NJAC County Biz

An Educational and Informative Newsletter for Counties and Businesses

The Evolution Of Electronic Bidding In New Jersey

by Ward Zerbe, Vice President & Ozette Brown, Sr. Customer Success Manager for Infotech

When state agencies make the transition from paper bidding to electronic, it can feel like a switch is getting flipped. Everything from filing cabinets to postage stamps instantly feel like an artifact of the past. But while the benefits of e-bidding are sudden, the process of instituting it is often less so. As we look back at the previous two decades of electronic bidding in New Jersey, we see major milestones along the gradual march to the recently signed "Electronic Construction Procurement Act."

New Jersey Department of Transportation (NJDOT) adopts an electronic bidding system for construction

Seeking ways to do more with less, the New Jersey DOT first implemented a system for electronic bidding in August of 2005. Their goal was to add efficiency to the bidding process by offering an avenue for submitting bids online. These online submissions would save time, paper, and costs associated with hand delivery. Additionally, the ease of online submission meant vendors had more flexibility to adjust their bid up to the last minute. In that first year of online bidding, around 15% of bids were submitted electronically.

NJDOT experiences significant savings though online plan room

Cutting down on paper waste was always a primary concern for the agency. For each project, mounds of paper plan sheets would pile up as the staff tried to predict how many contractors would need them for the bid. Some contractors would come in, while others would have the plans mailed to their office. The costs added up. Fortunately, the agency's new online bidding platform also offered an Online Plan Sheets service that enabled contractors to access, order, and print plan sets online. By shifting to an online planroom, the agency saved over $150,000 in document-related costs.

Contractor involvement pushes online bidding expansion

Contractors, now free to submit bids online and no longer subjected to the stresses of traffic, weather, and parking, quickly embraced electronic bidding with the DOT. In fact, contractors are one of the main driving forces for the growth of e-bidding in New Jersey. By March 2007, 100% of NJDOT's bids were received over the internet.

The Evolution Of Electronic Bidding In New Jersey *(continued)*

In the years that followed, e-bidding systems would expand to New Jersey Transit (2013), New Jersey Turnpike Authority (2015) and South Jersey Transportation Authority (2019). As advocates for the benefits of electronic bidding, contractors were instrumental in this expansion.

e-Bidding and e-Procurement expand to local NJ agencies

By the late 2010s, New Jersey lawmakers were also on board with all of the efficiencies and cost-savings associated with electronic bidding. A series of legislative moves further popularized e-bidding practices in the state. In July of 2020, New Jersey Governor Murphy signed the Electronic Procurement Act, which "permits local governments to use an electronic construction procurement process for public works construction contracts." Furthermore, this bill mandates that the State use an electronic procurement process for public works construction projects that require public advertisement.

Looking at the future of electronic bidding

As e-bidding spreads to local agencies throughout New Jersey, proponents are starting to ask - what's next? For a state focused on efficiency and innovation, there's always more that can be done to improve the bidding process. The future of e-bidding technology is centered around a few key ideas:

- Vendor personalization: adapting e-bidding tools so they showcase the most essential information depending on if the bidder is a prime, sub, or supplier.
- Opportunity-finding: exploring new ways to connect vendors with the work that matters most to their business.
- Information-sharing: providing a hub where agencies and vendors can connect, communicate, and share information.

Finding the right fit with Bid Express

State and local agencies in New Jersey use Bid Express for their e-bidding needs. Compliant with NJ law, Bid Express helps organizations protect their process from errors, save on paper waste, and grow their bidding audience. The history of Bid Express in NJ includes:

- 8000+ solicitations processed
- 2000+ in-state bidders
- $73 billion in value of bids processed

If you're interested in learning more about how working with us could simplify your solicitation process, contact us.

How Somerset County's Recycling Program Curbs Hunger

by Lisa Clark, Public Information Specialist for Somerset County

The Food Bank Network of Somerset County Executive Director Steve Katz and Curbing Hunger, Inc., Board Member Father Richard Morley receives a Curbing Hunger Month proclamation from Somerset County Commissioner Paul M. Drake.

It began 28 years ago when Father Stephen Rozzelle's idea started as a seed and blossomed into Curbing Hunger, Inc., a non-profit organization that has been partnering with Somerset County's recycling program to collect food for local food-insecure families. Thus far, the non-profit has collected 2.4 million pounds of food for the county's in-need residents.

Father Rozzelle of St. Mark's Episcopal Church in Basking Ridge was seated in his kitchen pondering the hunger problem in Somerset County, a county with persistent food insecurity, despite being one of the wealthiest counties in the U.S. While sipping his coffee, he gazed through his kitchen window and noticed a truck at the curb collecting his recycling, which turned into a "eureka" moment – stop hunger at the curb through recycling.

After contacting a friend at the Somerset County Recycling Department, Father Rozzelle proposed his concept of partnering with recycling and a local food bank by collecting food at the curb, which led to the creation of Curbing Hunger, Inc.

"Somerset County is unique in having a county-wide recycling program that could be leveraged in this way. We appreciate the partnership with Curbing Hunger to help the county literally curb hunger," said Somerset County Commissioner Paul M. Drake.

"Food insecurity is an important and ongoing issue both nationally and in Somerset County. Curbing Hunger provides a vital service and is a simple way for residents to donate," said Curbing Hunger, Inc., Board Member Father Richard Morley, who is Father Rozelle's successor at St. Mark's. "Leaving donations at the curb is one easy solution to the complex hunger problem."

Curbing Hunger Through Recycling

Each May, the recycling department distributes bright orange bags to residents by tying the bags to the handles of their recycling bins. The bags have printed instructions about how to donate. Residents fill a bag with canned goods and leave it at the curb with their recycling. The recycling department will deliver donations of canned goods to the Food Bank Network of Somerset County, and then the food bank distributes donations to their clients and other local pantries.

Hunger Never Takes a Vacation

One unique aspect of Curbing Hunger, Inc., is that it helps to ensure the county's food banks have supplies in the summer by declaring June as Curbing Hunger Month, since supplies are lowest during the warmer months, and demand is often greater. "Our tagline 'Hunger Never Takes a Vacation' says it all," said Curbing Hunger, Inc., President Chuck Knill. "Food-insecure families who rely on school lunches during the year don't have that option in the summer. We ramp up our efforts in June because many donators are on vacation and don't donate."

How Somerset County's Recycling Program Curbs Hunger
(continued)

Green Groceries Online
Like most organizations, Curbing Hunger, Inc., offers a platform for online donations. To help decrease costs, they began partnering with Amp Your Good – a cross-functional marketing and technology platform that allows people to donate online by purchasing fresh produce that the county's food bank receives by delivery.

Green Is the New Orange
Even before New Jersey's plastic bag ban, Curbing Hunger, Inc., began distributing biodegradable "green" bags to residents during the pandemic in 2020 to replace the bright orange plastic bags previously provided to residents. The eco-friendly "green" bag technology is "oxo-biodegradable," meaning it first degrades and then biodegrades (disintegrates) when it is exposed to oxygen, soil, micro-organisms and moisture.

It Takes a Village To Be Fruitful
According to Chuck Knill, Curbing Hunger, Inc., has withstood the test of time, but could not have stood on its own. The non-profit has been successful, in part, due to its dedicated sponsors and Somerset County. "Thankfully, even during the pandemic, we collected a lot of food," said Curbing Hunger President Chuck Knill. "But without the ongoing support of the Somerset County Board of Commissioners, the County Recycling Department, the Food Bank Network of Somerset County and TD Bank Ballpark, we wouldn't be this successful."

WELCOME TO OUR NEW MEMBERS

Lumen Technologies, Inc. brings together the talent, experience, infrastructure, and capabilities of CenturyLink Level 3 and 25+ other companies to create a new kind of company—one designed specifically to address the dynamic data and application needs of the 4th Industrial Revolution.

For additional information regarding Lumen Technologies, Inc. please contact Brett Biggica, Director Government Affairs at Brett.Biggica@lumen.com.

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For additional information regarding Palo Alto Networks please contact Patrick Rucker, Named Account Manager—NJ SLG at prucker@paloaltonetworks.com.

Remington & Vernick Engineers is one of the oldest established full service multidisciplinary consulting engineering firms headquartered in NJ.

For additional information regarding Remington & Vernick Engineers please contact John Pyne, PE, CME, Executive Vice President at john.pyne@rve.com.

5 Useful Stats On Modern Local Government Leadership
by Katie Ashmun, Demand Generation Manager for OpenGov

There is one thing we can say for certain: The role of local government leaders continues to change rapidly.

Today, local government leaders are responsible for delivering on strategic priorities for their communities, developing new ways of working to meet the diverse and changing needs of their communities, and protecting against cyber and environmental risks that could disrupt critical business processes, all while engaging a community.

They must also navigate new demands like spending federal stimulus funds transparently, communicating priorities and performance more effectively, and engaging residents proactively.

In our 2022 State of Local Government Survey, we asked more than 500 leaders about these challenges and more. Here are some of the highlights. Where do you stack up? (Download the full survey results here.)

Trends in Local Government Leadership

1. 95% of leaders say that long-term resilience and protecting against risk are important.

Cybersecurity or environmental risk events are top of mind for nearly all survey respondents. Almost all respondents understand the need to better protect their organizations from fires, weather events, break ins, and cybersecurity threats. What's surprising is that only 64% of respondents are more prepared for a risk event than they were a year ago.

2. 57% say adopting technology that brings together multiple uses of data and aligns around cross-functional business processes is one of the greatest opportunities for overall collaboration across departments in their governments.

Data is power, and local government is starting to welcome that as they reach for a more unified view of the results that matter most to their community. In terms of collaboration priorities, more than half are focused on adopting technology that collects data across departments and aligns around cross-functional business processes. This data can then be used to drive better decisions around budget and strategic priorities.

3. 44% say too few resources is their biggest work obstacle.

Everyone is doing more with less, and that shows local government leaders' biggest obstacles. The second most popular answer was too much manual work, with 34% of respondents calling it their biggest challenge. This signals an opportunity to improve inefficiencies and reduce the need for additional resources using tech platforms that are purpose-built for local government.

4. 67% are working to make capital planning more strategic, transparent, or collaborative.

This is one of the biggest shifts we've seen in local government leaders over the last few years. In our 2021 survey, 56% were postponing capital equipment purchases and projects to mitigate or offset revenue. Now, thanks to federal funding, the lens on capital planning is more focused than ever. We expect this to lead to greater strategic impact and better overall tracking and reporting for these growing plans.

5 Useful Stats On Modern Local Government Leadership
(continued)

5. 62% say if they took a two week vacation, there is no one who could easily perform their duties in their absence.

No one wants to return from their vacation and immediately have the need for another vacation, but many leaders find themselves returning with mountains of work. This shows a need for tech and process support so that local government leaders can take a vacation and return feeling refreshed. Not stressed.

Where do you stack up?

To meet the next series of challenges local government leaders face, like the ones mentioned in the data above, local governments must move quickly to meet evolving needs and build a strategic vision for upgrading their technology, processes, and people.

For more information on these stats, and even more results, be sure to check out our full 2022 State of Local Government Survey.

Morris County Clerk Ann F. Grossi, Esq. Welcomes Macedonian Delegation To The Morris County Clerk's Office

Morris County Clerk, Ann F. Grossi, Esq., had the pleasure of hosting a delegation of political leaders representing five different political parties in North Macedonia to the Morris County Clerks Office at the Administration & Records Building on May 25, 2022. The delegates include the Mayor of Ohred, a professor at Mother Teresa University, a former television anchorwoman and several party spokespeople.

The delegates were selected to participate in the visit by the US Embassy in Skopje, North Macedonia and was sponsored by the US State Department and the non-profit American Council of Young Political Leaders (ACYPL). The delegation was accompanies to the Clerk's Office by Chester Township's Mayor Mike Inganamort, who as a trustee of ACYPL, was instrumental in facilitating the delegation's meetings in New Jersey.

The purpose of their visit to the United States, and particularly, the Clerk's Office, was to receive firsthand information regarding elections and the election process, as it pertains to the County and State elections. Since 1966 ACPYL has been instrumental in introducing rising political leaders and policy makers from both the United States and around the world to international affairs and to each other.

Passed by **Congress in 2020**, the number, 988 is scheduled to be rolled out nationwide by July 16 and will connect people experiencing a mental health or substance use crisis with trained health professionals, often without involving the police, 24 hours a day, seven days a week. Officials said they expect the new number will be easier to remember than the existing National Suicide Prevention Lifeline (NSPL), 1-800-273-TALK (8255). However, the new **988 line will not replace** the current Suicide Prevention Lifeline. Both numbers will direct callers to the same services.

The Evolution Of Payments And Its Impact To Your Organization - You Are Invited

Looking to further improve efficiencies and reduce risk in your receivables and payables processes? With the ever-changing payments landscape, learn about the latest innovations and solutions and how to assess which ones might work best for your organization.

Electronic payments have evolved and many options exist for both the government and its constituents. In some cases, governments use a combination of payment options as a means to pay employees, vendors, and constituents. They are also beginning to adapt to more advanced ways of receiving payments as the constituent landscape evolves.

Strategies include using automation to enable a streamlined approach saving time and money, while providing greater flexibility and security.

Hear about payment solutions and which tools provide the greatest benefits and least risk. Learn about the various considerations that impact each payment tool to develop a well-formed payment strategy.

This workshop will focus on the following:

1. Industry Trends – Payments Landscape
2. Industry Payments Solutions
3. Factors, Considerations Affecting Payment Trends and Payment Solutions

Learn why more and more towns, cities, counties, and authorities are embracing digital transformation and incorporating them into their treasury strategy.

Thursday, July 14, 2022
10:00 – 11:00 a.m.

Additional Info
This webinar will provide 1 hour of CPE or CEU Finance credits. Please RSVP to Taylor Medlock taylor.j.medlock@jpmorgan.com to receive credits post-webinar.

Speaker
Erik Inderbitzen
Treasury Sales Executive

Hosts
Bailey Mallon
Government Banker

Jamillah Moore
Government Banker

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Benefits Of Time & Attendance Technology

by Vic Scire, Vice President Marketing for Primepoint HRMS & Payroll

Benefits of Time and Attendance Technology

In the past, employee time tracking was typically a labor-intensive process that relied heavily on employees reporting their own hours. However, with rapid technological advancements, this method of time collection has become outdated. In this article, we'll discuss the drawbacks of self-reporting, and we'll highlight the business benefits of automated time and attendance tracking.

Drawbacks of self-reporting

Self-reporting is an inefficient and ineffective method of time collection because it's all too easy for employees to overestimate the amount of time they dedicate to their assignments. In fact, many employees regularly knowingly exaggerate the amount of time they actually perform any work during their shifts. This means that, in reality, you're paying employees more than they're working — and that leads to lower productivity and higher expenses. Consequently, you get a much lower ROI than you would if all employees were focused on their work during all the hours that you paid them or, alternatively, if you didn't pay them for hours they didn't work but instead invested the money in other labor.

Advantages of automated employee time tracking

To maximize your profits, automated employee time tracking streamlines the time collection process and ensures that employees are paid exactly what they earn. Here are the most important benefits of time and attendance technology:

1. **Employees cannot overstate their hours.** Their hours are automatically tracked, so practices like "buddy punching," where a colleague clocks in or out for someone else, aren't possible.
2. **Payroll processing is easier, faster and more accurate.** Because the system automatically registers all the attendance data and combines it with salary data, there's far less manual work needed when it comes to payroll processing.
3. **It's easier to manage paid-time-off (PTO).** Employees can request paid time off, and their supervisor can review it and either approve or reject the request via the time tracking platform.
4. **It's easier to manage employee leave.** Because the platform provides you with an overview of employee attendance and PTO, you can quickly see whether or not it's a good time for an employee to go on leave — and whether you can have someone else fill in for them.
5. **You can set up consistent, fair rules that comply with federal and state regulations.** All you have to do is determine in which geographical locations your workforce is located, and the platform will automatically implement the relevant break, leave and paid time off regulations.
6. **Employees can see their specific information.** The platform also allows employees to review their own attendance information, including timesheets, PTO requests, sick leave and so on.
7. **Ramp up efficiency in the workplace.** Because the platform provides employees with a single pane of glass from which to manage their attendance, they don't need to waste time punching in and out or filling out PTO request forms with HR. As a result, they have more time for their actual jobs.
8. **It reduces the administrative burden.** With time tracking, payroll processing, PTO and leave requests all automated, your managers need far less time for these tasks, which allows them to focus on higher value work.

Increase productivity with automated time collection

With automated time collection, your workplace becomes more streamlined, your employees are driven to perform better, and you can achieve a better ROI. That helps boost your profits so you can advance your business to the next level.

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The Bike Lane Effect: How Infrastructure Drives Ridership

by Spencer Adams, Sr. Director Public Sector Sales for StreetLight Data, Inc.

Cycling rates soared during the Covid-19 pandemic, and planners seized the opportunity to test and evaluate new bike infrastructure.

Many of these new bike lanes and paths were improvised, and intended as temporary. Some were as simple as cones on the side of the street.

Now, cities, counties, and towns are evaluating how to continue supporting and increasing biking and walking activity, as car travel comes back.

To better understand how a single temporary bike lane can impact ridership, researchers at the mobility analytics company StreetLight focused on a single temporary bike lane in the Waterloo Region of Ontario. Local officials opened up the bike lane in June 2020 using cones to segment off a bike riding lane.

Since there was no bike lane previously on the road, the new lane essentially allowed for a controlled before-and-after study. StreetLight used its Metrics to study historical biking activity in the neighborhood, as well as vehicle speeds, and compared the findings to activity after the cones introduction. The researchers found an approximately 41% increase in biking and a 13% decrease in vehicle speed with the cones introduction.

The results aligned closely with Waterloo's own analysis, which relied on old-school traffic counters. Notably, though, StreetLight's study was low cost, required minimal resources, and could be used to measure activity compared to the surrounding neighborhood to get a true sense of the bike lane's bigger impact on ridership in the neighborhood.

What about equity?

Ridership of lower-income bikers was roughly comparable between the bike lane and the broader study area. These results counter any narrative that bike lanes only benefit wealthier community members.

Ultimately StreetLight found that the bike lane did indeed cause an unusual shift in biking activity. It's a clear signal across municipalities that bike infrastructure has a positive impact on increasing bicycling activity and driving down car speeds to further improve safety.

For additional information please visit here.

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or

loren@njac.org　　　Click here for an application

Boost Endpoint Security With HP Wolf Security

by Joanne Goodstadt, Marketing Manager for PKA Technologies, Inc.

Remote work is here to stay, with researchers estimating that some 35 million Americans will continue to work from home for the foreseeable future. Cybercriminals aren't letting the opportunity go to waste.

The rise of remote and hybrid work models has sparked a massive surge in cybercrime. Attacks on corporate networks increased by 50 percent in 2021, reaching an all-time high in December when organizations experienced an average of 925 attacks *each week*.

Changing work styles and behaviors undoubtedly contributed to this increase. Outside of the secure office environment, remote workers often engage in poor endpoint usage practices that create new vulnerabilities for companies, individuals, and their data. These risky practices include:

- Using work devices for personal activities
- Sharing work devices with other members of the household, including children
- Accessing work applications, customer data and company records with personal devices
- Using unsecured home printers to scan and share work documents with colleagues and customers.

Integrated Endpoint Security

With remote access essentially erasing the network perimeter, organizations must make endpoint security a top priority. HP is addressing this need with HP Wolf Security, an integrated portfolio of secure-by-design PCs and printers, hardware-enforced endpoint security software and industry-leading endpoint security services.

The solutions are rooted in zero-trust principles and include features such as self-healing firmware, in-memory breach detection and threat containment via virtualization. Combined, these technologies address the growing attack surface by extending robust security beyond the network perimeter.

The Pro Security platform is geared for small to midsized businesses (SMBs), while larger organizations can utilize the Enterprise Security platform. Both include robust threat containment features such as the HP Sure Click secure browsing extension. When installed, it opens files, applications and webpages inside virtual micro containers, effectively isolating malware and web threats from the host system.

Leveraging Artificial Intelligence

The AI-powered HP Sure Sense solution is an advanced antimalware tool that provides another layer of endpoint protection. It harnesses cloud-based, deep learning technologies to identify and prevent evolving threats, including zero-day exploits that can't be detected by conventional signature-matching antivirus solutions.

HP Sure Start is another key piece, providing advanced firmware protection for HP PCs. It automatically detects, stops, and recovers from a BIOS attack or corruption without IT intervention and with little or no user impact. It automatically validates the integrity of the BIOS code each time the PC is powered on, and in-memory breach detection capabilities spot signs of intrusion and provide automatic remediation.

Printer security is often an afterthought, but networked devices can be exploited to spread malware, steal data or compromise the entire network. HP Wolf Security provides hardware-based printer protection and firmware updates to ensure privacy during document scanning, printing, and sending.

Remote work requires employees to use a variety of endpoint devices to be productive, but that opens up a broad attack surface for cybercriminals. Contact us to learn more about protecting endpoints with HP Wolf Security.

Hunterdon Commissioners Add Funding For Mental Health Services

by John E. Lanza, Commissioner Director for the County of Hunterdon

Hunterdon County's Board of Commissioners, on June 7th, approved an allocation of $300,000 from federal American Rescue funds to the county's Department of Human Services to expand mental health and other social services, particularly in the schools, in response to concerns that mental health issues have contributed significantly to the recent violence and killings around the nation.

Board of Commissioners Director John E. Lanza stated, "One of the methods for keeping Hunterdon County as one of the safest places to live and to raise children, is to ensure that issues of mental health are being addressed before they become a problem.

Hunterdon Behavioral Health for School Based Services, with County and State financial support, and Hunterdon Medical Center, already provide help in many of the county's schools, but more can be done."

Lanza noted, "There are barriers to mental health services, some of which were identified in the county's most recent needs assessment, including lack of awareness of programs, limited insurance coverage, high co-pays and out of pocket expenses, and staffing shortages, including for Clinicians and Psychiatrists, which lead to Long Waiting Lists.

The additional funding being provided is designed to overcome some of those barriers and expand services to more schools."

Lanza noted that Hunterdon Behavioral Health is providing services in Hampton, Milford, Kingwood Township, Delaware Township, and Califon schools, as well as at Voorhees and North Hunterdon High School and JP Case Middle School.

Hunterdon Central High School is also served by Hunterdon Behavioral Health, supported directly by the state Department of Children and Families.

Lanza added, "We has also been advised that Rutgers Behavioral Health was recently awarded a grant from the State Division of Mental Health and Addiction services to open and operate an Early Intervention Support Services (EISS) program in Hunterdon County.

EISS, which is due to open in the summer, is a short term, mental health service for adults who are experiencing significant emotional or psychiatric distress and need immediate intervention.

The County's Director of the Department of Human Services, Meagan O'Reilly, stated, "Our department looks forward to working with our community partners to put these funds to good use. This funding will assist our community in expanding access to mental health services for children and families."

Lanza concluded, "The County's Human Services Department has a track record of fairness in the distribution of funds and already has in place an evaluation process by independent committees for recommending the award of grants.

The process ensures fairness and transparency and a true effort to move the dollars to where they can do the most good."

GovPilot Partners With The International Code Council And General Code to Bring Digital Codes Access To Local Governments - *Software Integration With ICC's Code Connect™ API And General Code's eCode360 Allows GovPilot Customers To Access Codes Through GovPilot Modules*

by Evan Achiron, Director of Marketing & Communications for GovPilot

GovPilot, a provider of modern cloud-based government management software has partnered with the International Code Council (ICC) and General Code to integrate the organization's newly launched, ICC Code Connect™ API. ICC Code Connect™ API was created to empower organizations with instant, digital access to the latest building code requirements within their existing workflow applications.

The partnership validates GovPilot as an approved third-party reseller of ICC Code Connect™ API and will significantly improve efficiency of digital processes currently utilized by GovPilot's local government customers.

Additionally, GovPilot has partnered with General Code which is a member of the International Code Council Family of Solutions. General Code's eCode360 API allows communities to seamlessly integrate content from the proprietary eCode360 API online code portal into their own systems and platforms, now including GovPilot. By leveraging code as data, the eCode360 API provides a reliable live connection to information housed on eCode360 via the applications local governments already use and eliminates the need to import code information manually.

Together, these integrations will enable GovPilot customers to establish a direct connection to the Code Council's codes and eCode360 API from within GovPilot's user modules.

"Our partnerships with the ICC and Code Connect will enable GovPilot customers to search and import the most up to date codes from the Code Council directly in their GovPilot modules. With seamless access to codes, officials will be able to further streamline their record processing. Ultimately this will result in safer communities and efficient, expedited services for local governments and their constituents," said James Delmonico, GovPilot's Chief Product Officer.

ICC Code Connect™ API and the eCode360 API library provide organizations seamless command over the Code Council's code content integration in a convenient and efficient way. The software contains simplified search tools, the latest code content, confidence in accuracy and the ability to streamline common code references within existing workflow tools.

"With the increased need for more efficient online and digital services for building safety professionals, the development of ICC Code Connect™ API comes as an innovative solution to save organizations time and money," said Joan O'Neil, International Code Council Chief Knowledge Officer. "We are excited to partner with GovPilot in order to provide enhanced digital services to local governments and the building community."

"By making General Code's eCode360 available to GovPilot customers, this partnership will simplify how local governments and their constituents find, access, and share information in order to work more cohesively and efficiently on behalf of their community," said Wayne Childs, General Code Director of Business Development and Technical Solutions.

To learn more about GovPilot, click here. To learn more about ICC Code Connect™ API, click here. To learn more about General Code, click here.

**Join MRA International
at our
Annual InterNETworking Event!!!**

Where: **Ocean Place Resort in Long Branch, NJ**

When: **Thursday, July 14th, 2022   Time: 8:30am – 3:00pm**

Registration: InterNETworking 2022 – MRA International

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

This year, we are pleased to announce our Keynote speaker, **Dr. Brian Bridges, Ph. D., Secretary of Higher Education for the state of New Jersey**.

Dr. Bridges will be discussing, Affordability and Attainment: Strengthening Pathways to Postsecondary and Career Success in New Jersey.

We will also have a speaker from the New Jersey State Police from the Cyber Crimes Unit.

For more information, additional speakers, and registration, please visit:

InterNETworking 2022 – MRA International

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**Save The Dates!
NJAC Continuing Education Virtual Workshop Series**

Wednesday, July 6, 2022
Wednesday, September 14, 2022
Wednesday, November 9, 2022

County Government with a Unified Voice!

The Future Of HCM And Workforce Management: Better Together

by Cameron Cushing, Intern, Industry Marketing for UKG

As an employer, you know that your people are your greatest asset, and in service-heavy roles typical of government agencies, you know that this is doubly true. But is the integration of your human capital management (HCM) and workforce management strategies reflective of that importance?

Traditionally, workforce management technology has been geared towards time tracking for hourly workers. This is a massive undertaking in organizations of any size, from scheduling to ensuring compliance with various laws, collective bargaining agreements, and internal rules. Not to mention, hourly workforce management becomes even more complex in agencies where each contributor has a vastly different skill set. While workforce management scheduling solutions make your life easier, there are limits to what it can accomplish when not well-integrated with your overall HCM strategy.

For all of its importance, workforce management is an often-under-appreciated component of HCM strategy. HCM technology has traditionally focused exclusively on tracking the performance and enabling the development of salaried professionals. In the American workforce — where hourly workers make up the majority, per a U.S. Bureau of Labor Statistics report — the separation of workforce management and HCM software means that employers are missing key tools that could help advance their strategic goals if expanded to their hourly workers, too. Leaders cannot leverage the full potential of their organizations when the tools at their disposal provide insights on only a portion of their workforce.

A New Mindset

A holistic strategy sees HCM and workforce management brought together in one suite of tools: a single source of truth, where all of your workforce data is accessible. By combining datasets previously siloed in different programs, such as time and attendance with performance metrics, managers can make decisions that improve the whole organization's productivity. With access to the full picture of your workforce, leaders can course-correct earlier than ever before, should trends move downward.

In today's hypercompetitive job market, the ability to monitor and drive engagement — from pre-hire through retire — is paramount. An integrated suite of digestible data shows a clearer picture of your overall HCM strategy like never before, allowing you to assess the health of your overall program. And, employees will value the consumer-grade experience of a unified system as much as you will!

Of course, combining these systems requires software that is powerful, easy-to-use, and thoughtfully built for today's demands. You, your workforce, and the taxpayers that rely on your services deserve solutions that embrace and empower *all* of your people. We build those tools here at UKG, because we believe that HCM and workforce management go together like rock and roll and Bruce Springsteen. By combining all of your workforce data in one powerful system, you'll have everything that you need at your fingertips to make informed, forward-thinking, holistic decisions to manage, engage, and retain your people.

Want to learn more?

Click here to read our eBook on UKG's vision for the shared future of HCM and workforce management, a great guide for managing your most valuable asset: **your people**.

Cyberthreats in the Public Sector: How to Protect Your Institution and Secure Insurance

Thursday, July 7, 2022 beginning at 1:00 p.m. ET
**Register Now**

CPE Eligible

With cybersecurity threats becoming more frequent and severe, government institutions are especially vulnerable. The widespread threats on public infrastructure demonstrate how crucial it is for state, local government, and education entities to gain a solid understanding of how to mitigate risks. With increasing premium and restrictions in coverage, are you rethinking your approach to cyber insurance and ways to proactively manage your risk?

Join us for a discussion on the current state of the threat landscape. This session covers:

- Key trends in the cybersecurity landscape
- An update on the state of the cyber insurance industry, and carrier requirements for the public sector
- Best practices on how to assess your and improve your cybersecurity plan

Don't miss out on this event - **Register now**!
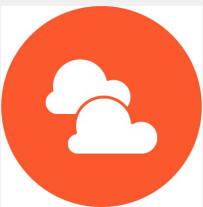
Palo Alto Networks Unit 42 brings together world-renowned threat researchers with an elite team of   security consultants to create an intelligence-driven, response-ready organization. The Unit 42 Threat Intelligence team provides threat research that enables IT teams to understand adversary intent and attribution, while enhancing protections offered by our products and services to stop advanced attacks. As threats escalate, Unit 42 is available to advise customers on the latest risks, assess their readiness, and help them recover when the worst occurs. The Unit 42 Security Consulting team serves as a trusted partner with state-of-the-art cyber risk expertise and incident response capabilities, helping customers focus on their mission before, during, and after a breach.

Featured Speakers:
Kimberly Horn, Director, Unit 42 Cybersecurity Insurance Channel, Palo Alto Networks
Noel Adams, Lead Incident Response Cybersecurity Advisor, South Carolina State Guard
David Sherman, Partner, Baker Hostetler Digital Assets and Data Management

We are pleased to offer 1 continuing professional education (CPE) credit to those that attend the event. For more information on the CPE credits we are offering, our CPE sponsor (NASBA), and the submission process, please **click here**.

Good Things Come In Threes

by William Cherry, Director of Public Partnerships at three+one®
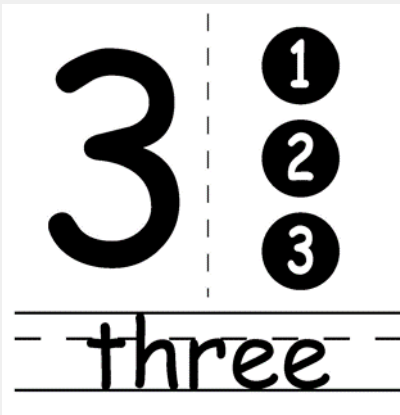
Baseball players have three chances to hit a home run every time they step up to the plate; in horse racing, the winner of the Triple Crown is recognized as the best of the best; and when a hockey player scores three goals in a single game, the feat is known as a hat trick. Other good things come in threes as well, like **three+one!**

Our **cashVest®** services enable our public clients to find *a minimum* of **30% more** in available, investable cash than they thought they had. Putting that additional liquidity to work in conjunction with other municipal funds on deposit result in higher interest earnings and maximized revenues.

Here are the top three financial benefits our satisfied public-entity clients typically see:

#1   HIGHER EARNINGS. Our clients earn hundreds of thousands of dollars more in interest by using **three+one**'s technology. For example, one of our small-to-midsize existing county clients earned $643,000 in interest last year. Had they not been using our cashVest data to guide their investment decisions, they would have earned just $51,000 at standard daily money-market rates. It is not unusual for our clients to earn 10, 15, or even 20 times more in interest than they had been earning previously!

#2 LOWER BANK FEES. "Free" banking isn't really free. Our system compares bank transaction fees, per-check charges, ACH and wire transfer fees, and other related costs. Even if you're not thinking about changing banks, the data we provide can help you determine if your bank's fees are fair and equitable. It can also lower compensating balance requirements thus freeing up more cash that you can put to work earning interest. And if you *do* decide to issue an rfp for banking services, our **rfpPrep®** platform makes the process really easy and effective!

#3   OUR **3-to-1** GUARANTEE. After looking at your financials, if we can't find opportunities for you to earn **three times** the cost of our annual fee, you will pay nothing and our detailed comprehensive 'Initial Liquidity Analysis Report' will be yours to keep at no charge. We even offer different levels of services to match the demands of every municipality, no matter how large or how small. In the end, **three+one is a revenue generator**, not an expense!

three+one is proud to be working with John Donnadio and the team at **NJAC** to help New Jersey counties increase their revenues. We are also honored to be endorsed by **NACo**. Why not give us a call? You won't have to call us three times. We'll be here for you on your very first try!

The author served for 38 years in local government including 24 years as a county Chief Financial Officer responsible for managing and investing public funds. He can be reached by phone at 585-484-0311, ext. 709 or by email at *wec@threeplusone.us*

VIRTUAL WORKSHOP - LAST CHANCE REGISTRATION!

Revitalizing New Jersey's Infrastructure through the I-Bank
July 6, 2022 @ 10:00 a.m.

Register Now

New Jersey Counties Find Success Selling Surplus Assets Online

by Stacee Collier, Marketing Communications Specialist for GovDeals

Our country is currently experiencing a unique period for both government agencies and businesses with surplus. Supply chain issues, and a lower number of new available vehicles, equipment and parts have created a unique seller's market that many can use to their advantage and achieve favorable results.

Since 2008, GovDeals and the New Jersey Association of Counties have partnered together to provide a platform for New Jersey counties to sell their surplus assets to our more than 4.7 million registered buyer base. Sellers on GovDeals enjoy:

Risk Mitigation   **Customized Reporting**   **Targeted Marketing**   **Dedicated Support**   **Sustainable Solutions**

Sales of used heavy and construction equipment, transportation assets and scrap metal have all experienced record setting inflation rates with some equipment going for nearly the original sold price.

Success in New Jersey

! Many counties in New Jersey have already taken advantage by selling their surplus and unused equipment online on GovDeals. Look at what's been selling around the state:

2016 Tahoe Police 4WD Sold: $18,000	2001 Morbark Chipper Sold: $8,600	1996 Terra Gator Ag-Chem Applicator Sold: $16,800

See All sold assets in New Jersey

Your agency can also take advantage of this unique buying market by selling your surplus or unused equipment online. If your county is interested in utilizing the GovDeals platform through our partnership with the New Jersey Association of Counties, please contact Mike Baker, Northeast Representative at 609-713-7888 or by email at mbaker@govdeals.com to find out more details. Or visit GovDeals.com/BecomeaSeller to sign on as a seller.

Employment Opportunities
by Burlington County

HELP WANTED

COUNTY PARK SUPERINTENDENT

Burlington County, NJ government is seeking a qualified candidate for the position of County Park Superintendent.

The Park Superintendent is responsible for the operation and management of the County's Parks System consisting of over 1,000 acres of developed parkland; a regional trail network; the County fairgrounds; an Amphitheater and a historic industrial village along with other historic buildings.

The Park Superintendent will oversee an operation with a staff of 48, consisting of Park Rangers, Maintenance and Support staff.

Burlington County prides itself on the quality and appeal of its Parks System. The County Board of Commissioners has dedicated a significant amount of financial resources to ensure that the Burlington County Parks System provides residents with a bucolic, attractive and safe recreational outlet to be enjoyed by the residents.

The successful candidate will have an appreciation of the outdoors through their own personal pursuits as well as having the organizational skills and management ability dedicated to maintaining a level of care that ensures an attractive and inviting Park System.

If you are interested in applying for this position, please send a detailed resume explaining your background and experience in maintaining and working in open space/park like environments. Include your experience working with maintenance staff in terms of results oriented management of personnel and materials.

This position is a Senior level management position within Burlington County government and as such a generous compensation package will be offered based on an individual's experience. Relevant professional degrees and certifications are desirable and should be presented accordingly as part of the application process.

Interested parties should submit a detailed resume and cover letter to the attention of:

Mr. Rick Lombardo, Director of Human Resources
Rlombardo@co.burlington.nj.us

Burlington County is an Equal Opportunity Employer.

Employment Opportunities
by County of Monmouth

DIGITAL MEDIA MANAGER MONMOUTH COUNTY DEPARTMENT OF PUBLIC INFORMATION

The Monmouth County Department of Public Information is an exciting office that is responsible for relaying information regarding County news and services to residents, visitors, and business owners in Monmouth County. This is done through various communication sources including the County website, social media channels, press releases, photographs, and videos.

ESSENTIAL JOB FUNCTIONS:

• Under supervision of the Department Deputy Director, manage the County Digital Media team including the photographer, videographer, and social media coordinator.
• Coordinate all official County photography and videography.
• Oversee all County social media accounts and County website.

REQUIREMENTS:

• Graduation from an accredited college or university with a Bachelor's degree in communications or related field
• Minimum two (2) years management experience of a digital media team
• Demonstrated knowledge of video production, social media, and photography experience
• Demonstrated knowledge of Adobe Cloud Creative programs (Premiere Pro, Illustrator, Photoshop, etc.).
• Excellent oral and written communication skills
• Strong attention to detail
• Understanding of AP style of writing
• Must be able to work evenings and weekends as needed

TO APPLY:

In order to be considered for a job opening, an [Application for Employment](#) must be completed for each position. Resumes may be attached but are not considered as substitution for a fully completed job application form.

Completed job applications shall be submitted by email to: mc-humanresources@co.monmouth.nj.us **or faxed to 732-431-7924.**

Nationwide Economics
Weekly Economic Review & Outlook for June 20, 2022

by Dan Hadden, Financial Markets Economist of Nationwide Mutual Insurance Company and
   Daniel Vielhaber, Economist of Nationwide Mutual Insurance Company

The Fed delivered its clearest message yet that bringing inflation down to its target mission is one for the central bank. Following its largest rate hike since 1994, the FOMC stated that there are more hikes to come if inflation remains elevated-with additional 75 basis point hikes possible. Economic data last week were mostly weaker while financial markets were extremely volatile with the benchmark equity index (S&P 500) entering a bear market.

The Federal Open Market Committee (FOMC) voted to increase the federal funds rate by 75 basis points last week, bringing the target range up to 1.50-1.75 percent. This was the most aggressive hike by the FOMC since 1994 and is unlikely to be the last. In the Summary of Economic Projections (SEP), the median expected outcome for GDP over the forecast period was revised down while the median expected inflation rate was revised upward. Moreover, the FOMC now expects the fed funds rate to rise to a range of 3.25-3.50 percent at the end of this year and peak in the range of 3.75-4.00 percent next year-before cutting the rate modestly in 2024, as the economy slows and inflation moves back toward the Fed's long run goal of 2.0 percent.

Uncertainty about inflation, recession, and what the Fed would do has resulted in significant volatility in most asset classes. Yields in the Treasury market bounced around quite a bit last week, with the 1-year rising to 3.15 percent on Tuesday before finishing the week at 2.86 percent-still sharply higher than the week before (2.58 percent) as the Fed's tightening intentions became clearer. The key 10-year Treasury note yield oscillated sharply last week, as well, climbing to 3.49 percent-the highest level since early 2011. But as recession concerns increased, the yield fell and finished the week at 3.24 percent-modestly above the 3.15 percent of a week earlier. As a result, the yield spread between these two securities dropped to around 37 basis points-still not an inversion, but the lowest spread since early in the Covid recession. Recession fears in response to Fed actions helped push the S&P 500 index into bear markets outside of recessions are rare, occurring only three times since 1960, most recently in 1987.

While we think the odds of a near-term recession are low-with the yield curve not yet inverted-economic activity is slowing. The rise in mortgage rates in recent months is hitting the housing market, with the most recent example being a 14.4 percent drop in housing starts for May, to the lowest level in more than a year. Permits to build homes in the future also fell, although only by about half the decline in starts.

One of the best leading indicators of a recession comes from the Conference Board's index of leading economic indicators (LEI), which includes the yield spread between the federal funds rate and the 10-year Treasury note as one of its ten components. The 12-month change in the LEI has turned negative before each of the last eight recessions (although the lead time can be short). The LEI fell for May, the fourth decline in the past five months. As a result, the 12-month growth rate fell for May to the lowest level since the Covid recession began. But the May growth rate was still 3.05 percent-just a bit below the median level for the 60+ year history of the series. Still, the growth rate for May was less than half that seen as recently as February, so there should be heightened concern.

The Week Ahead

Existing home sales have fallen significantly since the beginning of the year, and it's expected that they fell further for May. Pending home sales (a leading indicator of existing sales) were down for a sixth straight month, mirroring the plummeting housing affordability index which is at its lowest level since 2007 due to rising house prices and mortgage rates. Still, the strong job market probably kept demand from falling to far, and we project a modest decline in the pace of existing home sales to an annualized pace of 5.43 million units for May. This would be roughly even with the median in the five years leaving up to the pandemic.

Nationwide Economics *(continued)*

Initial jobless claims have crept up over the last few months and are now close to where they were at the start of 2020. The four-week moving average remains below nearly the entire series history (data back to 1967), but it is up by nearly 30 percent since the beginning of April. Still, while the job market has slowed some, the latest JOLTS data suggest firms are still extremely reluctant to let go of workers they already have, so an increase in claims would be surprising for the time being. We project initial jobless claims totaling 222,000 for the week ending June 18, down slightly from the weeks prior.

New home sales fell significantly for April and likely stayed at that relatively subdued level in May. As with existing homes, rising mortgage rates and house prices are decreasing the pool of prospective buyers, as reflected by the traffic component of the housing market index which fell in May to its lowest level since June 2020 (when Covid restrictions were still close to their peak). Consequently, we project a small decline in the annualized pace of new home sales to 585,000 units in May, which would be the slowest pace since April 2020.

For further information please contact David Sarmir, Senior Retirement Specialist sarmird@nationwide.com.

NEVER leave children in a car for **any amount of time, for any reason.** Not with the window cracked. Not because they're sleeping. **Not even for 1 Minute.**

Inside your car, temperatures rise quickly.

If the Exterior Temperature is 80° F, then Inside Temperature is:

99° F in 10 min.   109° F in 20 min.   114° F in 30 min.   123° F in 60 min.

On a hot day... A car parked in direct sunlight could reach 118° F in as little as 20 minutes. Even with the window cracked!

A child's core temperature rises **5x faster** than an adults.

Inside a hot car, their core temperature can quickly rise to **104° F** or more, causing:
- organ failure
- brain damage
- death

29 CHILDREN DIE EVERY YEAR after being left in a hot car.

NACo Webinars

SLLC Supreme Court Review

Thursday, July 14, 2022 2:00 p.m. - 3:15 p.m. Eastern Time

Register

From guns, abortion, countless First Amendment cases to a potentially big police case, this U.S. Supreme Court term will long be remembered. Join Dan Bromberg of Pillsbury Winthrop Shaw Pittman LLP, who wrote the SLLC amicus brief in Shurtleff v. Boston, Roman Martinez of Latham & Watkins, who argued Vega v. Tekoh and Luke McCloud, Williams & Connolly, who argued Concepcion v. United States, in a discussion with Lisa Soronen of the State and Local Legal Center about the most interesting and important cases for states and local governments decided this term.

Visit the **event page** for the most up-to-date information. Questions?

Contact Alana Hurley at ahurley@naco.org.

How County IT Services are Evolving for the Next Decade

Wednesday, July 27, 2022 - 1:00 p.m. - 2:00 p.m. Eastern Time

Register

County governments represent a vast and diverse footprint across the United States, supporting more than 329.5 million citizens in over 3,000 counties. As one can imagine, this leads to IT requirements that are unique to county governments. Consequently, the solutions need to be flexible. This fireside chat will focus on two solutions for two of the more demanding requirements:

The need for a broadband blueprint for public, private and hybrid partnership delivery
How to simplify operations to augment staffing challenges and deliver a better experience to delight citizens and staff
Take aways and positive outcomes for county governments will include government use cases, 3rd party analysts' reports and more.

Visit the **event page** for the most up-to-date information. Questions?

Contact Rita Reynolds at rreynolds@.naco.org.

2022 NACo ANNUAL CONFERENCE & EXPOSITION
July 21 - 24, 2022
Adams County, Colorado

Visit here to register.

From the Executive Director

Maybe Some Progress on the Diversion of 911 Fees

On May 27th, senators Michael Testa *(R-1)*, Anthony Bucco *(R-25)*, and Declan O'Scanlon *(R-13)* along with Assemblyman John DiMaio *(R-23)* introduced budget resolutions in both houses that would partially end the State's long-standing diversion of 911 fees and provide $21.0 in funding to County 911 Centers in the Fiscal Year 2023 State Budget with a $1.0 million grant made available for each county to maintain, upgrade, or regionalize its 911 system. NJAC commends the sponsors for their support and leadership in introducing the budget resolutions that would begin to restore critical 911 funding to county 911 centers; and, is urging legislative leadership on both sides of the aisle and Governor Murphy to support this reasonable change to the proposed Fiscal Year 2023 State Budget.
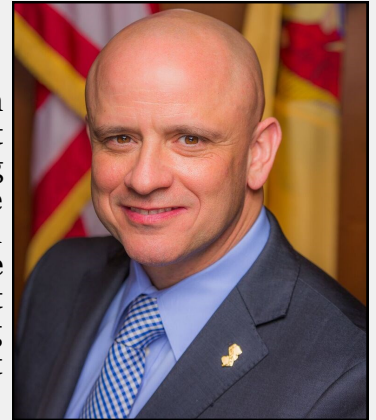
John G. Donnadio, Esq.

NJAC also applauds Assemblyman Bill Spearman *(D-5)* for his steadfast leadership on this issue as Chairman of the Assembly Law and Public Safety Committee and sponsor of **A-587** *(Spearman)*, which would permit funds from the "911 System and Emergency Response Trust Fund Account (Fund)" to be appropriated for the purposes of paying certain costs incurred by counties and municipalities for the provision and maintenance of 911 emergency services and to further require the funds to be distributed on a prioritized basis to county, regionalized, or centralized public safety answering points. On May 2nd, NJAC President Teri O'Connor and Monmouth County Sheriff Shaun Golden testified before the Committee in support of A-587 as the bill would provide an important and timely mechanism to restore critical Fund dollars as the State has failed to provide any support to counties or municipalities for this purpose since 2009.

In addition to laying the groundwork for an imminent public safety crisis, the State's long-standing diversion of 911 fees has imposed an inequitable system of double taxation on residents already burdened with paying the highest property tax bill in the land. With this mind, NJAC is also urging members of congress to adopt the "Report and Recommendations" of the "Ending 911 Fee Diversion Now Strike Force (911 Strike Force) established by the Federal Communications Commission (FCC) as the State continues to reign as the worst offender of diverting 911 fees in the entire nation and is the only State in the nation that does not invest 911 fees into county and municipal 911 centers. You may review the "Report and Recommendations" of the 911 Strike Force in its entirety at www.fcc.gov.

As previously reported, county governments alone spent an estimated $175.0 million over the past several years on capital improvements for facility upgrades, telephone systems, computer aided dispatch, location mapping technology, voice recording technology, data analytics, and Next Generation 911 upgrades. Counties also spend an estimated $100.0 million per year on general operating expenses for salaries, staff training, system maintenance, and network security. Although the clear intent of the 2004 law that imposed a monthly telecommunication surcharge of .90 cents on every telephone line in the State was to build a cutting edge and fully funded 911 system with revenues collected from the surcharge, administrations on both sides of the aisle have instead diverted 90% of this funding to pay for general operating expenses in the Department of Law and Public Safety to the tune of $1.5 billion.

The Legislature is in the process of considering the $21.0 million budget resolution as a component of the Fiscal Year 2023 State Budget that the Legislature must pass, and the Governor must sign into law, by Midnight on July 1st. A-587 has been Second Referenced to the Assembly Oversight, Reform, and Federal Relations Committee for consideration with the companion version **S-75** *(Corrado R-40/Cruz-Perez D-5)* currently in the Senate Law and Public Safety Committee awaiting consideration.

EVENTS & HOLIDAYS

SUN	MON	TUES	WED	THURS	FRI	SAT
Hello JULY					**1** Cape May Concert **7:00 p.m. - 8:30 pam FREE** Rotary Park *Cape May Cape May County*	**2** Food Truck & Music Festival **11 a.m. - 7 p.m.** Teaneck Armory Lawn *Teaneck Bergen County*
3 City Picnic **12 p.m. - 6 p.m. FREE** Memorial Park *Clifton Passaic County*	**4** Music & Fireworks **6 p.m. - 10 p.m. FREE** North Branch Park *Bridgewater Somerset County*	**5** **7/5-7/9** County Fairgrounds *Millville Cumberland County*	**6** Jamesburg Summer Concerts **2 p.m. - 3:30 p.m. FREE** Thompson Park *Monroe Township Middlesex County*	**7** Myer's RV Show & Sale **10 a.m.-8 p.m. 7/7-7/10** Sussex County Fairgrounds *Augusta Sussex County*	**8** Summer Concerts **7 p.m.-9 p.m.** William Morro Beach *Somers Point Atlantic County*	**9** Summer Concerts **6 p.m.-9 p.m. FREE** Business District *Red Bank Monmouth County*
10 Blueberry Festival **10 a.m.-4 p.m.** Mood's Farm *Mullica Hill Gloucester County*	**11**	**12** Mercer County Fair **7/12-7/16** County Park Fairgrounds *West Windsor Township Mercer County*	**13**	**14**	**15** Jazz Night **6 p.m.-9 p.m. FREE** Smithville Park & Smith's Woods *Mt. Holly Burlington County*	**16**
17 **It's World Emoji Day!**	**18** Music With Corey **6:30 p.m. -7:30 p.m. FREE** Southwest Park *Hoboken Hudson County*	**19**	**20** Concert on the Green **7:30 p.m. FREE** Memorial Park *Beach Haven Ocean County*	**21** Summer Concert Series **7:30 p.m.-9:00 p.m. FREE** Rabkin Park *Township of Union Union County*	**22** Movie & Concert Night **7:30 p.m. FREE** Lindenwold Park *Lindenwold Camden County*	**23**
24 Neshoba County Fair **7/22-7/29** County Fairgrounds *Woodstown Salem County*	**25** NATIONAL HIRE A VETERAN DAY	**26**	**27** The Bryan Hansen Band Summer Concert **6 p.m. FREE** Vail Mansion Plaza *Morristown Morris County*	**28** NJ Balloon Festival **6 p.m. –9 p.m. 7/29** Solberg Airport *Whitehouse Station Hunterdon County*	**29** Bell Bottom Blues: Clapton Tribute Band **7:30 p.m. FREE** Brookdale Park *Montclair Essex County*	**30** Warren County Farmers Fair & Balloon Festival **7/30-8/6** Community College *Washington Warren County*
31						