

# NJAC COUNTY BIZ

An Educational and Informative Newsletter for Counties and Businesses

New Jersey Association of Counties

ISSUE 122 - SEPTEMBER 2022

## Meeting The Needs Of Children And Families Is Possible, Together - *The Way Forward Will Define Us*

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

### HSAC Needs Assessment

The New Jersey Department of Children and Families, in partnership with the 21 County Human Services Advisory Councils, recently released the findings of its [2019-2020 Needs Assessment](#).

The analysis, which is conducted every two years, represents a comprehensive and exhaustive accounting of individual counties' assets and needs, strengths and opportunities, as we work together, across systems, to support families in becoming safe, healthy, and connected.

In each of our respective areas of service to New Jersey, we may be focused on a limited scope of resources or supports, but we all recognize that our systems inter-connect and overlap in so many ways to support the welfare and well-being of the entire family.

As examples: access to health care or employment opportunities depends on access to affordable transportation. Educational success depends on a student's ability to focus, and they can't focus on schoolwork if they don't have access to nutritious food inside and outside of the home - through SNAP benefits, access to grocery stores, or school breakfast and lunch programs.

In this most recent assessment, it likely will not surprise readers that housing was the one single need prioritized by all 21 counties: safe, affordable housing is foundational to so many other social determinants of health.

When there's an unmet need in one area, it can have far-reaching repercussions in other areas of the family's well-being.

And when families become unbalanced - struggling with rent, medical payments, or food insecurity- that's when they're at the highest risk of becoming destabilized, engaging in child maltreatment, intimate partner violence, crime, addiction and mental health disorders.

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## Meeting The Needs Of Children And Families Is Possible, Together *(continued)*

At DCF, we want to be able to engage families *before* the crisis happens, not after.

The last 18 months have been very difficult for so many families throughout our state. The economic, psychological, and social challenges of the pandemic will be with us for many, many years to come.

But in this moment, we have an opportunity to build requested supports, to grow stronger, to learn and adapt, so that we're prepared – not just for the next global crisis, but for the next family crisis.



## Technology's Impact On Transforming The Modern Workforce

by Dr. Lori Coffae, Sr. Writer for SHI International

New Jersey's hometown IT solutions provider, SHI International, is confidently cultivating new initiatives to strengthen partnerships and nurture collaborative endeavors across the State – including Professional Development programs, Federal Funding consultation, and Grants Services – with a keen eye on transforming local communities in need by empowering citizens who are (re)entering the workforce. With a constant objective to bring ingenuity, collaboration, and a clear focus to life, SHI is helping to modernize practices and restore the health and welfare of neighborhoods and neighbors.

How is SHI helping transform and improve the communities they serve?

Their vision as a New Jersey partner is predicated on sustaining meaningful relationships and on providing the highest level of service possible for all communities. With offerings extending well beyond pricing and order fulfillment, and as the only comprehensive IT solutions provider headquartered in NJ (boasting two technology integration centers located in the State), SHI actively explores ways to provide value by working with Software and Hardware manufacturers to ensure value above all else.

Especially relevant to the State's government are SHI's newly launched Government & Education Affairs team and its ever-evolving Customer Innovation Center. Government & Education Affairs is a no cost, value-add resource designed to empower SHI's delivery of meaningful and exceptional outcomes. With deep and diverse government acumen, GEA professionals help facilitate grants acquisition and federal funding and leverage their vast network of IT leaders to benefit end-users. Most recently, GEA has helped facilitate professional development and workforce training to several Counties in New Jersey – and the team helped find relief funding to help finance the efforts.

Existing as part of Government Affairs, the Education Affairs team focuses solely on how technology enhances learning and provides equitable environments for all students and educators. Since 2020, four areas have emerged as vital to a successful learning community:

- \* Hybrid learning
- \* Immerse technologies
- \* esports
- \* Cybersecurity

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## Technology's Impact On Transforming The Modern Workforce *(continued)*

Working to bridge all the elements required for success, the GEA team empowers IT leaders to make tangible, lasting improvements to their environments and infrastructures.

In addition, access to the SHI Customer Innovation Center allows users to test and compare IT Solutions before committing to an investment. Staffed with trained team members and technical experts who are fluent in products and solutions, the Customer Innovation Center is an ideal way to explore all IT options safely and robustly before making meaningful purchasing decisions.

The State of New Jersey's recent changes to the Software Reseller Services contract caused a splash – and gave SHI an opportunity to shine! Despite what could have been a disruptive experience, SHI's strong partnerships with diverse state contract vehicles proved both their fortitude and their leadership, and they seamlessly maintained business continuity for their customers.

SHI remained laser focused on sustaining their loyal relationships and, in doing so, has continued to ensure customers' needs are swiftly resolved through numerous other contracts and major OEMs, including these major vehicles:



To learn more about what an SHI partnership means for you, please visit [SHI.com](https://www.shi.com) or contact your dedicated Account Executive.



### *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](mailto:loren@njac.org)

## The Time Is Now For Analytics - Are You Ready?

by Jake Yockel, Account Executive for SAS Public Sector

Forty-five years ago, analytic software got its start in government, revealing previously impossible insights, tackling seemingly insurmountable challenges, and saving surprising amounts of money by using a resource that many governments have in abundance: data. At that time, most counties were not thinking of their data as fuel for analytics. But, they were beginning to collect it, churn it, and store it.

Ten years ago, we were all becoming aware that we have a *lot* of data stored. So much data that it seems overwhelming to put it into use. You have probably heard the term “Big Data.” We *all* have big data. And, our data is getting bigger every year as our systems collect and use data from automated devices and the internet.

Because your county has many functions and responsibilities, you have many types of data. You have big data (like property records); complex data (like health data); fast data (like information coming from water or electric meters); unstructured data (from sources such as survey responses); and geographic data (such as coordinates tied to service reports). It is valuable to have a way to combine and process all of these types of data that are generated from many different sources within your various departments.

If your county’s many departments operate independently from one another, you are not alone. A siloed environment challenges most counties. Departments have unique purposes and, consequently, have specific software and technology that help them accomplish their missions. As a result, data is being collected and stored within each department. In most cases, that data is not shared with other departments. In fact, several departments might be collecting duplicate data within their respective technology system.

To address this challenge and optimize the use of their data, counties are adopting a data analytics platform for their entire organization.

An analytics platform is a software foundation engineered to generate insights from your data across your organization. This platform supports every phase of the analytics life cycle – from integrating data to discovering new information. By ingesting fast, big, complex, geographic, and unstructured data, it produces on-demand insights for a variety of stakeholders throughout your organization and community. At its maturity, all of your departments will contribute their data, combining datasets to help your organization make informed decisions and take informed action. This data sharing is a bridge between your departments that fosters collaboration and increases productivity.

With the exponential increase of data, enterprise-wide data sharing and analytics are essential for prosperous counties. By using analytics, your county will maximize its data, run more effectively and efficiently, and be more responsive in meeting the needs of your citizens. What is the first step? Think big. What do you envision for the next forty-five years? Plan strategically to have an organized, cohesive analytic platform that will advance your organization over the next ten years. And then, get started this year.

To learn more about SAS please contact Jake Yockel, Account Executive, SAS Public Sector at [Jake.Yockel@sas.com](mailto:Jake.Yockel@sas.com).



**SAVE THE DATE:**  
***NJAC Celebration of County Government***  
***October 12<sup>th</sup> thru October 14<sup>th</sup>***  
***Caesars Atlantic City***  
***Sponsorship, Exhibit & Registration, Schedule of Events***  
***Hotel Reservation Procedures***



# Vote Center Hubs Are A Simple, Secure And Smart Solution For Election Logistics

by Peter Stuart, Regional Director of Sales, NE for Runbeck



Occasionally in business, partnerships are formed unexpectedly and together provide an advancement that makes one wonder why it hasn't been done in the past. When Runbeck Election Services was approached by Joe Bean, Owner of FlexMet, an equipment manufacturer, about selling its tabulation storage equipment, an ideal partnership was formed. FlexMet designed, produced and sold several models of storage cabinets currently being used, but they wanted to reach more counties across the country with newly expanded lines. Runbeck has extensive election experience nationwide, so bringing this practical solution to counties was a wonderful fit.

With 50 years in the election industry, Runbeck has seen that one of the biggest challenges counties face every election is setting up onsite voting. The locations can range from large stadiums for vote centers or a single room for fewer voters. The logistics of hiring companies to rent and move the equipment, set up tabulation equipment and securely store this during off-hours and off-season can be difficult. It's a man-power issue along with a way to securely store equipment. Due to the requests from counties to find a well-designed storage unit, FlexMet created the equipment and joined forces with Runbeck to offer Vote Center Hubs.

"We are excited about the partnership with FlexMet," explains Jeff Ellington, President and CEO of Runbeck. "This collaboration allows us to solve logistical and security problems that counties encounter with their voting spaces and equipment which is a major undertaking every election. The Hub is simple and smart—counties can use it, lock it and store it."

There are two lines of Hubs designed specifically to fit tabulation equipment for Dominion and ES&S. The Hubs can accommodate 1–4 voters at a time with Privacy Screens which attach magnetically between voters. A county's process is easy: 1) A voter uses a single section of a Hub and votes on the tabulation equipment. 2) The Hub can be locked at night during elections and then double-locked with equipment within the unit when elections are complete. 3) Built with heavy-duty caster wheels, the Hubs are built for easy mobility—they are rolled to a secure location until the next election. 4) When the next election season begins, the Hubs are rolled back, unlocked, plugged in and are ready to go!



FlexMet is located in Tennessee which makes shipping to east coast locations more convenient than their previous California facility. Using equipment that is 100% manufactured in the USA solidified this exclusive partnership with Runbeck. The Vote Center Hubs will make elections easier for counties and voters, so the benefits of the partnership will positively effect elections on many levels. Runbeck is honored to provide a solution to empower counties to run more successful elections.

Please contact Peter Stuart, Director of Sales, Northeast at 516-725-2263 or [PStuart@Runbeck.net](mailto:PStuart@Runbeck.net) for questions about Vote Center Hubs. More information can be found at <https://runbeck.net/vote-center-hub/>

Learn more about Runbeck Election Services at [Runbeck.net](http://Runbeck.net).



## WELCOME TO OUR NEW MEMBERS



**National Life Group** provides a 403b/457 retirement planning platform and Pension Education System, Investments, Living Benefit Life Insurance, College and Special Needs Planning Services.

For more information please contact John Flynn, Financial Advisor, at [Flynn\\_John@nlgroupmail.com](mailto:Flynn_John@nlgroupmail.com) or call (973) 632-7576.



**Right Angle Solutions, Inc.** is an IT consulting firm specializing in Application Development, Business Intelligence and Data Management. Please see page 7 for a detailed description of Right Angle Solutions, Inc., and services they provide.

For more information please contact Susan Richards, Director Services, at [susan@rightanglesol.com](mailto:susan@rightanglesol.com) or call (732) 319-5568.

## Save the Dates!!! Republic Services of NJ - League of Municipalities November 16<sup>th</sup> – 18<sup>th</sup>, 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 17<sup>th</sup>  
 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

**Right Angle Solutions (RAS)** is a specialized Technology Consulting Group that develops tailored solutions for its Customers. Founded in 2003 by a group of Engineers and Senior Entrepreneurs, the organization has focused on delivering solutions that use Technology as an Enabler to deliver Customer Objectives.

### Project Spotlight:

One of the flagship solutions designed by RAS is dedicated to helping Morris County Administrators effectively manage their Preservation Trust Initiatives programs for Open Space, Historic, Farmland, Flood and Trails Preservation Programs.

This custom solution leverages the cutting-edge technology to automate and digitize the application submission, approval, and grant management processes. Modernizing the business process has provided Morris County with a sustainable, scalable product that will contribute to the County's success for the decades to come.

Key features include:

- **Digitization:** All applications and additional documents are now filled in and submitted virtually, eliminating the problems inherent in tracking manual applications; missing documents, manual submissions, responding to OPRA requests, etc.
- **Auditability:** Administrators can now trust to receive applications with all the requirements completely fulfilled. Applicants are guided through the application process ensuring that County requirements and mandates are adhered to.
- **Seamless Integration with County GIS:** GIS maps are automatically displayed for applicants and grant program managers. Changes and restructuring of Municipal/Block/Lot designations are easily maintained to ensure accurate mapping and reporting of preserved locations.
- **Improved Data Quality:** Data received by the counties is more complete, accurate and standardized to enables better reporting to effectively support the Planning Committee and Commissioners decision-making.
- **Strong Data Security:** Integration with the County Security systems ensures data security of County information.
- **Scalability:** Our microservice based architecture framework enables future expansion or parallel application development.



### Project Spotlight:

Right Angle also markets our **RightSpot** SAAS based solution to help NJ Public and Charter Schools to ensure smooth transport of students to and from school.

RightSpot provides a web-based interface for School Administrators to effectively handle and communicate all the variations in the arrival/dismissal process to bus attendants who have an Android based app to check students on and off the bus. Our real time integrations and GPS tracking provide Parents using the mobile app to know where their child is on the bus route. RightSpot provides peace of mind to School Administrators and Parents. [www.rightspotsol.com](http://www.rightspotsol.com)

**About Right Angle Solutions:** Government and Fortune 500 firms rely on our technology-agnostic solution implementation skills in the domains of Business Intelligence, Data Management, Cloud BI, Chatbot Development and ERP implementation services.

With over 12 years of experience, 50+ happy clients, and over 150 successful implementations, Right Angle Solutions aims to compress your timelines, eliminate obstacles, and accelerate the success of County initiatives.

## Brain Injury Awareness Benefits Residents Of All Counties

by Tom Grady, Director of Advocacy and Public Affairs for the Brain Injury Alliance of New Jersey

The month of September of each year is a platform for raising awareness of two important brain injury-related issues that can impact residents of all New Jersey's 21 counties and prevent injury or death: concussion and brain aneurysm.

The Brain Injury Alliance of New Jersey is a leader in raising awareness of brain injury and serving those with brain injury throughout the Garden State. It's mission is improve the quality of life for anyone impacted by brain injury by providing support, advocacy, and information, while promoting brain injury prevention. You may learn about the Alliance by visiting [www.bianj.org](http://www.bianj.org).

The Alliance worked with the State to pass resolutions designating Concussion Awareness Day and Brain Aneurysm Awareness Month, subjects not known by some New Jersey residents.

### Concussion Awareness Day

Approved by the governor on July 21, 2017, Assembly Joint Resolution No. 115 designates third Friday in September of every year as Concussion Awareness Day. You may find a copy of the Advance Law by clicking <https://www.njleg.state.nj.us/2016/Bills/JR17/16 .HTM>.

With the passage of P.L.2010, c.94, New Jersey has made strides in awareness by requiring schools, school districts, coaches, athletic trainers, school nurses, and school physicians to take certain specified actions to minimize the risk of concussion and better protect students who suffer a concussion while engaged in interscholastic sporting activities. Notwithstanding this awareness, concussion still poses danger as symptoms may be ignored by some. This is why it is imperative that we, as a state, strive to enhance awareness which can result in properly identifying and addressing a concussion when it occurs so as to allow the brain to have adequate time to heal. Failure to do so can have catastrophic consequences.

### Brain Aneurysm Awareness Month

Approved by the governor on March 18, 2019, Assembly Joint Resolution No. 149 designates September of each year as "Brain Aneurysm Awareness Month" in New Jersey. You may find a copy of the Advance Law by clicking <https://www.njleg.state.nj.us/2018/Bills/JR19/1 .HTM>.

Many New Jerseyans are not aware of what a brain aneurysm is, let alone the symptoms of one. Not knowing the symptoms can result not pursuing medical care as soon as necessary. Each year, more than 40,000 people in the United States suffer from ruptured brain aneurysms and 50 percent of these people die within days. Of the 50 percent who survive, one-third will die within months as a result of complications, one-third will suffer from major neurological deficits, and one-third will be able to return to a way of life similar to that prior to the rupture. These statistics can be mitigated if people are made aware of brain aneurysm. This is why awareness is so very important.

Contact Tom Grady, Director of Advocacy and Public Affairs for the Brain Injury Alliance of New Jersey, to learn how you may raise awareness of these brain injury-related issues. His email address is [tgrady@bianj.org](mailto:tgrady@bianj.org) and phone number is 732-745-0200 ext. 233.





## Plan, Procure, and Execute Capital Projects with OpenGov - New Facilities , Street and Sidewalk Maintenance, Lead Water Pipe Replacement, Broadband Expansion, and More

by Christine Spiel, Manager, Field Marketing & Events for OpenGov

*“This is the largest five-year capital plan the County has ever undertaken...managing 100 to 200 projects at one time from a financial perspective can be challenging, so being able to go to a tool that’s managing the budget...helps streamline our job.”*



Departments of Public Works and Engineering are using OpenGov cloud solutions to streamline the administration of capital projects from end-to-end and to create a user-friendly online experience for both utility partners and the citizens they serve.

What state of capital project administration is most challenging for your community?

**Collaborative Capital Planning** - Free your teams from Excel spreadsheets and calculation errors by leveraging OpenGov Budgeting & Planning to collect proposals, prioritize them based on specific criteria, forecast long-term capital expenditures, and formally budget infrastructure investments in a single platform.

**Intelligent Procurement** - Save time writing RFPs and tediously preparing contracts. Introduce the thoughtfully designed OpenGov Procurement suite to increase the number of bids for each solicitation and automate vendor notifications.

**Expedient Permit Issuance** - From encroachment and excavation permits to dumpster licenses and stormwater management grants, OpenGov Citizen Services’ intuitive interface ensures that applications are easy for residents, utilities, and project management staff to track and monitor

**Commitment to Transparency** - Be prepared to report on progress periodically to stakeholders using OpenGov Stories, an integrated webpage builder that makes it easy to create interactive narratives without IT support.

[Connect with OpenGov](#)



## NJ PRIMA (Public Risk Management Association)

For four decades, the national Public Risk Management Association (PRIMA) has been the one-stop resource for educational programming, risk resources and networking opportunities for public sector risk managers.

In March of 2020, the New Jersey chapter of PRIMA was created. Our goal is to:

- Increase the proficiency of risk management in governmental agencies, political subdivisions thereof and school districts;
- Strengthen the quality of risk management through continuing education;
- Be an educational and research organization for the benefit of governments, governmental agencies, political subdivisions thereof, school districts and other special district units through the State of New Jersey;
- Provide the members the opportunity to exchange ideas, to consult with one another, to meet persons in or associated with public risk management, and to supply members with information concerning their organization;
- Act in any manner which will further the best interests of governmental agencies, political subdivisions, schools and other special districts in their risk management activities.

**Please join NJ Prima for our free webinar September 29, 2021, 9:00 am to 12:00 pm.  
Our topic will be:**

### **Clean & Green: Transportation**

**Introduction:** Jon Rheinhardt, NJ PRIMA President

**Moderator:** Jon Rheinhardt

### **Session 1: Electric Transportation Federal Funding & PSE&G's Contribution**

#### **Speakers:**

- Dawn Neville: PSE&G Clean Energy Engineer Representative
- Jennifer Schneider: Town of Secaucus Environmental Coordinator Environmental Department
- \* Where to search for Federal grants to get funding for charging stations
- \* DRIVE green NJ initiatives
- \* PSE&G initiatives to towns and municipalities
- \* Charging station awards
- \* How to get the most out of the available resources for clean and green transportation awards

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## NJ PRIMA (Public Risk Management Association) *(continued)*

### Session 2: Hybrid Vehicles Fleet Services for Municipalities

#### Speakers:

- Rob Jaworski: Areas Sales Manager, Enterprise Fleet Management, Inc.
  - Michael K Crilley: Senior Account Executive, Enterprise Fleet Management, Inc.
- 
- \* Fleet management
  - \* Hybrid vehicles
  - \* Telematics

**Registration Link:** <https://capehart.webex.com/capehart/j.php?RGID=r950cfa7704c2b425f55f318d5b2c5504>

Please visit our website at NJPRIMA.com to learn more.



## 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](mailto:loren@njac.org)

[Click here for an application.](#)

## Revitalizing A City

by Michael Galello, Industry Marketing Manager Public Sector for UKG

The task of revitalizing a city can seem impossibly daunting, but the City of Springfield, Massachusetts proves that those who are ready to embrace digital transformation, overhaul internal processes, and invest in system-level changes will prosper.

Through a combination of strong financial management and savvy data analysis, Springfield's leaders fixed their city from the inside out – freeing up resources, funding, and people power to drive a remarkably ambitious and successful citywide turnaround.

***“Undeniably, our ability to implement automated systems like UKG – systems that brought data and trends to the surface – was a true catalyst for Springfield’s financial turnaround.”***

—TJ Plante, Chief Administrative and Financial Officer, City of Springfield

UKG is a partner to thousands of U.S. government agencies across all 50 states, each focused on balancing the needs of constituents while advancing processes in the era of digital transformation. The UKG suite of HCM, payroll, HR service delivery, and workforce management solutions helps cities bring processes into the future to control their labor costs, minimize compliance risk, and maintain accuracy. We have seen it all, from working with change agents bringing tangible improvements to some of the nation's most economically depressed urban centers to supporting the forward-thinking visionaries building the smart cities of the future.

In all our experience with customers, it is rare to see a city turn around to the extent that Springfield has. From establishing good data governance to investing in system-level changes and data analytics that have given the city strategic labor insights, Springfield proves that those who are ready to embrace digital transformation and willing to overhaul internal processes will prosper.

The results of the City of Springfield's revitalization efforts are impressive:

- **Stabilizing the city finances to turn a massive deficit into a \$50 million surplus**
- **Leveraging its financial strength to create more than \$4.5 billion in economic development**
- **Generating savings that have freed up funds to improve public safety, revitalize neighborhoods, and complete significant school improvements**

[Download the free “Springfield Resurgent” eBook](#), authored by Timothy J. Plante, the chief administrative and financial officer for the City of Springfield, to learn more about how the city has completed this amazing turnaround.

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](mailto:wesley.witherington@UKG.com) or via telephone at (973) 331-5465.


 The UKG logo features the letters 'UKG' in a bold, white, sans-serif font. The letter 'U' is stylized with a teal dot above it. The background is a dark teal color.

Our purpose is people

**Congratulations to Toms River East  
in Making the Little League World Series!**



# Nationwide Economics

## Weekly Economic Review & Outlook for August 23, 2021

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

### Weekly Review

#### **Mostly weaker economic data**

Recent economic data have generally been below expectations, as the COVID Delta variant is starting to show some negative impacts on activity, although only modestly this far. Not all the data have been worse than predicted, with industrial production jumping strongly for July. The July FOMC minutes and Fed speakers appear to have accelerated the timetable for the tapering of asset purchases. Overall, the data continue to show a solid expansion, even if it is at a slower pace than what has been seen in the past few quarters.

#### **Supply constraints impact purchases**

Headline retail sales fell by 1.1 percent for July, with the control group (core sales) sliding by 1.0 percent. The decline was led by motor vehicles and parts, clothing, and non-store retailers (the last mostly from Amazon moving its “Prime Day” from July to June). On the other side, food and beverage, gas stations, and the miscellaneous categories all rose. This mix of increases and decreases helped to show that consumers continue to move from goods purchases to more service-driven options. There is also an element of waning stimulus making its way into this report as some states have been eliminating the additional federal unemployment benefits. Looking forward, the fundamentals remain solid for continued consumer spending as supply chain constraints fade. To highlight this, industrial production (IP) for July rose by more than expected on the back of stronger auto production. This is the first sign that the chip shortage that has pushed light vehicle sales down sharply over the past few months is starting to abate. It will take time and many more chips to get inventories back to normal, but this is at least a first step in the right direction.

#### **Housing data impacted by supply**

Housing starts fell by 7.0 percent for July to a seasonally adjusted annualized rate of 1.53 million units. Building permits, an indicator that flows into the Index of Leading Economic Indicators (LEI) and is a predictor of future starts, improved modestly for the month. Still, homebuilders are less confident in the outlook following a reduction in foot traffic given elevated prices and supply constraints. Fundamentals are positive for the housing market, however, but supply constraints and elevated prices are likely to keep a lid on sales in the near term.

#### **FOMC minutes hint at tapering**

The minutes from the July FOMC meeting provided some insight into how the Fed is thinking about tapering its asset purchase program. While there is yet to be a consensus on the exact timing and path, given the Fed speak of the past two weeks there is a growing likelihood that the tapering will begin sometime in the fourth quarter. The Fed is likely to follow its playbook from the previous tapering of purchases by setting it up on “autopilot.” This would mean that purchases are reduced by a specified amount each month until there are no longer any new Treasury notes or AAA-rated mortgage-backed securities (MBS) being acquired. While there has been some speculation that MBS purchases may be tapered sooner or quicker than Treasuries, the core members of the FOMC have not given any indication that they’ll do this. Our forecast is for tapering to be announced at the September FOMC meeting, beginning in December, and lasting for 8-11 months.

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# Nationwide Economics *(continued)*

## **The Week Ahead**

This is a busy week for economic data. It includes the Markit flash manufacturing and services surveys, new and existing home sales, Richmond and Kansas City Fed manufacturing surveys, durable goods orders, consumer spending, personal income, and the PCE price index. Plus, markets will be focused on the KC Fed's Jackson Hole symposium for any additional information on the Fed's tapering of asset purchases.

## **Modest decline expected for July's existing home sales**

Existing home sales have slowed in 2021, falling over the first five months before a modest uptick for June. Still, they remain strong compared with most of the past 15 years, and this likely continued for July. Historically low mortgage rates and an ongoing desire for "space" have helped to keep demand high, but sales continue to be held back by a dearth of homes for sale, which have risen only modestly from their all-time low in March. Soaring prices are likely keeping some potential homebuyers sidelined, as well. Taken together, we project a small decline in the annualized pace of existing home sales for July to 5.80 million— as indicated by the modest drop in pending home sales. For comparison, this pace would still be higher than the pre-COVID peak from February 2020.

## **New home sales should see a small rebound**

The story for new home sales is like that for existing home sales, except the recent decline in new home sales has dropped the pace below the pre-COVID peak from early 2020. The market for new homes continues to benefit from the historically low number of existing homes on the market, but the supply of new homes has not risen by enough to take advantage of this extra demand. Some rebound is expected for July based on the MBA's new home purchase applications index. We project a rise in the annualized pace of new home sales to 701,000 units for July, partially offsetting the decline in existing home sales.

## **Pull-back in consumer spending and slowdown in core inflation likely**

While it's expected that personal income saw a gain for July as the job market and wage gains were strong and the child income tax credit kicked in, personal consumption expenditures (PCE) likely declined as July's retail sales numbers suggest the increased pace of spending on services struggled to keep up with the decreased pace of spending on goods. We project an increase in personal income of 1.0 percent, but a decrease in PCE of 0.7 percent for July. With transitory impacts on price gains beginning to wane, we project a climb in the core PCE price index (which leaves out the volatile food and energy components) of 0.3 percent, which would keep the 12-month trend rate at 3.5 percent.

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



## OMNIA Partners



OMNIA Partners is excited to announce new cooperative contracts you can access immediately. Drive efficiency, effectiveness and real savings within your organization by utilizing the below contract solutions.

### Technology Solutions, Products, and Services

- Access to innovative technology products and services to participating agencies large and small.
- Includes a diverse portfolio of technology products, digital experiences, and technology solution agreements with numerous distribution partners.
- These industry-leading suppliers offer world class technology solutions.

[VIEW SOLUTIONS](#)

### Pest Control Products and Services

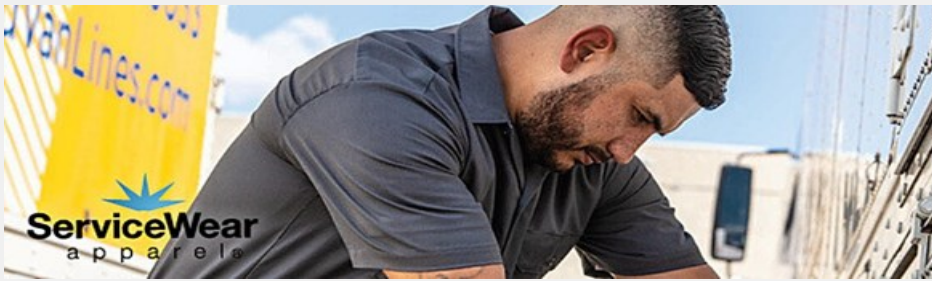
- Pest control services now available from two nationally recognized brands, **Terminix** **Commeial** and **Orkin**.
- This contract includes pest control services such as inspections, cleaning and disinfection, wildlife removal, monitoring and more.
- Exclusive pricing and value-adds for participants of OMNIA Partners.

[VIEW CONTRACTS](#)

**OMNIA**<sup>®</sup>  
P A R T N E R S

*continued on page 16*

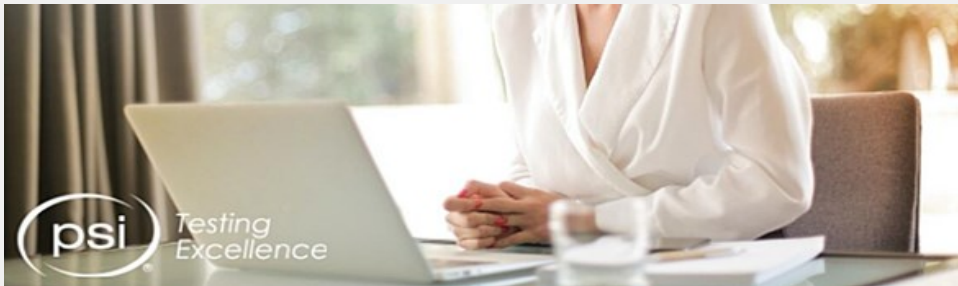
## OMNIA Partners *(continued)*



### Apparel, Uniforms, Accessories, Products and Services

- This new contract with **ServiceWear Apparel** offers participants special pricing and discounts for all workwear needs with no additional charge for larger sizes.
- Contract offering includes stock, non-stock, and made to measure garment processes with over 6,000 customization options available, and a 14-business-day turnaround on stock garments.
- Participants will have access to enhanced support from dedicated account management and customer service representatives.

[VIEW CONTRACT](#)



### Proctoring Solutions: Live Online and Automated

- **PSI** provides participating agencies with access to an innovative and secure alternative to traditional in-person testing methods.
- Offerings include a range of solutions that seamlessly integrate with existing learning management systems and support every test development phase.
- PSI integrates the human aspect of proctoring with its online solutions, even when administering exams remotely.

[VIEW CONTRACT](#)

Interested in our entire portfolio? [View all contracts.](#)



## Webinars

### Disaster Planning & Mitigation: Utilizing FEMA's Building Resilient Infrastructure and Communities Program

Sep. 9, 2021 , 12:30 pm – 1:30 pm

Contact **Alana Hurley** (202) 350-2296 [ahurley@naco.org](mailto:ahurley@naco.org)

#### [REGISTRATION](#)

Join the National Association of Counties (NACo) for an educational webinar on how using FEMA's Building Resilient Infrastructure and Communities (BRIC) Program can help your county plan for and mitigate disasters



### A Practical Path to MFA – How to Secure Every Single Account, One Step at a Time

Sep. 9, 2021 , 2:00 pm – 3:00 pm

Contact **Rita Reynolds** (202) 942-4248 [rreynolds@naco.org](mailto:rreynolds@naco.org)

#### [REGISTRATION](#)

Although multi-factor authentication (MFA) is at the top of the NACo cybersecurity priorities and best practices list, many counties find that MFA implementation is not straightforward. MFA can be an overwhelming project, especially with limited resources. There is a lot to consider, including selecting the right authentication methods to keep your county secure, while making sure employees, suppliers and citizens will use them.

Join this live webinar for a practical discussion on the path to go from passwords to MFA on every single account. Our panel will discuss:

- How to assess your current strategy and create an implementation plan
- Why stronger password controls may be a good starting point
- Why a communication strategy is essential to help with user adoption
- How to reduce time, costs and workload during implementation

So, whether you're just starting to think about MFA or have already started implementation, this is a discussion you won't want to miss.

### Supreme Court Elections Cases

Sep. 9, 2021 , 2:00 pm – 3:00 pm

#### [REGISTRATION](#)

*This webinar is hosted by the National Conference of State Legislatures (NCSL). For questions or assistance, please contact [registration@ncsl.org](mailto:registration@ncsl.org).*

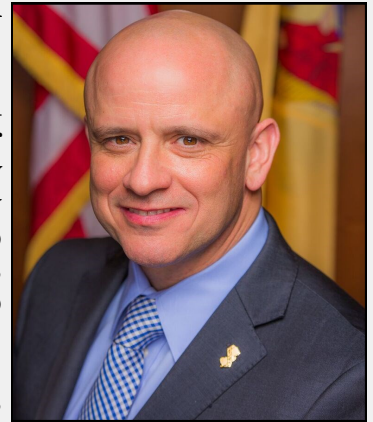


This webinar will provide a deep dive into two recently decided U.S. Supreme Court elections cases. In *Brnovich v. Democratic National Committee* the Supreme Court upheld two Arizona voting requirements which the DNC argued had a disparate impact on non-white voters in violation of Section 2 of the Voting Rights Act. Importantly, the court applied a number of factors which will apply in future cases. *Americans for Prosperity Foundation v. Bonta* isn't obviously an elections case. The court held California violated the First Amendment by requiring charitable organizations to disclose their major donors to the state attorney general. In dissent, Justice Sonia Sotomayor wrote the court's decision "marks reporting and disclosure requirements with a bull's-eye." Discuss what these decisions mean for state legislatures with Jessica Ring Amunson, Jenner & Block, and Erin Murphy, Kirkland & Ellis. Susan Parnas Frederick, NCSL, will discuss proposed federal legislation related to voting rights.

## FROM THE EXECUTIVE DIRECTOR

### NJAC OPPOSES BROAD EXPANSION OF POWER FOR PUBLIC SECTOR LABOR UNIONS

NJAC strongly opposes **SENATE, No. 3810** (*Sweeney D-3/Addiego D-8*) and **ASSEMBLY, No. 5862** (*Armato D-2/Quijano D-20*) as this legislation would further unlevel the playing field in collective bargaining negotiations in favor of labor by clearly opening the door for public sector unions to negotiate previously non-negotiable items. In addition to empowering organized labor to exert undo pressure and influence on county and municipal governments across the State, this legislation would effectively eliminate the function and rights of management to govern its affairs with property taxpayer dollars.



**John G. Donnadio, Esq.**

Moreover, this legislation would ignore the multilayered and unparalleled protections already afforded public sector workers in the State of New Jersey by the Civil Service Commission (CSC), the Public Employment Relations Commission (PERC), the "Workplace Democracy Enhancement Act," the collective bargaining process, and more. The Association is also concerned that this legislation would: create a binding arbitration process in a manner that is not entirely clear, and of which would lead to costly litigation; abolish the last best offer as a critical management tool; provide broad privileged communication protections, with no exceptions, for labor but no such protections for management; create a disincentive for labor to negotiate what controls remain in place when an existing contract expires, and the parties have failed to reach an agreement on a successor contract; redirect the burden of proof to management in grievance procedures subject to binding arbitration even where labor is the moving party; and, impose a significant administrative burden on human resource departments across the State by requiring management to share detailed information on non-union members with union representatives and by expanding the date certain when employees may opt-out of a collective bargaining unit under the "Workplace Democracy Enhancement Act."

Proponents of this legislation, which would ultimately eliminate well-established parameters in public sector negotiations, contend that amendments made to S-3810 and A-5862 would make the measure permissive; and would therefore, create an exemption for county and municipal governments. We strongly disagree. In fact, the amended version simply makes a distinction without a difference from the original one in terms of what could be negotiable and how the "Responsible Collective Negotiations Act" would substantially expand the power and influence of public sector unions. Additionally, the long-term practical consequences of permissive issues of negotiations would be enormous and would undoubtedly unravel 50 years of clearly defined standards promulgated by statutory law, the courts, and PERC. Currently, permissive issues of negotiations only exist in the context of police and fire; remain in effect during the term of an agreement; and are subject to arbitration. In summary, this legislation would: expand the category of permissive issues of negotiations to include all collective bargaining units; eliminate the category's temporary nature; and, subject previously non-negotiable items to arbitration.

For the reasons set forth above, NJAC stands with the following organizations, which represent county and municipal elected officials and public professionals from across the State and on both sides of the aisle, in strong opposition to this far reaching legislation: the New Jersey State League of Municipalities (NJLM), the New Jersey Conference of Mayors (NJCM), the New Jersey Municipal Management Association (NJMMA), the Government Finance Officers Association of New Jersey (GFOA), the New Jersey Association of County Finance Officers (NJACFO), and the New Jersey Association of County Administrators (NJACA). Please also note that the Administrative Office of Courts (AOC), the New Jersey Association of State Colleges and Universities (NJASCU), and Rutgers University also oppose the measure. Both houses were set to consider S-3810 and A-5862 at voting sessions on June 24th but instead held the sweeping reforms for the time being.

# EVENTS & HOLIDAYS

SUN	MON	TUES	WED	THURS	FRI	SAT
			1	2	3	4
					Summer Concert Series - South 47 7 p.m. - 8:30 p.m. Rowan Boulevard FREE <i>Glassboro Gloucester County</i>	Maple Shade Labor Day Fireworks 8 p.m. - 9 p.m. Maple Shade High School FREE <i>Maple Shade Burlington County</i>
Delaware Valley Bluegrass Festival 9/3-9/5 <a href="#">Registration Req.</a> Fairgrounds <i>Woodstown Salem County</i>		6 <sup>th</sup> Annual NJ Taco Festival 10 a.m. - 8 p.m. 9/11 County Fairgrounds <i>Augusta Sussex County</i>	47 <sup>th</sup> Annual Fall Chester Craft Show 10 a.m. - 5 p.m. 9/11 Municipal Field <i>Chester Morris County</i>	 Playa Bowls Belmar Pro 9/9 - 9/12 17 <sup>th</sup> Avenue <i>Belmar Monmouth County</i>	Movies at the Park 8 p.m. - 10 p.m. FREE Woodlot Park <i>South Brunswick Middlesex County</i>	House Music Festival and a Splash of Caribbean 11 a.m. - 8 p.m. Weequanic Park <i>Newark Essex County</i>
South Jersey Apple Fest 9/11 & 9/12 10 a.m. - 5 p.m. FREE Dragon Village <i>Bridgeton Cumberland County</i>	Broadway to Italy Anthony Nunziata in Concert 7 p.m. - 9 p.m. FREE Convention Hall <i>Cape May Cape May County</i>		Lantern Festival 2 p.m. - 9/18 The Lodge at Mountain Lake <i>Belvidere Warren County</i>	Brooks & Dunn 7 p.m. BB&T Pavilion <i>Camden Camden County</i>	Raya and the Last Dragon 7 p.m. - 9:30 p.m. FREE South Riverwalk Park <i>West Windsor Mercer County</i>	Art in the Park 9/18 & 9/19 11 a.m. - 7 p.m. Goffle Brook Park <i>Hawthorne Passaic County</i>
 9/18 - 9/19 11 a.m. - 7 p.m. Ventnor Ski Beach <i>Ventnor Atlantic County</i>		National IT Professionals Day! Thank You for All You Continue to Do		The Branchburg Country Fair 11 a.m. - 9/25 White Oak Park <i>Branchburg Somerset County</i>	Shamrock's By The Sea Irish Festival 10 a.m. - 9/25 Seaside Park Marina <i>Seaside Park Ocean County</i>	Milford Fall Festival  12 p.m. - 5 p.m. FREE <i>Milford Hunterdon County</i>
 8 p.m. bergenPAC <i>Englewood Bergen County</i>	 9/26/2021 1 p.m. - 4:30 p.m. Harborside Campus Register <a href="#">here</a> <i>Jersey City Hudson County</i>	28	Another Reason to Have an extra Cup of Joe, it's National Coffee Day! 29	Bob Malone & McNally Waters 8 p.m. - 10:30 p.m. Hamilton Stage UCPAC <i>Rahway Union County</i>	30	