



FROM SUMMER PROJECTS TO SURPLUS: WHAT HAPPENS TO EQUIPMENT WHEN THE WORK IS DONE?



Summer is a busy season for county operations. Road repairs, grounds maintenance, construction projects, drainage work and other public works initiatives keep crews and

equipment moving throughout the warmer months. But as projects wrap up and priorities begin shifting toward fall and winter, there is another important question for agencies to consider: What happens to the equipment that is no longer needed?

Knowing when it's time to move on: The end of a busy season can be an ideal time to evaluate an agency's equipment and identify assets that may have reached the end of their useful life for that department. Excavators, dump trucks, loaders, utility vehicles and other equipment may still have value. Even when the equipment is older, has significant mileage or no longer meets an agency's operational needs, there's a chance of value. Holding onto those assets can come with its own costs. Equipment may continue to occupy valuable storage space while requiring maintenance. Meanwhile, its resale value may decline the longer it sits unused. Selling surplus equipment through an online marketplace gives public agencies an opportunity to recover value while connecting assets with buyers who may still have a use for them.



Older equipment can still attract buyers: Sales on GovDeals demonstrate the demand that can exist for used public-sector equipment. A 2007 Bobcat 430HAG compact excavator listed by Bakersfield City School District in California attracted 54 bids before closing at a winning bid of \$16,051. The nearly two-decade-old excavator was described as functioning with minor deficiencies, demonstrating that older equipment can still attract considerable

buyer interest.

A 2010 International 7600 dump truck from Baltimore County Fleet provides another example. Despite more than 184,000 miles and disclosed damage, the truck generated 89 bids and closed with a winning bid of \$14,700. For public agencies, results like these are a reminder that equipment does not need to be new or in perfect condition to have value in the secondary market.



Turn the end of the season into an opportunity: As summer winds down, counties can use the transition between seasons as an opportunity to review their fleets and equipment. Which assets are still essential? Which are being replaced? Which have spent more time sitting than working? And which could provide greater value by being sold rather than stored? A proactive approach to surplus can help agencies free up space, reduce the burden of maintaining unnecessary assets, and return value to their budgets. It can also extend the useful life of equipment by placing it in the hands of another buyer.

Summer projects may be coming to an end, but the value of the equipment used to complete them does not have to end with the season. With the right disposition strategy, yesterday's work equipment could become tomorrow's return. For more information on how your county can leverage GovDeals through NJAC, contact Mike Baker at 609-713-7888 or mbaker@govdeals.com.

EXPANDING OUR PORTFOLIO: WELCOMING LENOVO TO PKA TECHNOLOGIES



At PKA, we've always believed that the best technology decisions start with understanding the customer's goals, then identifying the solution that best aligns with their business and technical requirements. That's why we're excited to welcome Lenovo to the PKA portfolio. For many, Lenovo is best known for its leadership in end-user computing. ThinkPad has long been one of the most recognizable and trusted brands in the

laptop market, and Lenovo continues to be a leader in desktops, workstations, and mobile devices across commercial, education, healthcare, and government organizations.

What often surprises people is just how broad Lenovo's enterprise portfolio has become. Today, Lenovo offers enterprise servers, storage, AI-ready infrastructure, edge computing, and data center solutions that support organizations of every size. Whether the conversation is around virtualization, hybrid cloud, AI initiatives, or modernizing aging infrastructure, Lenovo has built a portfolio that deserves a place in those discussions. For our customers, this partnership simply means more choice. Every environment is different. Some organizations prioritize performance, others operational simplicity, lifecycle management, AI readiness, sustainability, or total cost of ownership. Having another respected enterprise platform allows us to better align technology with each customer's goals. We're also excited about how Lenovo complements other strategic partners within the PKA portfolio, including Infinidat. Together, they offer compelling solutions for organizations looking to modernize enterprise infrastructure while building a resilient foundation for future growth.

At the end of the day, our goal hasn't changed. It's to bring our customers the right technology, backed by the right expertise, to help them make informed decisions with confidence. We're looking forward to working with Lenovo and introducing their portfolio to customers who may not have considered them as part of their next infrastructure conversation. Let's Talk!

If Lenovo hasn't been on your radar recently, it may be worth another look. *Whether you're planning a device refresh, evaluating data center infrastructure, or exploring what's next for your environment, we'd be happy to share where we think Lenovo fits and where it can provide value. Contact us at Solutions@pkatech.com to learn more.*



"Rest high above the clouds, no restrictions," beckons the Dave Matthews Band song "Satellite."

What does this have to do with wireless infrastructure and why does this matter to my town? While "no restrictions" would certainly be a stretch - governmental restrictions, cost restrictions, launch access restrictions, and more exist - it can certainly be said that each of these has its solution built into the market, primarily due to demand for newer technologies competing with legacy technologies. This is good for the marketplace. When consumers have a greater number of purchasing options with minimal difference in quality of service, the market has one choice - make prices more competitive or lose to those who do.

As demand for these technologies grow, so does the downward price pressure on the suppliers of the supporting industries - those handling the satellite deployment for example, or supplying materials for larger-scale production of the satellites and supporting equipment. As their prices contract, potential volume grows exponentially relative to price. Those "restrictions" eventually become less of an issue for those considering entering and those already in the satellite communications space. So, what other limitation is solved by satellite deployments? That's right - availability of ground space. According to the NJDEP, New Jersey is *only* about 30% - 33% developed (land containing a road, a house, school, park, warehouse or even open ground space with overhead transmission lines. This percent dwarfs other states.

No surprise here as NJ is the most densely-populated state. However, one would ask, "How are we unable to find available space for cell towers if 67% of the state is 'developed'?" This answer could be its own article but generally: blight, perceived proliferation, wetlands, competing nearby sites, lack of fiber or line-of-sight for microwave access and more. It has become extremely difficult for carriers and tower companies to find usable space for new, ground-based infrastructure.

This has clearly contributed to the major carriers' recent decisions to explore new opportunities to serve the same customer bases, with much of the budget resulting from those decisions leading carriers to the inevitable conclusion that they need to be where there are fewer restrictions - in the sky. Carriers have made several moves in the last year alone that point to a shift in priorities:

- Dedicated OpEx (rent) reduction teams
- Limited capital for new site builds
- Potential high-rent terminations without replacements
- Budget shifts to 5G and Satellite

Wireless carriers are acutely aware of how technological changes impact their markets, customer bases, and competitive environments, and they plan accordingly. The tower technologies and phones in your pocket aren't even close to what they were just 20 years ago. In January of 2023, there were ~4,800 communications satellites in orbit, a ~54% increase over the same period a year earlier. That number is upwards of 12,000 today, approximately 150% growth (2.5x) over the last three years.

T-Mobile has a satellite partnership with Starlink. Both Verizon and AT&T have satellite partnerships with AST SpaceMobile. Verizon has satellite engagement with Amazon Leo and Skylo. All of these are directly or indirectly aimed at providing satellite-to-device service. AND Verizon, AT&T, and T-Mobile all agreed this year to enter a joint venture to address coverage and capacity challenges with satellite technology in lieu of terrestrial tower infrastructure. The signs couldn't be clearer - cell towers will not disappear entirely, but they will be a lot less necessary as technological competition becomes more viable and more affordable.

What does that mean for your town? Do your best to protect your revenue while you can. Being pragmatic will enhance or maintain lease value. Realizing incredibly high rent from sites that commenced two decades ago won't last, and setting reasonable terms for renewals (technically new leases) is a good starting point. Carriers like reasonable landlords. That being said, most wireless leases contain clauses allowing for termination for any reason at the sole discretion of the tenant on 90 days' notice, best case 1 year.

Even those who take steps to preserve lease revenue for a "longer" term may not preserve it for a "long" term when the competing bandwidth from satellite trends towards replacement of ground-based assets. Taking an honest look at your portfolio, appreciating the revenue it's been generating, and being realistic about how much and how long into the future it will exist are all important to establish your risk and opportunity profile. As always, seeking additional ways to monetize wireless infrastructure:

- *New sites* - many fewer opportunities, but can still materialize into new rent.
- *Contact non-tenants* - Carriers who are not currently on your sites and non-traditional tenants (trading companies, internet of things companies), explore every possible tenant willing to pay rent.
- *Solicit interest in unused municipal space*
- *Have a market valuation performed* - Get an idea of what the "sure money" is in the case of a liquidation; this will often inform a landlord how long it makes sense to rely on the revenue stream.
- *Rent Reduction Letters* - Don't negotiate in response to these but also don't ignore them. They shouldn't be directly negotiated to comply with public bidding requirements, but they could be a sign that carriers are looking for alternate infrastructure to cover the same populations.

ACE Telecom Consulting welcomes your inquiries about this and all telecom infrastructure matters. Feel free to contact us at www.acetelecomconsulting.com, info@acetelecomconsulting.com or 201.927.7660.



Thank you to the NJAC members who participated in the September 30 Website Accessibility Webinar. A special thank you to Andree Laney

from EANJ for sharing her legal insights and perspective on ADA Title II. The discussion reinforced an important point for county leaders: digital accessibility is not simply a website initiative—it is an ongoing information-management responsibility. The U.S. Department of Justice’s ADA Title II requirements establish WCAG 2.1 Level AA as the technical standard for web content and mobile applications provided by state and local governments. Following the 2026 extension, public entities serving populations of 50,000 or more have until April 26, 2027, while entities serving fewer than 50,000 people and special district governments have until April 26, 2028.

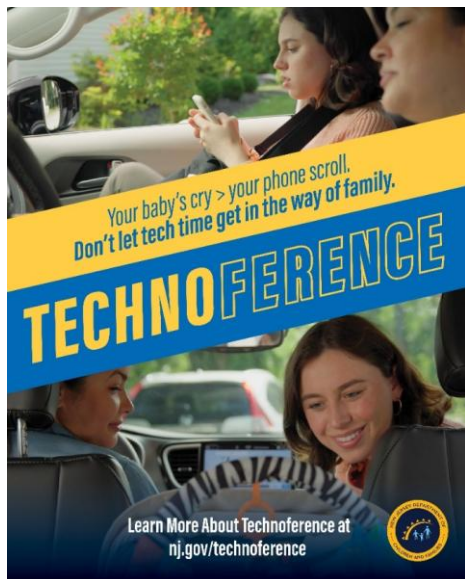
The PDF Challenge: For many counties, one of the largest accessibility challenges may be the PDFs already published online. County websites can contain thousands of agendas, minutes, budgets, forms, applications, ordinances, reports, public notices and permits accumulated over many years. Some were created without accessibility in mind; others are scanned images that assistive technology may not be able to properly interpret.

An accessible PDF involves more than making a document searchable. Depending on the content, accessibility can include structured headings, logical reading order, tagged paragraphs and lists, accessible tables and forms, meaningful alternative text for images and charts, and searchable text for scanned documents.

Start with an Inventory: Before opening PDFs one at a time, understand what is currently online. Identify your PDF inventory and begin categorizing it: Which documents are actively used by the public? Which contain forms or applications? Which support essential services? Which are frequently downloaded? Which are historical or archival? Here’s a simple way to get an idea of how many PDFs are on your website: go to Google and type `site:yourwebsite.org filetype:pdf`. Then click “Tools” on the far right of the search results. Google will display an approximate count of the PDFs it has indexed for your site. This gives you a quick starting point for understanding the size of your online PDF inventory. A practical framework is: Inventory. Assess. Prioritize. Remediate. Govern. From there, counties can establish accessibility standards for newly created content, assign responsibility and develop an ongoing governance process.

Where Technology Can Help: AI-assisted remediation is creating new opportunities to process large document collections more efficiently. Technology can help identify document structure, recognize headings and lists, establish reading order, generate searchable text from scanned pages, interpret tables and create initial alternative-text descriptions. Complex tables, forms, charts and unusual document structures may still require additional validation and review. Start Preparing Now The extended timeline provides additional time, but large document inventories can take time to assess, prioritize and remediate. Treating accessibility as an information-management program—not simply a one-time website project—can make the initiative far more manageable. FileBank’s Accessibility on Demand (AoD) helps public organizations identify, assess and remediate PDFs using AI-assisted technology combined with accessibility validation and quality-control processes. NJAC members interested in evaluating their PDF inventory, learning more about ADA Title II, or seeing a demonstration of how a PDF can be remediated in minutes can contact CSA@FileBankInc.com to schedule a discussion or demonstration.

“TECHNOFERENCE” AND RELATIONAL HEALTH IN THE FAMILY



We recognize technology's undeniable use in facilitating our lives, helping us stay connected to family and friends, catch up on what's going on in the world and in our communities, for educational and research purposes, and so much more. In fact, data show that 98% of Americans own a mobile phone, with 91% owning a smartphone.

However, there is growing concern about the overuse of digital devices - not just by children and youth, *but by adults, too* - and its effects on the quality of parent-child relationships. With this lens, the NJ Department of Children and Families (DCF) has launched a website, DCF | Technoference with many resources and a public service awareness campaign video related to Technoference — a term to define the everyday interruptions in interpersonal interactions between parents/caregivers and their children,

caused by digital devices — and its growing impact on relational health, family dynamics, and child development.

We know that strong interactions between a child and their parent/caregiver are important for the child's emotional health, brain development, and sense of connectedness and stability. These opportunities for positive interactions between a parent/caregiver and child are fundamental to building strong, healthy, and secure children who grow into confident adults.

SAVE THE DATES!

Make sure to visit NJAC's website at www.njac.org for details!

CENTRAL JERSEY COUNTY COMMISSIONERS ASSOCIATION
October^h, 2026

NORTH JERSEY COUNTY COMMISSIONERS ASSOCIATION
October 23, 2026

NJAC VIRTUAL WORKSHOP
October 28, 2026

NJAC YEAR-END SUMMIT ON H.R.1 AND COUNTYWIDE SOLUTIONS
December 18, 2026

NJAC ANNUAL CELEBRATION OF COUNTY GOVERNMENT
May 5-7, 2027



2026 SCHOLARSHIP PROGRAM

INVESTING IN NEW JERSEY.
INSPIRING TOMORROW.



\$700,000+
AWARDED
Since 2011



850+
STUDENTS
SUPPORTED
Since 2011



\$113,000
AWARDED IN
2026 ALONE



100%
OF DONATIONS
SUPPORT
SCHOLARSHIPS

SCHOLARSHIP OPPORTUNITIES

Since 2011, the NJAC Foundation has awarded over \$700,000 in scholarships to 850 county vocational-technical school graduates who continued their education at home in the Garden State.

Through the generous grant funding from the State's leading corporate citizens, the Foundation has enjoyed the unique opportunity to provide much-needed financial support for students and their families to pursue their educational dreams and aspirations. In 2026 alone, the NJAC Foundation is thrilled to share that it awarded \$113,000 in scholarships.

HIGHLIGHTS

- ✓ Financial support to tackle ever increasing college education costs.
- ✓ 100% of grant funding dedicated to student scholarships.
- ✓ Corporations craft scholarships to meet organizational needs.
- ✓ Recognition of donors at NJAC Conference, commissioner meetings, and with the media.
- ✓ Home grown New Jersey talent gets to stay and flourish at home.



SUPPORTING LOCAL STUDENTS. STRENGTHENING OUR FUTURE.

Your investment today helps New Jersey students achieve their goals and build a stronger tomorrow for all of our communities.



HIGHER
EDUCATION



ENGINEERING &
SKILLED TRADES



CYBERSECURITY &
TECHNOLOGY



CLEAN ENERGY &
ENVIRONMENTAL
SCIENCE



STEM
CAREERS

2026 GIVING CAMPAIGN



\$21,000 | (1) \$1,000 scholarship in all 21 counties



\$21,000 | (1) \$1,000 scholarship in all 21 counties
For students pursuing cybersecurity, computer information systems, data analytics, database management, computer science, or related fields.



\$2,500 | (1) \$500 scholarship in Atlantic, Bergen, Monmouth, Ocean, and Union counties
For students pursuing engineering, surveying, and construction/bridge inspection degrees.



\$21,000 | (2) \$500 scholarships in all 21 counties



\$5,250 | (1) \$1,750 scholarship in Atlantic, Mercer, and Morris counties



\$5,000 | (5) \$1,000 scholarships in Essex County
For students pursuing degrees in Science, Technology, Engineering, and Mathematics (STEM).



\$12,500 | (1) \$900 scholarship in 13 counties
For students pursuing environmental science, green design, green technology, or alternative energy degrees.



\$5,250 | (1) \$250 scholarship in all 21 counties
For students pursuing technology or cybersecurity degrees.



\$19,555.96 | (1) \$1,650 scholarships in 12 counties
Atlantic, Burlington, Camden, Cape May, Cumberland, Gloucester, Hunterdon, Middlesex, Salem, Sussex, Union, and Warren counties.



The NJAC Foundation is a non-profit organization affiliated with the New Jersey Association of Counties (NJAC) that is committed to providing innovative educational opportunities for county vocational-technical school and county college students.

**THANK YOU TO OUR GENEROUS
CORPORATE PARTNERS!**



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Take advantage of NJAC's extensive network of county leaders, businesses, trade associations, and more through innovative networking events that include:

- An outstanding annual celebration of county government.
- A one-of-kind reorganization meeting at the State House.
- A timely year-end summit that tackles tough issues of the day.
- Exclusive advertisement in NJAC's *County Directory* and on our website.
- Publication in *NJ County Biz* and legislative updates from *State House News*.

Effectively market your business to help county governments operate more efficiently and save valuable taxpayer dollars!

You may also take advantage of the opportunity to host one of our regional county meetings, professional affiliate group sessions, virtual workshops, and other terrific events throughout the course of the year.



ANNUAL CELEBRATION OF COUNTY GOVERNMENT



REORGANIZATION MEETING AT THE STATE HOUSE



YEAR-END SUMMIT



MARKET YOUR BUSINESS • REACH COUNTY LEADERS

SIGN UP TODAY!

Name: _____ Company Name: _____

Address: _____

Telephone: _____ Fax: _____ Email: _____

Business Description: _____

Recommended By: _____



Please make sure to include the **\$550.00** annual registration fee with this application and visit our website at www.njac.org for additional details.

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