

## **NJAC ANNUAL CONFERENCE 2026** *Professional Development Workshops*

10:00 A.M. WORKSHOPS - THURSDAY, MAY 7, 2026

### **FROM HUDSON TO HUNTERDON: USING A PUBLIC HEALTH PREPAREDNESS MODEL TO PROVIDE SERVICES**

APPROVED: CMFO/CCFO Office Management/Ancillary Subjects; CPWM Management; QPA Office Administration/General Duties; RPPO/RPPS Management/Supervision; Public Health (1.0)

This presentation will provide knowledge of the Point of Distribution (POD), which is the public health preparedness model used to provide health services in both urban and rural settings. The session will discuss the similarities and differences between the services provided by HRHC and HCHD and how each county adapts their service models to address the needs of urban vs rural communities. The workshop will also address how POD may be applied to a variety of emergency responses including the upcoming FIFA World Cup Games being hosted later this year.

#### Panelists

Ariana Simon, MPH, CHES, *Hudson Regional Health Commissioner*  
Michele Menditto, MAS, *Health Educator; Risk Communicator*  
Beth Schwartz, MPH, CHES, *Hunterdon County Health Department*

### **HOW TO DO BUSINESS WITH COUNTY GOVERNMENT**

APPROVED: CMFO/CCFO Financial/Debt Management; CPWM Government; RMC Finance; QPA, Procurement Procedures; RPPO/RPPS Public Purchasing

The fundamental purpose of county government is to provide a variety of essential services. Because of these complex issues, those doing business with local governments must become familiar with many facets of government operations and legal requirements, not the least of which is the Local Public Contracts Law. While all 21 Counties have an appointed purchasing agent, and while there is one procurement law to govern all 21 counties, you may find quite a difference across the State. This seminar is given as a guide to doing business with County governments.

#### Panelist

Helen Fiore, QPA, *Purchasing Agent, Monmouth County*

### **RACE AGAINST RANSOMWARE, A CYBER CRISIS SIMULATION**

APPROVED: CMFO/CCFO Information Technology; CPWM Information Technology; CTC Information Technology; QPA Information Technology; RMC Information Technology; RPPO/RPPS Management/Supervision

Training, awareness, and clearly defined response playbooks are essential pillars of modern cyber resilience. Yet most organizations have never experienced the operational, financial, and leadership pressures of a real cyber incident, until it is too late. This interactive executive simulation places participants directly into the decision-making roles of an executive leadership team during a live ransomware attack scenario where attendees will navigate escalating events, make business and technical decisions, and manage operations disruption, and more.

#### Panelists

TBD

## **DEPLOYING RESPONSIBLE AI SERVICES IN COUNTY GOVERNMENT**

APPROVED: CMFO/CCFO Information Technology; CPWM Information Technology; CTC Information Technology; QPA Information Technology; RMC Information Technology; RPPO/RPPS Management/Supervision

County governments are under increasing pressure to deliver timely, accessible services with limited staff and aging systems. This workshop will provide county officials with a practical, non-technical overview of how AI services can be responsibly deployed using secure infrastructure and existing county systems. The session will focus on real-world use cases such as public-facing chat and voice assistants, internal knowledge access, and workflow support, while emphasizing the governance and risk considerations counties must address before deployment.

### Panelists

Bruno Tirone, *CEO, MRA International*

Himanshu Goil, *CEO, TechForGov*

Amanda Coe, *Head of Growth & Strategy, TechForGov*

## **COUNTY EMERGENCY MANAGEMENT: LEGAL UPDATES, NJOEM DIRECTIVES, AND STATE FUNDING**

APPROVED: CMFO/CCFO Office Management/Ancillary Subjects; CPWM Management; RMC, Professional Development; QPA Office Administration/General Duties; RPPO/RPPS Management/Supervision

County governments sit at the center of New Jersey's emergency management system. At the center of this system is the County Emergency Management Coordinator (CEMC). This session will provide a clear, practical understanding of the statutory authority and responsibilities of the County Emergency Management Coordinator; how recent legal and directive updates affect county government; what commissioners and administrators should expect during activations; and governance, oversight, and risk considerations

### Panelist

Brayden Fahey MS, CE, *Hunterdon County Director of Public Safety/County OEM Coordinator*

**11:15 A.M. WORKSHOPS - THURSDAY, MAY 7, 2026**

## **BERGEN COUNTY EMS**

APPROVED: CMFO/CCFO Office Management/Ancillary Subjects; CPWM Management; RMC, Professional Development; QPA Office Administration/General Duties; RPPO/RPPS Management/Supervision

Under the leadership of County Executive Jim Tedesco, Bergen County established Bergen EMS in response to a sharp and sustained decline in local volunteer ambulance services, a trend that was significantly worsened by the COVID-19 pandemic. As municipal squads struggled to consistently field ambulances and private hospital-based providers became overwhelmed, response times began to stretch and gaps in coverage emerged. In the three years since its launch, Bergen EMS has grown into a 24/7 countywide operation serving nearly every municipality in the County.

### Panelists

Captain Matthew Tiedermann, *Bergen County OEM & EMS*

Jim Tedesco, *Bergen County Executive*

## **BREAKING THE MOLD: HOW REFERENCED BASED PRICING CAN RESHAPE PUBLIC SECTOR HEALTH BENEFITS**

[APPROVED: CMFO/CCFO Information Technology; CPWM Information Technology; CTC Information Technology; QPA Information Technology; RMC Information Technology; RPPO/RPPS Management/Supervision](#)

This session will explain, in practical terms, why Reference Based Pricing (RBP) works and how it works on the ground. It is not a new payment system, and it is not a fringe workaround. Claims still run through the same rails. Providers still bill. Plans still pay. The difference is that the plan stops outsourcing the price and starts paying from a clear, rational benchmark. The workshop will also cover why RBP supports better member benefits and broader access, without relying on the usual narrow-network tradeoffs.

### Moderator

Jim Rhodes, *Vice President, Executive Director, PERMA Risk Management*

### Panelists

William Green, *PERMA Fair, President & CEO*

Joseph DiBella, *Co-President, Executive Partner, Conner Strong & Buckelew*

## **MODERN ASSET MANAGEMENT : FACILITY CONDITION ASSESSMENTS & TECHNOLOGY DRIVEN MAINTENANCE**

[APPROVED: CMFO/CCFO Financial/Debt Management; CTC General/Secondary; CPWM Management; RMC Finance; QPA Office Administration/General Duties; RPPO/RPPS Management/Supervision](#)

The session will cover how a comprehensive Facility Condition Assessment (FCA) offers a critical evaluation of major facility systems, which include mechanical, electrical, plumbing (MEP), structural, architectural, roofing, and site elements; and, how this information supports capital planning, budgeting, and long-term asset management. Participants will learn how to structure an FCA program that improves transparency, reduces risk, and supports data-driven decision-making.

### Panelists

Grant Ervin, *Director of Applied Technology, T&M Associates*

M. Elaine Dasti, *PE, Marketing Leader, Bldgs. & Facilities, T&M Associates*

## **THE NEW NJ STATE PLAN AND COUNTIES: PERFECT TOGETHER**

[APPROVED: CMFO/CCFO Financial/Debt Management; CTC General/Secondary; RMC Professional Development](#)

On December 17, 2025, the New Jersey State Planning Commission adopted the first new State Development and Redevelopment Plan in nearly 25 years. The new State Plan establishes a framework for coordinating land use, preservation, infrastructure, housing, climate, economic development and equity priorities. This moderated discussion brings together leaders from the NJ Office of Planning Advocacy and three county governments to discuss how the plan was developed and why their active engagement in the update process was a priority.

### Moderator

Shanel Robinson, *Commissioner Director, Somerset County*

### Panelists

Walter Lane, *Executive Director, NJ OPA*

Ryan Conklin, *Director of Planning, Warren County & President of NJ County Planners Association*

Joe Barris, *Director of Planning & Community Services, Monmouth County*

Elena Gable, *Assistant Planning Director, Cumberland County*

## **HOW COUNTIES CAN USE TECHNOLOGY AND AI TO ELEVATE SERVICE DELIVERY AND MODERNIZE WORKFLOWS**

APPROVED: [CMFO/CCFO Information Technology](#); [CPWM Information Technology](#); [CTC Information Technology](#); [QPA Information Technology](#); [RMC Information Technology](#); [RPPO/RPPS Management/Supervision](#)

This session will explore how counties can use AI to elevate service delivery, including a live demonstration of Magic Notes, perspectives from county staff, and key lessons learned from implementation and evaluation. The session will also address common procurement, policy, and legal considerations counties face when adopting emerging technologies and share practical strategies for navigating these challenges. Participants will leave with a clearer understanding of how counties can move from exploration to execution.

### Panelists

Debbie-Ann Anderson, *Director, Union County Department of Human Services*  
Hawa Bonds, *Division Director, Union County Department of Human Services*,  
Ella Rayner, *Customer Success Manager, Magic Notes*

**1:30 P.M. WORKSHOPS - THURSDAY, MAY 7, 2026**

## **HOW COUNTIES ARE LEADING THE WAY IN REGIONALIZATION AND SHARED SERVICES**

APPROVED: [CMFO/CCFO Budgeting](#); [CCFO County Fiscal Operations](#); [CTC General/Secondary CPWM Government](#); [RMC, Finance](#); [QPA Procurement Procedures](#); [RPPO/RPPS Public Purchasing](#)

State officials and academic experts will highlight the latest developments in regionalization and shared services initiatives in New Jersey, focusing primarily on county government projects funded through LEAP grants in the Division of Local Government Services (DLGS). This panel will also discuss successes in school regionalization initiatives and municipal shared services projects. The panel is specifically interested in recommendations from county officials on best practices in regionalizing municipal services at the county level.

### Panelists

Jacquelyn Suarez, *Commissioner, New Jersey Department of Community Affairs*  
Mark Magyar, *Director, Sweeney Center for Public Policy, Rowan University*  
Richard Richardella, *Chief, Local Assistance Bureau, Department of Community Affairs*  
Marc Pfeiffer, *Assistant Director, Bloustein Local Government Research Center, Rutgers*

## **RESOURCES, COMPLIANCE & CONTRACTS**

Submitted by *Bill Hnatiuk, Local Government Manager, NJ START*

SUBMITTED: [CMFO/CCFO Budgeting](#); [CTC General/Secondary](#); [CPWM Governance](#); [RMC Finance](#); [QPA Procurement Procedures](#); [RPPO/RPPS Public Purchasing](#)

This workshop will introduce NJSTART as a consumer-like shopping experience for local governments when purchasing from statewide contracts. Free for all local governing bodies, NJSTART marketplace is easy-to-use, and includes features such as searching for items, comparing specifications, and determining pricing for your organization, while saving time, money, and resources. The session will also provide an overview of the Periscope/MDF Commerce platform.

### Panelists

Trevor Day, *General Manager, NJ START*  
Bill Hnatiuk, *Local Government Manager, NJ START*

## **DEMISTIFYING AI: A PRACTICAL FRAMEWORK FOR RESPONSIBLE AI IN COUNTY GOVERNMENT**

SUBMITTED: [CMFO/CCFO Information Technology](#); [CPWM Information Technology](#); [CTC Information Technology](#); [QPA Information Technology](#); [RMC Information Technology](#); [RPPO/RPPS Management/Supervision](#)

This educational session provides a clear and practical roadmap for responsible AI adoption in county government, emphasizing governance, measurable implementation, and public trust. The session will address typical county operational challenges such as call center backlogs, delays in SNAP or social service eligibility reviews, managing OPRA requests, navigating dense codes or policy manuals, and more. This session will demonstrate how AI can reduce friction in daily county operations—improving service delivery without replacing human judgment.

### Panelist

Michael Stanzilis, *CEO, Arlington Analytics & Mayor, Mount Arlington*

## **SUCCESSFUL PARTNERSHIPS THROUGH COMMUNICATION AND COLLABORATION**

APPROVED: [CMFO/CCFO Office Management/Ancillary Subjects](#); [CTC General/Secondary](#); [CPWM Management](#); [RMC Professional Development](#); [QPA Office Administration/General Duties](#); [RPPO/RPPS Management/Supervision](#)

Monmouth County has a rich agricultural heritage with over 930 active farms representing small businesses that produce over \$119 million in market value products. This workshop will examine how Rutgers Cooperative Extension is able to provide high level of technical service to these stakeholders due to the support of the strong working relationship with the Monmouth County Administration. This presentation will highlight some of the collaborative programs that have their greatest impact in the community when supported by strong County leadership.

### Panelist

William Errickson, *PhD, Department Head, Rutgers Cooperative Extension of Monmouth*

## **DAM OWNERSHIP IN NEW JERSEY: MEETING REGULATORY REQUIREMENTS**

APPROVED: [CMFO/CCFO Budgeting](#); [CTC General/Secondary](#); [CPWM Management](#); [RMC Finance](#); [QPA Office Administration/General Duties](#); [RPPO/RPPS Management/Supervision](#)

In New Jersey, county and municipal governments play an important role in the shared responsibility for dam safety. This presentation explores current practices and key challenges facing county officials and engineers in managing both single and multiple dam ownership scenarios. The session will provide an overview of the NJDEP Bureau of Dam Safety regulatory framework including hazard classification, inspection requirements, routine operation and maintenance, Emergency Action Plan (EAP) development, and compliance timelines.

### Panelists

Christopher W. Marx, PE, *Mgr. of Water Res., FPA*

John Ritchey, PE, *Project Consulting, Water Res., FPA*

2:45 P.M. WORKSHOPS - THURSDAY, MAY 7, 2026

**IMPACT OF HR 1, ONE BIG BEAUTIFUL BILL ACT (OBBBA), ON SNAP AND MEDICAID PROGRAMS**

APPROVED: CMFO/CCFO Office Management/Ancillary Subjects; CPWM Management; RMC, Professional Development; QPA Office Administration/General Duties; RPPO/RPPS Management/Supervision; Public Health (1.0)

This workshop will address the impact OBBBA will have on local boards of social services, which includes changes to administrative funding for the Supplemental Nutrition Assistance Program (SNAP), work requirements for recipients, and potential matching funds for benefit allotments based on payment error rates. The session will examine how these changes will increase the costs of administering the food assistance program, workloads for welfare agencies, increased county budgets, the loss of health insurance coverage and more.

Panelists

Tracy S. Zur, *Commissioner, Bergen County*

Cheryl Golden, *Director, Cumberland County Board of Social Services*

**THE MONMOUTH COUNTY CRS ASSISTANCE PROGRAM GRANT PURSUITS**

APPROVED: CMFO/CCFO Budgeting; CTC General/Secondary; CPWM Governance; RMC Finance; QPA Procurement Procedures; RPPO/RPPS Public Purchasing

This workshop will examine how Monmouth County provides technical assistance and promotes participation in the Community Rating System (CRS) to its local communities through the Division of Planning's CRS Municipal Assistance Program. The Division offer their expertise in community planning, public outreach, and GIS mapping services to municipalities removing barriers that prohibit communities without the technical or staff resources to participate and advance in the CRS.

Panelists

Sean O'Leary, *Account Executive, Forerunner*

Joe Barris, *AICP/PP/CFM, Director, Monmouth County Division of Planning*

Bridget Neary, *AICP/CFM, CRS Program Manager, Monmouth County Division of Planning*

**DEVELOPING NEW COUNTY REVENUE STREAMS & UPDATES IN BONDING AND IRS ARBITRAGE AUDITS**

APPROVED: CMFO/CCFO Financial & Debt Management; CCFO County Fiscal Operations; CTC Enforcement; CPWM Management; RMC Finance; QPA Office Admin./General Duties; RPPO/RPPS Management/Supervision

This session will focus on the Counties opportunities to generate additional revenues under the County Bed Tax-Assessment of Community service contribution for tax-exempt property owners under NJSA 40:48J-1, In addition we discuss changes the Long-Term Tax Exemption Law " PILOT" Law and how the county will benefit from the changes to the law and Shared Services. Additionally, we will focus on updates on IRS Audits of Bond Arbitrage Compliance and Strategy Checklist that will assist you to audit proof your County from IRS Arbitrage Audits.

Panelists

Joseph Luppino, *CPA, CMFO, 1<sup>st</sup> VP, Head of Govt. Banking, Alma Bank*

Jon Rheinhardt, *CCFO, CMFO, Chief Finance Officer, County of Bergen*

Joseph Kelly, *CPA, CCFO, CMFO, Founder, NJ Muni Solutions, LLC*

## **LEVERAGING INSIGHT AI SOLUTIONS TO ACHIEVE GOVERNMENT GOALS AND OBJECTIVES**

APPROVED: CMFO/CCFO Information Technology; CPWM Information Technology; CTC Information Technology; QPA Information Technology; RMC Information Technology; RPPO/RPPS Management/Supervision

This presentation will establish an AI-first operating model that reimagines how New Jersey counties deliver services, make decisions, and engage residents in a digital-by-default future. We will also discuss anchor AI adoption in strong public-sector governance, ensuring transparency, accountability, security, and ethical use are foundational—not afterthoughts, create a clear, phased roadmap that aligns technology modernization with policy objectives, fiscal responsibility, and measurable public outcomes, empower local leaders and workforces with AI-enabled tools.

### Panelist

Carm Taglienti, *EdD, CTO, Insight Public Sector*

## **RE-IMAGINING HEALTHCARE THROUGH ALTERNATIVE BENEFITS**

APPROVED: CCFO County Fiscal Operations; CMFO/CCFO Budgeting; CPWM Management; RMC Finance; QPA Office Administration/General Duties; RPPO/RPPS Management/Supervision

New Jersey stands at a critical crossroads in public health. The cost of healthcare continues to increase at an exponential rate that is not sustainable for county budgets. At the same time, despite years of effort and billions spent, the opioid crisis continues to claim lives in every county. Rates of depression, anxiety, PTSD, and addiction remain unacceptably high — straining our healthcare systems, first responders, and municipal budgets. This presentation will focus on how counties could adopt a model that saves lives, improves outcomes, and reduces long-term costs.

### Panelists

Nichelle Santos, *Founder, CEO, CannaCoverage Co-Founder, QWC*

Regina Robinson, *M.Ed., M.S., QPA, SFO, VP, Public Sector, CannaCoverage*

Gaetano Lardieri, *Adv. Board Member, CannaCoverage, Founder, F.E.M. Co-Founder, QWC*

Maurice Hinson, *M.D., Adv. Board Member, CannaCoverage, Founder, MediRootz, Co-Founder, QWC*

Sapan Patel PharmD, *Adv. Board member, CannaCoverage, Founder, Empower Rx*

**4:00 P.M. WORKSHOPS - THURSDAY, MAY 7, 2026**

## **COUNTY PLANNING: HOW IT IMPACTS COUNTY GOVERNMENT AND POLICY**

APPROVED: CMFO/CCFO Budgeting; CTC General/Secondary; CPWM Governance; RMC Finance; QPA Procurement Procedures; RPPO/RPPS Public Purchasing; AICP Credits Pending

In this session, professional planners from three Counties will outline how County Planning is integrated into the governance structure and how planners impact county policy. The panelist Counties reflect the different NJ landscapes- from urban to beach shorelines to a mix of suburban and rural. County Planning staff supports many policy aspects, such as land use boards, open space, street safety, climate change, resiliency, circulation, infrastructure. The panelists will highlight initiatives unique to their County as well as a few that all three have in common.

### Moderator

Ryan Conklin, *PP, AICP, GISP, Director of Planning, Warren County & 2026 NJCPA President*

### Panelists

Elena Gable, *PP, AICP, CFM, Assistant Planning Director, Cumberland County*

Francesca Giarratana, *PP, AICP, Assistant Director of Planning, Hudson County*

David Schmetterer, *PP, AICP, Assist. Director of Planning, Monmouth County*

## **CYBERSECURITY STRATEGY FOR COUNTY GOVERNMENT**

APPROVED: CMFO/CCFO Information Technology; CPWM Information Technology; CTC Information Technology; QPA Information Technology; RMC Information Technology; RPPO/RPPS Management/Supervision

County governments are prime targets for cyber threats, often lacking the resources of private organizations. The already successful attackers are now leveraging AI as a force-multiplier to be more effective. This session will provide a timely update on the evolving threat landscape and introduces a county government-tailored maturity model as a roadmap for strategic planning and budgeting, and spotlights low-cost and free cybersecurity resources for counties.

### Panelists

Edward J. Cooney, MBA, CCIC, National Accounts Partner Conner Strong & Buckelew  
Joseph Hrubash, Sr. Partner, PERMA Risk Management Services

## **PARTNERING WITH COUNTIES: SUPPORTING NEW JERSEYANS WITH AGING ON THEIR OWN TERMS**

APPROVED: CMFO/CCFO Office Management/Ancillary Subjects; CPWM Management; RMC, Professional Development; QPA Office Administration/General Duties; RPPO/RPPS Management/Supervision

This workshop will address how changes to Medicaid that will occur as the result of H.R. 1 (Working Families Tax Cuts Act or “One Big Beautiful Bill”) are anticipated to have widespread implications, including for older adults and their caregivers. As these changes unfold, it will be important to focus on concrete steps county leaders, their teams, Programs of All-Inclusive Care for the Elderly (PACE), supportive housing developers and providers and Age-Friendly Communities leaders can take to engage and collaborate more fully.

### Panelists

Theresa Edelstein, Board Member, NJ PACE Association  
Kate Kelly, Executive Director, Supportive Housing Association  
Cheryl Golden, Director, Cumberland County Board of Social Services

## **GIVING TIME BACK: AI-POWERED SOLUTIONS FOR HUMAN SERVICES**

APPROVED: CMFO/CCFO Information Technology; CPWM Information Technology; CTC Information Technology; QPA Information Technology; RMC Information Technology; RPPO/RPPS Management/Supervision

The session will explore how shifting to EVA an AI Powered assistant for human services has led to improvements in Union County’s service delivery, including faster response times, better customer service, and enhanced staff well-being. This workshop will also preview what's to come from EVA, including new capabilities designed to meet evolving agency needs and program requirements. Hear from agency leadership on how they're using AI to modernize service delivery, support their workforce, and prepare for the future of human services.

### Panelists

Greg Tipping, Chief Product Officer & Co-Founder, TipCo Automated Services  
Debbie-Ann Andersen, Director, Union County Department of Human Services

## **ENERGY EFFICIENCY PROGRAMS IN NEW JERSEY**

APPROVED: CMFO/CCFO Office Management/Ancillary Subjects; CTC General/Secondary; CPWM Management; RMC Professional Development; QPA Office Administration/General Duties; RPPO/RPPS Management/Supervision

This session will discuss how for nearly 25 years, New Jersey residents and businesses have benefitted from New Construction incentives offered through New Jersey's Clean Energy Program, fostering a cleaner and greener future. For almost as long, local governments across the state have had access to the Local Government Energy Audit (LGEA) program, helping hundreds of communities gain valuable insights into their energy usage and uncover opportunities to improve efficiencies in existing infrastructure.

### Panelists

Tim McHugh, *Account Manager, TRC Companies on behalf of New Jersey's Clean Energy Program*  
Michelle Rossi, *Energy Savings Improvement Program Coordinator, NJ Board of Public Utilities*

**8:45 A.M. WORKSHOPS - FRIDAY, MAY 8, 2026**

## **COLD WEATHER, COORDINATED RESPONSE: HOW COUNTIES LEAD CODE BLUE OPERATIONS**

APPROVED: CMFO/CCFO Office Management/Ancillary Subjects; CPWM Management; RMC, Professional Development; QPA Office Administration/General Duties; RPPO/RPPS Management/Supervision

New Jersey counties play a critical leadership role in the activation, coordination, and operational support of Code Blue programs during extreme cold weather events. While municipalities often implement warming centers and shelters, counties are uniquely positioned to coordinate cross-jurisdictional resources, align state directives, support human services placements, and address capacity shortfalls when local systems are overwhelmed. This session will provide a comprehensive overview of Code Blue operations.

### Panelist

Brayden Fahey MS, CE, *Hunterdon County Director of Public Safety/County OEM Coordinator*

## **SAFE & SOUND CASH: SECURITY TODAY, VALUE TOMORROW**

APPROVED: CMFO/CCFO Financial/Debt Management; CTC General/Secondary; RMC Professional Development

County governments are navigating budget shortfalls, funding gaps, and staffing constraints, while still being expected to safeguard public dollars and make every one of them count. In this environment, confidence is essential. This educational session breaks down how counties can strengthen security, liquidity, and value at the same time. We'll clarify what collateral protection really means, explore smarter approaches to liquidity visibility, and show how better data can reveal opportunities to support budgets without increasing risk or workload.

### Panelist

Tyler Frame, *Sr. Relationship Specialist, three+one*

## **FROM COORDINATION TO COST SAVINGS IN ESSEX COUNTY: WHAT CAN AI DO FOR YOU?**

Approved: CMFO/CCFO Budgeting; CCFO County Fiscal Operations; CTC General Secondary; CPWM Government; RMC, Finance; QPA Office Administration/General Duties

Counties across New Jersey are being asked to do more with less while facing mounting fiscal constraints, state turnover, and increasing public expectations. This workshop will walk participants through Essex County's approach to strengthening partner collaboration, improving information sharing, and modernizing workflows. The session will focus on tangible operational improvements and financial efficiencies relevant to county administrators, finance officers, IT directors, purchasing officials, planners, and department heads.

### Panelists

Terrence McCoy, *Division Director, County of Essex*

Jordan Smith, *Program Analyst, Essex County Continuum of Care*

Austin Boral, *Civic Roundtable*

## **WHY COUNTIES ARE OVERPAYING FOR HEALTHCARE-AND HOW SOME ARE FINALLY STOPPING IT**

APPROVED: CMFO/CCFO Budgeting; CPWM Management; RMC Finance; QPA Office Management/Ancillary Subjects; RPPO/RPPS Management/Supervision

New Jersey counties are facing unprecedented pressure to control rising healthcare costs while preserving access, quality, and continuity of care for employees and their families. Traditional health plan strategies have fallen short in reducing utilization, preventing avoidable hospitalizations, or improving long-term population health. This session examines how a coordinated, patient-centered medical home approach offers counties a proven, data-driven alternative that improves outcomes while generating measurable healthcare savings.

### Panelists

Douglas Forrester, *Founder & Chairman, Partnership Health Centers/Integrity Health*

Michael Salvatore, *Ph.D, Former Superintendent of the Year (Long Branch Public Schools)*

**10:00 A.M. WORKSHOPS - FRIDAY, MAY 8, 2026**

## **LABOR NEGOTIATIONS UPDATE 2026**

APPROVED: CMFO/CCFO Office Management/Ancillary Subjects; CTC General/Secondary; CPWM Management; RMC Professional Development; QPA Office Administration/General Duties; RPPO/RPPS Management/Supervision; CLE (1.0)

This seminar will focus on the negotiations process including preparing for negotiations, unfair practices and mediation, fact finding and interest arbitration proceedings. Recent trends in negotiations, including but not limited to health insurance, will be reviewed and discussed. The discussion will include Unfair Practices and the Scope of Negotiations, Preparing for Negotiations, Impasse and Interest Arbitration, Recent trends in negotiations including health insurance, and we will allow for questions and answers to end the session.

### Panelist

Joseph M. Hannon, *Esq., Partner, Genova Burns, LLC & NJAC Labor Counsel*

### **LEARN HOW NJ COUNTIES UTILIZE AN HRA TO REDUCE THEIR HEALTH BENEFITS**

APPROVED: CMFO/CCFO Financial/Debt Management; CPWM Management; RMC Finance; QPA Office Administration/General Duties; RPPO/RPPS Management/Supervision

As healthcare costs have been rapidly rising, this workshop will provide New Jersey counties and municipalities with actionable insights on controlling healthcare costs while improving benefits for their employees. The session will showcase how the Difference Card Health Reimbursement Account (HRA) can lower payroll deductions, improve benefits, and generate savings. Attendees will leave with a comprehensive understanding of how The Difference Card can drive healthcare savings and simplify benefits administration.

#### Panelist

Ashley L. Dube, *The Difference Card*

### **FROM DATA TO DECISIONS: GIS TOOLS FOR ENVIRONMENTAL PERMITTING AND COUNTY PLANNING**

APPROVED: CMFO/CCFO Budgeting; CTC General/Secondary; CPWM Management; RMC Finance; QPA Office Admin./General Duties; RPPO/RPPS Management/Supervision

This presentation will explore how Geographic Information Systems (GIS) transforms environmental permitting and county planning by turning complex regulatory data into actionable insights through a live demonstration of GIS tools that integrate environmental constraints, permitting requirements, and spatial data to support faster, more informed decision-making. The session will highlight practical applications for counties, including site screening, regulatory compliance mapping, impact analysis, and interdepartmental coordination.

#### Panelists

Sarah Leidenheimer, *CEP-IT, WPIT, Environmental Services Manager, TPD*

Austin McGinley, *GIS Administrator, TPD*

### **WORK SMARTER, NOT HARDER: AUTOMATING COUNTY WORKFLOWS THAT EMPOWER STAFF**

APPROVED: CMFO/CCFO Financial/Debt Management; CTC General/Secondary; RMC Professional Development

County governments across New Jersey face staffing shortages, rising administrative demands, and complex workflows. Too often, critical processes still rely on manual steps, paper forms, and email chains. This interactive workshop explores how counties can use low-code automation to streamline approvals, reporting, and data collection without replacing staff or large system overhauls. The session focuses on governance, practical decision-making, and change management to support responsible modernization.

#### Panelists

Phil Prassas, *Founder & CEO, The Prassas Group*

Narmeen Makhani, *Founder, Alxecute*