

NJAC COUNTY BIZ

An Educational and Informative Newsletter for Counties and Businesses

New Jersey Association of Counties

ISSUE 162 - MAY 2025

Mercer County Secures \$47M Grant For Lincoln Avenue Bridge Replacement

by Chris Copan, Marketing Assistant, GPI



In a landmark achievement for infrastructure renewal, Mercer County has secured a \$47 million federal grant to replace the Lincoln Avenue Bridge in Trenton, marking the largest infrastructure grant in Mercer County history. The project exemplifies how infrastructure investment can transform community connectivity and safety for generations to come.

The Lincoln Avenue Bridge, originally built in 1931 and reconstructed in 1965, is a critical lifeline for Trenton's underserved communities. At 687 feet, it is the longest county-owned span and connects City neighborhoods, local businesses, and community services, providing essential access for students to Trenton Central High

School.

The replacement project tackles significant engineering challenges while prioritizing community needs. The bridge spans both the Assunpink Creek and Amtrak's busy Northeast Corridor, carrying essential utilities, including gas mains, electrical, and communication lines. Notably, the design ensures continuous pedestrian access throughout construction—a critical feature for the many students and residents who rely on the bridge daily.

The bridge's significance extends beyond its physical presence as it is Complete Streets compliant by ensuring safe, reliable, and convenient access for all road users—motorists, pedestrians, bicyclists, and transit users.

During a November 1st press conference, Mercer County Executive Dan Benson stated, "For nearly a century, the Lincoln Avenue Bridge has tied together neighborhoods in our Capital City, and by replacing the aging structure, we ensure this corridor remains safe and accessible to Trenton residents for generations to come."

The \$47 million federal grant, awarded through the U.S. Department of Transportation's Bridge Investment Program, will cover most of the \$63 million project cost. This funding stems from intergovernmental collaboration, supported by Senator Cory Booker and Congresswoman Bonnie Watson Coleman, who recognized the project's significance.

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Mercer County Secures \$47M Grant for Lincoln Avenue Bridge Replacement *(continued)*

"This funding will not only enhance accessibility and safety for our community but also ensure that our infrastructure is equipped to meet today's and tomorrow's needs. We are grateful for this investment in our Capital City," said Trenton Mayor Reed Gusciora. The project demonstrates how infrastructure investment can advance not only safe and efficient transportation but also the community's economic development goals.

Construction will proceed in phases, maintaining one lane throughout to minimize community disruption. The project will utilize local union labor under a Project Labor Agreement, ensuring economic benefits remain within the community.

As counties nationwide grapple with aging infrastructure, this project offers a model for how federal, state, and local collaboration can deliver transformative improvements. The Lincoln Avenue Bridge Replacement Project represents more than just infrastructure renewal—it embodies a commitment to community connectivity and economic opportunity.

Design is expected to conclude in late 2025. Through careful coordination among stakeholders, including local officials, community groups, Amtrak, NJ Transit, and NJDOT Local Aid, along with public input, Greenman-Pedersen, Inc. (GPI) under the direction of the Mercer County Engineer, Mr. Basit (Sunny) Muzaffar, P.E. and the Assistant County Engineer, Jason Mildenberg, P.E. will deliver a safer, more resilient connection for Trenton's residents for decades to come.

For additional information or to learn more please contact Brian McFadden via email at bmcfadden@gpinet.com.



NJAC Celebration of County Government
May 7-9, 2025
Caesars
Atlantic City, NJ

Last Chance Registration Onsite

Workshop Schedule [Here](#)

Streamlining Surplus: Selling County Vehicles Through Public Auction

By Shari Williams, Content Creator, GovDeals

Managing surplus vehicles is a common challenge for counties across New Jersey. Whether it's aging fleet vehicles, underutilized trucks, or specialized equipment no longer in use, the process of offloading assets can raise valid concerns: How time-consuming will this be? Will it require outside vendors? What kind of return can we expect?

GovDeals offers a straightforward solution.

Through the platform, counties can list surplus vehicles for public auction in just a few steps. County staff manage the process directly, from creating listings to communicating with buyers, giving them control without the need for additional contracts or third-party brokers.

One concern **counties** often share is whether the effort of listing assets is worth the return. Many have found that the competitive bidding environment GovDeals provides often leads to higher-than-expected sale prices. Vehicles are sold "as is, where is," meaning no transportation is required, and buyers handle pickup based on county guidelines.

The platform is designed with government entities in mind, and since 2008, GovDeals has partnered with the New Jersey Association of Counties to make the process even more accessible. Counties can utilize the platform through this partnership with no added complexity.

Selling surplus vehicles doesn't need to be complicated. With the right tools, it becomes a routine part of responsible asset management.

For more information on how your county can utilize the GovDeals platform through our partnership with the New Jersey Association of Counties, please contact **Mike Baker** at 609-713-7888 or mbaker@govdeals.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**



Addressing the most important technology issues facing digital government today.

PURPOSE

This event is for and about state and local government. The purpose of the event is to foster discussion and dialogue on the use of information technology as a strategic tool for managers, executives and policy makers.

FOCUS

- Digital Government Trends
- Emerging Technologies
- Cybersecurity
- Data and Analytics
- Citizen Experience
- Cloud Services
- Innovation and Collaboration

WHO SHOULD ATTEND

If you influence or participate in technology decisions or implementations at any level, you will find benefit in attending. Don't miss this opportunity to see the latest in digital government solutions, keep abreast of current policy issues and network with key government executives, technologists and industry specialists.

EVENT DATE

Tuesday, May 13

VENUE

The War Memorial, 1 Memorial Drive, Trenton, NJ 08608

REGISTER TODAY!

Visit events.govtech.com/New-Jersey-Digital-Government-Summit.html

For registration assistance contact:

Lee Vang

(800) 940-6039 ext. 1407

lvang@govtech.com

For more info visit events.govtech.com/New-Jersey-Digital-Government-Summit.html

You Deserve More Than Just A Chatbot: Why AI Concierges Are The Future For Local Government Services

By Parth Shah, CEO & Co-Founder, Polimorphic

Government teams all face the same challenge: constant office visits from residents, ringing phones, and residents just trying to get help. It's not for lack of effort. Governments are doing more than ever with fewer staff, tighter budgets, and increasingly complex demands. Traditional chatbots provide some relief, but there is still work to be done. That's why the future of local government customer service isn't just a chatbot. It's an **AI Concierge**—a multichannel assistant designed to meet residents where they are, on every platform they use.

From Historical Chatbots to Generative AI

Early government chatbots were static and rigid. They helped filter questions but rarely resolved them. Then came generative AI. With it came smarter systems that could interpret nuance, handle unstructured requests, and integrate with real-time data sources.

But the potential is still largely untapped — because too many solutions still live only on the web.

The Pain Points in Local Government Customer Service

Residents don't think in "channels." They send an email, call a hotline, or walk into city hall expecting the same level of service. Governments, on the other hand, often have siloed systems: web chat here, phone tree there, and a disconnected kiosk somewhere else. Plus, most support is only available during office hours. Staff scramble to respond, data gets lost, and trust erodes.

We don't need more interfaces. We need a single, intelligent system that can speak all the languages of modern communication 24/7.

The Promise of an AI Concierge

An AI Concierge brings consistency, intelligence, and accuracy to every platform your residents already use. That means:

- **For counties, large cities, and state agencies:** Seamless integration with complex systems, scalable across millions of interactions.
- **For small cities:** A powerful assistant that makes a team of five feel like a team of fifty.
- **For everyone:** A smarter interface that doesn't just answer questions — it understands needs, initiates workflows, and resolves issues. Plus, connect AI Concierges across neighboring agencies so residents truly have one front door for services.

And it's not just on your website. An AI Concierge works across all mediums:

- **Chatbot** – for web and mobile visitors
- **Search** – embedded in your site to surface the right info, fast
- **Voice** – powering phone trees with AI instead of menus
- **SMS** – giving residents answers via text

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You Deserve More Than Just A Chatbot: Why AI Concierges Are The Future For Local Government Services *(continued)*

- **Email** – Automatically triaging and drafting responses
- **Social Media** – handling DMs, comments, and questions
- **Kiosk** – for in-person service in lobbies and public buildings
- **Other** – integrations with apps and services unique to your city

This is what makes it more than a chatbot. It's a true concierge—wherever, whenever, however your residents reach out.

Why Accuracy is the Game-Changer

Breadth of support is powerful. But once you've enabled all the mediums, what matters most is:

1. **Accuracy** – Can the AI give a correct, confident response 99% of the time?

2. **Agentic capabilities** – Can it take action on the resident's behalf?

Let's talk about accuracy. Polimorphic's AI is built on government-specific language models trained on city documents, forms, and workflows. It doesn't just guess, it knows. It connects to your internal data sources, provides transparent answers, and keeps improving over time.

The Vision: AI Agents for Government Customer Service

Today, we're automating responses. Tomorrow, we're automating action. The AI Concierge is the first step toward a fully empowered digital agent that can answer questions, file forms, book appointments, and resolve issues end-to-end.

It's not science fiction. It's happening right now in local governments using Polimorphic.

Let's stop asking whether we need a chatbot.

The question is: *Can your residents get the help they need, anywhere they show up?*

Because the future of public service is proactive, personalized, and platform-agnostic.

It's more than a chatbot. It's an AI Concierge.

[To learn more about giving your residents 24/7, multilingual access to your government services, request a demo here.](#)

The logo for Polimorphic, featuring the word "polimorphic" in a lowercase, sans-serif font. The letters "i" and "o" are stylized with horizontal bars above them, and the letter "p" has a horizontal bar below it.

WELCOME TO OUR NEW MEMBER



Hannon Floors is a family-owned and operated business that has consistently delivered on the promise of offering excellent workmanship, competitive pricing, and floor covering expertise to customers since opening our doors in 1928. Now, over 90 years later, we have grown into one of the largest commercial flooring companies in New Jersey. No small feat, and a tradition we are proud to uphold.

Hannon Floors provides all flooring, abatements, Union Shop on State Contract, Hunterdon Co-Op, and ESCNJ.

For additional information and to learn more about Hannon Floors please email Kristin Banks, Account Executive at kristin@hannonfloor.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](#)

Study With The Leader In Online Education

Thomas Edison State University

EDUCATIONAL BENEFITS FOR NEW JERSEY PUBLIC SECTOR EMPLOYEES

LIVE WEBINAR
Monday, May 5, 2025
1:00 pm – 2:00 pm

Registration: Click [HERE!](#)

(bit.ly/publicsector4)

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!

May Holidays

May 1 - Learn to Ride a Bike Day
May 2 - National Brothers & Sisters Day
May 3 - National Fitness Day
May 4 - National Day of Reason
May 6 - National Teacher Day & National Nurses Day
May 10 - National Clean Your Room Day
May 11 - Mother's Day
May 13 - International Hummus Day
May 14 - Receptionist Day
May 15 - International Family Day
May 16 - Do Something Good For Your Neighbor Day
May 17 - National Armed Forces Day
May 20 - National Rescue Dog Day
May 31 - National Smile Day

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
- Generate expected contribution amounts for the current pay date

Manually key payroll tool

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

Getting set up with FastPay is fast and easy.

 NRSCONTR@nationwide.com or  1-877-496-1630, option 3

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.

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NRM-19313AQ-NX (09/23)

NACo Webinars

Federal Reforms to Medicaid Financing: What Counties Should Know (Part I)

Two-Part Webinar Series

Tuesday, May 6, 2025 3:00 p.m. – 4:00 p.m. EDT

[Register](#)

This two-part webinar series will examine the vital role Medicaid plays in supporting county-administered behavioral health and primary care services. It will also explore how proposed and ongoing federal financing reforms could impact counties—fiscally, operationally and in their ability to serve residents.

The series will highlight key areas for county engagement and advocacy, offering insights on how local leaders can help shape Medicaid's future.

For more information, visit the [event page](#).

Federal Reforms to Medicaid Financing: What Counties Should Know (Part 2)

Two-Part Webinar Series

Monday, May 12, 2025 3:00 p.m. - 4:00 p.m. EST

[Register](#)

This two-part webinar series will examine the vital role Medicaid plays in supporting county-administered behavioral health and primary care services. It will also explore how proposed and ongoing federal financing reforms could impact counties—fiscally, operationally and in their ability to serve residents.

The series will highlight key areas for county engagement and advocacy, offering insights on how local leaders can help shape Medicaid's future.

For more information, visit the [event page](#).

Ask a Public Health Expert: The Resurgence of Measles

Thursday, May 15, 2025 2:00 p.m. - 3:00 p.m. EST

[Register](#)

Join NACo on Thursday, May 15 at 2 p.m. ET for a webinar on the resurgence of measles and what county leaders need to know. As outbreaks emerge across the U.S., this session will cover the history of measles, the importance of vaccination, current trends and how counties can respond effectively. The hour-long webinar will feature a 30-minute expert presentation followed by 20 minutes of audience Q&A. Don't miss this opportunity to hear from public health experts and get your questions answered.

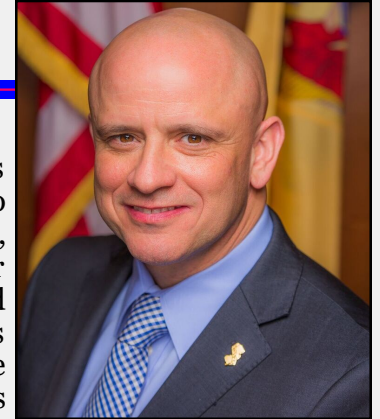
If you wish to submit questions in advance, you may do so by filling out [this form](#).

For more information, visit the [event page](#).



FROM THE EXECUTIVE DIRECTOR

Something has to give with the unsustainable growth in healthcare costs as medical inflation has increased dramatically over the past decade. In addition to implementing long-term structural reforms to the State's health benefits system, such as adopting reference based pricing, incentivizing employees to select lower cost plans designs, modifying co-pays for specialists and urgent care, and implementing other innovative cost containment measures, NJAC supports **A-5376** (*Reynolds-Jackson D-15/Carter D-22*) as the measure would provide important transparency in hospital pricing and ultimately reign-in medical costs for local governments, employees, and property taxpayers.



John G. Donnadio, Esq.

In general, this legislation would create the Health Care Cost Containment and Price Transparency Commission (Commission), the Office of Healthcare Affordability and Transparency (Office), and hospital price transparency regulations. In brief, the Office would provide support, staffing, infrastructure, and expertise to the Commission, and would comprehensively address health care cost growth while also establishing data analytics and public reporting mechanisms to ensure healthcare affordability, informed policymaking, and access for future generations. The Office would further establish guidelines for health care entities to submit necessary data for the yearly evaluation of total health care expenditures, their incremental growth, pricing information, pricing incremental growth, the formulation of the healthcare cost growth benchmark and the hospital price benchmark, and for publishing relevant data publicly.

In summary, the 18 member commission would: monitor, analyze, and contain health care prices by identifying drivers of health care cost growth including hospital price growth; establish and adopt a health care cost growth benchmark and a hospital price growth benchmark; identify health care entities that exceed the benchmark or benchmarks; and address increases in excess of the benchmark or benchmarks through public transparency, opportunities for remediation, and other actions, including civil penalties. The Commission would also set a cost growth benchmark for health care entities and impose civil penalties on health care entities that either fail to respond to the Commission's request to submit a corrective action plan or comply with the requirements of a corrective action plan. NJAC would have a seat on the Commission. **A-5376** is currently in the Assembly Financial Institutions and Insurance Committee awaiting consideration and the companion version **S-4299** (*Vitale*) is in the Senate Health, Human Services, and Senior Citizens Committee.

NJAC Save The Dates

NJAC Board of Directors Meeting June 27, 2025

NJAC Virtual Workshop July 9, 2025

EVENTS & HOLIDAYS

SUN	MON	TUES	WED	THURS	FRI	SAT
				<p>VETFEST ¹</p> <p>^{5/4} 12:00pm-7:00pm</p> <p>Dave Waks Memorial Park</p> <p><i>Wayne Passaic County</i></p>	<p>Down & Derby Wine Festival ²</p> <p>^{5/3} 2:00pm-7:00pm</p> <p>Veterans Island @ Cooper River Park</p> <p><i>Pennsauken Camden County</i></p>	<p>Hammonton Arts & Music Festival ³</p> <p>Horton Street</p> <p><i>Hammonton Atlantic County</i></p>
<p>Bergen County Care Fair ⁴</p> <p>12:00pm-4:00pm</p> <p>Fairleigh Dickinson Univ. Bogota Savings Bank Ctr.</p> <p><i>Hackensack Bergen County</i></p>	<p>⁵</p> 	<p>Hot Air Balloon Festival ⁶</p> <p>^{5/3} 9:30am-5:00pm</p> <p>Area 57 Warrant County Community College</p> <p><i>Washington Warren County</i></p>	<p>⁷</p> <p><i>NJAC CONFERENCE</i> <i>May 7-9</i> <i>Caesars Atlantic City</i></p>	<p>Riverview Beach Park Wine Festival ⁸</p> <p>^{5/17 & 5/18} 12:00am-5:00pm</p> <p>Riverview Beach Park</p> <p><i>Pennsville Salem County</i></p>	<p>Certified Gardeners Expo & Plant Sale ⁹</p> <p>^{5/10} 9:00am-2:00pm</p> <p>Scotland Run Park</p> <p><i>Clayton Gloucester County</i></p>	<p>Azalea Festival ¹⁰</p> <p>10:00am-4:00pm</p> <p>Sayen Gardens</p> <p><i>Hamilton Square Mercer County</i></p>
<p>Branchburg Food Truck & Music Festival ¹¹</p> <p>^{5/10} 11:00pm-7:00pm</p> <p>White Oak Park</p> <p><i>Branchburg Somerset County</i></p>	<p>You Are Not Alone Let's Walk About It ¹²</p> <p>1 Mile Walk ^{5/17} 12:45pm</p> <p>Anthony Campella Park Pavilion</p> <p><i>Vineland Cumberland County</i></p>	<p>Annual Green Fair ¹³</p> <p>^{5/17} 10:00am-2:00pm</p> <p>Bob Anstett Cultural Arts Center</p> <p><i>Brick Township Ocean County</i></p>	<p>Pushing up the Daisies Festival ¹⁴</p> <p>^{5/17} 2:00pm-9:00pm</p> <p>Historic Jersey City & Harsimus Cemetery</p> <p><i>Jersey City Hudson County</i></p>	<p>Sparta Taco Palooza ¹⁵</p> <p>^{5/17} 11:00am-7:00pm</p> <p>White Lake Field</p> <p><i>Sparta Sussex County</i></p>	<p>Belmar Seafood Festival ¹⁶</p> <p>^{5/16-5/18} 4:00pm-8:00pm</p> <p>Silver Lake Park</p> <p><i>Belmar Monmouth County</i></p>	<p>Beer BBQ Bacon Showdown ¹⁷</p> <p>1:00pm-5:00pm</p> <p>Mennen Arena Field</p> <p><i>Morris Plains Morris County</i></p>
<p>Kenilworth Street Fair & Car Show ¹⁸</p> <p>10:00am-4:00pm</p> <p>525 Boulevard</p> <p><i>Kenilworth Union County</i></p>	<p>Maplewood Street Fair & Craft Show ¹⁹</p> <p>^{4/18} 11:00am-5:00pm</p> <p>Springfield Ave. & Rutgers St.</p> <p><i>Maplewood Essex County</i></p>	<p>²⁰</p>	<p>²¹</p>	<p>²²</p>	<p>Wildwood 39th Annual International Kite Festival ²³</p> <p>^{5/23-5/26} All Day</p> <p>Beach - Rio Grand Avenue</p> <p><i>Wildwood Cape May County</i></p>	<p>New Jersey Renaissance Fair ²⁴</p> <p>10:00am-6:00pm</p> <p>Burlington County Fairgrounds</p> <p><i>Columbus Burlington County</i></p>
<p>New Jersey Jerk Fest ²⁵</p> <p>1:00pm-7:00pm</p> <p>Boyd Park</p> <p><i>New Brunswick Middlesex County</i></p>	<p>Maplewood Street Fair & Craft Show ²⁶</p> <p>^{5/25 & 5/26} 10:00am-4:00pm</p> <p>Stangl Factory</p> <p><i>Flemington Hunterdon County</i></p>	<p>²⁷</p>	<p>²⁸</p>	<p>²⁹</p>	<p>³⁰</p>	<p>³¹</p>