

# NJAC COUNTY BIZ

An Educational and Informative Newsletter for Counties and Businesses

New Jersey Association of Counties

ISSUE 154 - SEPTEMBER 2024

## New Jersey Counties See Healthcare Savings By Using The Difference Card Solution Within The SHBP - *Difference Card Health Reimbursement Accounts lower payroll deduction and improve benefits while staying within the New Jersey State Health Benefits Plan.*

by Chris Calderone, CRO, The Difference Card

If you're in the State Health Benefit Plan for New Jersey, then you've felt the pain of exorbitant health care costs increases over the past few years. You've paid almost 30% more for the same exact health insurance plan that you had in 2022.

There must be a better way to control healthcare costs. Meet [The Difference Card](#), a game-changing Health Reimbursement Account currently being used by counties and municipalities throughout New Jersey.

So, who's had success with The Difference Card to help control healthcare costs?

Let's look into a success story below:

- After The Difference Card received approval in 2023 to offer the HRA within the SHBP, Hunterdon County was one the first New Jersey Counties to implement The Difference Card. They saved \$3 million, reduced health insurance premiums by 24 percent, and maintained equal to or better than benefits for members.

### How does The Difference Card work?

The Difference Card provides better benefits at a better price. The program offers lower payroll deductions, improved benefits, and a credit card to pay providers so copays and deductibles do not come out of pocket.

Members receive a Mastercard in the mail that they can swipe wherever Mastercard is accepted and is tied to the employer's account. The card can be used for copays at doctor's offices, pharmacies, and hospitals.

Not just a card, members can search for providers and compare quality of care, shop for cheaper prescriptions and make better healthcare decisions. Reimbursements are issued quickly back to members, typically in under two business days.

### What health insurance carrier works with The Difference Card?

Members in the SHBP still utilize Horizon or Aetna as their health insurance carrier. When the member is asked for a higher out of pocket cost, they can swipe their Difference Card Mastercard, funded by their employer, to bridge the gap.

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## New Jersey Counties See Healthcare Savings By Using The Difference Card Solution Within The SHBP *(continued)*

Employers see savings by purchasing a plan with Horizon or Aetna with higher out of pocket costs, but a lower premium price point. This results in a premium savings on their monthly health insurance bill. The municipality or county then utilizes The Difference Card to cover the cost of any increased copays or deductibles.

The employer is then able to pass savings along to employees in terms of lower premiums or even salary increases, in some cases. The employee will then pay less for their health insurance with Chapter 78 contributions (24% less from the Direct 10 for example) so essentially, it's a win-win for all parties.

To see if The Difference Card could work for your County [request an RFP here](#).

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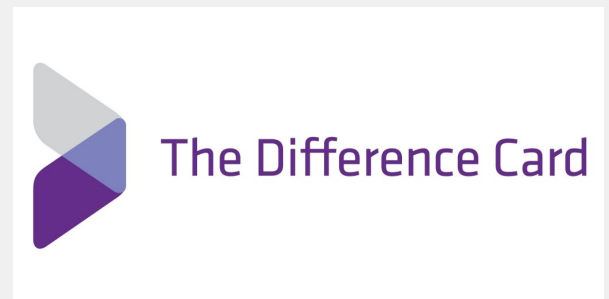
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## *NJAC Save the Dates!*

**NJAC Virtual Workshop - Survivor Inclusion in Combatting Human Trafficking in New Jersey Counties**

**10:00 a.m.—11:00 a.m.**

**September 18, 2024**

**Register [Here](#)**

**Year End Summit  
(more details to follow)**

**December 13, 2024**

**Trenton Country Club**

**NJAC Celebration of County Government**

**May 7-9, 2025**

# New Jersey's 21 Vibrant Counties Combine to Create The Medicine Chest Of The World

by Chrissy Buteas, President and Chief Executive Officer, Healthcare Institute of New Jersey (HINJ)

In grammar school, many of us memorized the alphabetical list of New Jersey's 21 counties. We might still remember reciting, "Atlantic, Bergen, Burlington..." without truly understanding the unique flavors and distinct personalities of each county. Now, as adults, most New Jerseyans can better appreciate the serene beauty of Salem County's farmland, the tony bustle of Bergen County's close-knit neighborhoods, Cape May's nostalgic summer beach vibes, and Sussex County's rural charm.

One of the many things that unites the diverse character of these counties is that they are all touched by, contribute to, and benefit from New Jersey's largest industry: our robust and thriving life sciences companies, along with the comprehensive and intertwined supporting ecosystem that has developed across our state. This ecosystem has become critical not only to our economy but also to patients' lives around the world.

New Jersey's life sciences – comprising our biotechnology, pharmaceutical, medical device, and diagnostic sectors – have been driving our state's, our counties', and our local municipalities' economies and workforces for nearly 150 years. From the large research and development laboratories in Somerset, Mercer, Middlesex, and other counties, to the manufacturing facilities in Burlington, Monmouth, and Morris Counties that employ tens of thousands of New Jersey scientists, organized labor workers, engineers, and highly trained vocational technology professionals; from the research universities in Essex, Gloucester, and Hudson Counties partnering with life sciences companies on new, innovative approaches to medicine, to the clinical trial sites and teaching hospitals in Bergen, Camden, and Union Counties; from the glassmakers and vendor companies throughout Cumberland, Passaic, and Ocean Counties, to the many other contributions from sectors across the state – the life sciences touch every literal and figurative corner of New Jersey.

Direct jobs, vendor companies, our internationally renowned K-12 education system, our labor unions, our top-ranked hospitals, and our higher education community – every part of every one of New Jersey's 21 counties contributes to and is tied to our globally leading effort to develop cutting-edge medical treatments, eradicate disease, and improve the duration and quality of life for people around the world.

The leadership in county government and the New Jersey Association of Counties has long recognized how New Jersey's life sciences are interwoven into the fabric of our local communities and has often partnered with the medical innovation sector to ensure our state continues to play that leading role – from local county chambers of commerce to our county colleges and vocational-technical schools. While often unnoticed, this leadership preserves our ability to remain a global hub for the innovation necessary to find new treatments, diagnostics, technologies, and cures for patients around the world. Your continued partnership is essential to keeping New Jersey home to our life sciences industry as it develops life-saving treatments for the next century and beyond.

To learn more about HINJ please visit [here](#).



## WELCOME TO OUR NEW MEMBER



**NJ START** the easy-to-use eProcurement system the puts the power to do business with the State of New Jersey in your hands by automating the procurement process.

For additional information and to learn more about **NJ START** please contact Bill Hnatiuk vial email at [bill.hnatiuk@mdfcommerce.com](mailto:bill.hnatiuk@mdfcommerce.com).

## NJ County Administration Basic Certificate Program

### Rutgers Online Program

**\$670.00 Course ID: CT-7301-FA24-1**

**October 11, 2024 & October 18, 2024**

**9:00 a.m.—4:00 p.m.**



Rutgers University Center for Government Services, in cooperation with the New Jersey Association of Counties, is pleased to present a certificate program on county administration designed to enhance the operational and functional knowledge of county administrators and professional staff.

This two-day Basic Certificate Program covers essential components in the administration of county government. Sessions on management challenges, public procurement, county fiscal affairs and ethics provide an overview of these important day-to-day issues and operations.

Instructed by experienced professionals in their respective fields, the sessions bring real-life applications and insight to the implementation of daily operations and challenges.

This program has been specifically designed to address the needs and interest of administrators, managers, and administrative staff working in county government.

The Division of Local Government Services, DCA has approved continuing education credits for CMFO, CCFO, CPWM, RMC, QPA and CTC recertification, as indicated on the agenda. To receive program certificate and CEUs, participants must attend both program days.

Click [here](#) for a copy of the agenda and [registration information](#).

# Corporate Contributions Total \$90K In Scholarships To Keep Career-Minded Students In The Garden State For College And Beyond

by Allyson Roberts, Vice President, Laura Bishop Communications

Funding from Amazon, AT&T, NJM Insurance Group, PKA Technologies, PSEG, SHI International Corporation, South Jersey Industries (SJI) and VMWARE totaled \$90,250 to the New Jersey Association of Counties (NJAC) Foundation this year to distribute as scholarships to county vocational-technical school graduates. Recipients have each committed to remaining in New Jersey to further their education and career training.

“We are grateful for these organizations, many of which are repeat donors, for recognizing that an investment in these focused, hard-working students is also an investment in our state,” said John G. Donnadio, executive director of the New Jersey Association of Counties (NJAC), a non-partisan organization that helps individual county governments develop a unified, proactive voice. “We anticipate these students remaining in New Jersey to start and grow their careers and contribute to their respective industries.”

The NJAC Foundation annually works with the [New Jersey Council of County Vocational-Technical Schools \(NJCCVTS\)](#) to receive scholarship nominations submitted by New Jersey’s 21 county vocational-technical schools.

Two of the Amazon scholarship winners – Somiya Leslie from [Ocean County Vocational Technical School](#) and Daniella Rodriquez-Lopez from [Union County Vocational-Technical Schools](#) – demonstrated a maturity and will to succeed, both common traits among awardees.

Leslie maintained her grades and attendance despite losing her mother and assuming responsibility to care for and financially support her siblings. Her innate leadership qualities were not only an asset at home, but also in the OCVTS Culinary Arts program, where she became the “go to” student in the program’s kitchen. Her passion for cooking fueled her to keep showing up and progressing toward a fulfilling future in culinary. She now will use the \$1,000 Amazon scholarship to continue training at Brookdale Community College.

Rodriquez-Lopez will apply her \$1,000 Amazon scholarship to Rutgers University, where she will pursue a degree in nursing. “Ever since high school, I have set my dreams of being an ICU nurse,” she said. “It became a vision of mine that strengthened when I volunteered at an emergency medical unit. Gaining the experience hands-on....deeply ingrained a desire to support those in need...”

Rodriquez-Lopez noted how she faced financial hardships throughout her youth and pitched in to work long hours and take on some of the worry and burden of making ends meet. She said she is grateful for the Amazon scholarship to help her pay for college and take the steps to one day “make a positive impact as a nurse.”

NJAC Scholarship awardees also have impressive resumes that detail opportunities they seized in high school to jumpstart their futures. Michael Hemans, who was awarded one of the \$900 scholarships from PSEG, was nominated by Andrew Turner, his track coach and counselor at [Essex County Schools of Technology](#). Turner listed Hemans’ many academic and extracurricular accomplishments since emigrating from Ghana during his sophomore year of high school.

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## Corporate Contributions Total \$;90K in Scholarship *(continued)*

“As a Health Career Academy – Medical and Dental Assisting major, he mastered the technical and soft skills necessary to be a productive worker in the healthcare field,” Turner wrote of Hemans, further noting that Hemans recently passed the American Medical Certification Association exam to become a National Certified Medical Assistant. He also added that Hemans maintained a 4.380 grade point average while participating in a dual enrollment program offered through Essex Tech that enabled him to earn him more than 30 college credits while in high school.

Hemans now takes those credits and the added financial support provided by the PSEG scholarship to Rutgers University, where he will continue his studies as an Environmental and Biological Science major.

Aditya Mahalingam, a recent graduate of [Morris County Vocational School District](#), earned one of the VMWARE \$1,000 scholarships largely because of the research he started as a high school student studying a specific immunological index on the survival rates of individuals receiving a liver transplant. He will continue that research at the New Jersey Institute of Technology, where he has been accepted to a seven-year Accelerated BS/MD program with New Jersey Medical School and minoring in Data Science/Analytics.



“Each of these scholarship recipients has the skills and drive to make a significant impact in our research labs, hospitals, restaurants and countless other workplaces throughout our state; we are thankful to the donors and the NJAC Foundation for maintaining a scholarship program that celebrates them and supports their further development,” said Dr. James Pedersen, superintendent of Essex County Schools of Technology and president of NJCCVTS.

### Sponsor a Scholarship:

With this year’s scholarships, the NJAC Foundation has now distributed nearly \$700,000 to county vocational-technical school graduates. Any company interested in providing a scholarship should contact Donnadio at [jdonnadio@njac.org](mailto:jdonnadio@njac.org).

## Amazon Web Services “Balancing The Risks And Rewards Of Artificial Intelligence”

by Amanda Bradley, Account Manager for Amazon Web Services (AWS)

Join [Amazon Web Services](#) for the session titled “Balancing the Risks and Rewards of Artificial Intelligence” presented by [AWS Executive Government Advisor Jayson Dunn](#) at GFOA NJ Conference October 1 in Atlantic City. Jayson will dive deep into the possibilities of artificial intelligence, the risks and concerns, and how to explore the art of the possible responsibly.

[Generative AI](#) has captured the interest of public sector leaders in a way that no technology has in recent memory. The potential for cost savings, increased efficiency, and service delivery improvements through the use of generative artificial intelligence are opportunities that can’t be denied. However concerns about information security, privacy, biased or inaccurate results, and the impact on jobs raise an equal amount of fear, uncertainty, and doubt. What is the right approach for public sector agencies as they evaluate opportunities to utilize artificial intelligence? What policies and protections are needed? And what are the best practices for developing artificial intelligence strategies responsibly?



## PKA Pulse

by Nicole Buccola, Marketing Assistant, PKA Technologies, Inc.

July marked the beginning of our Byte-Sized Updates video podcast series. This series of short discussion is designed for buy professional to gain quick, powerful insights, understand trends, and pick up other valuable bits that matter most in enterprise technology. You might even catch a glimpse of some tasty Little bites snacks. PKA Director of Cloud & Consumption Services Eli Katz was joined by PKA CTO Patrick Shelley and the two tackled the topic “VMware, Broadcom, and You: What the acquisition means for you, your infrastructure, and your business.”

The series is ongoing and can be caught live on LinkedIn (follow us there to be notified of upcoming episodes) and

The series is ongoing and can be caught live on [LinkedIn](#) (follow us there to be notified of upcoming episodes) and on-demand post-event via [Spotify](#) or on [our YouTube channel](#).

We are excited to continue to bring you great content like this as we help you better understand the technology landscape, what solutions are available, and how they assist in delivering the outcomes you need to help your business thrive.

### Executive Technology Retreat in Napa, California

We are thrilled to announce our highly anticipated Executive Technology Retreat, taking place in lovely Napa California. This event offers a perfect blend of cutting-edge technology insights, and unparalleled relaxation.

During this three-day retreat, you can expect to network with technology leaders from Retail, Healthcare, Legal, Government, Hospitality, and more. Learn about HPE Compute, Storage and Aruba Networking solutions. Understand how HPE, Aruba and PKA are innovating with AI and the HPE complete family of products and how they complement your mission critical enterprise.

**Reach out to your PKA representative or [solutions@pkatech.com](mailto:solutions@pkatech.com) for more information on this event.**

### Big E-Rate News

**Exciting** news from the FCC as they voted in favor of including off-premise use of Wi-Fi hotspot and wireless internet services under the **E-Rate** program! This is developing, but here is what we know now:

**Program:** Schools and Libraries can loan Wi-Fi hotspots and provide wireless services to students, school staff, and library patrons for use outside the school or library premises.

**Budget:** a three-year budget cycle would be introduced to ensure equitable distribution of services

**Safeguards:** Safeguards are in place to ensure Wi-Fi hotspots and services are used for educational purposes and in compliance with the Children’s Internet Protection Act.

More to come as details are released but this is a big step forward in bridging the divide and empowering our schools and communities. To learn more about the E-Rate program, how to take advantage of any unused funding, or learn about how PKA has helped similar schools with their network deployments, contact us now at [erate@pkatech.com](mailto:erate@pkatech.com)

### Public Sector Contract Updates

PKA is excited to announce we are now a business partner with E&I Cooperative Services. E&I is the only member-owned, non-profit sourcing cooperative exclusively focused on serving the education community.

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## PKA Pulse *(continued)*

Under this contract, we work together to offer value in a wide range of compute, storage, networking, services, and aaS solutions for K-12 and higher education institutions across the country.

What does this mean to you? K-12 and higher education can expect significant cost savings, time savings in the procurement process, and access to a full suite of solutions and services that are tailored to deliver the outcomes you and your stakeholders need.

Contact us at [EandI@pkatech.com](mailto:EandI@pkatech.com) for further details.



***Do you have educational or informational articles you would like published in the NJAC COUNTY BIZ?***

**Contact  
Loren Wizman, Director of Business Development  
at  
(609) 394-3467 or [loren@njac.org](mailto:loren@njac.org).**



# Study With The Leader In Online Education - *Thomas Edison State University*

## EDUCATIONAL BENEFITS FOR NEW JERSEY PUBLIC SECTOR EMPLOYEES



**LIVE WEBINAR**  
**Wednesday, September 4, 2024**  
**1:00 pm – 2:00 pm**

**Registration: Click [HERE!](#)**

**This informative meeting will cover how to:**

- Fund your education
- Find time to finish your degree
- Receive college credit for prior course work and professional experiences

**Come with your questions—we will have a live Q&A!**

**Can't make the webinar?** Visit the NJ Public Sector Program [landing page](#) and feel free to [schedule a 15 minute appointment](#) for more information!

### ***SHARE THE NEWS!***

***Let us know what educational or informational articles you would like published in the NJAC COUNTY BIZ***

**Contact Loren Wizman, Director of Business Development**  
**(609) 394-3467**  
**or**  
**[loren@njac.org](mailto:loren@njac.org)**

# From Scrap To Cash - Make Money From Your Scrap Surplus

by Stacey Turner, Marketing Communications Specialist, GovDeals

Many governments operate under the misconception that they must bear the financial burden of scrap removal, or that the scrap they accumulate has little to no value. Contrary to common belief, scrap removal does not need to be a financial burden. Instead, it presents a unique opportunity to create additional revenue streams. By leveraging the right strategies for recycling and repurposing materials, governments can transform what is often seen as waste into a valuable resource. This helps reduce environmental impact and enhances economic gains through the sale and reuse of recovered materials. Discover how sellers are making extra earnings on GovDeals by capitalizing on their scrap:



When this state agency had numerous decommissioned buses that they needed removed, they were able to group them together in several large auctions and sell them on GovDeals.

**SOLD \$55,000**

One city successfully sold this totaled SUV on-site, avoiding towing expenses, reclaiming valuable yard space, and generating some revenue.



**SOLD \$1,650**



A county was recently able to sell this burned and non-running ambulance in place, avoiding all removal costs associated with hauling it to the scrap yard.

**SOLD \$1,383**

Our leading online platform has proven that there is still a highly active market for scrap metal, totaled and non-running vehicles. Since 2008 GovDeals and the New Jersey Association of Counties have partnered together to provide a platform for New Jersey counties to sell their surplus assets to millions of buyers across the world.

If your county is interested in learning how GovDeals can support your agency in achieving similar scrap successes, take advantage of our partnership with the New Jersey Association of Counties. Contact Mike Baker, Northeast Representative at 609-713-7888 or by email at [mbaker@govdeals.com](mailto:mbaker@govdeals.com) to find out more details.

See what GovDeals can do for you!

**GovDeals**<sup>®</sup>  
A Liquidity Services Marketplace



# HealthCues

WORKPLACE HEALTH SOLUTIONS

*Greetings:*

*We appreciate your interest in our HealthCues program.*

*HealthCues provides Limited Benefit Hospitalization Insurance with a preventative healthcare solution that allows employers to provide their employees with potentially life- saving preventative healthcare services, with no out-of-pocket cost. HealthCues offers a wide variety of health solutions and services, including a specialized digital health portal, personalized coaching, telemedicine, behavioral health, risk identification, and genomics testing. A MEC Plan can be included with the program.*

*HealthCues seeks to improve the employers' bottom line and create a healthier workforce by providing comprehensive supplementary healthcare benefits that give employees access to essential workplace health services. Employers will typically save \$600 per employee per year in tax savings and eligible employees will normally receive an increase in net take-home pay.*

*Warmest Regards:*



*Doug Frederick*

Doug Frederick  
Founder/CEO

[www.healthcues.com](http://www.healthcues.com)

# New Jersey's Hispanic Community And NJAC Honors Our Hispanic Heroes "The Borinqueneers" 65th Infantry Regiment Film Screening and Fundraiser

by Sam Delgado, Chairman, Borinqueneers Park Education Alliance



The New Jersey Hispanic community is set to host a film screening and Q&A session with filmmaker Noemi Figueroa Soulet for the PBS award-winning documentary, "THE BORINQUENEERS," as part of Hispanic Heritage Month celebrations. The event will take place at the Barrymore Film Center and Museum in Fort Lee, NJ, on September 21. Attendees can look forward to a VIP reception at Ventanas Restaurant starting at 5:30 PM, followed by the film screening from 7 to 8 PM.

Narrated by actor Hector Elizondo, "THE BORINQUENEERS" explores the remarkable stories of valor, triumph, and challenges faced by the 65th Infantry Regiment—the only Hispanic-segregated unit in U.S. Army history. Utilizing rare archival footage and interviews with veterans, commanding officers, and historians, the film showcases the courage and determination of Puerto Rican soldiers who faced significant discrimination during the Korean War.

Established in 1899 by the U.S. Congress as a segregated unit predominantly composed of Puerto Ricans, this year marks the 125th anniversary of the regiment. Celebrated for their service in World War I, World War II, and the Korean War, the regiment was affectionately nicknamed "Borinquen" after the indigenous Taíno name for Puerto Rico, meaning "land of the brave lord."

In the Korean War, the 65th Infantry Regiment notably held the line against Chinese forces and aided U.S. Marines following the Battle of the Chosin Reservoir, earning commendations from General Douglas MacArthur for their exemplary performance.

Sam Delgado, chairman of the [Borinqueneers Park Education Alliance](#)—a NJ non-profit corporation—and key event supporter, stated that the aim of the event is to "honor and educate the public about the regiment's heroic actions during the Korean War, for which they were awarded a Congressional Gold Medal." The event also kicks off a three-year, \$5 million capital campaign to build a memorial for the 65th Infantry veterans at the proposed Borinqueneers Park in Perth Amboy, New Jersey, which is currently a six-acre site under remediation by the EPA.

Partners for this event include the Statewide Hispanic Chamber of Commerce of New Jersey and the New Jersey Statewide Veterans Chamber of Commerce and United Food and Commercial Workers 360.

**For event, ticket, and sponsorship information contact:**

Sam Delgado 201-704-8953

Email: [sept21@bpealliance.org](mailto:sept21@bpealliance.org)

Visit website at: [www.bpealliance.org](http://www.bpealliance.org)

# Summer Might Be Coming To An End, But Our Events Are Just Getting Started

by Yvonne Ha, Marketing, MRA International

MRA International would like to give a special thank you to all those who attended our 3-Day InterNETworking event in July! We're excited to see continued growth in the years to come. Now that Summer is wrapping up, it's time to look ahead to our next event!

## October 21<sup>st</sup> – 23<sup>rd</sup>, NJSBA Workshop at The Atlantic City Convention Center, New Jersey

- Booth #533
- Come join thousands of school leaders and affirm your commitment to public education.

## November 19<sup>th</sup> – 21<sup>st</sup>, NJ League of Municipalities Conference at The Atlantic City Convention Center, New Jersey

- Booth #1025
- Come join us for the largest municipalities conference in the nation
- The NJ League of Municipalities Annual Conference provides extensive learning opportunities, meaningful face-to-face networking, and a comprehensive showcase of the latest product innovations

**MRA International** is a leading technology expert and a value-added HP Power Services 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](mailto:sales@mrainternational.com)

Phone: (732) 222-0997



**MRA**  
INTERNATIONAL

## BECOME A MEMBER OF THE NEW JERSEY ASSOCIATION OF COUNTIES

Learn about the benefits of being a part of NJAC and how you can join.

Contact Loren Wizman, Business Development Director at  
(609) 394-3467 or [loren@njac.org](mailto:loren@njac.org)

[Click here for an application](#)

# Nationwide® FastPay makes submitting payroll and census data faster and easier



Introducing **FastPay**, our fully digital payroll submission system.

It's designed to:



Secure participant information



Save time



Improve accuracy



Eliminate manual entry

## FastPay gives you the option to:

- Add or edit **employment dates** to update participant records
- Submit a **debit ACH payment** with just a few steps
- **View and manage** saved payrolls
- Choose from **four submission methods** to fit your needs

### Import payroll tool

- Start with contributions in an exported file from your payroll software
- Create a reusable configuration based on your own file format to import with little to no manual entry

### Copy payroll tool

- Select from previously submitted details to carry over contribution amounts
- Sort participants and edit details for ease of balancing

### Payroll invoice tool

- Begin a payroll with a set pay date based on your payroll calendar
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### Manually key payroll tool

- Create a payroll detail by manually keying participants and contribution amounts

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Nationwide Retirement Solutions and Nationwide Life Insurance Company (collectively "Nationwide") have endorsement relationships with the National Association of Counties (NACo). More information about the endorsement relationships can be found online at [nrsforu.com](http://nrsforu.com).

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NRM-19313AO-NX (09/23)

## NACo Webinars

### Maximizing Taxpayer Value: Sedgwick County's Strategic Approach to Managing Public Funds, a NACo EDGE Webinar

September 5, 2024 11:00 a.m. – 12:00 p.m. EST

[Register](#)

*This webinar will be held via Zoom Webinar. If you have issues registering or accessing the webinar platform, please email [nacomeetings@naco.org](mailto:nacomeetings@naco.org).*



In this session, Brent Shelton, Deputy CFO, and David Floyd, Principal Accountant, Sedgwick County, Kan. will share their insights and success stories in utilizing data to optimize the County's liquidity, maximize returns and enhance overall financial performance. The data provided by this innovative program was exactly what the County was looking for and confirmed their need for an objective third-party to substantiate and elevate their cash management and investment practices. Join NACo EDGE and three+one to discover how these strategic decisions have generated new revenue for Sedgwick County.

*This webinar is brought to you by NACo EDGE, establishing people, purchasing, and performance cost-saving solutions that can be applied to counties nationwide. EDGE is owned by NACo, advised by county leaders and 100% focused on solutions for U.S. Counties. Learn more about NACo EDGE [here](#).*

### Serve Your Constituents Through Better Cybersecurity

September 17, 2024 1:00 p.m. – 2:00 p.m. EST

[Register](#)

*This webinar will be held via Zoom. If you have issues registering or accessing the webinar platform, please email [nacomeetings@naco.org](mailto:nacomeetings@naco.org).*

In today's world, cybersecurity is a critical component of effective governance and risk management. Join NACo and Celerium on September 17 at 1 PM ET for an informative webinar tailored for county governments on how they can serve their constituents through better cybersecurity.

This session will provide an overview of strategies and best practices to enhance your county's cybersecurity and risk management posture. Learn how to proactively address the unique challenges faced by local government entities, including protecting citizen information and mitigating emerging threats.

#### Key discussion points:

**Understand the Landscape:** Gain insights into the evolving cybersecurity threats facing county governments and how they impact risk management.

**Implement Effective Strategies:** Discover practical strategies for improving cybersecurity defense tailored to your county's specific needs.

**Leverage Resource and Tools:** Explore resources and tools designed to streamline your cybersecurity efforts and ensure you have the right support.

#### Speakers include:

Vince Crisler, Chief Strategy Officer at Celerium and former CISO at the White House

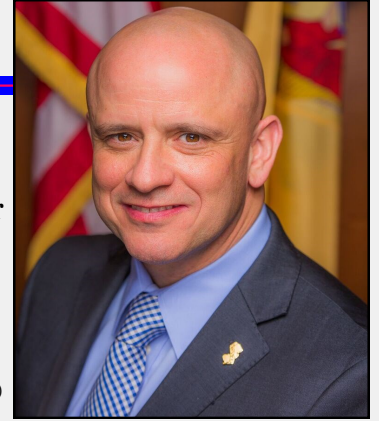
Nate Shiflett, CISO at Celerium and former CISO for the state of Florida

Melinda Miguel, FL Inspector General who will share about how the IG's office provides support in this area for local government



## FROM THE EXECUTIVE DIRECTOR

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**John G. Donnadio, Esq.**

As we head into a busy September and fall, make sure to mark your calendars for these upcoming events.

- Workshop on Human Trafficking @ 10:00 a.m. on 9/18
- NJAC Board of Directors Meeting @ 10:00 a.m. on 9/20
- Northern New Jersey County Commissioners Association (NNJCCA) meeting @ 5:30 p.m. with a new date of 9/23 & hosted by our friends in Passaic County.
- Central New Jersey County Commissioners Association (CNJCCA) meeting @ 5:30 p.m. on 9/25 & hosted by our friends in Somerset County.
- County Administrators Meeting @ 10:00 a.m. on 9/27
- The Southern New Jersey County Commissioner's Association (SNJCCA) is also meeting in September @ 5:30 p.m. on 9/30 in Ocean County.

Please also take a moment to check out the 2024 County Administrators Certification Program at [www.njac.org](http://www.njac.org) presented in collaboration with the Rutgers University Center for Government Services and the New Jersey Association of Counties (NJAC). This comprehensive two-day professional development workshop approved for continuing education credits is open to anyone who would like to advance their career in public service or learn about the operations and functions of county government. Subject matter experts from across the State will cover essential topics such as public procurement, management challenges, county fiscal affairs, and ethics. Online courses are set for October 11<sup>th</sup> and October 18<sup>th</sup>.



# EVENTS & HOLIDAYS

SUN	MON	TUES	WED	THURS	FRI	SAT
<p><b>1</b></p> <p>Clifton Food &amp; Music Festival 10:00 a.m. - 6:00 p.m. Municipal Complex <i>Clifton Passaic County</i></p>	<p><b>2</b></p>	<p><b>3</b></p> <p>Fall Festival FREE 9/14 4:00 p.m. - 10:00 p.m. Oak Ridge Park <i>Clark Union County</i></p>	<p><b>4</b></p> <p>NJ Taco Festival 9/7 10:00 a.m. - 8:00 p.m. County Fairgrounds <i>Augusta Sussex County</i></p>	<p><b>5</b></p> <p>Xtreme Xperience 9/5 - 9/8 NJ Motorsports Park <i>Millville Cumberland County</i></p>	<p><b>6</b></p> <p>Feast of the Madonna Dei Martiri 9/5 - 9/8 Sinatra Park <i>Hoboken Hudson County</i></p>	<p><b>7</b></p> <p>Craft Beer &amp; Food Truck Festival 1:00 p.m. - 7:00 p.m. County Fairgrounds <i>Columbus Burlington County</i></p>
<p><b>8</b></p> <p>Atlantic City Latino Festival FREE 12:00 p.m. - 9:00 p.m. Boardwalk &amp; NJ Ave. <i>Atlantic City Atlantic County</i></p>	<p><b>9</b></p> <p>40th Barnegat Bay Boat Festival 9/14 8:00 a.m. - 5:00 p.m. Johnson Bros. Boat Yard <i>Point Pleasant Ocean County</i></p>	<p><b>10</b></p> <p>Balloon Glow &amp; Laser Show 9/13 &amp; 9/14 5:00 p.m. - 10:00 p.m. County Fairgrounds <i>East Brunswick Middlesex County</i></p>	<p><b>11</b></p> 	<p><b>12</b></p> <p>Wind &amp; Sea Festival 9/14 11:00 a.m. - 5:00 p.m. Bayshore Waterfront Park <i>Port Monmouth Monmouth County</i></p>	<p><b>13</b></p> <p>Jazz &amp; Blues Festival 9/14 FREE 12:00 p.m. - 9:30 p.m. The Morristown Green <i>Morristown Morris County</i></p>	<p><b>14</b></p> <p>Harvest Brew Fest FREE 10:00 a.m. - 5:00 p.m. Emlen Physick Estate <i>Cape May City Cape May County</i></p>
<p><b>15</b></p> <p>NJ Sheep &amp; Fiber Festival 9/14 &amp; 9/15 9:00 a.m. - 4:00 p.m. 4-H Fairgrounds South County Park <i>Ringoes Hunterdon County</i></p>	<p><b>16</b></p> <p>Edgardo Cintron &amp; The Mambo Magic 8:00 p.m. - 11:00 p.m. Wiggins Park <i>Camden Camden County</i></p>	<p><b>17</b></p> <p>Central Jersey Jazz Fest 9/15 1:20 p.m. - 5:40 p.m. Court House <i>Somerville Somerset County</i></p>	<p><b>18</b></p>	<p><b>19</b></p>	<p><b>20</b></p>  <p>12:00 p.m. - 5:00 p.m. Glassboro Township Square <i>Glassboro Gloucester County</i></p>	
<p><b>22</b></p> <p>Hot Air Balloon Festival 9/21 &amp; 9/22 Warren County Community College <i>Washington Warren County</i></p>	<p><b>23</b></p>	<p><b>24</b></p>	<p><b>25</b></p>	<p><b>26</b></p>	<p><b>27</b></p> <p>Woodstown Fall Festival 9/28 10:00 a.m. - 4:00 p.m. Main Street <i>Woodstown Salem County</i></p>	<p><b>28</b></p> <p>Central Jersey Beer Fest 12:00 p.m. - 6:00 p.m. Mercer County Park <i>West Windsor Mercer County</i></p>
<p><b>29</b></p> <p>All-Star Jazz Blast FREE 4:00 p.m. - 6:30 p.m. Music @ the Barn <i>Park Ridge Bergen County</i></p>	<p><b>30</b></p> <p>Fall Family Festival 9/29 11:00 a.m. - 3:00 p.m. Environmental Center <i>Roseland Essex County</i></p>					