

NJAC COUNTY BIZ

An Educational and Informative Newsletter for Counties and Businesses

New Jersey Association of Counties

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HPE GreenLake Offers An Effective Path To Government IT Modernization

by Joanne Goodstadt, Marketing Manager for PKA Technologies



Technology underpins much of government's relationship with its constituents. However, outdated systems make it difficult to deliver essential services percent of their technology budgets on operating and maintaining legacy IT systems, some of which are decades old.

The cloud is one possible path to increased IT resiliency, scalability, flexibility and speed. In a new study from the National Association of State Chief Information Officers (NASCIO) and Accenture, 57 percent of public sector

technology leaders say accelerating cloud adoption is mission-critical, and 83 percent believe it is essential for fueling innovation and meeting evolving demands.

However, the cloud can't address all of government's IT issues. Most agencies have important applications, data and workloads that need to remain onsite or in colocation environments due to data sensitivity, application dependencies and regulatory compliance issues. That's why IT modernization is a top priority for state and local governments.

Increasing Speed and Agility

Two key benefits of the cloud are flexibility and elasticity. It's easy to add new infrastructure, applications and services without the typically tedious process of provisioning in-house resources.

Flexible pricing models also make the cloud cost-effective for budget-conscious agencies. Agencies can consume hosted infrastructure, applications, storage and other resources on an on-demand basis with the ability to scale up or down freely. This model helps reduce operational costs by 31 percent compared to similar on-premises infrastructure, according to an IDC study.

Government agencies can still enjoy cloud-like benefits with on-premises solutions.

continued on page 2

INSIDE THIS EDITION:

- Pg. 1* HPE GreenLake Offers An Effective Path To Government IT Modernization
- Pg. 3* Enhancing Water Infrastructure
- Pg. 4* Tips To Increasing Resident Engagement
- Pg. 6* Enhance Your County's Cash Practices
- Pg. 8* GREYHAWK Restructures
- Pg. 9* Welcome Our New Members
- Pg. 10* Platform For Data-Driven Trans. Agencies
- Pg. 12* SHI In A New Light
- Pg. 13* NJAC Conference - Register Today!
- Pg. 14* Buying Assets Is Easy
- Pg. 15* Employment Opportunities
- Pg. 17* Rutgers Parks Report
- Pg. 18* Women's History Month in NJ
- Pg. 19* ACCSES NJ
- Pg. 20* 7 Sins Of Procurement
- Pg. 21* MRA International Come Join Us
- Pg. 22* OMNIA Partners
- Pg. 24* Nationwide Economics
- Pg. 26* NACo Webinars
- Pg. 27* Message from the NJAC Executive Director
- Pg. 28* Events & Holidays!

HPE GreenLake Offers An Effective Path To Government IT Modernization *(continued)*

HPE GreenLake is a Consumption-as-a-Service (CaaS) offering that encompasses the core systems, networking and data protection agencies need to jumpstart their modernization initiatives. Agencies gain on-demand capacity and economics with the performance, security and control of on-premises IT infrastructure.

Building-Block Approach

HPE calls GreenLake an edge-to-cloud platform built on secure, cloud-native infrastructure with a streamlined management experience. The platform comprises multiple modular building blocks of HPE hardware and software that enable a great deal of standardization across the IT environment. That reduces complexity and gives users the agility and simplicity they would expect of a cloud environment while maintaining the governance, compliance and visibility of on-premises resources.

In addition to compute, storage and networking, GreenLake provides access to an array of services, including containers, virtual machines, analytics and more. The GreenLake portfolio also features complete and preconfigured systems to support specific workloads.

HPE manages these systems throughout their lifecycle. In exchange, users pay a monthly subscription fee based on a pay-for-use pricing structure similar to many cloud services.

Government organizations face increasing pressure to update their IT environments, and cloud services certainly play a role in modernization efforts. However, HPE GreenLake offers a way to gain cloud-like agility and scalability while maintaining in-house control of critical applications and data.

Call PKA today at 800.486.6461 or email solutions@pkatech.com to schedule an onsite assessment.



VIRTUAL WORKSHOP HOSTING OPPORTUNITIES AVAILABLE

**PLEASE CONTACT
LOREN WIZMAN, DIRECTOR OF BUSINESS DEVELOPMENT
FOR MORE DETAILS**

LOREN@NJAC.ORG

Enhancing Water Infrastructure With Analytics

by Jake Yockel, US Public Sector Account Executive for SAS

Our citizens rely on counties for an essential ingredient for life: water. While most people living in the United States take water for granted, those who have a role in providing clean water know how much work goes into protecting our natural resources, treating water, and delivering it to homes and businesses.

As once-in-a-generation investments are being made to our water infrastructure with the Bipartisan Infrastructure Law (BIL) funds, now is the time to modernize our systems and processes with data analytic technology that provides critical information for ensuring clean, healthy water.

Clean drinking water begins with our natural resources. But, governments address various challenges restoring and protecting reliable, sustainable, and safe water resources. These include:

- Complex interactions and responsibilities across different agencies.

Environmental responsibilities, including data collection efforts, are often spread across various state agencies, local governments, and municipalities. This data is not shared easily among the different entities. This can result in duplication of efforts and an agency operating in a vacuum, without fully understanding the physical, chemical, and biological issues addressed by other entities.

- Historically low funding for water monitoring.

Agencies need to be certain they are spending scarce dollars on sustaining and restoring their water resources in the most efficient manner.

- Differences in data collection approaches and frequencies.

Different types of data in different locations are collected at varying intervals. Continuous monitoring stations can report data as often as every 15 minutes, while manual data may be collected monthly, quarterly, or annually. Governments need a way to compare the data to make the most accurate determinations of correlation and causation. And they need to have confidence that the data accurately reflects the water conditions. Further, we need to be able to leverage quality data to create insights and predict where water resource challenges are likely to emerge.

These challenges can be addressed by employing data analytics to protect our natural resources. A data analytics platform encompasses every aspect from the ingestion of data to analysis that turns that data into valuable information. As you embark on modernizing your environmental protection work, adopt a data analytics platform that allows you to:

- Integrate data sources to access all relevant data. Collect and integrate multiple sources of data that are generated in different systems across the local, state, and federal entities.
- Ensure data quality and standards. Develop a consistent standard for data that is imperative to meaningful, actionable, and transparent water quality and flow reporting.
- Enhance transparency and reporting. Create static and interactive reports that stakeholders can use to prioritize scientific data, research, monitoring, and analysis of water.
- Monitor real-time situational awareness. With the inclusion of Internet of Things (IoT) streaming data and analytics, monitor water-related conditions as they happen and act accordingly.

Predict future water quality risk. Use data to foresee and understand water quality risk from an objective, data science driven platform.

Let's invest in ensuring that our water promotes our quality of life, recreation, agriculture, and economy in New Jersey.



Tips To Increasing Resident Engagement With Community Surveys

by Joanna Kramer, Product Writer for Zencity

Community surveys are as old as the opinions they collect. Local governments have long relied on surveys for good reason. [Surveys allow local governments](#) to use community input to make budget and policy decisions based on residents' expressed needs and priorities, and to measure resident satisfaction levels for good performance management.

Traditional community survey methodologies have become antiquated in a world that is overwhelmingly digitally fluent. It's not just that phone surveys, snail mail, and lengthy, printed questionnaires are a bit old-fashioned. If most of the population no longer lives in a world of snail mail, then you won't be able to achieve a representative sample of your population with a mail-delivered survey.

If you're looking to [reach as many residents as possible](#), you must create a strategy for distributing and publicizing your survey. Community surveys that include questions written with Diversity, Equity and Inclusion values in mind, allow everyone to feel a part of the community and inspire more people to participate in the survey. The [more respondents, the better the data](#) will be to help you make decisions that reflect the opinions of the whole community.

Here are 5 best practices for increasing digital survey effectiveness and engagement.

1. BE DIRECT

Let residents know why the survey is important, and how the data will be used. A direct approach creates a conversation with your residents and shows that their local government leaders are interested in receiving feedback. This conversation can raise resident engagement levels with the survey, and in general.

2. GET CREATIVE

From displaying posters at a county fair to including a link directly to the survey within online utility bills, there are many ways to advertise your survey, while retaining the ease of digital access for your residents.

3. GO DIGITAL

Digital community surveys provide more touchpoints for residents to engage and more data for local governments to use for decision making. [Digital access reduces barriers to participation](#), since the majority of Americans own smartphones. Use these digital tools to allow for easy access to the online survey:

- Shareable link

Add it to any online communication you have, such as e-bills, newsletters, listserv announcements, the signature line of city or county employee emails, and post on platforms like [Facebook](#) and [Nextdoor](#).

- Kiosks

Place a computer or tablet kiosk in any highly-frequented public area, such as community centers or libraries. This method is effective in minimizing the access barrier for residents who don't have a computer or smartphone, a reliable internet connection at home, or who are experiencing homelessness and rely on public computers.

continued on page 5

Tips To Increasing Resident Engagement With Community Surveys *(continued)*

4. GET ENERGIZED

Framing the survey in a way that excites residents and motivates them is essential—not just to solicit feedback but to successfully communicate that their voice matters and that you are listening. You can create survey excitement by using language that directly targets certain communities; translate the survey for non-English speakers; ask questions that are inclusive of all and questions that are specific to a neighborhood or group of people.

5. BE SOCIAL

Before you hit publish on a social media post or send an email, follow these easy ways to enhance your communication:

- [Eye-catching images](#) go a long way. Add an image that relates to your survey topic to catch the eye of your residents as they scroll through their feed or open their email.
- When posting on social, keep the algorithm happy by adding the link to the survey in the first comment instead of within the post itself
- When sending an email, send it from a real employee's name and address the resident by name. The more personal effect is shown to [increase open rates](#).

You're now ready to survey! Cities and counties that use modern, digital community surveys have a reliable channel to ask, listen, and act on what their community says more effectively, transparently and equitably.



FCC Grants Request to Extend Emergency Connectivity Fund

The SHLB Coalition, American Library Association, Consortium for School Networking and State Educational Technology Directors Association successfully lobbied for a deadline extension to use emergency funds through June 2023.

The [Emergency Connectivity Fund](#) (ECF), which allocated \$7.1 billion for school broadband through the American Rescue Plan Act of 2021, allows schools and libraries to purchase hot spots, routers and other devices needed for virtual learning.

Feds Open Application Process for \$1.5B in Transportation Grants

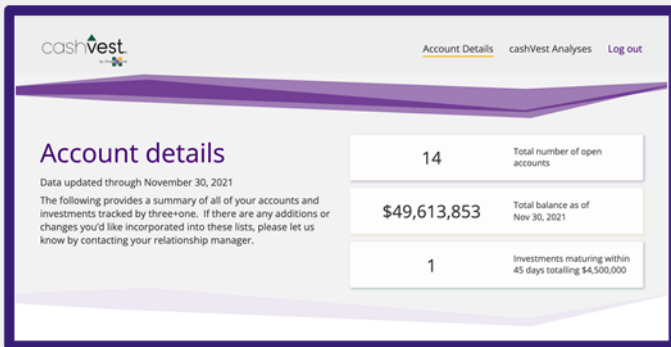
Applications for the grants are due by April 14 and the department plans to announce grantees by August 12.

The notice of funding opportunity [can be found here](#).

2022 Presents An Opportunity You Won't Want To Miss. Enhance Your County's Cash Practices And Reap The Financial Rewards

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

This year, public officials have a once-in-a-lifetime opportunity to reap the benefits of Federal monetary policy and to sharply increase interest earnings. Those increased revenues can easily amount to several hundred thousand dollars, and in many cases, they can equate to **millions** of newfound, non-tax dollars. One of the guiding principles that I followed during my 24 years as a county treasurer was that every dollar earned in interest is one less dollar that needs to be collected from taxpayers. That holds true now more than ever because 2022 presents an unprecedented opportunity to maximize the value of your county's cash.



The Fed is signaling that they will raise interest rates four times this year. Though the first rate hike won't happen until March, we are already seeing some banks offering significantly higher interest rates on municipal deposits. Many **three+one** clients are earning 0.65% to 0.80% on their deposits and as much as 1.3% on Treasury bills. If the bulk of your county's cash is sitting in a money-market account earning only 2 or 3 basis points, you are missing out on a great opportunity. The average New Jersey county will have about \$205 million in cash on deposit during 2022.

Interest earnings on that amount of liquidity at 3 basis points would equal just \$61,500. Counties utilizing our **cashVest®** liquidity analysis tools and effective cash-management practices are saving time and effort, and most expect to earn 1.0% or even more in 2022. Earning interest at 1% on \$205 million would equate to **over \$2.0 million** in revenue.

Effective cash management has three major components.

First, you need to know precisely **how much** cash you have on deposit. As a whole, NJ counties have about \$2.3 billion in operating cash, and they will receive an additional \$1.8 billion in ARP funds. Plus, these 21 counties collect over \$5.0 billion annually in property taxes. Effectively managing that kind of liquidity requires accurate, precise, and timely data. It also requires ongoing comprehensive liquidity analysis of *all* deposits across multiple banks and accounts.

| | LEVEL 4 | LEVEL 3 | LEVEL 2 | LEVEL 1 | Cushion | Working Capital | Total |
|-----------------|----------------|----------------|---------------|--------------|---------------|-----------------|-------------|
| | 6,000,000 | 6,800,000 | 2,000,000 | 6,000,000 | 10,500,000 | 19,970,483 | \$1,270,483 |
| Duration | 18 - 24 months | 12 - 18 months | 6 - 12 months | 1 - 6 months | Up to 30 days | Daily | Varies |
| Benchmark Rate* | 0.49% | 0.29% | 0.13% | 0.03% | 0.03% | ECR/Inv 0.03% | 0.13% |
| Benchmark Value | \$29,400 | \$19,720 | \$2,600 | \$1,800 | \$3,150 | \$4,491 | \$61,161 |

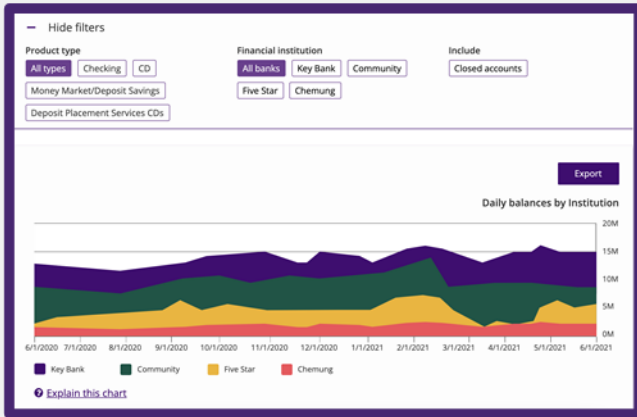
Total Strategic Liquidity: \$31.3 million

Second, you need to be able to confidently predict **how long** those dollars will remain on deposit before they will be needed for operating expenses. Accurate forecasts of future cash balances are critically important to confident liquidity management.

Third, you need to know where **the best interest rates** can be found on the open market. Banks value your municipal cash differently depending on their own current needs. Comparing rates from other banks just helps to keep everyone's pencils sharp.

Continued on page 7

Enhance Your County's Cash Practices And Reap The Financial Rewards *(continued)*



Three+one is proud to be working alongside John Donnadio and the team at NJAC, with the endorsement of the National Association of Counties (NACo), to use data to help counties manage liquidity and generate higher-interest revenues.

William Cherry can be reached by phone at 585-484-0311, ext. 709 or by email at wec@threeplusone.us



JOIN US IN CONGRATULATING OUR EXECUTIVE DIRECTOR!



John Donnadio

Executive director

New Jersey Association of Counties



NEW JERSEY ASSOCIATION OF COUNTIES
County Government with a Unified Voice!

GREYHAWK Restructures, Forms ESOP, and Names Ronald C. Kerins, Jr., President

by Amanda Gibney Weko, Principal for AGW Communications

GREYHAWK, an award-winning construction management and consulting firm, announced that, effective January 1, it has restructured from a Limited Liability Corporation (LLC) with three principal partners to form GREYHAWK Holding Corporation in order to effect an Employee Stock Ownership Plan (ESOP) in which every employee holds a stake in the company. Former Principal/Financial Manager, Ronald C. Kerins, Jr., CCM, LEED AP, has been named President. Former Principal Charles F. Boland, PE, has been named Chairman of the Board. Former Principal/Operations Manager, Charles J. Caramanna, PE, BCxP, CCP, LEED AP, has been named Corporate Secretary.



“GREYHAWK leadership saw restructuring into an ESOP as the best option to allow for increased ownership among all of our employees, while ensuring that our succession planning can take place from within the organization,” explained Kerins. “GREYHAWK will continue to deliver the same high level of construction services, and now every HAWK has a vested interest in our success.”

“This strategic restructuring affords GREYHAWK a singular leadership presence in the industry along with a motivated and enthusiastic group of employee owners,” said Boland. “Ron has been a proven leader within our company and for our clients. We look forward to his evolution as president.”

A Certified Construction Manager (CCM), Kerins has 30+ years of experience representing owners as a construction consultant in the areas of project and program management, value engineering, contract administration, cost control, scheduling, and construction claims. He joined GREYHAWK in 2007 and was promoted to principal in 2016.

Kerins holds dual B.S. degrees in architecture and civil engineering from Temple University and an M.B.A. with a focus on leadership studies from The Pennsylvania State University. He currently serves as chairman of the board of the ACE Mentor Program of Greater Philadelphia, sits on the board of the Gloucester County Chamber of Commerce, and teaches construction-related curricula as an adjunct professor with Temple and Widener Universities. Kerins has served on the Construction Management Association of America (CMAA) national board, as CMAA Mid-Atlantic Region chapter president, as president of the Temple University College of Engineering Alumni Board, and on the Temple University Board of Visitors and general Alumni Board.

The ESOP transition involved months of strategic planning and legal review. An independent fiduciary will serve as the ESOP trustee, evaluating and distributing ownership shares on an annual basis. GREYHAWK has also engaged former Louis Berger CEO Nicholas Masucci to serve as independent director on the GREYHAWK board.

About GREYHAWK

Founded in 1996, GREYHAWK is an award-winning provider of project management, construction consulting, and commissioning services. GREYHAWK staff includes construction managers, licensed professional engineers, registered architects, certified cost engineers, schedulers, commissioning professionals, and building envelope specialists whose diverse perspectives and professional expertise guide clients through all facets of planning, design, and construction.

For more information, visit <http://www.greyhawk.com>.



WELCOME TO OUR NEW MEMBERS



AshBritt is a rapid-response emergency management logistics and disaster response contractor. Our extensive experience has created an abundance of knowledge and experience for our principals, managers, and personnel. Our senior management and technical consultants have more than 200 years of combined experience with all facets of disaster recovery efforts including debris removal, management, reduction, processing, recycling, and disposal, as well as emergency planning, damage mitigation, and risk abatement.

For more information please contact Monica Mellon, Chief Administrative Officer, at monica@ashbritt.com



KNOWiNK is founded and operated by former election officials. KNOWiNK provides a proven solution rooted in knowledge gained from our extensive experience as former election officials and from working with and listening to election

authorities across the country. Our approach and innovative solution delivers an incomparable and seamless voter check-in and verification process for your election authority. We are committed to growing with your jurisdiction to meet evolving needs and helping achieve your vision to modernize elections with best-in-class technology. Therefore, KNOWiNK is in a perpetual state of development to enhance the overall election experience for voters and everyone involved with running elections. Our top priority is to continue advancing the election process to make voting easier for workers and voters alike.

For more information please contact Trisha Bandstra via email at Trisha.bandstra@knowink.com.



MFS Engineers & Surveyors is a multi-discipline MBE/DBE/SBE certified firm that provides personalized services and solutions to meet the needs of our clients. MFS Engineers & Surveyors provides Geotechnical Engineering, Site/Civil Engineering, Structural Engineering, Surveying and Construction

Management Services. MFS Engineers & Surveyors will satisfy its clients by providing inventive strategies and innovative solutions for modern engineering and construction challenges.

For more information please contact Michael L. Mudalel, P.E. via email at mlm@mfsengineers.com.

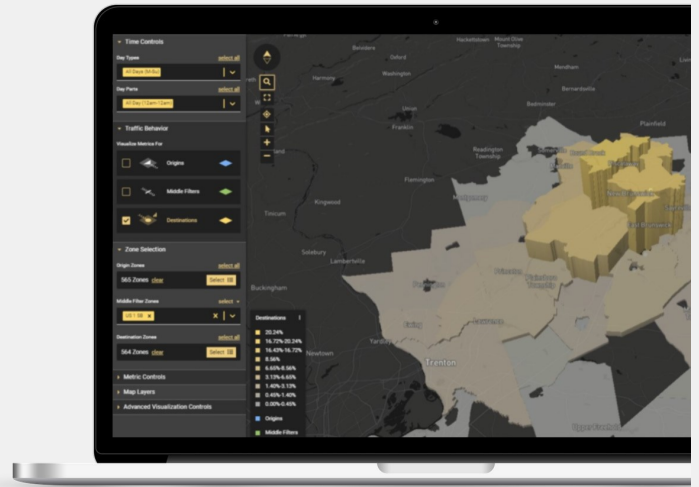
The Platform For Data-Driven Transportation Agencies

by Darlene Mann, COO for StreetLight Data

StreetLight Data uses Big Data analytics to help transportation professionals solve their biggest problems.

Every month, StreetLight ingests, contextualizes, and processes over 1.5 billion trips in the U.S. and Canada, illuminating how vehicles, bikes, and people interact on our streets. Applying proprietary machine-learning algorithms, StreetLight measures travel patterns based on information gathered from multiple sources like navigation devices in connected cars and trucks, smart phones, and IoT devices.

From identifying sources of congestion to optimizing new infrastructure to planning for electric vehicles, StreetLight powers more than 10,000 global projects every month on-demand directly from transportation professionals' computers.



StreetLight InSight® is a cloud-based software that allows users to analyze transportation behavior for any mode, anywhere, in a few clicks.

Transportation challenges are expanding and evolving. Big Data powers answers to your biggest transportation questions.



SAFETY

Identify locations with highest crash exposure to prioritize where to invest in safety for Vision Zero initiatives.



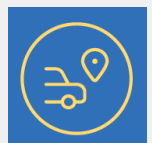
SOCIAL EQUITY

Layer on demographics and measure impact across populations and neighborhoods.



EV INFRASTRUCTURE PLANNING

Identify optimal sites for electric vehicle (EV) charging infrastructure that fulfills your region's immediate and future needs.



MONITORING MVT

Understand how the drop or rise in vehicle miles traveled can affect your planning, inform your estimations for gas tax shortfalls, drive pollution changes, and more.

Get instant access to traffic metrics for any road, for 1/3 the cost

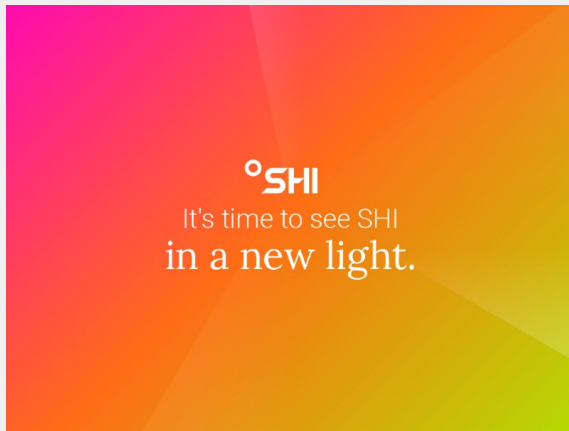
Put away the surveys, bluetooth sensors, and tube counters. While travel surveys and traffic counters may have worked in the past, they're expensive, take too long to deploy, and can't scale to cover all locations.

StreetLight lets you bypass the time and expense of data collection and calibration, delivering multimode traffic counts, O-D, turning movements and other metrics you're used to-right on your desktop, for any and every location, in a matter of minutes.

Continued on page 11

It's Time To See SHI In A New Light

by Matt Fisher, Vice President Marketing for SHI International Corp.



If you thought something looks a little different about SHI this morning, you'd be right. Today SHI launched our new brand identity to the world – a new look that reflects the evolution of a business early in its fourth decade and looking ahead.

I hope you like the new brand and design language as much as I do. But I want to take a few moments to talk about *why* we chose now to rebrand and *what* is behind the new look and feel.

Today's SHI is very different from "Software House" – the \$1 million reseller acquired by Thai Lee and Koguan Leo in 1989. We still sell software, a *lot* of software. And hardware of all shapes and sizes. But increasingly that's only part of the 'select, deploy, manage' value proposition we offer customers.

Outwardly, our evolution can be hard to track. We've used the same branding for the past 20 years, had the same CEO for 30, and our steady, private ownership generally keeps us under Wall Street's radar – which is fine.

But internally our organization is a growing network of experienced resources constantly expanding professionally and shifting in response to the latest technologies, buying programs and changing business needs of our customers.

What's different about SHI in 2022?

You could just as easily ask "what's *not* different?". But let me share a few examples of recent investments that are becoming increasingly popular with our customers and helping them to realize additional value from their relationship with SHI.

Realizing Digital Agility

Perhaps the most obvious example of this is the launch of our [Stratascale](#) business, a consult-first organization that helps our larger U.S. customers achieve what we describe as 'digital agility' – the ability to use cloud, digital experience, data intelligence, cybersecurity and more to help transform their business and be ready for the next market challenges. Since launching in late 2020, Stratascale has both redefined our engagement model with our long-time enterprise customers and brought new customers to our door.

Cloud Equity

Most organizations are investing in hybrid and multi-cloud strategies. That's why we have invested heavily in what we call 'Cloud Equity' – put simply, whichever of the major cloud platforms you choose, SHI will offer the same level of [expertise, professional and managed services](#) across them all. That includes migration, cost management, platform optimization, application modernization and more.

Delivering IT direct to users

SHI offered a Zero Touch deployment offering before 'Zero Touch' was even a thing. And we were the first to have a credible multiplatform offering that allows our customers true freedom of device and vendor choice for end user devices. But driven by the business and government response to remote work, demand for our [Zero Touch X](#) service – along with imaging and packing – has gone through the roof. Thankfully not literally, as our pre-pandemic investment in our Integration Centers meant they were built for volume!

continued on page 13

It's Time To See SHI In A New Light *(continued)*

Making it easier to explore options

There's a reason we talk about 'select, deploy and manage' at SHI. Previously, 'select' often meant helping a customer find the most cost-effective licensing deal or procuring hardware at the best rates. And while that's still true, today 'select' can just as likely mean working with business and IT leaders at a customer to help them select the right strategies and technologies for their business.

We have a growing range of Executive Briefings, Workshops and Assessments available to customers, many offered as part of SHI's value-add and at no cost. A great example of these are the recently-launched [SHI Executive Briefings](#), which focus on our four pillars of Transform, Collaborate, Protect and Optimize.

Executive Briefings are a fast and easy way for customers to engage with specialists at SHI to explore business issues, identify potential technology solutions and build a way forward into a formal planning process.

Still think SHI just sells software licenses and hardware?

Those are all examples of new offerings we've already brought to market, not the exciting projects our teams are busy working on right now for launch in the coming months and years.

And that just gives more reason to the rebrand. SHI not only *has* changed as a business, it will *continue* to do so as our customer needs evolve. Our new brand quite literally invites you to "look at SHI in a new light".

As author Wayne W. Dyer once said: "Change the way you look at things and the things you look at change".

Maybe it's time to take a fresh look at how today's SHI can deliver value to your business?



REGISTER TODAY!

***NJAC Celebration of County Government
May 4th thru 6th
Caesars, Atlantic City, New Jersey***

Schedule of Events

Individual & Exhibit Registration

Sponsorship Opportunities

Caesars Online Room Reservation

Buying Assets Is Easy!

by Stacey Collier, Marketing Communications Specialist for GovDeals

Inflation, and the constant rise of operating costs, has made it difficult for many governments and educational institutions to properly supply their departments with quality, much needed inventory while staying within budget. As a result, many of these institutions have turned to alternative forms of purchasing to find the right amounts of inventory that still fit within their budget.

Many of these same agencies are also utilizing online platforms like GovDeals to sell their surplus in place, then turning around and using the profits to help supplement their budgets. Sourcing assets has indeed become a tedious task, and GovDeals' parent company, Liquidity Services Marketplaces are here to help alleviate some of this hassle. We invite counties across New Jersey to explore our family of online platforms.

GovDeals is the leading online marketplace for government and educational institutions to sell "as is, where is" surplus assets, equipment, and materials in a transparent fashion. Since 2008, GovDeals has partnered with the New Jersey Association of Counties to give counties across the state of New Jersey a platform to sell their surplus items.

Liquidation is a premier remarketer of merchandise that gives buyers access to consumer product goods and commercial surplus inventory from top retailers around the world through an online auction platform. Bulk and truckload sized lots are also available.

Secondipity offers buyers refurbished, store returned or overstock electronics and excess inventory, from some of the most popular brands, at unbelievable prices.

AllSurplus is a comprehensive online marketplace for business surplus, ranging from heavy equipment to transportation assets and industrial machinery. AllSurplus seamlessly connects buyers of commercial business equipment with sellers from leading manufacturers around the globe. AllSurplus offers buyers excellent deals on surplus assets in over 500 categories, with thousands of items auctioned off every week.

All potential buyers must first complete our free registration process prior to bidding on any available assets. Registering for one of these platforms gives registrants access to buy across all of the marketplaces. From personal practical use, Liquidity Services family of companies has assets across multiple industries to appeal to every buyer. Check out one today 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 [Click here for an application.](#)

Employment Opportunities

by County of Monmouth

**HELP
WANTED**

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.



Continued on page 16

Employment Opportunity *(continued)*

by County of Monmouth

**HELP
WANTED**

GEOGRAPHIC INFORMATION SYSTEMS SPECIALIST 1/SUPERVISOR MONMOUTH COUNTY DEPARTMENT OF INFORMATION TECHNOLOGY

The Monmouth County Department of Information Technology is an exciting office that is responsible for supporting geographic information systems (GIS) in Monmouth County. This is done through working with the GIS division, county departments, state, and federal agencies, as well as third party vendors.

ESSENTIAL JOB FUNCTIONS:

- Under supervision of the Director or Information Technology, the Supervisor of GIS oversees all enterprise GIS operations including:
 - System Administration
 - Program Governance
 - System Architecture
 - Database Management and Structure
 - GIS Software Selection and Implementation
 - User Support
- Supervises a team of GIS Specialists that supports the county GIS architecture

REQUIREMENTS:

- Graduation from an accredited college or university with a Bachelor's degree in Geography or related field
- Minimum four (4) years experience with Geographic Information Systems, including computer graphics and computer hardware digitizing procedures
- Minimum one (1) year experience with independent coordination and analysis of computerized geographic survey data.
- Minimum three (3) years supervisory experience
- Excellent oral and written communication skills
- Strong attention to detail
- GISP Certification Preferred

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.



Mercer County Park Commission Releases Rutgers Parks Report

by Michael Russo, Communications & Technology Manager for Mercer County Park Commission



Mercer Meadows Bridge

The Mercer County Park Commission has released a report from Rutgers University's Center for Urban Sustainability (CUES) on Mercer County's parks and open space network. The report is the culmination of a year-long study by CUES and provides a detailed inventory and analysis of County parks and how they provide a diverse variety of recreation amenities and also protect the County's natural resources. The report includes park-specific recommendations for future enhancements in order to further restore natural habitat and improve visitor experiences.

The survey assessed county-owned regional parks, golf courses and urban parks by land type, ecology and infrastructure, providing a detailed inventory of the park system. Throughout 2021, the team assessed and inventoried amenities throughout all county

park facilities, inspecting 7,379 acres of land and a long list of amenities, such as 17 playgrounds, 50 sports fields, 4 dog parks, 26 comfort stations and 220 picnic tables. The full inventory and analysis can be viewed here: <http://mercercountyparks.org/stewardship>.

"In addition to County investments in new parks and open space, this report highlights the Park Commission's commitment to providing the highest level of maintenance to public spaces," said County Executive Brian M. Hughes. "The research and analysis will help to maximize these efforts to benefit our parks, natural areas and future park development."

"This report provides a critical inventory of the many park improvements available to Mercer County residents and data on the natural resources we are entrusted to care for through long-term stewardship practices here at the County," said Park Commission Executive Director Aaron T. Watson. "It provides our Park Commission with helpful recommendations on how to enhance our public spaces even further. We want to thank the Rutgers research team of students, landscape architects, ecologists and researchers for undertaking this comprehensive study."

The CUES report includes recommendations such as increasing efforts to remove diseased ash trees, expanding the monitoring of rare native species threatened by invasive vegetation, and implementing green stormwater management practices to enhance watershed health and overall user experiences in the parks. Expanded partnerships with non-profit organizations are also recommended to provide a greater network of resources and expertise to support management of County open space.



Curlis Lake in the Park Commission's Mercer Meadows.

The Mercer County Park System is home to many native plant and wildlife species across rural and urban environments. These properties provide wildlife habitat and offer both passive and active recreational activities for residents and visitors.



March Is “Women’s History Month” in New Jersey

by New Jersey Department of Children and Families Division of Women

In 1974, the New Jersey **Division on Women** (DOW) was established as a pioneering state agency for women’s advocacy throughout the state. Today, DOW’s mission is to create, promote and expand the rights and opportunities for all women in New Jersey. The Division, which is within the New Jersey Department of Children and Families, supports the development, coordination and evaluation of programs and services for women and other constituents. DOW fosters programs and services that empower the women of New Jersey.

The **Office of Domestic Violence Services** funds domestic violence services that serve the needs of survivors in every county. Services for survivors and their families include emergency shelters, 24-hour hotlines, counseling, children’s services, and financial, housing and legal advocacy.

The **Office of the Prevention of Violence Against Women** funds services that serve the needs of sexual assault victims and sexual violence prevention programs in every county. Services include a 24-hour hotline, crisis counseling, accompaniments by a confidential sexual violence advocate, and financial, housing and legal advocacy.

The **Office of Support, Employment, and Training** helps individuals gain or upgrade their skills for today’s work force and become economically self-sufficient. Individuals can attend [short term educational or training programs](#).

Additional DOW Services include:

New Jersey Domestic Violence Hotline

1 (800) 572-SAFE (7233)

24 hours a day/7 days a week

The New Jersey Domestic Violence Hotline provides confidential access to domestic violence information and services, including crisis intervention, referral, and advocacy. Bilingual and accessible to the deaf and hearing impaired.

New Jersey Coalition Against Sexual Assault (NJCASA) Hotline

1 (800) 601-7200

24 hours a day/7 days a week

The New Jersey Coalition Against Sexual Assault (NJCASA) connects individuals affected by sexual violence with professionals that provide assistance and referrals. Calls are routed to the closest rape crisis care center. NJCASA is the collective voice for victims of sexual violence, their loved ones and rape crisis centers across New Jersey.

Women’s Referral Central Hotline

1 (800) 322-8092

24 hours a day/7 days a week

The Women’s Referral Central Hotline provides comprehensive information, referrals, active listening, and crisis response for issues confronting New Jersey residents, including but not limited to Child Care, Discrimination, Displaced Homemaker, Divorce, Employment, Housing, Job Training, Legal Assistance, Single Parenting and Social Services.

New Jersey Address Confidentiality Program (ACP) Hotline

1 (877) 218-9133

Toll Free-Non-Emergency

The New Jersey Address Confidentiality Program Hotline provides access to domestic violence information and services, including application procedures referral and advocacy.



For more information, email DOW@dcf.state.nj.us or call 609-888-7164.



SENATE BILL S994 on the Purchase of Goods from the Central Nonprofit Agency

WHAT IS S994?

- New law signed by Governor Murphy in January of 2022.
- Requires State departments, agencies, and authorities to make a good faith effort to purchase at least 5 percent of their goods and services from the Central Nonprofit Agency.

WHAT IS THE CENTRAL NONPROFIT AGENCY?

- ACCSES NJ serves as the Central Nonprofit Agency.
- ACCSES NJ works with a network of nonprofits that employ individuals with disabilities.
- The program provides jobs for over 1,500 residents with disabilities who provide various services and goods to state departments, agencies, and authorities.
- Customer satisfaction has been the driving force behind the growth of this program since 1984.

WHAT ARE THE BENEFITS OF PURCHASING THROUGH ACCSES NJ?

- The program provides employment for NJ residents with disabilities, the group with the highest rates of unemployment.
- Goods and services provided with consistently high quality and customer satisfaction.
- Goods and services purchased through ACCSES NJ remain part of the program at contract renewal and do not need to be rebid. All goods and services are on NJ STATE CONTRACT.
- Pricing for all goods and services at the fair market price approved by the NJ Division of Purchase and Property.
- Goods and Services are made in New Jersey by New Jersey Residents.

ACCSES NJ FACTS

EMPLOYMENT



1,500+
People with Disabilities
Employed Statewide

WAGES



\$8 MILLION+
Paid to ACCSES NJ
Program Participants

HOURS



700,000+
Avg Labor Hours
Each Year

To learn more about ACCSES NJ and the Central Nonprofit Agency purchasing program and for assistance in meeting the obligations of S994, please reach out to the following contacts:

Sal Coppola – Vice President of Sales and Operations – scoppola@accsesnj.org
For assistance with sales or analyzing available purchasing opportunities for your organization

Matthew Putts – Vice President of Government Affairs – mputts@accsesnj.org
To learn more about S994 and other ACCSES NJ programs

7 Sins Of Procurement

by Megan Olson, Manager for Content Marketing for OpenGov Inc.

Hey, New Jersey: Procurement is changing in a big way in your state. Thanks to recent legislation, eprocurement is sweeping through your local governments and making immeasurable impact along the way.

Procurement is so often hindered by these 7 common challenges. The good news is that the right eprocurement platform addresses them all.

[Download the full infographic that features these seven and more information on eprocurement.](#)

1. Upset Suppliers

The more difficult it is to read complex solicitations and submit responses, the more frustrated suppliers will be. This can lead to less bid submissions, reduced supplier diversity, and more. Make their lives easier with an eprocurement tool that's always free for vendors, offers alerts and notifications, and clearly guides vendors through the submission process.

2. Paper Overload

Three ring binders, paper score cards, endless stacks of paper. Paper based procurements suppress transparency, cross-departmental collaboration, and accessibility while raising response costs for vendors. With eprocurement, the need for paper is completely eliminated.

3. Endless Clerical Work

Speaking of paper. The procurement process of yore often means paper pushing, lots of phone calls, and endless Excel docs. Get rid of all of that with the move to a platform that offers improved communication and collaboration (more on this in #4), leaving more time for your team to make a strategic impact.

4. Siloed Workflows

Advanced intra-departmental approvals followed by public facing interactions and then back to proposal review and awarding processes can easily lead to longer lead times, decreases in transparency and accountability, and frequent mistakes. Whew! Opt for the collaborative approach with eprocurement that automates and streamlines operations for all.

5. Complicated Scoring Rubrics

Carry the 3. Divide by x. Manual scoring rubrics make your team's life difficult. Instead, use a centralized platform that leverages bid tabulations and side-by-side scoring management (best value or lowest cost). Plus, you can score as a team with multi-phase individual and aggregate scoring.

6. Tedious RFP Set Up

If you're manually setting up each and every RFP individually, there is time to be saved. Instead use an inline, guided process for RFX development and solicitation response, think TurboTax® for procurement. Upgrading to a simple, repeatable, step-by-step process with eprocurement can reduce the time you spend on creating RFPs by 75%.

continued on page 21

7 Sins Of Procurement *(continued)*

7. Universal Systems

Say it with us: Purpose-built for government. Policies and regulations around public transparency, records, retention, open meetings and sunshine laws are deeply integrated with public procurement must-haves. Without this focus on what makes government procurement unique, you'll likely spend way too much on customizations that aren't future proof.

And just for fun, we have a list of five weird things that have actually been procured:

- Bonsai Trees
- Custom Lowrider Cars
- Bovine Teeth
- Coconut Shells for Water Filtration
- Swim Diapers

Break the mold with an automated procurement platform that does it all. [Download the full infographic that features these seven and more information on eprocurement, and visit our website for more information](#)



Save The Date And Come Join Us!!

March 8th – 10th, 2022, KySTE at The Galt House in Louisville, KY

- Booth #313
- The Mission of KySTE (Kentucky Society for Technology in Education) is to empower the educational community in the Commonwealth of Kentucky to infuse technology as an integral part of the educational process through advocacy and leadership, promoting educational excellence and supporting technology-based innovation.

MRA International is a leading technology expert and a value-added HP and HPE Partner with over 20 years of experience providing unique IT solutions and turn-key results to the public sector.

As a full-service facility with all the benefits of a local, family-owned company, we consistently provide a top-notch level of personal service. We always lead with our clients' best interests in mind and accelerate their success by serving as a trusted partner who understands their business goals and stays one step ahead on new technologies to provide buying recommendations and best support their ongoing operations.

With MRA Warranty Services- our expert technicians will repair or replace your computing device. MRA's expert configuration and deployment services bring you fast, accurate, and globally standardized IT solutions.

For more information, please contact the MRA Sales Team:

Email: sales@mrainternational.com

Phone: (732) 222-0997



OMNIA New Cooperative Contracts



Arts, Crafts, Framing, and Related Services

This cooperative contract with **Michaels** offers core pricing on over 800+ Core Education items and contract pricing on over 100,000 items. The new MichaelsPro Education Platform allows participants of OMNIA Partners to purchase items using POs or P-Cards.

[VIEW CONTRACT](#)



Warehousing, Material Handling, and Production Support

Global Industrial is an industry leader for public agencies specializing in solutions that help you focus on your agency's needs. Participants have access to a large selection of products, low prices, and extensive account management tools. **Kaman Industrial Technologies** provides power transmission, automation, and control products to participants.

[VIEW CONTRACT](#)



ATI Restoration, LLC

Participants can now access **ATI Restoration, LLC's** 24-hour emergency response services to address environmental hazards and mitigate damage following a fire, water, and other natural or man-made disasters.

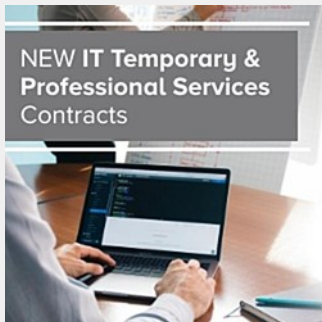
[VIEW CONTRACT](#)



IT Security Tools

Fischer Identity is a provider of enterprise-grade Identity Governance & Administration (“IGA”) solutions available via on-premise, private or public cloud with varying levels of administrative and professional services support provided via Managed Identity Services® through the OMNIA Partners cooperative contract.

[VIEW CONTRACT](#)



IT Temporary & Professional Services

New Information Technology (IT) Temporary & Professional Services contract awarded by the University of California to **AgreeYa, AVID, Compu-Vision, Insight Global, Kelly Services, TEKsystems, and US Tech Solutions.**

[VIEW CONTRACTS](#)

continued on page 23

OMNIA New Cooperative Contracts *(continued)*



NEW Dorm Furniture & Related Services Contracts

Dorm Furniture & Related Services

DCI, Savoy Contract Furniture, and Sustainable Furniture Inc. have been awarded contracts for Dorm Furniture & Related Services through the University of California. Offerings include casegoods, lounge seating, beds, tables, accessories, and more. Participants can access various services through these contracts such as space planning, installation, and recycling/removal programs.

[VIEW CONTRACTS](#)



Facilities Health Consulting, Quality Assurance, and Management

The new cooperative contract with **Intertek** and Region 4 ESC includes facilities health consulting, quality assurance, and management services. OMNIA Partners participants have access to consulting, inspection, and testing for facilities.

[VIEW CONTRACT](#)

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



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

Nationwide Economics

Weekly Economic Review & Outlook for February 21, 2022

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

Weekly Review

Solid retail and existing home sales

Retail sales jumped for January despite the still high levels of Omicron cases. Consumers, while concerned about inflation, have not slowed their purchases meaningfully in the face of higher prices and pandemic uncertainties. As has been the case during previous Covid flare ups, consumers shift their purchases rather than spend less. The retail sales report was not the only positive economic release last week as building permits rose to the highest level since 2006 while existing home sales jumped to the highest level in a year.

A consumer spending rebound

Following a spending lull for December (likely due to a pull forward of holiday spending along with the rise of Omicron cases). January retail sales control group was up 4.8 percent for January. Retail sales have grown at an annualized pace of more than 11 percent over the past two years, more than double the pace in the years prior to the pandemic (with a median annual gain of 4.0 percent over the past decade).

Looking into the details, the strong start to 2022 was led by non-store retailers and autos, accounting for 3.3 of the 3.8 percent rise. Other strong categories were furniture, building materials, and department stores. The jump from spending on autos was no surprise following a month that showed an annualized pace of 15 million units sold. As Covid cases likely diminish this, and restrictions are relaxed further, the mix of purchases should shift more toward service sector items and experiences versus the goods purchases that have provided the lift to spending over the past two years.

The housing market is solid

Following a downwardly revised December, existing home sales jumped by 6.7 percent for January to an annualized pace of 6.5 million units—the highest level since the start of 2021. Importantly, people are still not listing their homes for sale in large numbers, with the for-sale inventory dropping to a new all-time low. With strong demand and limited supply, price appreciation remains rapid—with the 12-month gain in the median price of an existing home sold climbing to 15.4 percent, the fastest pace in six months. Because existing home sales are counted at contract closings, the January sales represent contracts signed in November and December. While mortgage rates have risen by roughly 100 basis points since the beginning of November, most of the increase has occurred in January and February and so would not have had a direct impact on purchase decisions before then. But it is usually the case that sales pick up when rates start to rise, as households buy before rates can rise further. Moreover, other housing fundamentals are strong with nonfarm payrolls adding more than 450,000 positions on average over the past three months. Rising mortgage rates will eventually reduce housing demand, but not yet.

Homebuilders continue to build as many homes as they can to meet rising demand, although as with many other businesses they are constrained by supply chain problems and labor shortages (plus a lack of buildable lots). Starts slipped modestly for January, but this appears to be simply random fluctuation in the monthly survey, as building permits (an indicator of future starts) climbed, and the NAHB housing market index remained at a very high level.

With existing homes for sale at a record low and builders unable to build much more than they have recently, demand would have to fall significantly in order to equilibrate with supply. This suggests that even with high mortgage rates, house price gains will remain rapid for a while.

continued on page 25

Nationwide Economics *(continued)*

The Week Ahead

New home sales should fall, but remain strong

The traffic of prospective buyers and present sales components in the NAHB's housing market index both indicate that underlying demand for new homes remained strong despite January's climbing mortgage rates. Mortgage applications for new homes were down so a decline is expected from December's very strong pace, but January's sales should remain elevated, nonetheless. We project an annualized pace of 765,000 new home sales for January, the second fastest since April (behind December). But there is upward risk if higher mortgage rates cause households to jump into the market before rates rise further.

Durable goods orders expected to fall again

The new orders component of the ISM manufacturing index fell sharply for January to its lowest level since June 2020, indicating slower growth in new orders for the month. Additionally, a drop in transportation goods orders is expected after commercial aircraft orders slipped a bit for the month. We project a decline in durable goods orders of 1.5 percent for January, which would mark the first decline over two consecutive months since the start of the pandemic in March 2020.

Strong gains likely for consumer spending and prices

After early holiday shopping—a hedge against supply shortages—contributed significantly to weak consumer spending for December, January likely saw a significantly to weak consumer spending for December, January likely saw a rebound. Based on the retail sales report, spending on goods (led by auto sales) was very strong. Services spending likely saw less activity due to the Omicron wave. We project an increase in personal consumption expenditures (PCE) of 1.5 percent for January. A portion of that growth likely came from a jump in the PCE price index after January's CPI indicated more rapid gains in consumer prices. We project inflations in the core rate (which eliminates the volatile food and energy components) of 0.5 percent for the month, which would lift the 12-month trend rate up to 5.1 percent. The overall PCE price index is projected to also rise by 0.5 percent for January, bringing the trend rate to 6.0 percent—the fastest pace since 1982.

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



BECOME A MEMBER OF THE NEW JERSEY ASSOCIATION OF COUNTIES

Learn about the benefits of being a part of NJAC and how you can join.
Contact Loren Wizman, Business Development Director at
(609) 394-3467

or

loren@njac.org [Click here for an application.](#)

Webinars

County Levers to Drive Economic Mobility: How Counties are Increasing the Prosperity of Their Residents

Mar. 3, 2022 , 3:00 pm – 4:00 pm

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

[REGISTRATION](#)



Counties are well-positioned to improve economic outcomes for the residents of their local communities. NACo's [new report](#) analyzes the tools that counties can use to drive economic mobility, or movement up the economic ladder, over a lifetime. During this webinar, the report authors and county leaders will discuss the underlying elements of economic mobility and how counties can use local power and authority to foster upward mobility for residents. This session will present the report's seven key policy areas in which counties hold particularly effective solutions to uplift communities and residents: housing, education and workforce development, health, community and neighborhood development, justice and public safety, technology and information access and financial security. The webinar will also feature examples from counties that have used these levers to promote successful economic outcomes for residents.

Information for county leaders about joining NACo's [Economic Mobility Leadership Network](#) will also be shared.



Someone to Respond to a Behavioral Health Emergency: Mobile Crisis Teams

Mar. 9, 2022 , 1:00 pm – 2:00 pm

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

[REGISTRATION](#)

Counties and their partners play an important role deploying mobile response units to stabilize, evaluate and support community members experiencing a behavioral health emergency. This face-to-face, community-based approach triages and assesses a person's needs while developing a plan to address the underlying drivers of the emergency. Some counties utilize teams pairing a health professional with a Crisis Intervention Team-trained police officer. Other counties have implemented a civilian-only team composed of health care specialists, social workers and peer supports. Many counties also employ both. This webinar provides an overview of the importance of mobile response units and insights from counties implementing innovative practices.

AI Technology for Next-Gen Community Engagement

Mar. 29, 2022 , 1:00 pm – 2:00 pm

[REGISTRATION](#)

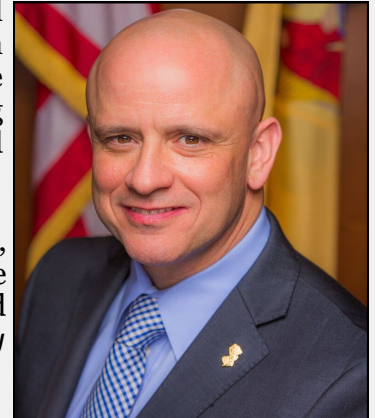
How can you make sure your county is hearing from all corners of the community and providing easier access for real engagement? How can you become more data-driven in your decision-making and what tools are available to help you do that? Join Rachel, Michael and Tim from Zencity for a discussion about technology, data and community, and how they are tied together to deliver impact. In this session, we will explore how Zencity is "disrupting" the community engagement industry for local government, from its social listening platform to ad hoc polls, engagement mechanism and full-on community surveys.

The team will share how several counties are using ZenCity's AI technology tools for performance management of policies and initiatives and how resident feedback and sentiment analysis is improving communications with council and elected officials beyond the loud minority. Finally, we will exhibit how having your hand on your community's pulse can help shape and strengthen the brand of your county and inform your county's strategy for the years to come.

FROM THE EXECUTIVE DIRECTOR

The New Jersey Association of Counties (NJAC) is pleased to announce the inaugural meetings of the Central New Jersey County Commissioners (CNJCCA) and Northern New Jersey County Commissioners (NNJCCA) associations both modeled after the Southern New Jersey County Commissioners Association (SNJCCA), which has long served Atlantic, Burlington, Camden, Cape May, Cumberland, Gloucester, Ocean, and Salem counties.

"For more than two decades, SNJCCA has provided county commissioners, administrators, constitutional officers, and other county professionals with the unique opportunity to network with colleagues, share resources and ideas, and advocate on behalf of county government," *said Monmouth County Administrator and NJAC President Teri O'Connor.*



John G. Donnadio, Esq.

CNJCCA will first meet on March 15th in Somerset County with Hunterdon, Mercer, Middlesex, Monmouth, Somerset, and Union counties. NNJCCA will follow on March 21st in Passaic County with Bergen, Essex, Hudson, Morris, Passaic, Sussex, and Warren counties. Both meetings are free and open to all county commissioners, administrators, constitutional officers, executives and more.

"As has been the case with our friends in the southern counties, we believe that these meetings will become invaluable resources for both county leaders, and NJAC as the Association strives to excel at its mission as an advocate for county government with a unified and proactive voice," *commented O'Connor.*

Perhaps even more important, these meetings and somewhat colorful map with footnotes below, demonstrate once and for all that Central Jersey does in fact exist and is a fantastic place to live, work, eat, and raise a family with awesome beaches, historic downtowns and riverside villages, picture perfect farmlands, world class colleges and universities, thriving businesses, and much more. Please contact us at (609) 394-3467 or visit our website at www.njac.org for additional details.

DEFINITIVE REGIONAL COUNTY MAP OF THE GARDEN STATE *North, Central, & South Jersey*



EVENTS & HOLIDAYS

| SUN | MON | TUES | WED | THURS | FRI | SAT |
|---|---|--|--|---|---|---|
| | | 1 | 2 Atlantic City Boat Show 11 a.m. - 6 p.m. 3/2 - 3/6 Convention Center Atlantic City Atlantic County | 3 It's I Want You To Be Happy Day!  | 4 Stephen Marley 8 p.m. Newton Theatre Newton Sussex County | 5 Beef & Beer 6 p.m. - 10 p.m.  FOP Lodge Pennsville Twp. Salem County |
| 6 Spring Home Show & Sale 3/5 & 3/6 11 a.m. - 4 p.m. XL Sports World Mt. Laurel Burlington County | 7 Bridal Showcase Wedding Expo 3/6 11 a.m. - 4 p.m. The Mansion Voorhees Twp. Camden County | 8 Velocity Irish Dance 7 p.m. - 9 p.m. ACT Grunin Theatre Ocean County College Toms River Ocean County | 9 Concert Band Festival 9 p.m. - 3 p.m. 3/9 - 3/10 Rowan University Glassboro Gloucester County | 10 | 11 | 12 Piano Ballads from Turn of the Century 1 p.m. - 3 p.m. Longstreet Farm FREE Holmdel Monmouth County |
| 13 Sonora Dinamita 12 p.m. - 5 p.m. La Finca NJ Whitehouse Station Hunterdon County | 14 St. Patrick's Day Parade 3/13 2:30 p.m. - 3:30 p.m. Hackettstown. Warren County | 15 | 16 It's Everything is Right Day! | 17  |  12 p.m. - 8 p.m. 3/18 - 3/20 NJ Convention & Expo Center Edison Middlesex County | 19 St. Paddy's Day Plunge & 5K 11 a.m.  Cape May Cape May County |
| 20 Disney on Ice 11 a.m. - 2 p.m. CURE Insurance Arena Trenton Mercer County | 21 CJMEA High School Concert Band Festival 4 p.m. - 10 p.m. 3/24 BRHS Bridgewater Somerset County | 22  vs.  7 p.m. The Prudential Center Newark Essex County | 23 Food & Film Women on Excellence 3 p.m. 3/25 Seniors 55+ Camp Hope West Milford Passaic County | 24 Union County Women on Excellence 6:30 p.m. 3/25 Virtual Event Elizabeth Union County | 25 On Golden Pond 8 p.m. Levoy Theatre Millville Cumberland County | 26 |
| 27 Craft Show 10 a.m. Paramus High School Paramus Bergen County | 28 | 29 Straight No Chaser: Back in the High Life Tour 7:30 p.m. MAYO PAC Morristown Morris County | 30 The Brian Jonestown Massacre 8 p.m. White Eagle Hall Jersey City Hudson County | 31 | | |