

NJAC COUNTY BIZ

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Gloucester County Economic Recovery Collaborative

by Heather Simmons, County Commissioner for Gloucester County



Commissioner
Heather Simmons
Gloucester County

As a leader of innovative public solutions, Gloucester County has always been able to effectively mobilize in a crisis situation to serve and protect our residents and business community. In January 2021, the Gloucester County Board of Commissioners became the first county in New Jersey to embark on proactive economic recovery efforts by convening the Gloucester County Economic Recovery Collaborative. The Collaborative was designed to explore, prioritize, and execute short-term and long-term strategies to benefit all industry sectors in communities that have been negatively impacted by the COVID-19 crisis, with the explicit goals of putting people back to work and restoring economic vitality.

This group of 75 business leaders, education partners, government officials and community stakeholders began work in January with a charge to build economic resiliency, enhance access to education and training, attract new business and create jobs. Preliminary discussions focused on investing in communities, supporting emerging industries and creating jobs and opportunities that foster innovation and entrepreneurship in alignment with our institutions of higher education. Collaborative members were encouraged to come up with pragmatic strategies to address barriers to economic success and examine issues of access to education, technology and transportation.

After the initial meeting, the 75-member Economic Recovery Collaborative was divided into five committees, each with a very specific set of goals and objectives. They were the Financial Resources and Small Business Committee, the Technology Committee, [the Equity and Access Committee](#), [the Emerging Industry Committee](#), and the Public Policy & Government Relations Committee. Each committee was led by two co-chairs representing business, industry, education, and government entities with subject matter expertise in the related fields. Immediately and organically, by harnessing the collective expertise of our community stakeholders, synergies began to materialize into real conversations about what our communities needed from us to support economic recovery.

Throughout the Economic Recovery Collaborative process, common themes emerged from all five committees related to access to transportation, access to technology, development of centralized hubs for community resources, industry attraction and retention, and enhanced communication with our business community and residents.

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Gloucester County Economic Recovery Collaborative *(continued)*

The Gloucester County Board of Commissioners and Gloucester County Department of Economic Development have synthesized the complete list of committee recommendations into a final report. Implementation of these recommendations has the potential to support not only Gloucester County's economic recovery but to also provide a means to create economic opportunity in our region for decades to come. To view the full list of recommendations and the Economic Recovery Collaborative report visit [Gloucester County Economic Recovery Collaborative Final Report](#).



Gain Higher Returns On Your Surplus Equipment!

by Stacey Collier, Marketing Communications Specialist for GovDeals

The start of fall means it's that time of year when many city and county governments are preparing for the new fiscal year and the changes that may come with it. Among those changes may be the disposal and removal of your surplus fleet and equipment. With so many local governments still recouping, it's critical that every dollar that can be reclaimed, is reclaimed. Offering your county's heavy equipment for sale on an online government surplus auction website like GovDeals can aid your agency in doing just that.

GovDeals is the leading online auction platform for government agencies and educational institutions to sell their surplus equipment to approximately 4 million qualified buyers worldwide. As a partner with the New Jersey Association of Counties since 2008, GovDeals works hard to provide a platform for state and local government agencies to offer their surplus to the growing online buying community.

With so many factors to consider when trying to dispose of surplus fleet and equipment, the task can sometimes become overwhelming, causing many to just continue with their outdated method, although it may no longer be the most profitable method. Selling surplus equipment through traditional methods can be time consuming, costly, and harmful to the environment. But with our unique surplus sales solution, and proper protocols, GovDeals can help your agency do this safely and efficiently. As buyers continue to move online to make purchases, state and local governments can leverage this growing demand by moving their surplus equipment sales to an online platform. A 20% increase in the average price per item purchased on GovDeals over the prior year is evidence of this shift.

Do not settle for less than you deserve when selling your surplus assets. Sell your assets immediately, with complete control, on a marketplace with access to buyers all over the world. Whether your goal is to increase revenue, increase transparency, or a combination of both, GovDeals has a dedicated team that can help your county maximize its surplus asset revenue for years to come.

For more information on how to get started maximizing your surplus dollars with GovDeals, please contact Mike Baker, Northeast Representative at 609-713-7888 or by email at mbaker@govdeals.com or visit GovDeals.com/becomeaseller

GovDeals.com
Online Government Surplus Auctions

Mail-In-Ballots The Good, The Bad, The Solution

by Evelyn S. Caterson, Chairwoman for the Atlantic County Board of Elections

THE GOOD - In my opinion, the Legislature's decision to eliminate the use of "Absentee Ballots" in July 2009 was a wise one. In order to receive Absentee Ballots, voters were required to state, in writing, why they would not be able to get to their polling place on Election Day. In its place, Mail-in-Ballots [MIBs] were created. They are much more responsive to voter needs. No reason is required to request a MIB. The voter has the opportunity for early voting and can vote as soon as the ballot is received. The voter can vote in the calm and quiet of his/her home. There is no concern about getting to the polling place on Election Day. And, moreover, the creation of Drop Boxes in order to mail the MIBs without postage costs is an excellent addition to the process.

THE BAD - In the 2020 General Election approximately 65,000 of the 200,000+ MIBs which were printed, addressed, and mailed first class to voters, were never used. In the 2021 Primary Election, more than 7,000 MIBs sent to voters were never used. The taxpayers paid for all these unused ballots.

Also, MIBs do not prevent over votes, whereas voting machines do. MIBs do not allow for a voter to correct a mistaken vote, whereas voting machines do. A voter with a MIB can be subject to the pressure of someone else telling the voter how to vote. This cannot happen in a voting machine.

Hundreds of cure letters are sent out each election because voters do not sign the Voter Certification or remove it from the envelope holding the MIB. The cure letters are an effort to obtain a proper voter signature or other identifying document in order to validate the MIB. Many cure letters are never returned so those ballots are not counted. Cure letters sent to the armed services voters often do not even arrive at the voter's location until after the return deadline.

Voters frequently fail to follow instructions on the MIB. Among the errors observed in a recent recount: Voters failed to completely fill in the bubble to the right of the candidate's name, which is necessary for a vote to count. X-es and check marks were not picked up by the ballot scanner. Voters used ink which was not black or dark blue and was not visible to the scanner. Voters changed their minds and X-ed out their unwanted votes – but the bubble was still filled in and so counted as a vote, often resulting in an invalid overvote. Voters put check marks and x-es and newly created bubbles to the left of the candidate's name, leaving the bubble to the right of the candidate's name, empty. Voters wrote in the candidate's name in the write-in column after filling in the candidate's bubble thereby resulting in an invalid overvote. All these errors resulted in the voter's vote not being counted.

THE SOLUTION - In my opinion the solution lies in getting Mail-in Ballots only to those voters who request them. Voters who do ask for MIBs will hopefully commit to following the instructions, both in doing the actual voting and in following the ballot submission procedures. Sending MIBs only to those who want them, will also save the taxpayers money which was used to pay for the unused ballots.

Reduction in the number of MIBs can be done in 2 ways – eliminate all automatically sent MIBs and require voters who want them to request them. Or have voters who do not want an MIB to opt-out on the form provided by the County Clerk.

Additionally, the State Voter Registration System [SVRS] must be updated. Voters themselves have a big part in making this happen. Any voter receiving an MIB for someone who is deceased, or no longer voting from that address, should notify the Superintendent of Elections and follow the necessary procedures to have that voter's name removed from the SVRS.

The instructions on the ballot should be reviewed for clearer direction. Voters wanting an MIB are in an ideal place to suggest changes and clarifications to the directions on the ballot and in the materials sent with the MIB.

Many have said that now is the time for New Jersey to mail every voter a Mail-in-Ballot. Based on the above discussed considerations, I respectfully disagree.

The Tools We Use Evolve And Improve Over Time . . .

Is Your Finance Office Using The Latest Tools To Best Serve Your Taxpayers?

by William Cherry, Former County Treasurer and Current Director of Public Partnership for three+one

Technology has changed our world in ways we couldn't have imagined just a few years ago and it has vastly improved the tools that we use in our daily lives. For example, advances in communications technology have transformed cell phones from an occasional convenience item to now being a basic necessity of daily life in America.

The tools that we use in our roles as county finance officers have evolved as well. We rely on computers, microprocessors, and financial software to quickly, efficiently, and more accurately perform the tasks that we once had to do by hand.

For example, 25 years ago when I began my career as an elected treasurer and CFO for a county in upstate New York, all of the county's delinquent property tax records were kept on individual 5"x8" paper index cards! Each of the 22,000 parcels had a corresponding index card that contained the tax-map number, the current owner's name and address, a history of tax bills issued and payments made, and the status of any unpaid tax amounts. New entries were made by hand as payments were received or new tax bills were issued.

One of my first acts as the incoming CFO was to digitize these files in order to reduce human error and prevent fraud. I also wanted to preserve property tax records in a more permanent format and to make the operations of the finance office generally more efficient through the use of latest technology at that time.

As County Treasurer, I was also responsible for the investment of public funds entrusted to my care while those funds remained on deposit. Safety of principal should always be the top priority of any public finance officer, but strategically investing those funds in ways that would maximize interest income was also an important fiduciary responsibility.

Back in 1996, that meant weekly inquiries faxed to local banks asking for rate quotes on 30- and 90-day CD's. I would then combine that information with rough "back-of-the-envelope" calculations to determine how much cash I felt I could confidently invest while still having sufficient liquidity to satisfy upcoming expenditures. It was, at best, an inexact science. If I had access to the kind of precise financial data, accurate forecasting, and rate information that are available today, I'm positive that I could have significantly increased my county's interest income.

Thankfully, times change and tools improve. **three+one**[®] has incorporated the very latest financial technology into our **cashVest**[®] program. It helps finance officials know precisely how much liquidity they have available to invest, and accurate time-horizon future forecasts of how long those funds can be confidently invested before they will be needed. When combined with the peer interest-rate benchmarking that we provide covering local, regional, and statewide banks, you have an independent, third-party perspective that ensures your public entity's liquidity is performing at the highest-possible levels.

Altogether, these data provide you with the confidence that you are doing everything you possibly can to maximize non-tax revenue streams. Maybe that's why the **National Association of Counties (NACo)** and **John Donadio** and the great team at **NJAC** both fully endorse our services.

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



OpenGov Is Bringing The Cloud To Local Government To Power More Effective And Accountable Government

by Stephanie Beer, Customer Marketing Director for OpenGov

The global pandemic brought changes that will persist well beyond COVID-19, fundamentally changing how we work, learn, shop, and -- perhaps most telling of all -- how cities and counties serve their communities.

Even before the pandemic, local governments have not innovated apace with the private sector, as anyone who has recently applied for a permit to renovate their bathroom can attest. Inspections are backlogged as they still have to take place in person. Checks are still printed and mailed. Contracts require blue or black ink and a notary public. Budgets are planned in 400,000-row Excel spreadsheets with 90 tabs.

Local governments are feeling the need for change. Three out of four local governments acknowledge a need to improve productivity and service to meet demands from their stakeholders and communities, according to the [2020 State of Local Government Survey](#).

OpenGov is the leader in modern cloud ERP software for our nation's cities, counties, and state agencies. With its mission to power more effective and accountable government, OpenGov is poised to help thousands of local government leaders meet the demands of this new era.

Pandemic Creates Greater Demand for Data

While the pandemic has been fraught with risk for local governments, there is also an historic opportunity for investment in digital infrastructure. Federal spending from the Coronavirus Aid, Relief, and Economic Security Act (CARES Act) and the American Rescue Plan Act (ARPA) provide local governments a once-in-a-generation opportunity to invest in software to future-proof their communities with better data accessibility, improved collaboration and decision making, and greater accountability.

With OpenGov Budgeting & Planning, local governments are reducing their budget development time by 50%, experiencing an 80% time savings on reporting, and saving up to 1% of their budgets by eliminating their reliance on paper, spreadsheets, and outdated processes. This means that customers can spend more time and money meeting the needs, and addressing the strategic priorities of their cities, counties, and states.

The City of Tampa, FL, is better able to manage performance and show more value to residents with OpenGov. The City built its budget, published an [online budget book](#), developed internal dashboards, and publicly shared [performance metrics](#) using OpenGov. "Affordable homes, good-paying jobs, reliable mass transit, and an overarching view of resiliency and sustainability -- that's what OpenGov allows us to track," [describes Tampa Mayor Jane Castor](#).

OpenGov Procurement, the company's newest suite, greatly influences a government's ability to meet its strategic goals, including budget accountability, spend management, supplier diversity, economic development, and citizen experience. It plays an increasingly crucial role in facilitating remote work and enabling investments associated with the CARES Act and the ARPA.

Why Local Governments Need Cloud Software

In the current moment and a post-pandemic world, the benefits of modern cloud software are more needed than ever by local governments. Leaders must help their cities and counties attract economic development, manage finances more accurately, share performance data more confidently, and adopt solutions and processes that lead to greater resiliency in a risk event.

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OpenGov Is Bringing The Cloud To Local Government To Power More Effective And Accountable Government *(continued)*

OpenGov customer, City of York, PA, was able to save its budget after a critical server was destroyed in a break-in. "If it had not been for OpenGov, I'm not sure when we would have gotten the budget done," explained Thomas Ray, Business Administrator for York.

By partnering with the world's leading cloud service providers for infrastructure and security, OpenGov's cloud Suites effectively remove the responsibility for maintaining platform security and protecting critical infrastructure from the shoulders of over-stretched local government IT teams.

Cloud software also ensures that leaders can future-proof their investments and their governments by providing solutions that evolve with their needs. New enhancements are available to all customers and require no upgrades, patches, customizations, or hardware to manage. The result is that IT teams can be better strategic partners to stakeholders and leaders.

Why OpenGov Is Attracting Attention

OpenGov co-founder and CEO Zac Bookman recently set out on a nearly 4,000-mile, cross-country bike tour to thank and hear directly from town, city, and county leaders about how their governments have evolved to address the urgent needs of their communities in the pandemic.

In 2020 -- a year of uncertainty and shutdowns -- OpenGov achieved 39% revenue growth with the launch of OpenGov Financials and Citizen Services Suites (the latter for permitting, licensing, and code enforcement, grants management). In the same year, OpenGov added 130 employees, and expanded its footprint in the Midwest with a new office in Milwaukee, WI.

OpenGov has added noteworthy customers from across the U.S., including Austin, TX, Hempstead, NY, Dallas County, TX, and the State of Louisiana, and has expanded its relationship with customers like Montgomery County, PA, Richmond, VA, and the State of West Virginia.

In 2021, OpenGov was named to Forbes list of America's Best Startup Employers and as a Top Workplace USA. With the launch of OpenGov Procurement, the software company has secured its stature as the leading provider of cloud solutions for local governments.

To date, OpenGov has raised more than \$140 million in capital from Andreessen Horowitz and other top venture funds.



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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



Schneider Electric SE is a French multinational company providing energy and automation digital solutions for efficiency and sustainability. It addresses homes, buildings, data centers, infrastructure and industries, by combining energy technologies, real-time automation, software and services.

For more information please contact Dawn Zimmer, at dawn.zimmer@se.com.



Spruce Technology, Inc. is a leading provider of solutions and technology services headquartered in Clifton, New Jersey.

For more information please contact Muriel Sportelli, VP, Public Sector Client Engagement, at mportelli@sprucetech.com.

Save the Dates!!!

Republic Services of NJ - League of Municipalities
November 16th – 18th, 2021

Please visit us at Booth #1111
Featuring Interactive Activities
Highlighting Today's Recycling and Solid Waste Issues

Exhibitor Learning Session

"Impacts of China Sword and Pandemic on
Municipal Recycling & Solid Waste Contracts"



Date: Wednesday, November 17th
Time: 12:30 pm – 1:20 pm
Room 311 (capacity 390)

DCA approved credits:
CMFO/CCFO – 1 Financial Mgmt
CPWM – 1 Government
RMC – 1 Finance
QPA – 1 Procurement
Certified Recycling Professional - 1 credit
Clean Communities – 1 credit

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Republic Services Confidential

Modernization And The Future Of Work

by Michael Galello, Industry Marketing Manager Public Sector for UKG

Modernization is beginning to transform the public sector workforce and the future of work includes more emphasis on employee experience, while also allowing leaders to make data driven decisions. The pandemic certainly shined a light on the fact that technology plays an important role in the future of work and how employees are interacting with their schedules, timecards, pay information, and time-off requests.

“As the public sector deploys technology to improve service delivery, increase capacity, streamline operations, and reach policy goals, agencies must also invest in people resources and create a tech-friendly work culture.”
-[IDC whitepaper](#) on “Transforming the Public Sector Workforce”

When you try on a “one size fits all” pair of pants and they don’t fit are you really surprised? Unfortunately, that same approach to buying technology, like clothes, is flawed because it assumes all businesses and employees’ function and do their jobs the same way.

As counties are looking for their ERP solutions to solve their HR, budgeting, procurement, and finance needs, certain groups may have very focused and specific requirements that can only be met by industry-specific applications. Payroll and time tracking are often overshadowed in these discussions, but their impact on employee engagement is tied to the perceived success of a project. When employees receive incorrect paychecks, that’s when engagement dips and bad PR starts to roll in.

Recent analysis by Gartner, IDC, and others have shown that an ERP solution, in and of itself, can rarely meet the needs of an organization in specialized areas like payroll and workforce management. The ERP solution typically lack key capabilities that are required, leaving those gaps to be filled with shadow systems, spreadsheets, paper forms, or manual entry – increasing the chance of compliance issues.

So, how does a streamlined workforce management and payroll solution affect an organization and its employees?

1. **Employee Engagement:** When employees have peace of mind that their paycheck is accurate week-over-week, it’s proven that retention is increased. [Did you know](#) that 24% of employees begin looking for new employment after just one payroll mistake? After two payroll mistakes, that number jumps to 49%.
2. **Compliance:** Legal departments can take a sigh of relief knowing that their system is paying their employees fairly when it comes to audits. [Did you know](#) that the wage and hours division of the DOL found, on average, \$1,120 for each employee due back wages in 2020 for each investigation?
3. **Financial Accuracy:** Reporting on financials to the public is just part of being a government. Payroll errors that cause late tax-payments can mean penalties and repercussions. With tight budgets, ensuring that payroll is accurate means avoiding lawsuits, having accurate tax filings, and avoiding unnecessary spending on fines.

One of the most important steps in delivering a perfect paycheck every time is choosing the right vendor. Having a unified, end-to-end vendor that can deliver a perfect paycheck, as well as other components of HCM/WFM, such as recruiting, talent management, benefits administration, HR, and more is vital. [Transform your workforce](#) and allow your payroll software to work for you, and not the other way around.

To learn more, visit [UKG.com/government](https://www.ukg.com/government) or contact Wesley Witherington, UKG Sales Executive State of New Jersey, Public Sector and Education, at wesley.witherington@UKG.com or via telephone at (973) 331-5465.



Monmouth County Sends Help To NJ County In Need

by Tricia Ring Wajda, Director of Public Information for Monmouth County

The Monmouth County Board of County Commissioners sent aid to Hunterdon County during Labor Day weekend in response to a request for help with cleaning-up debris from Tropical Storm Ida.

“Monmouth County has always prioritized helping our neighbors in need, whether it be our municipalities, other counties or our State partners,” said Commissioner Director Thomas A. Arnone. “In this case, we were happy to answer Hunterdon County’s call for help and send crews and vehicles to clear debris left by the storm.”



The Monmouth County Department of Public Works and Engineering deployed four sweeper trucks and two service trucks to support clean-up efforts in Hunterdon County.

“It is critical for counties to assist and support each other,” said Commissioner Nick DiRocco, liaison to Administration. “Sending help shows the strength of our relationships with other counties, which is something that is incredibly important to Monmouth County.”

“The County helping Hunterdon County is a benefit of the mutual aid system, which is coordinated by County and State Offices of Emergency Management,” said Commissioner Ross F. Licitra, liaison to the Monmouth County Office of Emergency Management. “We thank and commend all of our public works personnel for their work before, during and after Tropical Storm Ida.”



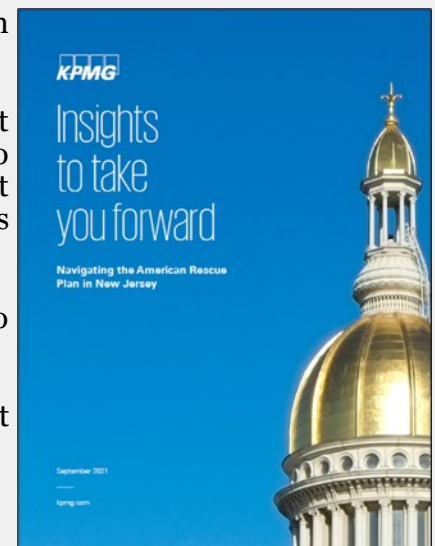
Request Your Copy Of KPMG’s Guide: “Navigating The American Rescue Plan In New Jersey”

KPMG’s New Jersey-based government practice recently analyzed \$15 billion in federal funds for state and local governments in the Garden State.

The pandemic-related funds cover a wide array of needs ranging from direct pandemic relief such as renter/mortgage assistance and vaccine management to other types of entitlement programs, capital projects and education. About \$1.8 billion is earmarked specifically for New Jersey’s 21 counties, which was outlined in the American Rescue Plan Act, passed earlier this year.

For over 40 years, KPMG has served government in New Jersey related to technology projects, regulatory compliance and auditing.

To request a copy, please email Rory Costello, who leads KPMG’s Government Services Practice in New Jersey at rcostello@kpmg.com.



Navigating COVID In School Environments: Using Data To Make Critical Decisions

by Dr. Meg Schaeffer, EdD, MPH, MPA, National Public Health Advisor for SAS

The matrix of mental, emotional, and educational needs combined with protecting children and staff in school settings from a new disease is overwhelming. The pandemic has uprooted our educational system, forcing school boards, administrators, and parents to leverage information for difficult decisions amongst health, safety, and education priorities.

Pandemics are dynamic. While epidemiologists cannot determine the long-term timing and severity of COVID surges, data models help inform the immediate future. These data, along with other surveillance markers, assist education leaders in assessing what actions are necessary.

What do we expect for fall and winter?

All state public health agencies and the [Centers for Disease Control and Prevention \(CDC\) monitor multiple respiratory diseases](#) to predict how those diseases will impact human health. Those diseases include influenza, RSV, parainfluenza, and many others. The protections used last winter including masking, distancing, and virtual school all reduced the impact of respiratory diseases to barely detectable levels. However, this year is different. The amount of RSV activity, parainfluenza, and normal cold-causing coronaviruses is increasing quickly also informing us that influenza will be here soon too. While many schools have mitigation strategies in place, the collective protections used throughout the US are not where they were last year. We are not safe from experiencing a winter COVID surge either.

Data informed decisions for protecting students and staff

Data amid a pandemic is power. While science takes time, there is an abundance of information available to help schools. [The CDC recently published guidelines for the 2021-2022 school year](#). As those under the age of 12 cannot be vaccinated, [universal masking is recommended by CDC and multiple professional healthcare organizations](#). There is significant data to support the use of masks. Cohorting or grouping students is also recommended. Widespread availability of testing is helpful in rapidly identifying new cases as well as those not symptomatic but infectious. Contact tracing, isolation, and quarantine are still valuable in reducing the spread of disease. And the promotion of vaccination for those eligible is without question essential for COVID and influenza.

Where to seek information

Finding the right COVID data to make decisions can be difficult. State and local public health agency websites tend to have the most complete and up-to-date information. [CDC aggregates all state and county data daily providing excellent summaries](#) on everything from transmission levels to hospitalizations. The key markers to watch in COVID-19 data are case rates per population (cases per 100,000 over the last 7 days), whether trends are rising, stabilizing, or declining, and variants present in your population. CDC assigns transmission levels to counties using these markers. When “high” or rising, extra precautions regarding social interactions and sports should be considered for schools.

These efforts to protect our children and staff are not forever, but they are essential for right now.

To learn more, contact Jake Yockel, US Public Sector Account Executive, at jake.yockel@sas.com.



Proposed Open Space Trust Fund Reallocation Goes Before Mercer County Voters November 2

by Brian Hughes, County Executive for the County of Mercer

A proposal by Mercer County Executive Brian M. Hughes that calls for a reallocation of the County’s Open Space Trust Fund – placing a greater emphasis on stewardship, park development and historic preservation – will be considered by County voters in the form of a referendum Nov. 2.

The new Open Space, Recreation and Farmland and Historic Preservation Trust Fund allocation, which was recommended by the County Planning Department and Park Commission, would increase the amount for stewardship of County-owned parks and open spaces from 10 percent to 20 percent, and increase the amount for park development and historic preservation from 20 percent to 30 percent, with 50 percent of the Trust Fund allocated to land acquisition for open space and farmland preservation. Currently, 70 percent of the fund is allocated to acquisition. Nearly 27 percent of the land area of Mercer County is preserved in one form or another.

Mr. Hughes stressed that approval of the referendum would simply be a reallocation of the Trust Fund – not a tax increase. It would not change the levy of up to 3 cents per \$100 of equalized valuation that Mercer County voters overwhelmingly approved in 2004 to fund the Trust Fund. The County open space tax rate, which is determined annually by the Board of Commissioners as part of the budgeting process, is currently 2.5 cents per \$100 of equalized valuation.

“By shifting the authorized allocation of the Trust Fund, the County could continue its acquisition program and continue providing land acquisition grants to municipalities and non-profit land conservancies, while investing more toward providing access to our parks and expanding recreational offerings,” Mr. Hughes said. “This, along with increased stewardship efforts, will ensure the ecological health of the lands entrusted to us, while providing expanded and appropriate recreational and nature-based activities to our residents.”

Over the past three decades, Mercer County has utilized the assets of the Trust Fund to purchase and preserve thousands of acres of farmland and open space for future generations to use and enjoy, and has improved public access and recreational opportunities to County-preserved parkland.



Photo:

Village Green is a 7-acre County-owned open space property in Hamilton Township. Historically it was farmed but fell fallow when the farm lease expired. The Mercer County Park Commission’s stewardship team recognized its potential to be transformed into an important meadow habitat for native bees, butterflies and other beneficial insects. The project was funded by the County’s Open Space Trust Fund.



SEE YOU AT THE CONFERENCE!

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

Supports And Advocacy Help Protect And Heal Survivors of Domestic Violence

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

October is Domestic Violence Awareness Month, and while the unfortunate truth is that domestic violence occurs all year-round, this month offers us the opportunity to continue to engage government and organizational leaders around the social, emotional and economic impact domestic violence has on individuals, families and communities.

According to the National Coalition Against Domestic Violence, domestic violence can include willful intimidation, physical assault, battery, sexual assault, and/or other abusive behavior as part of a systematic pattern of power and control perpetrated by a current or former intimate partner, a household member and/or an individual in a dating relationship against another. Domestic Violence can occur in any family, or to any individual, regardless of age, race, religion, or gender. It is particularly prevalent against women, individuals with disabilities and people who identify as LGBTQ+.

In the New Jersey State Police [THIRTY-SEVENTH ANNUAL DOMESTIC VIOLENCE OFFENSE REPORT 2019](#), there were 59,645 domestic violence offenses reported to the police, with incidents most frequently occurring during the weekend, and with children actively involved or present during 25 percent of all incidents.

NJ DCF's Division on Women and the New Jersey Coalition to End Domestic Violence fund and support 22 domestic violence programs—with at least one in every county. These organizations provide 24-hour hotline service, 24-hour access to a confidential safehouse, counseling, support services, and advocacy for victims and their children.

In addition, one of the lesser known but valuable supports is the **Address Confidentiality Program**, which safeguards and protects the physical addresses of eligible individuals. This program limits the ability of an abuser to find the location of a program participant by providing the survivor with a substitute address and a mail forwarding service. It can be used when updating or creating records with state or local government agencies. It may be used on driver's licenses, when filing for unemployment, registering to vote, enrolling in schools, or even obtaining a library card.

All local, county, and state public agencies are required by law to utilize this substitute address in place of the physical address.

- To be eligible for the New Jersey Address Confidentiality Program, individuals must meet the following criteria:
- Be a survivor of domestic violence, stalking, sexual assault, or a reproductive health patient or provider; and
- Have experienced threats or violent acts and fear for their safety; and
- Relocated or willing to relocate to an address unknown to the abuser; and
- Be at least 18 years of age, or an emancipated minor, or a parent/guardian acting on behalf of a minor or an incapacitated person; and
- Have reported the domestic violence, sexual violence, or stalking to a law enforcement agency or court. *Note, however, there is no requirement of documentation such as a restraining order or a police report.*



Trained application assistants at domestic violence or sexual violence agencies in every county are ready to help eligible individuals enroll in the program. Contact the Address Confidentiality Program DCF.ASKACP@dcf.nj.gov or call 1-877-218-9133 to find one. For more information, go to <https://www.nj.gov/DCF/women/acp>.

Securing Government: It All Starts At The DNS Layer

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

There's no doubt that today's business technology landscape is vastly different than five or ten years ago. That's especially true for the Federal Government in the United States. With initiatives like digital transformation, cloud-first strategies, and defending forward in cyberspace, the attack surface for malicious actors to exploit has become a wide target.

Cyberattacks against the US

Every week the public reads about the latest ransomware, cryptomining, insider threat, or phishing campaign impacting private industry and local governments; all terms that were far beyond the general public conversation until recently. Unfortunately, the Federal government and both its civilian and defense agencies face these same threats, but with potentially greater consequences. And we now find our nation's defenses and infrastructure under constant cyberattack from nation-states and a variety of other adversaries.

DNS and cybersecurity

One common thread between cyber-attacks is external communication. From command and control traffic, to data exfiltration, to malware and fast flux attacks, malicious communication typically starts or is exploited at the DNS layer. That external communication can be monitored and protected from the inception of the conversation, instead of being dependent on stacks of security controls to decrypt and monitor processes, payloads, or files for malicious activity.

To trust the endpoint communications in today's encrypted traffic landscape, reputation and machine learning can be employed to protect the asset and the mission. Cisco Umbrella gives missions the ability to leverage existing infrastructure on-base and integrate with mobile devices to protect the mobile warrior, while providing leadership a single source of truth for all external DNS requests.

Enabling security policy

That first line of defense allows missions to enable security policy that is enforced everywhere, while providing visibility into potential threats. Those threats are discovered by Cisco's industry-leading threat intelligence group fighting the good fight: Talos. The Talos team protects your organization's people, data, and infrastructure 24/7. Every day their researchers, data scientists, and engineers are actively collecting information about existing and developing threats. Then they use that data to deliver protection you need.

Through Cisco Umbrella, mission leaders can defend US assets from cyberattacks while providing advanced threat intelligence to their threat hunters through the exact same platform (with a service called Investigate). At Cisco we block over 20 billion malicious requests today. That's twenty times greater than our closest competitor. So now is the time to put a cyber warfighter in the backpack of every hero thanks to Cisco Umbrella.

To learn more, contact Arun Dharan, Territory Account Manager, US Public Sector, PA, NJ, DE at adharan@cisco.com.



Bring Your Own Reusable Bags When You Shop In New Jersey

by JoAnn Gemenden, Executive Director for New Jersey Clean Communities Council

In just a few short months, the Garden State promises to be cleaner and greener thanks to Gov. Phil Murphy and the New Jersey Legislature who passed the most progressive single-use plastics ban in the country.

The statewide ban, effective May 4, 2022, seeks to create an effective and uniform sustainability policy for all shoppers and business owners in New Jersey. The new law bans the provision or sale of single-use carryout plastic bags, polystyrene foam food service products, and single-use paper carryout bags at grocery stores at or over 2500 square feet.

Beginning November 4, 2021, single-use plastic straws will only be provided upon customer request at all food service businesses. Packages of straws and pre-packaged items, such as juice boxes, may still be sold in stores.

To help educate New Jersey residents, the NJCCC has launched a “Skip the Straw” campaign. “By skipping the straw, or bringing your own, it helps reduce litter, which in turn protects the health of our waterways and our wildlife,” explained NJCCC Executive Director JoAnn Gemenden. “Making more sustainable decisions today will protect New Jersey’s environment for future generations. Bringing reusable bags and straws is an easy and worthwhile habit to create.”

Need help getting prepared? The NJCCC has joined forces with the state Department of Environmental Protection (DEP) and the New Jersey Business Action Center (NJBAC), part of the NJ Department of State, to help educate residents and business owners alike to prepare for the launch of the sweeping changes that are coming to all retail, grocery stores, and food service businesses.

The NJCCC, one of the lead proponents of reducing our reliance on single use plastics, has launched a statewide education campaign, known as “Bag Up NJ.” The campaign has a simple sustainability message for consumers: Bring your own reusable bag(s) anytime you shop. Their website, www.BagUpNJ.com, offers a myriad of valuable resources, including free downloadable graphics such as web banners, social media posts, signs, flyers and even taglines. The NJCCC is also looking for government and business partnerships to augment its reusable bag giveaway programs. To get involved and learn more, visit www.njclean.org.

“The new plastics ban law will impact all retail stores, groceries and food service businesses statewide, from restaurants to food trucks and government agencies and there’s not much time for businesses to prepare. That’s why we are asking for your help now in educating the businesses in your communities about their responsibilities under the new law,” requests Melanie Willoughby, Executive Director of the NJBAC. “The team at the NJBAC, NJDEP and NJCCC have put together a comprehensive website designed to get you the most current information you need, and a vendor clearinghouse of manufacturers and suppliers providing products that comply with the new standards. We urge you to visit business.nj.gov to become familiar with its features.”

The NJBAC, NJDEP and NJCCC are conducting roundtables around the State with Economic Development Agencies, Chambers of Commerce and other business organization to prepare businesses and their customers and build enthusiasm for the program. Email melanie.willoughby@sos.nj.gov to set up a roundtable for your organization. At business.nj.gov the “live chat” feature and helpline at 1-800-JERSEY-7 connects you to NJBAC experts that can answer your business questions and direct you to the resources you need, Mon.-Fri., 8am-5pm.

The DEP is the compliance regulator. Its website, <https://www.nj.gov/dep/plastic-ban-law/>, provides a timeline for implementation, FAQs, and a listing of establishments that are covered by the law.

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Bring Your Own Reusable Bags When You Shop In New Jersey *(continued)*



Photo:

Asbury Park Mayor John Moor joined with New Jersey Clean Communities Executive Director JoAnn Gemenden, Asbury Park Clean Communities Coordinator Yvonne Adams and other officials to distribute reusable bags on the Asbury Park boardwalk on August 12. It was part of an ongoing statewide education campaign known as "Bag Up NJ," which focuses on the upcoming ban of paper and plastic bags at stores beginning May 4, 2022. The message now: Please begin bringing your own reusable bags to the store when you shop. Learn more at BagUpNJ.com

From left to right: Asbury Park Mayor John Moor, Asbury Park Clean Communities Coordinator Yvonne Adams, Newark Clean Communities Coordinator Brenda Anderson, New Jersey Clean Communities Executive Director JoAnn Gemenden and Will Johnson, clean communities coordinator for Monmouth County

Join Veteran Management-Side Labor And Employment Lawyer Armando V. Riccio, Esq. For Three Action Packed Sessions At The New Jersey League of Municipalities

TUESDAY, Nov. 16th:

- 1:30p-2:45p: Room 402
- Ethical Obstacles & Obligations: An entertaining presentation of top practical tips to avoid ethical violations!

DON'T MISS THIS SESSION! 3:30p-4:45p: Hall A

- What's on the Horizon in Labor/Employment
- ***Compete against fellow attendees for prizes! 1st prize \$2M Iranian Reales (9/21/21 exchange rate)***

WEDNESDAY, Nov. 17th:

- 10:45a-12:00p: Room 304
- 2022 – Looking Ahead: A Labor/Employment Law & Ethics Update. Subjects include management and union advances, hot topics and costs as well as a review of recent ethics issues.

And don't forget to sign up for **free CEU programs** by emailing your request to AVRCEU@GMAIL.COM. The programs will include: 2 Hour Programs: Sept. 29, 10a-Noon: Marijuana in the Workplace
1 Hour Programs: Lunch & Learn Programs 11:30a-12:30p (Subject: Labor and Employment Law topics) and The Unhappy Hour (Subject: Government Ethics) 3:30p-4:30p

Nationwide Economics

Weekly Economic Review & Outlook for September 20, 2021

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

Weekly Review

Modestly better economic data

The economic data last week showed a bit of a turn toward a brighter outlook for the next few months, and hopefully beyond. To be sure, the Delta variant of Covid is still negatively impacting economic activity, but consumers and businesses are shifting how they move forward rather than putting things on hold as they did during previous Covid surges. This can be seen in regional Federal Reserve bank manufacturing surveys, retail sales, consumer sentiment, and easing inflationary pressures.

Retail sales jumped in August

Retail sales moved higher by 0.7 percent for August, despite analysts' expectations of a decline. The retail sales control group (a partial proxy for broader consumer spending) rose by a solid 2.5 percent. The details of the report showed that consumers adjusted to the higher Covid case counts by not eating out as much, ordering more online, and switching back to more home improvement projects. Auto sales continue to detract from the headline figure, and this may continue for a while until the semiconductor shortage ends. Overall, fundamentals are sound for consumers to continue purchasing (strong demand for workers, increasing wages, and record high household net worth), but the mix of those purchases is likely to change as the economy continues to deal with Covid.

Consumer inflation eased

The consumer price index (CPI) rose by less than expected for August (climbing by 0.3 percent) and is now up by 5.3 percent on a year-over-year basis. The core CPI (stripping out the volatile food and energy components) also rose by less than forecasted (up by only 0.1 percent) and is now 4.0 percent higher than a year earlier. The debate over the transitory nature of inflationary pressures was a front and center topic as the categories that had been pushing up the CPI this year finally eased. Airfares, hotels, and used car prices all fell while owners' equivalent rent (OER) rose. This is important as the transitory debate continues. OER has been edging higher over the past several months, and given the rise in home prices, there is a good chance that it will continue to do so. This suggests that the transitory categories (airlines, hotels, vehicle prices, etc.) are giving way to some categories that are typically associated with more persistent inflation. It is likely that the downward impact from the falling transitory categories will have a bigger impact than the climbing impact from categories such as shelter—continuing to gradually lower the year-over-year CPI figures. As Fed Chair Jerome Powell said in his Jackson Hole speech, “While the underlying global disinflationary factors are likely to evolve over time, there is little reason to think that they have suddenly reversed or abated. It seems more likely that they will continue to weigh on inflation as the pandemic passes into history.”

Better business activity data

The New York and Philadelphia Fed manufacturing surveys showed solid rebounds for September. New Orders and employment moved higher in the former while priced paid move lower in both. Additionally, the NFIB small business optimism index increased with most businesses continuing to look to hire. Finally, consumer sentiment edged higher in the early reading of the University of Michigan survey, although the level of the index is still very low.

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Nationwide Economics *(continued)*

The Week Ahead

This week's economic data are heavy on housing-related items, including the NAHB housing market index, housing starts and building permits, existing home sales, and new home sales. Also released this week will be the Markit flash manufacturing and services survey indices and the Kansas City Fed manufacturing index.

Small increase in housing starts expected

Despite a small rise for July, housing starts remained below the recent high from March. While housing demand is strong, starts are plagued by very high input costs, a low number of available lots on which to build, and a low supply of labor—all of which are making it difficult for builders to ramp up construction. After a modest bump in multifamily building permits for July, we expect a small rise in multifamily starts for August. Overall, we project a rise to an annualized pace of 1.60 million housing starts for August, roughly the average over the last few months.

Existing home sales expected to fall as supply remains constrained

Existing home sales were stronger for July than at any point between 2007 and the onset of the pandemic, but well down from the peak of the recovery last fall. Sales have suffered from a lack of existing homes for sale, which at the end of July were only marginally above the record low from earlier in the year, and soaring house prices are likely playing a role in keeping some prospective homebuyers on the sidelines. Demand factors (e.g., low mortgage rates, solid job growth, a desire for “space,” and rising wages) are strong, but after a drop in pending home sales for June and July we project a fall in existing home sales for August to an annualized pace of 5.83 million units. This would still be a strong pace compared with most of the past 15 years.

New home sales should also fall as prospective homebuyer traffic slows

As with both housing starts and existing home sales, new home sales were strong in an absolute sense for July, but well down from their recent peak at the beginning of the year. In addition to the same strong demand factors for existing home sales, the market for new homes continues to benefit from the very low supply of existing homes on the market which pushes some portion of homebuyers toward looking at new homes. Despite the strong demand factors, traffic of prospective buyers in August fell to a 13-month low, making an increase in sales unlikely. Moreover, the MBA's builder application survey fell further for July. Consequently, we project a small decline in the annualized pace of sales to 700,000 units for August.

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.](#)

The Immediate First Step To Effective Cybersecurity Is A Positive Mindset

by Dr. Tim Rahschulte, CEO, Professional Development Academy & Chief Architect of the NACo Cybersecurity Leadership Academy Program



Dr. Tim Rahschulte
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&
Chief Architect
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Academy Program.

As a cybersecurity leader, your success is determined by your ability to improve the security of company assets and stakeholders. No doubt this is a challenging endeavor. The landscape is constantly changing, variables are increasingly complex, and threat actors need only to win one attack while you need to successfully defend against every single one. Your success will be dependent upon hardware, software, and people at the perimeter of the company and overall ecosystem, for sure; but, the foundation of your success first and foremost is a positive mindset.

Nothing is ever achieved without first a belief that it can be done. That's a mindset. Mindset is an attitude that colors our view of the world and what's possible in—and beyond—it. Mindset is the initiating force behind NASA's goal (50 years ago) to land humans on the Moon. Similarly, mindset is the initiating force anyone leverages to build something new, reengineer something to be better, or to bring about a change in things. Regardless of whether that change is incremental and evolutionary or transformational and revolutionary, achieving it starts with a positive mindset. So, too, is the case when it comes to securing your company's most important assets and stakeholders.

Our mindset initiates a sense of possibility from which our behaviors and actions follow. Therefore, our mindset serves as the foundation of our results. Those most successful leaders have an unwaveringly positive mindset about who they are and the impact they'll have on those around them.

While all this may seem rather obvious, there's something else important about our mindset: it has a multiplying effect on those around us. It scales and reaches beyond oneself. The greatest leaders know the power of mindset. This remarkable power is one reason Colin Powell, arguably one of the greatest leaders in US military history, who retired as a four-star army general, served as secretary of state, led the military of the United States while serving as the chairman of the joint chiefs, and authored the book *It Worked for Me: In Life and Leadership*, often shares this critical piece of leadership advice: "Perpetual optimism is a force multiplier." Now, to be sure, the opposite is also true. It's because of this fact that we must keep our mindset in check; positive amid chaos and uncertainty, and sometimes, fear.

Whether negative or positive, your mindset multiplies as it affects those around you. It's for this reason that Ashley Ferguson, the global director of strategy, governance, risk, and compliance at SecureWorks, coaches her employees and believes in the need for leaders to "be positive, be open, be truthful, and stay optimistic." She emphasizes this because she knows that attitude is contagious, especially if you're in a leadership role.

If you're wondering if you're a leader, know that we're all leaders some of the time and followers all of the time. So yes, you're a leader, and therefore your attitude is quite important.

Regardless of role, title, or rank, make the choice to be positive. Have an "it can be done" attitude, which just happens to be another piece of leadership advice from Colin Powell. This positivity is necessary because the root cause of your results is attitude, and the foundation of your success is a positive mindset.

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The Immediate First Step To Effective Cybersecurity Is A Positive Mindset *(continued)*

POSTSCRIPT ON MINDSET:

Today's threat environment is worse than ever. Advanced actors with deep pockets are constantly shifting their points of attack on new-to-market assets such as the cloud. The correlation between the pace of innovation and the pace of change as relates to the threat landscape makes being proactive all the more important. And if that weren't enough to try to take on, today's security professionals also face internal barriers to achieving their goals. People-training tops the list but the number of hurdles and potential breaches in any given security professional's future are too many to count.

In this video you will hear top industry professionals speak about their top concerns. From front page newsworthy briefs to ensuring security efforts are aligned with the company's greatest risk exposures, the modern security professional's concerns are voluminous. Think about it. What keeps you up at night? Regardless of any answer, addressing what keeps you up at night starts with a positive mindset.



Webinars

Latest on the Delta Variant and Using ARP Funds to Respond

Oct. 1, 2021 , 3:00 pm – 4:00 pm

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

REGISTRATION

Featuring Dr. Deborah Birx

As public health officials track the surge of the Delta variant, counties are also poised to take steps to reduce transmission and protect our communities. NACo will be joined by Dr. Deborah Birx, the former White House Coronavirus Response Coordinator, who will share an update on COVID-19 and best practices to lower community outbreaks. This session will also include information on how counties can use American Rescue Plan Act (ARPA) funds to address the public health emergency.



Navigating Federal Funding Streams: Developing a Grant Management Strategy

Oct. 4, 2021 , 2:00 pm – 3:00 pm

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

REGISTRATION

With so many funding streams available to counties, it is critical to develop a grant management strategy and plan to ensure that funding is maximized and duplication does not occur. This webinar will provide a funding overview and discuss how to look at the various federal funding streams and overview the first steps to take in developing a plan that maximizes federal investments.

Topics include:

- Maximizing federal funding
- Avoiding duplication
- Grant management



Is Cyber Insurance Coverage Holding Local Government Ransom?

Oct. 20, 2021 , 2:00 pm – 3:00 pm

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

REGISTRATION

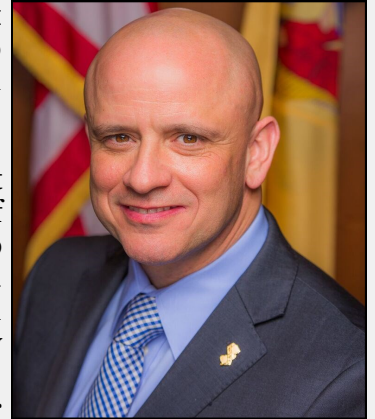
Rising cyber liability insurance premiums and fewer insurance carriers have left counties facing difficulty acquiring and renewing coverage. Join the National Association of Counties (NACo) and industry experts from Risk Strategies, Inc., Eckert Seamans and county elected officials for a discussion on the evolving cyber liability insurance landscape and trends across the country. Topics include:

- The benefits of cyber liability insurance acquisition and renewal
- Major insurance carriers' new requirements
- How local government can determine proper coverage and control insurance costs

FROM THE EXECUTIVE DIRECTOR

The New Jersey Association of Counties (NJAC) is thrilled to present its first in-person annual celebration of county government since 2019 where we expect to host an outstanding event with county, community, and business leaders from all 21 counties.

Our terrific show begins Tuesday evening on 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 meet both gubernatorial candidates a few short weeks before the highly anticipated General Election. In between, we plan to honor several county professionals with county service and lifetime achievement awards; induct new members into the County Commissioner Hall of Fame; and, present 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 earn valuable continuing education credits at over two dozen excellent workshops and hear from county leaders at the Nick Acocella County Leader Showcase moderated by NJ 101.5's Eric Scott. Although the Cook-Off and Acapella Sing-Off will be back in full force in May of 2022, we've added a new feature on Wednesday night at the Exhibitor's Reception that we hope will make you laugh a little given all that we've endured over the past two years.



John G. Donnadio, Esq.

During this once in a generation public health crisis and in response to the devastation caused by Tropical Storm Ida, county governments have led the way on the front lines in providing essential services and protecting the public health, safety, and welfare of residents across the Garden State. In addition to our police, firefighters, doctors, nurses, EMTs, and other first responders, county governments rose to these awful occasions by operating COVID-19 vaccination sites and testing centers, purchasing and distributing personal protective equipment, collecting and sharing public health data, sheltering the homeless and at-risk individuals, managing correctional facilities, administering welfare and social service programs, conducting elections despite numerous legislative and procedural changes, rescuing residents from rising floodwaters, implementing emergency management plans, and much more. From the Association's perspective, it has been an honor and a privilege to witness the dedication and commitment of so many wonderful and unheralded public servants who will always have our gratitude, appreciation, and thanks.

NJAC Celebration of County Government

***October 12th thru October 14th
Caesars Atlantic City***

EVENTS & HOLIDAYS

SUN	MON	TUES	WED	THURS	FRI	SAT
					1 Annual Blackwood Pumpkin Festival 10/3 11 a.m. - 4 p.m. The Studio at Mainstage <i>Blackwood Gloucester County</i>	2 LBI's Annual Chowderfest 10/2 & 10/3 Taylor Avenue Ball Field FREE <i>Beach Haven Ocean County</i>
3 31st Annual Cranberry Festival 10/2 & 10/3 Downtown Bordentown FREE <i>Bordentown Burlington County</i>	4 Annual Wheaton Arts Festival of Fine Crafts 10/2 & 10/3 Wheaton Arts & Cultural Center <i>Millville Cumberland County</i>	5 Food Truck & Music Festival 10/2 & 10/3 Mendham Borough Park 11 a.m. - 7 p.m. <i>Mendham Morris County</i>	6 TPM @ Hudson County Fair 10/9 7 p.m. - 9 p.m. James J. Braddock Park <i>North Bergen Hudson County</i>	7 Paws in the Park 10/9 10 a.m.-4p.m. Goffle Brook Park <i>Hawthorne Passaic County</i>	8 South Jersey Pumpkin Show 10/9 & 10/10 Fairgrounds 10 a.m.-8 p.m. 10 a.m.-6 p.m. <i>Woodstown Salem County</i>	9 Harvest Honey & Garlic Festival 10 a.m. - 4 p.m. Fairgrounds FREE <i>Branchville Sussex County</i>
10 Shad Festival 10/9 & 10/10 Downtown FREE <i>Lambertville Hunterdon County</i>	11 Atlantic City Comedy Festival 10/9 & 10/10 Jim Whelan Boardwalk Hall <i>Atlantic City Atlantic County</i>	12		14 Hispanic Heritage Concert in the Park 10/17 Warinaco Park 3 p.m. <i>Roselle. Union County</i>	15 Camden County Fair 10/15 & 10/16 Fairgrounds <i>Gloucester Twp. Camden County</i>	16 Harvest Craft & Food Truck Festival 11 a.m. - 5 p.m. Fairgrounds Memorial Park FREE <i>Maywood Bergen County</i>
17 Fall Family Fun 10 a.m. - 5 p.m. Terhune Orchards <i>Princeton Mercer County</i>	18	19	20	21 Brewfest 10/23 Ballpark of Somerset Patriots 12 p.m. <i>Bridgewater Somerset County</i>	22 Sunflower Festival 9 a.m. - 6 p.m. Holland Ridge Farms Month of October <i>Cream Ridge Monmouth County</i>	23 Gypsy Kings featuring Nicolas Reyes 8 p.m. State Theatre <i>New Brunswick Middlesex County</i>
24	25	26 Fairfield Halloween Costume Party 6:30 p.m. - 7:30 p.m. Library FREE <i>Fairfield Essex County</i>	27	28	29  7:30 p.m.-9:30 p.m. Invertase Brewing Co. FREE <i>Phillipsburgh Warren County</i>	 10 a.m. - 2 p.m. <i>Cape May Court House Cape May County</i>
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