Assessment at try.tanium.com to simplify your endpoint management and security with unparalleled speed, visibility, and control at scale.



MY CHILD IS IN CRISIS! WHO DO I CALL?

IF THERE IS INJURY OR THREAT OF INJURY, DIAL 911

If your child has been impacted by depression, trauma, violence, defiant behavior, and/or drug or alcohol use, call the NJ Children's System of Care at 1-877-652-7624. It is open 24/7/365.

What is the Children's System of Care?

It is New Jersey's free or low cost behavioral health system for kids up to age 21. It provides eligible youth with coordinated access to mental health supports, substance use treatment and services for intellectual or developmental disabilities.

It can include:

- **Mobile Response and Stabilization Services (MRSS)**, real time de-escalation and crisis counseling with a clinician at your home or any location.
- **BioPsychoSocial (BPS) Assessment** is a one-time, in-home evaluation by a licensed clinician to determine if your child can benefit from behavioral supports and services.
- **Care Management Organization (CMO)** connects families to treatment services for youth that are displaying/experiencing significant emotional and behavioral health concerns.
- **Intensive In-home Services (IIS)**, is designed to concentrate on behaviors where they take place — in the home, in the community or in school. It may include individual, group and family sessions.

How much do services cost?

Services recommended and authorized are paid by a variety of sources, such as Medicaid, NJ FamilyCare, and commercial insurance or self-pay. Families will be asked to provide insurance information.

What if I want out of home (residential or group home) treatment for my child?

It is national best practice that youth be served at home and in their communities. Out-of-home treatment is considered a last resort and is sought only after having exhausted every effort at a community-based plan.



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

WELCOME TO OUR NEW MEMBERS

Runbeck Election Services is an elections technology solutions company that develops and provides cutting-edge equipment, software, election management systems along with print and mail production. Since 1972, Runbeck has been Defending Democracy® by partnering with jurisdictions in over 22 states nationwide and the District of Columbia to provide a trusted election experience. As America's Election Partner®, Runbeck works closely with every partner to ensure an accurate, efficient and secure elections.

If you would like to learn more about Runbeck, please contact Peter Stuart, Director of Sales, NE at 516-725-2263, PStuart@Runbeck.net • www.Runbeck.net



Vault Health, Inc. and our affiliated medical practices work with partners to develop, deploy, and manage industry-leading public health solutions to COVID-19, including testing, vaccination, and clinical research services.

During 2020 and continuing into 2021, Vault and New Jersey – based IBX partnered to coordinate the scheduling, training, and supervision of staff and the design, sample collection, analysis, and results reporting for more than 3,800,000 COVID-19 tests across all 50 states and Puerto Rico. Vault Medical worked closely over the last year with elected leaders, public health departments, universities, and school districts to create customized COVID-19 testing solutions for 7 states, 121 counties, 34 municipalities, and 491 educational institutions. Among our many assignments, we are the primary source of surveillance testing of teachers in Minnesota and New Mexico, a major contributor to testing in shelters in many states, the at-home testing provider for states such as Wyoming and Wisconsin, and the public mass testing vendor selected by local governments in diverse counties ranging from Passaic, New Jersey to Tarrant County, Texas.

If you would like to learn more about Vault Health, Inc. please contact Melissa Reed, VP Government Affairs or Meredith Vadis, Sr. VP, Government Solutions, at (212) 880-5494.

The logo for Vault Health, Inc. consists of the word "VAULT" in a bold, blue, sans-serif font. The letter "V" is stylized with a blue triangle pointing upwards, forming the top of the letter.

The Rise Of Ransomware Are You Protected?

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

The Growing Threat to State and Local Governments When it comes to malware, the biggest threat facing state and local governments today is data being held hostage. The tactic, known as ransomware, has been around a while but has just recently gained traction by evolving into the most profitable type of malware in history. Ransomware is malicious software, or malware, that encrypts the information on a person's computer like documents, photos and music. It will not release these files until the user pays a fee — or ransom — to unlock these files and get them back. Ransomware has quickly become the most profitable type of malware ever seen, on its way to becoming a \$1 billion annual market. It commonly makes its way onto a computer or network through the web or email. On a website, ransomware may infiltrate through infected ads that can deliver malware, known as “malvertising.” Users surf sites with malicious ads that automatically download malware or redirect them to exploit kits. In email, ransomware uses phishing or spam messages to gain a foothold. Users merely have to click links in phishing or spam email or open attachments for ransomware to download and call out to its command-and-control server.

Reduce Ransomware Risk with More Effective Security Given that ransomware can penetrate organizations in multiple ways, reducing the risk of ransomware infections requires a portfolio-based approach, rather than a single product. Ransomware must be prevented where possible, detected if it gains access to systems and contained to limit damage. Cisco® Ransomware Defense calls on the Cisco security architecture to protect businesses using defenses that span from networks to the DNS layer to email to the endpoint. It is backed by industry-leading Talos threat research for the ultimate responsiveness against ransomware.

At Cisco, we have been helping government agencies of all sizes address their unique security and compliance challenge for decades. We understand the latest threats and how trends in digitization, mobility, IoT, and multicloud affect your cyber profile--and how you don't need another vendor to manage. We get it. You need a security partner you can trust. That's why we are building the only integrated security platform that simplifies your experience, accelerates your mission's success, and secures your agency's future. You'll find skilled security experts behind our platform who understand government security, compliance requirements, and your unique challenges. We make security technologies work in concert with your staff to raise your cyber profile, mitigate risks, and comply with mandates.

Next Steps To learn more about current and emerging ransomware threats and how you can defend against them, check out <http://www.cisco.com/go/ransomware>. To find out how your state or local government can be protected against the latest cyber threats, visit Cisco Cybersecurity for Government or reach out to me on any questions

To learn more about Cisco, please contact Arun Dharan, adharan@cisco.com.





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

Middlesex County Grant Supporting Restaurant Recovery, Soup Kitchens And People In Need

by Ken DeRoberts and Philip Gentile, Co-Founders, SoupKitchen411

We founded SoupKitchen411 in 2015 to raise awareness about the epidemic of food insecurity. Our free online database provides information about over 250 free meal service locations in the tri-state area and 700 across the country.

Last April, as the immediate economic fallout from the COVID-19 pandemic became undeniable, we partnered with Assembly Speaker Craig Coughlin and Port Authority of NY/NJ Chairman Kevin O'Toole to create a program that would equip overworked, often underfunded soup kitchens with a valuable resource: restaurant-prepared meals, bought and paid for.

Many local, regional and multinational companies wanted to donate to what we called FeedNJ, a program that paid restaurants for meals, and delivered them to soup kitchens to feed people in need, many of whom in better times had been customers. In 2020, we bought 35,000 meals across the state to serve at local soup kitchens.

Middlesex became our busiest area, thanks to the activism of County Commissioners Ronald Rios and Charlie Tomaro and several Assembly members, including Speaker Coughlin. In Middlesex County, we purchased—at or near retail value—over 10,000 meals to serve at local soup kitchens including Hands of Hope in Edison, Salvation Army Corps and Renovation House in Perth Amboy, Elijah's Promise in New Brunswick and Trinity Soup Kitchen in Woodbridge.

Doug Schneider, owner of Tavern on George in New Brunswick, told us that “there's almost no way to make up for the decreased volume in sit-down dining, but when FeedNJ calls to pre-order 300, 400, 500 meals at a time, that can make up for a big slice of the deficit.”

We received a \$150,000 grant in February from Middlesex County to help amplify our outreach. It has enabled us to schedule over 300 meals at Elijah's Promise every Monday and Thursday morning, and at South Amboy's First Presbyterian Church every Friday afternoon, among other weekly events.

Our program is a win-win-win. It provides supplemental business to restaurants, delivers food to people who need it, and ensures that the soup kitchen staff has a day to catch up, rest, and prepare to serve their guests for the other days of the week. This is an essential function as most soup kitchens have been operating without volunteers.

Joe Amore, owner of the Pines Manor in Edison, whose venue has hosted three blood drives with the Red Cross during the pandemic, and frequently partners with FeedNJ, told us that, “I've been thrilled to increase employees' hours to make meals that feed our community, and keep our brand alive.”

As long as the need exists, we're going to keep equipping soup kitchens with restaurant-prepared meals to fight hunger. County governments can play a huge role, and Middlesex County already has.

SoupKitchen411 holds a Platinum rating from Guidestar. Anyone can visit soupkitchen411.com/feednj or email info@soupkitchen411.com to learn more, make a tax-deductible contribution or recommend a restaurant partner.



Nationwide Retirement Solutions (NRS)

If you have not already discovered the many different features on the NRS website landing page please visit the link today, and share with all your county employees. It could be very useful for everyone. **The best part is that you do NOT need to be a participant with Nationwide to make use of these resources!** In fact, we encourage everyone to use these educational tools to help your employees understand the importance of saving for retirement. **Please feel free to share this with your employees and encourage them to register for webinars of interest, view the quick on-demand videos on various topics and make use of the other resources available! There are no strings attached – we just want you and your employees to have resources at their fingertips.**

Here is a link for your convenience <https://www.nrsforu.com/rsc-web-preauth/index.html> (be sure to scroll down when you reach the landing page), and below are some pictures of resources being offered – share away!



Register for these live events

In English

Avoid Emotional Investing	Register
Retirement Myths and Realities	Register
Investment Basics	Register
Basics of Personal Finance	Register

En Español

Evita las inversiones emocionales	Register
Mitos y realidades del retiro	Register
Retiro 101	Register
Principios básicos de la inversion	Register

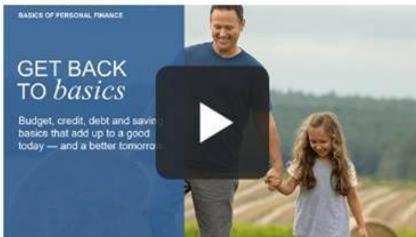
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Nationwide Retirement Solutions (NRS) *(continued)*

Register for these one-time events

March 18, 2021	Planning for Health Care Costs in Retirement	Register
April 22, 2021	Social Security: The Choice of a Lifetime	Register
May 20, 2021	Women & Retirement	Register
June 17, 2021	Planning for Long Term Care Costs	Register
July 15, 2021	Health Savings Accounts	Register
August 19, 2021	Planning for Health Care Costs in Retirement	Register
September 16, 2021	Social Security: The Choice of a Lifetime	Register
October 14, 2021	Managing the Taxes on Your Retirement Income	Register
November 18, 2021	Planning for Long Term Care Costs	Register
December 16, 2021	Legacy Planning	Register

Watch webinars on-demand



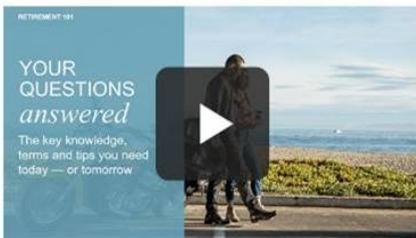
Basics of personal finance
Principios basicos de las finanzas personales



Cyber Security
Principios basicos de seguridad cibernetica



Investment basics
Principios basicos de la inversion



Retirement 101
Retiro 101



Avoiding emotional investing
Evita las inversion emocionales



Save, grow and guard your money
Formas inteligentes de ayudarte a ahorrar, hacer crecer y proteger tu dinero

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Nationwide Retirement Solutions (NRS) *(continued)*



[Retirement myths & realities](#)
[Mitos y realidades del retiro](#)



[Women & retirement](#)
[Las mujeres y el retiro](#)



[Contributing to your retirement account](#)
[Como contribuir a tu cuenta de retiro](#)



[Health Savings Account](#)
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[Health care](#)
[Cuidados medicos](#)



[Social Security](#)
[Principios basicos del seguro social](#)



For further information please contact Dave Sarmir, ChFC, CRC at sarmird@nationwide.com or Jerome Mosley, CRC at mosleyje@nationwide.com



Microsoft Funding And Yorktel Consultant Time In Limited Supply

by Steven White, VP Government Programs for Yorktel

Do you know what your county’s Microsoft Secure Score is and how to improve it? A security workshop with Yorktel answers these questions and more and may not cost your taxpayers a penny.

Microsoft maintains a Secure Score for all account holders, providing an objective measure for how well an account’s security matches up to current threats. Microsoft’s Secure Score offers a near real time continuous assessment and enables comparisons with other organizations by industry-type.

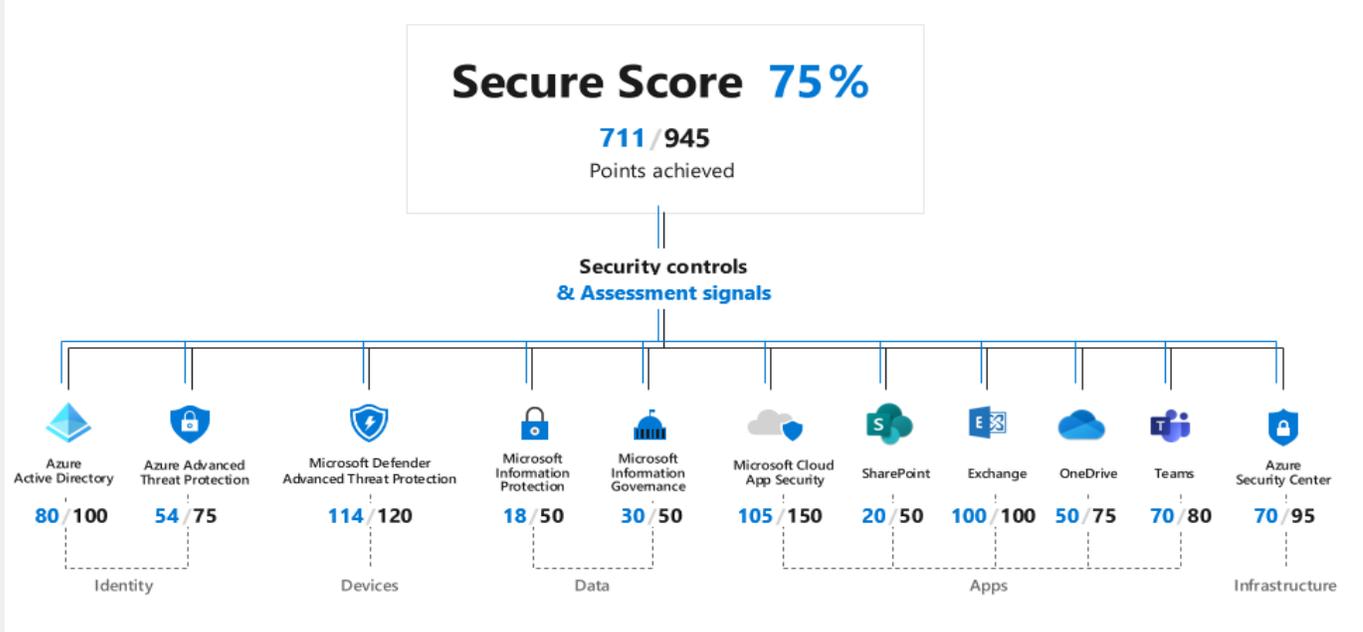


Figure 1: An Example Security Score Breakdown

Government at all levels depend on Microsoft’s IT products and services, so it is critical these resources be protected. A limited number of security workshops are now available to County Governments free of charge (a letter of gratuitous services can be provided, if necessary), subject to Microsoft approval of funding. Security workshops, valued at \$10,000 each, are led by a qualified Microsoft Security Consultant and conducted over a 3-5 day period. Participation requires active engagement from county/government IT leadership personnel. At the conclusion of the workshop Yorktel provides a detailed discovery document, written security recommendations, and a priority roadmap to improve your Security Score. Further engagement is optional, there is no obligation for purchase of any kind.

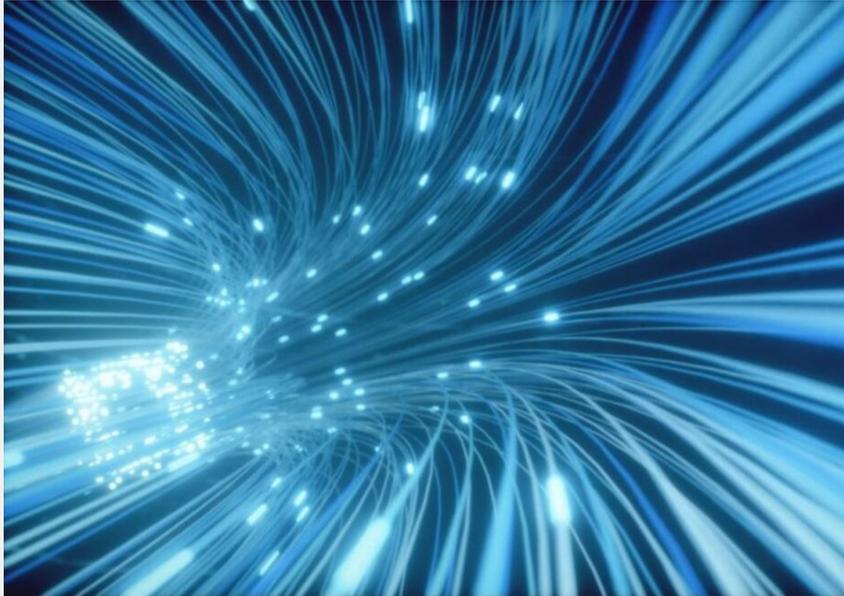
How do you know Yorktel is a company you can trust for this type of work? Yorktel is proud to have recently received high praise and recognition from Microsoft’s CEO, Satya Nadella (see <https://www.crn.com/news/cloud/satya-nadella-praises-yorktel-reddit-for-innovative-uses-of-microsoft-technology>). Mr. Nadella knows a thing or two about technology. Prior to assuming his role as CEO, he was executive vice president of Microsoft's cloud and enterprise group, playing the leading role in building Azure and Microsoft’s computing platforms.

Microsoft funding and Yorktel consultant time are in limited supply and workshops must be completed before June 30th, 2021 to be eligible. If your county is interested, please call Yorktel at 732-413-6000 x2227 or request more details or sign up for a workshop today.



The FCC Needs Your Internet Speed To Improve Broadband Data

by GovTech



In an effort to fix the Federal Communications Commission's misleading broadband coverage data, the agency is asking the public to download and use its new speed test app.

It's not every day that using an application on one's phone can potentially help public policy. The Federal Communications Commission is now promoting its [speed test apps](#) so that it can improve the information in its high-speed Internet coverage maps, which are used to distribute broadband funds to local areas and states.

The [announcement](#) about the speed apps, which are available for both Android and Apple devices, came Monday. Acting FCC Chairwoman Jessica Rosenworcel said the information gathered through this initiative will contribute to a "comprehensive, user-friendly data set on broadband availability."

"Expanding the base of consumers who use the FCC Speed Test app will enable us to provide improved coverage information to the public and add to the measurement tools we're developing to show where broadband is truly available throughout the United States," Rosenworcel stated in the announcement.

According to the FCC's website, citizens will need to view this speed test initiative as a continuous process that might require future participation.

"We expect that some of the information collected through the app will be incorporated into the Commission's broadband data collection systems, including challenges to provider-submitted maps and our collection of additional crowdsourced data," the FCC website reads. "As these new capabilities become available, app users may be asked to update or reinstall a new version of the app and to provide additional information and consents that will allow us to collect more precise speed test and location data for potential uses in developing our public maps."

For years, the FCC's Form 477 data, which is used to create the agency's broadband maps, has received negative attention. Under Form 477, a census block is "served" if only one household has access to an Internet speed of 25 Mbps/3 Mbps. As a result, many census blocks with poor broadband coverage have been ineligible for federal funds.

Criticism only seemed to [intensify](#) last year when the FCC approved the use of 477 data for distributing about \$16 billion of its Rural Digital Opportunity Fund. Rosenworcel was in the minority that opposed this decision.



**THANK YOU TO THE GENEROUS HOSTS
OF THE MOST RECENT
COVID-19 VIRTUAL WORKSHOP SERIES 2021**



Crowdsourced Report-A-Concern

Date: Tuesday May, 4th 2021 | 1pm EST

Duration: 30-minutes

Description:

In today's fast paced, digital world, constituents expect convenience. They also expect their local government to be responsive and to mitigate hazards quickly.

A digital "Report-a-Concern" feature on a local government's website as well as a mobile version is an excellent way to crowdsource and address issues quickly, improving public safety and quality of life for all.

In this webinar we will discuss:

1. Why crowdsourcing citizen concerns is essential in the digital age.
2. How citizen report-a-concern capabilities improves government services.
3. The benefits of utilizing an automated system which saves time and provides transparency.
4. What local governments should expect when deploying a citizen concern system.
5. The features and benefits of GovPilot's Report-a-Concern feature and [GovAlert mobile app](#).

Click [here](#) to register for the webinar.



How Middlesex County Is Preparing For The American Rescue Plan

by Lane Hartman, Manager, Content & Communications for OpenGov Inc.

For Middlesex County, NJ, the pandemic and the financial impacts played out like another crisis that is well-known to many New Jersey counties. "It hit like Superstorm Sandy, from a financial point of view, creating a process and documentation nightmare," describes CFO & Treasurer Joe Pruiti. Experienced with crises, Middlesex County emerged as a leader during the pandemic by delivering needed aid to its communities. Now, the County is preparing for its next test: effectively and efficiently distributing American Rescue Plan (ARP) funds.

Looking Forward to American Rescue Plan Funds

With the recent passage of the American Rescue Plan Act (ARP), Middlesex County is expecting to receive \$160 million from the Federal Government for ongoing COVID relief efforts. While the County waits for additional guidance for allowable uses, they are confident that they will be able to adopt the lessons from CARES Act funding and utilize technology from OpenGov to make immediate and effective use of the ARP funds.

Following the CARES Act

On March 30th, 2020, Congress passed the Coronavirus Aid, Relief and Economic Security (CARES) Act. All local governments with populations greater than 500,000 were eligible to apply for assistance. Middlesex County received approximately \$144 million. The County also received funding from other Federal and State programs. Middlesex County utilized these funds to assist County municipalities, small businesses, County-related entities, renters, and landlords for COVID-19 related expenses.

Meeting an Urgent Need

With "Main street" businesses already shut down for nearly 60 days, CARES Act funds had to be distributed efficiently and effectively to save jobs and the local economy. The County moved quickly to adopt OpenGov's Citizen Services software suite to distribute and allocate funds in a timely manner, organize data for easy retrieval and reference, and compile a comprehensive audit trail and report.

Key Results for Middlesex County Municipalities

With the right internal processes rapidly put into place as well as the underlying technology to support their efforts, Middlesex was able to respond with the urgency needed. Having partnered with OpenGov in the past to develop financial transparency and customized reporting tools, Middlesex County seamlessly transitioned to create multiple application portals to manage the following programs:

- **Small Business Program:** With "Main Street" shut down for roughly two months at the time, Middlesex County earmarked \$30 million to create a program awarding competitive grants of up to \$30,000 in reimbursements to local businesses for COVID-related expenses. The County processed over 1,300 applications and distributed over 1,000 payments averaging \$25,000.
- **County and County-Related Agency COVID Expenses:** Middlesex created a portal to track all COVID-related expenses for county and county-related agencies. This program reimbursed over \$88m in relief funds and all associated documents and data are stored within the portal for future audits and historical reference.

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How Middlesex County Is Preparing For The American Rescue Plan *(continued)*

- **Municipal Relief:** Middlesex created a COVID-relief portal to allocate funds for municipalities within the county. All municipalities were able to receive assistance for a total program payout of \$31m.
- **Emergency Rental Assistance:** Middlesex is currently preparing a portal that will distribute \$26 million (with an expected 3,000 applications incoming) for emergency rental assistance within the county.

[OpenGov](#) provided the technological capabilities needed to quickly create these portals, administer the programs, and report on them for future auditability. Their partnership with OpenGov and the lessons learned from the CARES Act makes Middlesex County well-positioned to quickly and effectively take advantage of and distribute needed ARP funds to the community.

Preparing Your Government for the American Rescue Plan

To learn more about Middlesex County and how it's preparing for the ARP, watch the following on-demand webinar featuring the County's CFO Joe Pruiti and County Administrator John Polomena.

[Watch the Webinar](#)



County of Monmouth Job Vacancy

Job Title:	Department Director
Division/Dept:	Health and Human Services
Reporting:	County Administrator
FLSA Status:	Exempt
Supervise:	Staff
Date:	February 19, 2021



Purpose:

Under the direction of the Monmouth County Administrator, functions as the Director of Health and Human Services, taking the lead in the planning, organization, and coordination of all functions, programs and activities of the Department and other related duties. Responsible for management of activities within the Department, including but not limited to: coordination of activities of all divisions within Health and Human Services, private sector agencies and not-for-profit organizations; interaction with other County departments and divisions as they relate to the functions of the Department, for example, budgeting, purchasing, contract negotiations, monitoring and evaluation, grant management and other related duties as required. Also serves as Co-Chair of the Monmouth ACTS Advisory Council (MAAC), with responsibility for all related activities.

To review the full job description and essential functions please click [here](#).





What's Next for Connected Justice?

To serve courts, correctional facilities, and community corrections, Cisco is helping justice speed information sharing, power continuity of courts, enable inmate services, and enhance post-incarceration programs, all with industry-leading security.

During this webinar, we will address the technology needs and solutions for the justice system. From courtrooms to parolee management, the Cisco Connected Justice solution features private and judge sidebars, evidence camera integration, simultaneous interpretation, and more.

Agenda:

- What does Connected Justice look like for your agency?
- COVID-19 and post COVID-19 Collaboration
- How RoomReady helps with set up

Presenters:

Daniel Stewart, Cisco Senior Advisor for state and local governments; Former Mayor of Plattsburgh, NY

Danny Stutts, Cisco Collaboration Specialist

Shaun Webb, RoomReady Account Manager

Date:

May 19, 2021

Start time:

10:30 AM
Eastern Time

Duration:

1 hour

[Register now](#)

Webex details will be provided following registration.

[Click here](#) if you would like to speak to someone in sales.



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2021 NACo/Nationwide Scholarship Opportunity

Are you the parent, grandparent or legal guardian of a high school senior? If you have an active account funded by employee dollars to a 457(b) Plan offered through the NACo Deferred Compensation Program, your student is eligible to apply for one of four \$2,500 college scholarships. Scholarships will be awarded in the fall of 2021.

In its 18th year of existence, the NACo/Nationwide scholarship essay contest is an educational opportunity for high school students transitioning into a new stage of their lives. Engaging young people in civic life and responsibilities is a great way to show high school students the valuable roles that counties play in the lives of their residents. The 2021 scholarship program's goal is to help ensure that young people get involved and stay involved in local government -- and understand the importance of being good stewards of their future finances.

To help students consider the importance of saving early and consistently, students are asked to write an essay that answers the following question:

The pandemic has changed the way we interact and engage with each other on a daily basis. As it relates to our Counties and Jurisdictions in America, it has accelerated planned initiatives to explore various mediums of access to reach current and future customers. Due to this new reality, what are 3 creative and strategic ways that you would recommend in preparing and securing financial wellness in this new digital world? Please incorporate technology options as well as forms of education and access into your response.

Eligibility requirements

Graduating high school seniors who are legal U.S. residents are eligible to apply. Please keep the following criteria in mind:

- The applicant's parent, grandparent or legal guardian must be enrolled in and have a current employee funded 457(b) Plan offered through the NACo Deferred Compensation Program.
- Applicants must enroll in a full-time undergraduate course of study no later than the autumn term of the 2021-2022 school year at an accredited Trade School or two or four-year college.
- Immediate family members of NACo employees, members of the NACo Defined Contribution and Retirement Advisory Committee or its governing board of directors, staff of individual state Association of Counties that are members of the LLC and Nationwide employees are not eligible to apply; this program is not offered outside the United States.
- The application and entry must be submitted online at nrsforu.com/scholarship between April 1 and May 31, 2021.



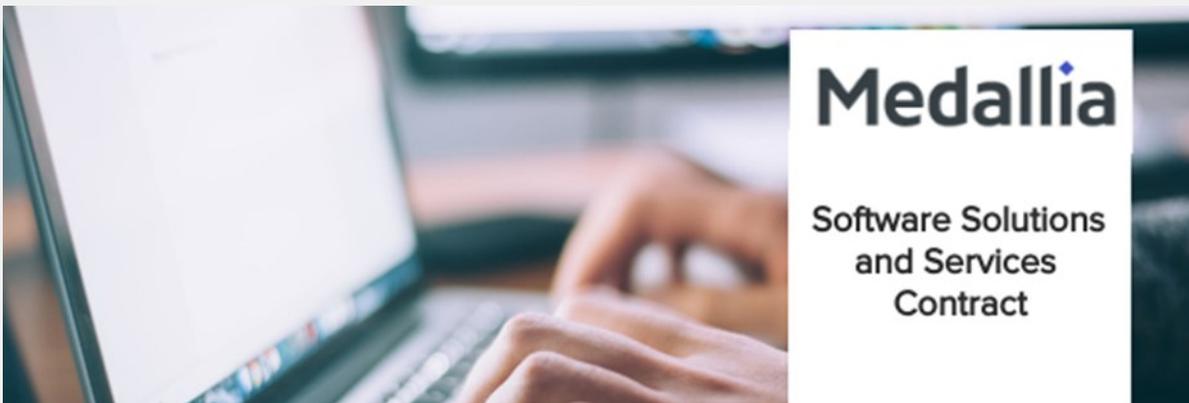
OMNIA Partners

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 24

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](#)



Elected Leaders Caucus To Advance Local Government Voice In Washington

- Bipartisan Group of Lawmakers Form Former Local Elected Leaders Caucus to Advance Local Government Voice in Washington
by Paul Guequierre, Director of Communications for NACo

Recently, 18 members of the U.S. House of Representatives from both parties [announced](#) a new and historic commitment to the residents of America's cities and counties by ensuring local priorities are heard in Washington with the formation of the Congressional Caucus of Former Local Elected Officials.

This bipartisan caucus, formed in coordination with the National Association of Counties (NACo) and National League of Cities (NLC), brings together Members of Congress with prior service in local government to improve our nation's intergovernmental partnership, provide up-to-date information about mutual policy interests to Members of Congress and their staffs and ensure the local government voice is heard in federal decision-making.

The caucus is co-chaired by Representatives Gerald E. Connolly (D-Va.), David Joyce (R-Ohio), Greg Stanton (D-Ariz.), and Kay Granger (R-Texas).

"As former local elected officials, we intimately understand the power cities and counties have to make meaningful change and improve people's lives. Local leaders need strong partners in the federal government—and when we work together, we can deliver results faster and better serve the needs of our communities," said Rep. Greg Stanton, former mayor of Phoenix, Ariz.

"More than 200 million people live in America's communities—and this new caucus will focus on the issues that matter most to those hometowns, from the ongoing recovery from the pandemic to longstanding issues like broadband access, workforce development and rebuilding our infrastructure" said Rep. Kay Granger, former mayor of Ft. Worth, Texas.

"The voices of America's local leaders have never been more important. For years, former local officials in Congress have committed to uplifting local priorities and needs to our peers in Congress, and I'm thrilled to see this caucus take the next step forward," said Rep. Gerald E. Connolly, former chairman, Fairfax County, Va. Board of Supervisors.

"As former local elected officials, we have a lot of experience working across party lines to deliver tangible results for our communities. That experience couldn't be more critical as we work to help Americans in our counties, cities, towns and villages respond to and recover from the COVID-19 pandemic. I'm proud to have spent my entire career serving the community where I was born and raised and I look forward to working with my fellow colleagues in this caucus, regardless of which side of the aisle they sit on, to address the challenges they face in their everyday lives," said Rep. David Joyce, former Geauga County, Ohio Prosecuting Attorney.



Grant Opportunity

[The Bank of America Charitable Foundation](#) works to advance pathways to economic mobility in order to build thriving communities. The Foundation provides grants to nonprofit organizations that serve specific states and regions in the United States. In 2021, the Foundation will issue two requests for proposals that address the following focus areas: The Economic Mobility Focused on the Needs of the Community category provides support for affordable housing, neighborhood revitalization, and small businesses.

Applications will be accepted from May 31 through June 25, 2021.



NACo Webinars

NACo Tech Xchange Presents: Quantifying Public Records Complexity

May. 6, 2021 , 2:00 pm – 3:00 pm

Contact Rita Reynolds

(202) 942-4248 rreynolds@naco.org

[REGISTRATION](#)



Jen Snyder, GovQA Chief Evangelist, will moderate a discussion around the first-of-its-kind Peers in Public Records Index (PiPRIndex), a historical marker that quantifies predictable growth (or retraction) in complexity for public sector organizations managing Public Records Requests. This panel will discuss each of the seven figures that compose the PiPRIndex and how these figures represent a broader trend felt by most State and Local Governments.

The panel will address:

- Whether the trends you see in your own organization are shared by the broader market.
- How to use this data to support technology investment decisions that address increases in Public Records complexity.
- How to compare your agency's own complexity figures with those of your peers.
- GovQA Experts' Forecast for the potential future state of the industry.

NACo National Membership Call

May. 13, 2021 , 2:00 pm – 2:30 pm

Contact Alana Hurley

(202) 350-2296 ahurley@naco.org

[REGISTRATION](#)

Join the National Association of Counties (NACo) for a national membership call.

Please note that this call is exclusive to NACo members.



EDUARDO CISNEROS

White House COVID-19 Intergovernmental Affairs Director



NACo In Person & Virtual Conference July 9th - 12th, Prince George's County, MD

FROM THE EXECUTIVE DIRECTOR

We hope you plan on joining us for NJAC's in-person annual celebration of county government set for October 12th through October 14th at Caesar's Hotel and Casino in Atlantic City. We're in the early stages of planning for an outstanding event, so make sure to mark your calendars for the following important dates:

NJAC'S ANNUAL CONFERENCE COMMITTEE KICK-OFF MEETING 05/14/21

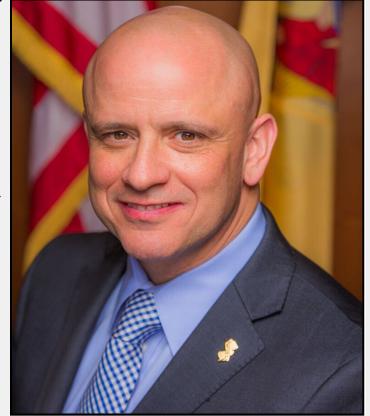
NJAC's Conference Committee will meet by video conference at 10:00 a.m. on May 14th to lay the groundwork for county governments' premiere event. If you haven't done so already, please let us know if you're interested in serving on the committee and we'll make sure to share meeting details shortly.

NJAC ANNUAL CONFERENCE WORKSHOP PROPOSALS DUE 05/28/21

We're currently accepting proposals for annual conference workshops. Space is very limited this year, so please submit your proposal no later than May 28th to Loren Wizman by email at loren@njac.org. To make sure that our elected officials, administrators, finance officers, purchasing officials, planners, engineers, attorneys, public works employees, accountants, and other county officials actively participate in our conference, the conference committee will give priority consideration to workshops approved for continuing education credits by the appropriate State agencies and the Rutgers University Center for Local Government Services.

1. Workshop sessions should be educational and informative, and 50-60 minutes long.
2. Proposals should include the name, title, and company information of those presenting.
3. Proposals should contain a title and one-page informative summary of the workshop, so that we may include these details in our conference journal.
4. Proposals should include handouts, power point presentations, and other materials.
5. We will notify you in writing of the time, location, and other important details concerning your workshop well in advance of the conference.

Stay tuned for scheduling, registration, sponsorship, workshop and other important details.



John G. Donnadio, Esq.

SAVE THE DATE!

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

EVENTS & HOLIDAYS

SUN	MON	TUES	WED	THURS	FRI	SAT
 <p>The Birth Flower of May: Lily of the Valley</p>						<p>1</p> <p>Jersey Shore Wine & Food Truck Festival FirstEnergy Park 12 pm - 5 pm Lakewood Ocean County</p>
<p>2</p> <p><i>Visit</i> Grounds for Sculpture Hamilton Mercer County</p>	<p>3</p> <p>Comedy Night & Dinner May 7 Brook Hollow Winery Columbia Warren County</p>	<p>4</p> <p>Turtle Back Zoo <i>Reserve Your Admission Spot</i> West Orange Essex County</p>	<p>5</p> <p>Exploring Cumberland 7:30 am - 10:30 am Mauricetown Bridge Millville Cumberland County</p>	<p>6</p> <p>Vic DiBitetto Comedy May 8 & May 9 Stress Factory Comedy Club New Brunswick Middlesex County</p>	<p>7</p> <p>Suzanne Vega: An Evening of New York Songs and Stories 8 pm Scottish Rite Auditorium Collingswood Camden County</p>	<p>8</p> <p>Yanis Pappas Comedy 7:30 pm - & 8:30 pm Celebrity Theatre Claridge Hotel Atlantic City Atlantic County</p>
<p>9</p> 	<p>10</p> <p>Food Truck Fest & Inflatable Village May 8 2 pm - 7 pm Rabkin Park Union Union County</p>	<p>11</p> <p>Tiny Giants-Petite Powerhouses From Garland to Gaga Starring Kelli Rabke May 8 3 pm & 7:30 pm MPAC Main Stage & Livestream Morristown Morris County</p>	<p>12</p> <p>Jess Ray Backyard Tour//South Jersey 7:30 pm - 10:30 pm Old Center Campground Monroeville Gloucester County</p>	<p>13</p> <p>The Disco Biscuits May 14 6 pm - 10 pm Conservatory County Fairgrounds Augusta Sussex County</p>	<p>14</p> <p>Dulcet Guitar Duo 3 pm - 4 pm Marlton Park Woodstown Salem County</p>	<p>15</p> <p>Joshua Van Ness 6:00 pm Schaefer Farms Flemington Hunterdon County</p>
<p>16</p> <p>Viva Vallenato Drive in Concert 3 pm - 4:30 pm Bernards High School Parking Lot Bernardsville Somerset County</p>			<p>18</p> <p>Sesame Street Live (Make Your Magic) 2 pm - 5 pm Wrightstown Burlington County</p>	<p>19</p> <p>Memorial Day Parade May 22, 2021 12:00 pm Secaucus Hudson County</p>	<p>21</p> <p>Citizen Cope 7:30 pm Sun Eagles Golf Club Eatontown Monmouth County</p>	 <p>8 pm BergenPAC Englewood Bergen County</p>
					<p>28</p> <p>Wildwoods International Kite Festival May 28 - May 31 On the Beach Wildwood Cape May County</p>	<p>29</p> <p>NY Boulders vs. NJ Jackals 6 pm Yogi Berra Stadium Little Falls Passaic County</p>
<p>30</p>	 <p>31</p>					