

NJAC COUNTY BIZ

An Educational and Informative Newsletter for Counties and Businesses

New Jersey Association of Counties

ISSUE 138 - FEBRUARY 2023

PSE&G Offers Energy Savings For Work And Everyday Life

by PSE&G



PSE&G provides residential and business customers throughout the state of New Jersey with energy efficiency program offerings designed to save energy and money.

Energy efficiency is the use of less energy to perform the same task and is one of the easiest and most cost-effective ways to reduce energy costs, lower greenhouse gas emissions, address climate change and impact economic health (through the creation of clean energy jobs, leading to increased employment). PSE&G's \$1 billion, three-year Clean Energy Future (CEF) Energy Efficiency Program was approved in September 2020 by the New Jersey Board of Public Utilities (NJBPUB), clearing the way for our organization to expand on its commitment to energy efficiency.

Our goal is to help all customers lower their energy efficiency programs and services. Whether you're living in your first studio apartment or running a large manufacturing operation, PSE&G can help you reduce energy use and cut back on costs. In total, we feature 10 programs; five concentrated on our residential customers, and five geared toward commercial and industrial customers. We also developed an Electric Vehicle (EV) Charging Program that is ushering in EV adoption for a wide range of customers through investments in smart charging infrastructure.

Our energy efficiency programs have something for everyone—and for every lifestyle. We invite you to learn more about the options available to both residential and business customers so you can further help your constituents.

1. Residential Energy Efficiency Programs. We offer rebates and discounts on high-efficiency ENERGY STAR® certified equipment and LED lighting, free appliance recycling (by appointment), and a variety of home energy assessments customers can leverage to make their home more energy efficient. Visit pseg.com/HomeEnergy to learn more.

INSIDE THIS EDITION:

- Pg. 1 Energy Savings for Work & Everyday Life
- Pg. 2 NJAC Conference
- Pg. 3 Live Cloud Security Education
- Pg. 4 The Delta Factor
- Pg. 5 Funding Opportunity Announcements
- Pg. 5 Welcome Our New Member
- Pg. 6 Root Out Stealthy Threats
- Pg. 7 Maximizing the Value of Liquidity
- Pg. 8 MRA International Events
- Pg. 9 Modern Public Works Strategy
- Pg. 13 Sustainable New Jersey in Motion
- Pg. 15 NJDCF—Teen Dating Red Flags
- Pg. 16 Nationwide Economics
- Pg. 18 NACo Webinars
- Pg. 19 Help Wanted
- Pg. 20 Message from the NJAC Executive Director
- Pg. 21 Events & Holidays!

NJAC Celebration of County Government

May 3-5, 2023

Caesars, Atlantic City, NJ

continued on page 2

PSE&G Offers Energy Savings For Work And Everyday Life

(continued)

- 2. Commercial & Industrial Energy Efficiency Programs.** PSE&G enables businesses to control energy costs with expert guidance from project start to finish. Whatever the industry, business owners can take advantage of incentives, discounts, and instant rebates on the purchase and installation of energy-efficient equipment, as well as create custom energy management strategies to achieve peak operational performance. Get more details at bizsave.pseg.com or by calling 1-844-300-PSEG (7734).
- 3. EV Charging Program.** Through our efforts to assist in the expansion of New Jersey's EV charging infrastructure, PSE&G is helping drivers plug in, power up, and hit the road. Our EV Charging Program supports the deployment of EV chargers for residential, mixed-use, and public DC fast charging customers. Visit pseg.com/EV to learn more.

Visit pseg.com/HomeEnergy or call 1-855-846-2895 to learn more.



PSE&G

We make things work for you.

2023

NJAC CELEBRATION OF COUNTY GOVERNMENT

*May 3rd through 5th
Caesars Hotel
Atlantic City, New Jersey*

Live Cloud Security Education With AWS, Tanium and Presidio Thought Leaders

by Amanda Spence, Account Manager NY/NJ/PA Mid-Market State and Local Government & K-12 for Amazon Web Services (AWS)

Come join us for a 3 part educational series on how AWS, Tanium and Presidio can partner to provide you secure cloud solutions hearing from Public Sector thought leaders.

Register by emailing Amanda Spence AWS Account Manager for NJ at amspen@amazon.com.

Proposed Event Dates:

AWS - *Thinking Infrastructure and services to elevate your security in the cloud* - March 10 at 11 am.

Tanium – *Why NJ State and Local Government Needs a Whole-of-State Strategy for Mature Cyber Hygiene*- March 17 at 11 am.

Presidio – *Secure Cloud Transformation* - March 24 at 11 am.

Amazon Web Services (AWS) is the world's most comprehensive and broadly adopted cloud platform, offering over 200 fully featured services from data centers globally. Millions of customers—including the fastest-growing startups, largest enterprises, and leading government agencies—are using AWS to lower costs, become more agile, and innovate faster.

Tanium has been named to the Forbes Cloud 100 list for seven consecutive years and ranks on Fortune's list of the Best Large Workplaces in Technology. In fact, more than half of the Fortune 100 and the U.S. armed forces trust Tanium to protect people; defend data; secure systems; and see and control every endpoint, team, and workflow everywhere. Visit www.tanium.com and follow us on [LinkedIn](#) and [Twitter](#) to learn more.

Presidio - Accelerate your journey to the cloud with Presidio. We're not just moving things from Point A to Point B. Cloud Migration is about realizing strategies and outcomes more quickly and efficiently by driving business agility through data center consolidation and Cloud Transformation.

Amanda Spence

Account Manager, Amazon Web Services (AWS)
NY/NJ/PA Mid-Market State and Local Government & K-12
E: amspen@amazon.com | 908.642.0064

Work hard. Have fun. Make history. | [AWS Worldwide Public Sector](#)



The Delta Factor - Active vs. Passive Investing

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



Local public entities come in all shapes and sizes. From small community colleges and water authorities all the way up to towns, villages, county governments, and cities. Budgets can range from several million dollars to more than one billion dollars annually. One thing that they all have in common? Surplus cash, over and above what is needed for current operating expenses, sitting in their bank accounts that can be put to work generating interest income.

Every municipality or public entity has an adopted investment policy that puts safety of principal at the top of the list of priorities, followed soon after by the requirement that they prudently maximize interest earnings on the funds in their care and custody. The gap, or "delta," between passively managing those funds vs. using active liquidity management often averages 1.5% to 2.0%. That additional amount may not sound like a lot, but when you are dealing with tens of millions, or sometimes *hundreds* of millions of dollars, **that delta factor can mean the difference between a tax increase or a tax cut!**

A finance office that uses passive investing basically keeps their funds in two types of accounts: their regular bank account plus a daily money-market account or a daily investment pool. They shift the funds back and forth as needed to meet expenses and earn a somewhat higher rate of interest on the day-to-day balances kept in the money-market account. The downside of passive investing is that it does not take advantage of the significantly higher interest rates that can be found in fixed-term investments such as certificates of deposit and U.S. Treasury bills. Passive investing misses out on the power of tapping into the Future Value (FV) of cash.

On the other hand, active liquidity management uses **future cash-flow forecasting** to predict *how long* those surplus funds will remain on deposit before they will be needed to pay for goods and services. That information is powerful because it can be used to confidently add secure, guaranteed, fixed-term investments to a public entity's portfolio. The result is a much stronger, balanced portfolio of short- and longer-term fixed-rate CDs and T-bills, combined with those existing daily money-market and municipal-pool accounts.

The delta between active cash management vs. passive can be as high as 2.0%. In the case of a medium-sized county with a \$300 million annual budget and an average of \$150 million in cash on deposit, that could mean an **additional \$3 million in operating revenue annually** over and above what they would have earned using passive investing. The delta factor works the same way whether you are managing the finances of a \$30 million public entity or a \$300 million one –and it remains in place regardless of whether interest rates are climbing, flat, or falling.

three+one® is the nation's leader at helping public entities reap the benefits of the delta factor. Check us out at www.threepusone.us and harness the power of **cashVest®** to tap into higher revenues!

William Cherry served for 24 years as a county chief financial officer responsible for managing and investing public funds, and for 20 years as a county budget officer. He can be reached by phone at 585-484-0311, ext. 709 or by email at wec@threepusone.us

cashvest®

by three+one®

Notice Of Funding Opportunity (NOFO) Announcements

by SAMHSA Substance Abuse and Mental Health Services Administration

SAMHSA announced a new funding opportunity for [Grants Addressing Substance Misuse, Substance Use Disorder Treatment on Multiple Fronts](#).

The five grant programs are:

1. [Grants to Expand Substance Use Disorder Treatment Capacity in Adult and Family Treatment Drug Courts \(SAMHSA Treatment Drug Courts\)](#) – \$32.4 million. Application Due Date: Monday, March 06, 2023
2. [Adult Reentry Program](#) – \$13 million. Application Due Date: Monday, March 06, 2023
3. [Medication-Assisted Treatment – Prescription Drug and Opioid Addiction Grant Program \(MAT-PDOA\)](#) – \$18.2 million. Application Due Date: Tuesday, March 07, 2023
4. [Emergency Department Alternatives to Opioids Program \(ED-ALT\)](#) – \$6.8 million. Application Due Date: Monday, March 06, 2023
5. [Sober Truth on Preventing Underage Drinking Act \(STOP Act\) Grants](#) – \$3 million. Modified announcement. Application Due Date: Friday, March 03, 2023

Choose a Funding Opportunity: Search SAMHSA's NOFOs on the [Grants Dashboard](#) or on [Grants.gov](#).



WELCOME TO OUR NEW MEMBER



Indivior Inc. is a global pharmaceutical company working to help change patients' lives by pioneering life-transforming treatment for substance use disorders and other serious mental illnesses.

We are driving forward our understanding of addiction and other serious mental health illnesses to create new science that will help pave the way for an even deeper understanding of patient needs and treatment innovation.

We engage at all levels across the addiction treatment spectrum, interacting with governments, key opinion leaders, physicians, payers, patients, and patient advocacy groups to raise awareness and educate about addiction as a chronic, relapsing disease.

For additional information regarding Indivior Inc. please contact Leo McGuire at leo.mcguire@indivior.com.

Root Out Stealthy Threats With Managed Detection and Response

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

Following a record year for cybercrime, nearly three-quarters of senior IT decision-makers say they are not sure their organizations can fend off increasingly sophisticated cyber threats. Many are turning to managed detection and response (MDR) services to boost their defenses.

MDR is an outsourced security service that gives organizations access to a provider's team of dedicated security analysts and engineers. With the tools, training and manpower that few organizations have in-house, MDR providers help customers rapidly detect, analyze and mitigate even the stealthiest threats.

Faster detection is key to limiting damage. According to a Ponemon Institute study, it takes the average company 206 days to detect a threat and another 73 days to contain it. That means attackers have the better part of a year to rummage around a victim's systems performing reconnaissance, manipulating data and stealing credentials. However, the study further finds that companies can dramatically limit damage and save roughly \$1 million in remediation costs if they can contain a threat within 30 days.

Rapid Containment is Key

That's a stretch for most organizations, though. In a recent Arctic Wolf survey of more than 1,400 senior IT decision-makers and business executives in the U.S., U.K. and Canada, 74 percent said their in-house security teams lack the ability and expertise to fend off ransomware attacks and other sophisticated threats.

More tools aren't the answer. Organizations commonly have up to 100 different security tools, but most of those are underutilized. In a separate Arctic Wolf survey of cybersecurity pros, 30 percent admitted they don't know how to use all their organization's tools effectively.

What's more, all those tools create an enormous volume of security alerts — IDC analysts say enterprise systems can generate more than 10,000 alerts per month, with more than half of them false alarms. Individually evaluating all those alerts can overwhelm security teams and lead to alert fatigue.

How MDR Can Help

Leading MDR providers such as Arctic Wolf take the pressure off in-house IT teams with automated detection and response capabilities. The Arctic Wolf system collects, aggregates and analyzes log data from throughout the existing technology stack to identify threats — without requiring the involvement of in-house IT staff. Over time, machine learning algorithms help build the threat intelligence necessary to actively hunt for and disrupt threats.

The cloud-native platform aggregates security telemetry from all network and cloud environments, endpoint devices and multiple threat intelligence communities. It forwards this data to Arctic Wolf's Concierge Security Team for analysis based on threat's unique tactics, techniques and procedures.

With the ability to reduce the duration of an attack from months to minutes, Arctic Wolf's MDR solution delivers immediate value. Contact us to learn more about using this solution to improve your cybersecurity capabilities.



J.P.Morgan Government Banking Team



You Are Invited

Zoom Webinar: Maximizing the Value of Liquidity in Today's Economic Environment

With today's economic environment we often have more questions about what to do with revenues than a clear plan. It can be difficult to understand the choices given regulatory constraints and what peers are doing to achieve the best value while maintaining prudent fiscal practices. This webinar will help reveal the "playing field" and answer some questions you may have been thinking about. We look to achieve:

1. Economic overview from J.P. Morgan Commercial Bank Chief Economic Officer Jim Glassman
2. How to maximize the value of your operating funds
3. What options exist outside of core banking products and within your investment policy

*Webinar is eligible for 1 CPE, QPA, or CEU credit

Thursday, March 2nd, 2023 - 10:00 - 11:00 a.m.

Zoom Details

Webinar ID: 915 9764 9000

Link to join Webinar: <https://jpmchase.zoom.us/j/91597649000>

RSVP TODAY

Speakers

Jim Glassman, Chief Economic Officer

Cory Richmond, Executive Director, Liquidity Solutions Specialist

Jordan Mayer, Managing Director, Financial Advisor

Andrew Girard, Vice President, Investment Associate

Event Host

Bailey Mallon, Vice President – NJ Government Banker

Event Contact

Bailey Mallon, Vice President – NJ Government Banker

(973) 580-3144

bailey.mallon@jpmorgan.com

J.P.Morgan

Save The Dates And Come Join Us!

February 9th, Power of HP, at Sheraton Eatontown Hotel, Eatontown, NJ

Time: 8:00 am – 3:00 pm

Join MRA International and HP for an invaluable one-day seminar focused on innovative solutions for the public sector that will feature HP's vision for the future of technology. Each year, MRA and partners come together to enlighten attendees on how they can leverage the latest technology solutions, not to keep up with change- but to drive it.

Visit our website: www.mrainternational.com/events to register

February 13th – 14th, Pete & C at the Kalahari Resorts & Conventions, Pocono Manor, PA

Come visit us at booth #510 to learn about the latest technology products we can offer to the vast audience of teachers, administrators, technology directors, school board members, and more!

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.

For more information, please contact the MRA Sales Team:

Email: sales@mrainternational.com

Phone: (732) 222-0997



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.](#)

Modern Public Works Strategy For Local Governments 2023

by Lindsey Bineau, GovPilot



Most residents don't consider what it takes to ensure that their local infrastructure is safe and functional. But a lot goes on behind the scenes of a department of public works. DPW is critical to constructing, maintaining, repairing, and improving local roads, bridges, and other critical government assets.

Public works departments also play an integral role in coordinating emergency responses and extreme weather events. Many employees must remain on-call to respond to critical needs, like repairing traffic lights that have gone out in the middle of the night or clearing snow from roads during a storm. But when

public works departments rely on antiquated workflows for scheduling, recording, and filing paperwork, projects can take longer than anticipated and leave infrastructure inoperable or not functioning at max capacity.

Streamlining these internal processes with government software makes employees' lives easier. In this post, we'll discuss the many projects and programs you must manage as part of your department of public works strategy. Then, we'll share details about how to modernize your department and improve workflows with public works technology.

What Does the Local Public Works Department Do?

Departments of public works maintain a community's infrastructure assets, including roads and buildings. Many DPWs have divisions within them to account for the diverse projects that advance a public works strategy. Common public works management responsibilities include:

Fleet maintenance: keeping a local government's fleet (including cars, fire trucks, and police vehicles) operable.

Stormwater management: directing stormwater from streets and to waterways in an environmentally-responsible manner.

Engineering: conducting feasibility studies about where buildings and roads can go and how big they can be.

Building maintenance: ensuring municipal buildings are upkept, including routine maintenance and [building system inspections](#).

Streets and traffic: maintaining street lights and signs, upkeeping streets through resurfacing, and keeping roads clean of debris through street sweeping.

Solid waste: conducting a curbside pickup of a community's waste (for example, trash, recycling, or compost).

In larger municipalities, these divisions might actually be departments all on their own. In smaller communities, however, these activities are often managed by just the public works department. Similarly, a county public works department might differ from a municipal public works department when it comes to the services it provides.

How Your Public Works Department Can Improve Its Processes with Technology

Given the many moving parts that make up a department of public works strategy, it can be challenging to manage projects, ensure critical needs are met, and communicate across divisions. Below we discuss the numerous ways [government technology](#) can improve processes within your department to overcome these challenges and move your public works department strategy forward.

continued on page 10

Modern Public Works Strategy For Local Governments 2023

(continued)

Automation of scheduling

Scheduling automation makes it easy for supervisors to create schedules that suit the needs of both employees and the organization. Scheduling software is particularly beneficial in a public works department, given that many roles, like traffic technicians, may need to be on-call or work overtime. Software makes it easier to ensure all shifts are filled and employees aren't overworked.

Digital work orders

Many public works employees rely on work orders to frame their to-do lists for the day. Digital work orders make it straightforward for staff to communicate these work needs with one another. Additionally, staff in other departments can submit a request for work (such as facility maintenance needs) to public works personnel, who prioritize this work alongside other critical needs.

Timestamps

You can also use technology to track timestamps, such as when a work order is first assigned and when it's fulfilled. As a result, you can better encourage accountability across your department by seeing who accomplishes what tasks and when. This tool is particularly helpful regarding data tracking and performance management, which we'll discuss in more detail shortly.

Wondering [How to Hold Government Workers Accountable?](#) Here's further considerations.

Mobile field devices

The vast majority of work in a public works department occurs in the field. A [mobile field device](#) makes it much easier to input information while DPW employees are away from their desks. In this way, a mobile field device eradicates duplicate data entry. Additionally, software like [GovInspect](#) pairs with mobile technology and enables employees to access critical data, like property information, while in the field.

Digital record storage

Public works departments store a lot of data, from resident records (such as who's signed up for curbside trash pickup) to when the last time a road was resurfaced or how old a building's roof is. Cloud-based [government data storage](#) keeps all information in one central location and makes it easier to find information efficiently, rather than sorting through physical file folders or relying on the memories of long-time employees.

Learn more about the [Benefits of Paperless Governance](#).

Set recurring tasks

[Public works software](#) also makes it easier to set and assign recurring work, so you never forget to complete critical tasks, such as those involved in asset maintenance. For example, you might set recurring tasks to ensure every vehicle in your fleet gets a timely oil change or that all HVAC systems are maintained regularly.

Read more about [Local Government Fleet Management Tips](#).

Digital communications

You can also use technology to streamline communications across [all government departments](#), between divisions, and among supervisors and employees.

[Digital government communication](#) tools make it easier for supervisors to maintain connections with staff in the field. This is particularly true for supervisors who must manage employees in multiple locations (for example, a street crew resurfacing a road across town from another team).

Real-time data collection

Another key benefit of public works software is that it can automate real-time data collection. This means busy public works employees don't need to add another to-do item to their list because data is collected automatically in real time and stored in the [government cloud](#).

continued on page 11

Modern Public Works Strategy For Local Governments 2023

(continued)

GIS maps

Employees can use [GIS maps](#) to pinpoint locations of infrastructure that need maintenance, repair, inspections, or other attention across your community. This makes it easy for staff to know precisely where to complete work.

You can also use GIS maps to help citizens, business owners, and executive leadership understand where infrastructure projects are taking place in the community. This is a great way to [strengthen relationships with local government business partners](#) and residents.

Financial data tracking

Given the complexity and scope of public works projects, your department likely has a large budget that includes numerous capital items. DPW software makes it easier to manage your budget, including tracking purchase orders, placeholding carryover funds, prioritizing budget requests, and separating operating versus capital needs.

Complaint management software

Last but not least, you can use technology to make it easier for citizens to report issues that affect the public works department. [Complaint management software](#) makes it easy for citizens to report on infrastructure issues, such as potholes, downed street signs, and failed power lights, so public works employees can quickly take action to remedy them.

[How Does Complaint Management Software Encourage Citizen Engagement?](#) Here's what to know.

How to Use Public Works Software to Make Data-Driven Decisions

Public works software is a vital component of an effective [government performance management strategy](#). Performance management involves tracking measures, then using that data to determine how to improve programs and projects.

Software streamlines your department of public works strategy by making it easier to track these [government key performance indicators](#) since you have a centralized place to collect data for analysis. For example, a management analyst might look at employee time stamps to determine how long it takes to complete certain tasks. Using this information, employees can then make data-driven decisions to improve the efficiency and effectiveness of services.

Improve Your Public Work Department's Organizational Culture

In addition to using technology to make data-driven decisions and inform [government strategic planning efforts](#) in your public works department, you can use GovTech to promote leadership best practices and improve recruitment and retention.

Leadership best practices

A key aspect of outstanding leadership is fostering a culture of trust and employee autonomy. Because technology promotes open communication channels between supervisors and employees, it facilitates trust without the need for micromanagement. Additionally, technology improves communication between divisions, making it easier to think long-term and holistically about department-wide needs. Public works software also makes it easier to maintain appropriate staffing levels without causing employee burnout.

continued on page 12

Modern Public Works Strategy For Local Governments 2023

(continued)

Recruitment and retention

Recruiting and retaining government employees is another [modern local government challenge](#). Public sector organizations can overcome this challenge as part of their municipal public works strategy by providing clear paths toward promotions and advancement. DPW software helps make this possible by efficiently assigning work-related tasks that help employees learn new skills.

By providing employees with opportunities for growth and advancement, you encourage longevity within the organization. Talented employees know they're valued, and management knows who they can turn to take on leadership roles within the organization.

Use GovPilot to Modernize Your Public Works Department

Public works software [promotes local government innovation](#), modernizes your department, and makes it easier to serve your community and employees. GovPilot's [public works software](#) provides departments with the benefits we discussed above, so you can actualize your local public works strategy and effectively serve your community.

If you're excited to learn more about how GovPilot can help your department, don't hesitate to [book a consultation today](#).

DPW Software FAQs

What is Public Works Software?

Public works software (often known as DPW software) is government technology meant to automate tedious tasks and modernize department of public works workflows.

Key components of DPW software include:

Digital record storage of all DPW documents, including property records, asset management reports, etc.

Automated scheduling of inspections, maintenance, and other recurring public works tasks

Streamlined digital communications between DPW officials and other government departments

[Government data analytics reporting](#) that highlights where public works budgets are being allocated, timelines for projects to get completed, and other key metrics.

How Can Public Works Departments Manage Asset Maintenance?

The DPW is in charge of maintaining public assets like roads, bridges, [water utilities infrastructure](#), etc.

Modern [government software](#) expedites this process by automating scheduling of maintenance and inspections and storing related paperwork in an easily accessible digital format.



Save the Dates!

NJAC Virtual Workshop, February 22, 2023
 NJAC Virtual Workshop, April 19, 2023
 NJAC Celebration of County Government, May 3-5, 2023
 NJAC Virtual Workshop, July 12, 2023
 NJAC Virtual Workshop, September 13, 2023
 NJAC Virtual Workshop, November 1, 2023
 NJAC Year-End Summit, December 15, 2023

Sustainable New Jersey in Motion

by Gary Smalley, Municipal Services Manager for Republic Services

As a Municipal Services Manager for Republic Services for the past 13 years of my 47 years in the Recycling and Solid Waste Industry, I am proud and honored to be affiliated with the 2023 NJ Sustainability in Motion Conference that will be at Caesars Hotel and Casino on March 8th – 10th.

Being on the Board for the Association of NJ Recyclers we have come together with NJ Clean Communities to develop this 1-of-a-kind Conference that is 100% dedicated to Sustainable practices, initiatives, recycling, litter abatement, food waste, materials management, environmental concerns and much more!

Vendors and Municipal employees from the tri-state area are encouraged to attend and network with the diverse audience of clean communities, recycling and sustainability coordinators, government representatives, elected officials, business and industry, consultants, and non-profits from around the state.

Keynote speakers include Senator Bob Smith and NJDEP Deputy Commissioner Sean Moriarty. Multiple Sessions: Sustainable Business Practices – Navigating Local Contracts and Procurement - Legislative Updates – Innovative Waste Solution and Reductions – Food Management – Recycling Market Development – Stormwater Compliance – How to use your Clean Communities Dollars.

Almost 50+ Exhibitors will share their Sustainability knowledge along with hundreds of attendees. Total of 11.5 CRP and CCC credits available with pending credits for Government, Finance and Procurement.

We encourage all to attend and participate. Share ideas, experience, and knowledge. See you March 8th!





Register at:
njsustainabilityconference.com

**CAESARS
ATLANTIC
CITY**

**March 8-10,
2023**

The "2023 NJ Sustainability in Motion Conference" will offer the premier opportunity to network, earn needed CEU's and meet with vendors.

Hosted by The NJ Clean Communities Council and Association of NJ Recyclers

MARK YOUR CALENDARS!!!

[Click Here to Register](#)

SESSIONS OFFERED WILL ADDRESS THE MOST PERTINENT ISSUES AFFECTING RECYCLING, LITTER ABATEMENT AND SUSTAINABLE MATERIALS MANAGEMENT IN NJ TODAY, INCLUDING:

- ▶ Legislative Update
 - ▶ *Single Use Plastics*
 - ▶ *Extended Producer Responsibility*
 - ▶ *Recycled Content*
- ▶ Sustainable Business Practices
- ▶ Effective Education and Outreach Strategies
- ▶ Maximizing Recycling and Clean Communities Grant Dollars
- ▶ Stormwater Management Regulatory & Compliance Update
- ▶ Market Development
- ▶ Sustainable Government Procurement Practices
- ▶ Innovative Waste Reduction Strategies
- ▶ Sustainable Food Management
- ▶ Vendor Forum

AND MUCH, MUCH MORE!

Each session will offer certification credits for CRP and NJCCC

REGISTRATION FEE: \$245

NJCCC and Recycling Grant Funds Allowed

Contact Us: info@njsustainabilityconference.com

HOSTED BY:



Scan here to visit our website

[Click Here to Become a Sponsor](#)

In New Jersey, February is “Teen Dating Violence Prevention And Awareness Month”. Please see the red flag indicators and the resources that are listed below.



TEEN DATING RED FLAGS



RED FLAG: CONSTANT BELITTILING OR PUTTING DOWN.



RED FLAG: CONTROLS PARTNER’S BEHAVIOR & TIME SPENT WITH OTHERS.



RED FLAG: BLAMES PARTNER, NO MATTER THE SITUATION.



RED FLAG: IGNORES OR USES SILENT TREATMENT.

WHERE TO GO FOR HELP:

NJ DOMESTIC VIOLENCE HOTLINE

1 (800) 572 - SAFE (7233)
24 HOURS A DAY
7 DAYS A WEEK

988 SUICIDE & CRISIS LIFELINE

TEXT OR CALL “988”
24 HOURS A DAY
7 DAYS A WEEK

2ND FLOOR YOUTH HELPLINE

1 (888) 222-2228
24 HOURS A DAY
7 DAYS A WEEK

Nationwide Economics

Weekly Economic Review & Outlook for January 23, 2023

by Ashleigh Leonard, Economist Specialist of Nationwide Mutual Insurance Company and
Daniel Vielhaber, Economist of Nationwide Mutual Insurance Company

Consumer activity slows to close 2022

The large declines in retail sales in December and November signals that consumer spending lost a lot of steam despite some cooling in inflation as we ended 2022. We see further downside in 2023 as we expect the labor market will start to weaken significantly, which will depress personal income growth. On the housing front, existing home sales fell for an eleventh straight month as prospective homebuyers continue to contend with low inventory and high mortgage rates.

Little momentum for the consumer heading into the new year

Consumers continued to pull back on spending as retail sales dropped 1.1 percent in December—a second straight decline of at least one percent. This slowdown suggests a weaker trend for spending heading into 2023. The still elevated inflationary pressures, high borrowing costs, and the reduction of excess pandemic-related savings are restraining consumer purchases.

The decline in sales was more broad-based than in November. The retail sales control group (total sales less autos, gasoline, and building materials) was down 0.7 percent in December. Even when adjusting for declining goods prices, this measure was down 0.4 percent—lower than the 0.3 percent growth seen in November. Discretionary spending continues to take the brunt of household spending cuts, a response to rising prices for many essential items.

The pullback in spending could be a sign that consumers are tightening their belts and aligning their behaviors with higher recession expectations from consumer surveys. Still, the current strong labor market should limit the fall in consumer outlays in the near term. Should employment gains moderate significantly or start to decline, consumer spending should retrench much more sharply, helping to precipitate an expected moderate recession starting by mid-year.

Home sales drop for eleventh consecutive month

Existing home sales fell in December to a seasonally adjusted annual rate of 4.02 million units, the slowest pace since 2010. For the full year, there were 5.03 million existing home sales in 2022, the lowest since 2012 and well down from 2021's lofty total of 6.12 million sales. The median sales price for an existing home continued to retreat, falling to \$366,900, down from the recent peak of \$413,800 in June.

More recently, mortgage rates have declined, falling to 6.15 percent in mid January. There remains a large gap between 30-year mortgage rates and the 10-year Treasury yield, suggesting there could be more room for mortgage rates to drop. Still, while home sales could bottom out soon, it's unlikely that lower rates most homeowners have on their current mortgages, limiting the amount of newly listed homes. Consequently, the low supply of homes for sale (and poor affordability) should continue to limit sales activity.

GDP growth should end 2022 strong

The U.S. economy should expand 3.2 percent (annualized) in Q4, following the same growth rate in Q3. An expected 3.0 percent (annualized) increase in real consumer spending should be the main driver of real GDP, contributing about 2.1 points to total growth. However, as the recent retail sales data confirm, the strength in consumer spending momentum as we exited 2022 cooled sharply. The sector providing the next largest boost to GDP is likely inventories, which does not represent a healthy mix since the rise in inventories is unwanted. As companies across the retail and wholesale sectors attempt to work down their inventories, it will weigh on new orders and production in early 2023. The main drag on activity in Q4 should be from residential investment as it contracts for the seventh straight quarter due to high mortgage rates and still elevated prices.

continued on page 17

Economics *(continued)*

Core durable goods should show business investment is slowing

Durable goods likely rebounded 1.5 percent in December following a 2.1 percent decline in November. A recovery in aircraft orders should lead the way following a 30 percent plunge in November. The core readings for orders and shipments-nondefense capital goods excluding aircraft-likely declined modestly, indicating that businesses pulled back on their investment reins at the end of last year due to concerns about weakening aggregate demand and a looming recession.

Consumer spending falls in December while income rises modestly

Consumer spending in nominal and real terms should each contract 0.2 percent in December as consumers' wallets are pinched by still high inflation, elevated borrowing rates, and the drawdown in pandemic-related savings. The weak December retail sales indicate that goods consumption continues to decline, leaving the services sector as the main engine of strength. The December employment data point to a modest 0.2 percent increase in private wages and salaries and overall personal income as average hourly earnings posted just a 0.3 percent rise and the average workweek declined. The saving rate should rise modestly from the very low 2.3 percent rate posted in November. The PCE price index likely was unchanged on the month, allowing the year-on-year rate to decelerate to 5.0 percent from 5.5 percent in November. The core PCE price index should rise 0.3 percent, slowing the year-on-year pace to 4.4 percent from 4.7 percent in November.

For further information please contact Michelle Murphy, MBA, AIF, Executive Relationship Manager at Michelle.Murphy@Nationwide.com, or Bina Kumar, Managing Director - East Region, at kumarb1@nationwide.com



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

NACo Webinars

Reducing Jail Populations: Revisiting Technical Violations of Community Supervision to Decrease Jail Admissions and Length of Stay

February 2, 2023 2:00 p.m. - 3:00 p.m. Eastern Time

REGISTRATION

Reducing the number of people in jail for technical violations can help decrease jail populations and improve outcomes and compliance with supervision conditions. Counties can reduce this kind of incarceration by reducing case processing times and implementing specialized caseloads.

In October 2022, NACo released its [County Guide to Reducing Jail Populations and Costs](#), a web-based toolkit with key policies, practices and county examples for addressing local drivers of jail populations. Join NACo for a [five-part virtual learning series](#) that outlines key policies to address these drivers and features communities implementing impactful solutions that promote racial equity and reduce jail populations. [Learn more and register.](#)

Local Strategies for Reaching Families and Young Children Experiencing Homelessness

February 8, 2023 - 1:00 p.m. - 2:00 p.m. Eastern Time

REGISTRATION

Experiencing homelessness in early childhood can have long-term impacts on health, education and well-being for both children and parents. Homelessness among young children is often hidden, making it harder to collect accurate data and ensure that these children are connected to the services and resources they need. Join NACoRF and [SchoolHouse Connection](#) to learn more about the prevalence of homelessness among infants and toddlers and how counties can reduce barriers and increase families' connections to health and early learning programs

Executive Perspectives on Preparing for an ERP Replacement Project

February 22, 2023 - 3:00 p.m. - 4:00 p.m. Eastern Time

REGISTRATION

Replacing your finance and human capital management systems can be stressful for public sector organizations. Starting with the decision to replace your system, going through a public procurement process, and then actually undertaking an implementation project; finance, HR, and IT leaders are faced with a variety of challenges and difficult decisions. Join NACo and Guidehouse to hear experienced practitioners from IT, HR, and finance executives share their perspectives on preparing for and managing an ERP replacement in order to deliver a successful project for your organization.

If you have any questions, please contact Victoria Irobereachi @ Virobereachi@naco.org





Deputy Chief Financial Officer - County of Monmouth

The County of Monmouth is seeking an experienced financial professional to serve as the County's Deputy Chief Financial Officer. Under direction of the County Administrator, and reporting to the Chief Financial Officer, the Deputy Chief Financial Officer is responsible for assisting the Chief Financial Officer with all financial activities and operations performed by Monmouth County Government. Specific duties may include, but are not limited to, accounting and maintenance of the general ledger, annual budget preparation, audit coordination and compliance, bank reconciliations, capital budgeting, cash management, debt management, financial reporting, fixed asset inventory, grant accounting, insurance, internal control systems, issuance of bonds and notes, investment and disbursement of funds, monitoring expenditures and revenues, payroll administration, and state pension and benefits processing. Bachelor's degree in accounting, business administration, or finance. Three to five years of government accounting and financial management experience in county, municipal or state government. Certified Municipal Finance Officer (CMFO) Certificate issued by the State of New Jersey Division of Local Government Services or ability to obtain Certificate in accordance with all state requirements preferred but not required. Certified Public Accountant (CPA) license or Registered Municipal Accountant (RMA) designation a plus. Must possess strong communication, interpersonal, organizational, and technology-related skills and have experience with Edmunds GovTech Financial Software. Salary range is competitive depending on experience and qualifications.

Please send a confidential cover letter and resume electronically to the Monmouth County Office of the County Administrator at Geri.Elias@co.monmouth.nj.us no later than 4:00 pm on Friday, February 17, 2023.

The County of Monmouth is an Equal Opportunity Employer.

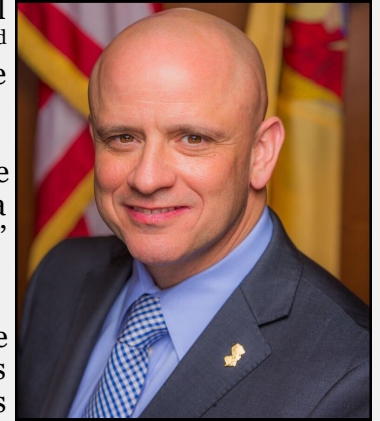


FROM THE EXECUTIVE DIRECTOR

The New Jersey Association of Counties (NJAC) is pleased to announce that it will swear-in Camden County Commissioner Jonathan L. Young as the Association's 82nd President at 11:00 a.m. on January 27, 2023 in the Senate Chambers of the State House in Trenton.

"I look forward to leading this outstanding organization in 2023 as we continue advocating for county governments across the State with a unified, proactive, and solution driven approach to solving critical issues," said Camden County Commissioner Jonathan L. Young.

The Association will also swear-in its board of directors, and slate of executive officers that include Hunterdon County Commissioner Shaun C. Van Doren as 1st Vice President, Somerset County Commissioner Shanel Y. Robinson as 2nd Vice President, Warren County Commissioner James R. Kern III as Secretary/Treasurer, and Monmouth County Administrator Teri O'Connor as Immediate Past President. Following the reorganization meeting, guests are welcome to join NJAC for a luncheon celebration at the historic Masonic Temple.



John G. Donnadio, Esq.

"As county governments are playing a vital and growing role in protecting the public health, safety, and welfare of residents across the Garden State, I commend NJAC's executive officers and board of directors for their leadership, vision, and commitment as dedicated public servants," stated Young.

NJAC is committed to advocating for legislation, regulations, and policy directives that empower county governments to operate more efficiently and effectively. As a non-partisan organization that represents the only true regional form of government in the State with a proactive and unified voice, NJAC is dedicated to enhancing the level of service provided and saving valuable taxpayer dollars. Please visit our website at www.njac.org for more details about our growing organization.

EVENTS & HOLIDAYS

SUN	MON	TUES	WED	THURS	FRI	SAT
			<p>1</p> <p>Books & Brews Club 6:30 pm - 7:30 pm Register here Cumberland County Library Bridgeton Cumberland County</p>	<p>2</p>	<p>3</p> <p>Impractical Jokers 8 pm Register here Freedom Mortgage Pavilion Camden Camden County</p>	<p>4</p> <p>Chili Open Golf Classic Register here County Fairgrounds Augusta Sussex County</p>
<p>5</p> 	<p>6</p>	<p>7</p>	<p>8</p> <p>Musically Timed: Continental Clock Makers & Their Markets 11 am - 5 pm Morris Museum Morristown Morris County</p>	<p>9</p> <p>Mandy Patinkin in Concert 8 pm 2/18 Union PAC Rahway Union County</p>	<p>10</p> <p>Brewsology Beer Festival 7 pm - 11 pm 2/11 Liberty Science Center Jersey City Hudson County</p>	<p>11</p> <p>Maple Sugaring 1 pm - 2:30 pm Register here Echo Hill Park Flemington Hunterdon County</p>
	<p>13</p> <p>Cowtown Farmers Market 2/17 8 am - 4 pm Pilesgrove Salem County</p>		<p>15</p> <p>Flutronix & Third Coast Percussion 8 pm Pfleeger Concert Hall Rowan University Glassboro Gloucester County</p>	<p>16</p> <p>George Washington Symposium 2/19 10 am - 3 pm Register here Dey Mansion Wayne Passaic County</p>	<p>17</p> 	<p>18</p> <p>Cape May MAC 10 am - 4 pm 2/18 & 2/19 Convention Hall Cape May Cape May County</p>
 <p>20</p> <p>1 pm & 4 pm Tickets here bergenPAC Englewood Bergen County</p>	<p>20</p> <p>Presidents' Day</p>	<p>21</p> <p>The Harlem Globetrotters 2023 World Tour 2/20 1 pm Tickets here Jim Whalen Boardwalk Hall Atlantic City Atlantic County</p>	<p>22</p> <p>ConSoul 2/25 1 pm - 2 pm Tickets here The Jay & Linda Grunin Ctr. For the Arts Toms River Ocean County</p>	<p>23</p> <p>Owl Prowl 4:30 pm - 6 pm Register here FREE County Fairgrounds Columbus Burlington County</p>	<p>24</p> <p>Raisin 2/25 2 pm Tickets here Axelrod PAC Deal Monmouth County</p>	<p>25</p>  <p>7 pm Tickets here Prudential Center Newark Essex County</p>
<p>26</p> <p>Light Opera of NJ Don Giovanni 2:30pm Tickets here Sieminski Theatre Cult. Art Center Basking Ridge Somerset County</p>	<p>27</p> <p>Sara Evans 7pm 2/26 Tickets here The Newton Theatre Newton Warren County</p>	<p>28</p>				