

NJAC COUNTY BIZ

An Educational and Informative Newsletter for Counties and Businesses

New Jersey Association of Counties

ISSUE 173 - JUNE 2026

Building Public Trust Through Transparent Surplus Sales

by Shari Williams, Content Creator, GovDeals

Residents today expect more visibility into how public assets are managed, sold, and repurposed. Whether it is a retired fleet vehicle, surplus equipment, or unused municipal property, the process behind those sales matters just as much as the outcome. In an era where accountability is under greater public scrutiny, transparency in surplus management is no longer optional. It is expected.

Why Transparency Matters

For many municipalities and public agencies, surplus disposition was once viewed as a routine operational task. Today, it has become part of a larger conversation around public trust, fiscal responsibility, and responsible stewardship of taxpayer-funded resources.

Residents increasingly want to understand:

- how public assets are being sold
- whether the process is fair and competitive
- how agencies are maximizing taxpayer-funded resource
- what level of oversight exists throughout the process

That shift in expectation is pushing agencies to reevaluate how surplus sales are conducted and documented. Communities want confidence that public assets are not simply being discarded or sold through outdated processes with limited visibility. Instead, they expect a process that is open, trackable, and accountable.

A More Visible Sales Process

The continued growth of online public auctions has helped create a more transparent environment for surplus sales. Assets can be viewed by a broader [audience](#), bidding activity is documented, and participation is no longer limited to local or in person buyers.

This visibility helps create a process that feels more accessible and accountable to the public. Rather than surplus assets being sold through limited channels, online auctions allow agencies to demonstrate a more open and competitive process.

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Building Public Trust Through Transparent Surplus Sales

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Greater visibility can also help increase bidder participation, which may improve recovery value on surplus assets while supporting fair market competition. For agencies facing ongoing budget pressures, recovering additional value from unused assets can help support operational goals while reinforcing accountability to residents.

Transparency Supports Better Operations

Transparent sales practices also benefit agencies internally. Clear transaction records documented bidding histories, and centralized reporting can make surplus management easier to track and review over time.

For municipalities balancing staffing pressures and limited resources, having a structured and documented process can help simplify reporting, improve oversight, and reduce uncertainty around asset disposition. It also creates consistency across departments that may handle surplus assets differently.

In many cases, transparency is not only about public perception. It also helps strengthen operational efficiency and reduce administrative challenges behind the scenes.

Building Confidence Through Accountability

Public surplus sales may not always be highly visible, but they still shape how residents perceive local government operations. Transparent processes help demonstrate that public resources are being managed responsibly and with accountability in mind.

As municipalities continue modernizing operations, surplus management is becoming more than a [back office](#) function. It is another opportunity to build public confidence through processes that are visible, competitive, and well documented.

For more information on how your county can leverage GovDeals through NJAC, contact Mike Baker at 609-713-7888 or mbaker@govdeals.com.

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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 New Jersey Association of Counties (NJAC)
at

(609) 394-3467 or njac@njac.org

The Federal Government Is Not Picking Your AI Vendor. That's Your Job.

by Megan Olson, VP of Marketing, Polimporphic

In March, the White House released its National AI Policy Framework. Four pages. Six objectives. And one clear message for local government: you are on your own.

The framework preserves state and local control over AI procurement and use. No new regulator. No mandated standards. No required audits. That means the federal government is not choosing your AI vendors. Your agency has to decide, and the stakes are high.

Choosing AI is not the same as buying legacy software.

AI Vendors Are Not Created Equal

The AI market is crowded. Vendors are everywhere, and demos are polished. But AI introduces risks that standard procurement does not fully cover, including bias, explainability, data protection, and accountability.

Government exposure is different. When a private company's AI fails, it is a service issue. When a government system gives incorrect information about benefits or permits, it becomes a public trust issue and potentially a legal one.

Vendors who understand this difference are worth your time. Others may look strong in a demo but fail under real conditions.

Questions That Actually Matter

Most vendors will claim accuracy, security, and ease of use. That is expected. The real evaluation comes from better questions.

Who owns the data, and what happens to it? Ask if the vendor trains on your data, whether it is shared, and what happens when the contract ends. If answers are unclear, that is a red flag.

Can the system explain its outputs? If something goes wrong, your team needs to trace why.

You should be able to audit decisions. Black-box systems are not suitable for public-facing services.

Is it built on your content or generic information? Residents expect answers specific to your agency. Ask how the system reflects your policies and stays current.

What does implementation really look like? Demos are controlled. Real deployments are not. Speak with peer agencies and ask what broke and how the vendor responded.

What Happens If You Get It Wrong

The risk does not show up immediately. It appears later, when staff spend time fixing errors or when resident complaints surface.

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The Federal Government Is Not Picking Your AI Vendor. That's Your Job.

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Switching vendors is costly and disruptive. The time to evaluate is before signing a contract. In government, the consequences affect public trust, not just operations.

A Practical Starting Point

You do not need a perfect process to begin. Start with three steps.

Use a consistent set of questions for every vendor. The GovAI Coalition offers free procurement templates.

Require a proof of concept using your data, not a demo.

Talk to peer agencies. Direct experience is often more useful than case studies.

The federal government has given you the authority to decide. Choosing the right partner is where that responsibility begins.

Pick carefully. The public is watching.

polimorphic

WELCOME TO OUR NEW MEMBER



TURN-KEY
TECHNOLOGIES

Turn-key Technologies is a value added reseller of Networking, Cybersecurity, and Physical Security products and services across all vertical markets.

For additional information and to learn more about Turn-key Technologies please contact Tony Ridzyowski via email at tridzyowski@tti-wireless.com.

Modernizing New Jersey County Jail Connectivity

by HPE Networking

New Jersey counties operate 24 county-run jail facilities, each playing a vital role in public safety, corrections, healthcare delivery, and judicial operations. While facilities vary in size and age, all depend on secure, reliable network connectivity to support daily operations and future modernization efforts. As technology demands increase, counties are reassessing how best to modernize legacy network infrastructure while minimizing risk, downtime, and long-term cost.

County jails operate 24×7, with little tolerance for system instability. Networks must support:

- Secure staff communications and mobility
- Video, monitoring, and safety systems
- Medical and behavioral health technologies
- Controlled access for authorized devices and applications
- Accurate indoor location services to track critical assets

In many facilities, aging or fragmented networks increase operational risk and place additional strain on lean IT and public safety teams. Across the country, county sheriff's offices are modernizing detention-facility connectivity using **cloud-managed, AI-assisted networking**. This approach enables:

- Centralized visibility across wired and wireless environments
- Proactive issue detection using AI-driven insights
- Secure onboarding of - controllers, lowering complexity
- Uplevel the IT help desk to problem solvers

HPE Networking works with state and local governments nationwide to help modernize mission-critical infrastructure. By combining cloud-managed networking, AI-driven operations, and public-sector experience, HPE supports counties in building secure, scalable networks aligned to long-term public safety goals. The **San Diego County Sheriff's Office** provides a recent example of how this approach has improved operational reliability and reduced network complexity.

Connect With Us

Contact us directly:

pat.rucker@hpe.com South Central NJ: (Monmouth, Mercer, Middlesex & South)
chris.voll@hpe.com North Central NJ: (Hunterdon, Somerset, Union & North)



Study With The Leader In Online Education

Thomas Edison State University

EDUCATIONAL BENEFITS FOR NEW JERSEY PUBLIC SECTOR EMPLOYEES

LIVE WEBINAR
Wednesday, June 3, 2026
1:00 pm – 2:00 pm

Registration: Click [HERE!](#)

(bit.ly/publicsector626)

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? Feel free to schedule a [15 min. 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
njac@njac.org

Thank You to our Corporate Hosts
More Conference Photos Following & on the Website [Here](#)



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Join MRA International at our Annual InterNETworking Event!!!

by Yvonne Ha, Marketing, MRA International

Where: Ocean Place Resort in Long Branch, NJ

When: Thursday, July 16th

Time: 8:00 am – 3:30 pm

Join us for an exclusive annual event by the beach that offers unique learning and networking opportunities in an open, relaxed environment.

Our Annual **InterNETworking** event immerses professional educators, IT leaders, and passionate learning enthusiasts to explore industry-leading trends and topics that are actionable and beneficial to the public sector. Our event aims to bring innovative technology, practical solutions, and accessible resources to K-12, Higher Education, and State & Local Government organizations while offering a unique day of learning, networking, and collaboration.

Please register for the event on our website:

<https://www.mrainternational.com/inw2026>

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

Phone: (732) 222-0997



PKA Technologies, Inc. Trusted Advisors To Public Sector

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

As summer approaches, the team at PKA Technologies is looking forward to connecting with public sector leaders and technology professionals at two major industry events this June.

First, PKA will be attending the **SUNY Technology Conference** in Lake Placid from June 8–11. This annual gathering brings together higher education and government technology leaders to discuss the latest innovations, cybersecurity strategies, infrastructure modernization, and digital transformation initiatives shaping the future of the public sector.

PKA is excited to engage in conversations around the evolving technology landscape and share insights on solutions that help organizations improve efficiency, strengthen security, and better serve their communities.

Shortly after, the PKA team will head to **HPE Discover 2026** in Las Vegas from June 15–18. Hosted by Hewlett Packard Enterprise, HPE Discover is one of the industry's premier technology conferences, showcasing advancements in AI, hybrid cloud, networking, cybersecurity, and data management. The event offers an opportunity to collaborate with peers, explore emerging technologies, and bring back valuable knowledge that can help county governments and public sector organizations navigate today's IT challenges with confidence.

As trusted advisors to public sector organizations across New Jersey and beyond, PKA remains committed to helping county agencies modernize their environments while maintaining security, resiliency, and operational excellence. Industry events like these allow the PKA team to stay at the forefront of innovation and continue delivering the expertise and solutions our customers rely on.

We look forward to connecting with partners, customers, and fellow industry professionals throughout the month. If you'll be attending either event, we'd love the opportunity to meet and discuss how technology can support your organization's goals for the year ahead.

Contact us at **(845) 357-0170** or **Solutions@pkatech.com**

From all of us at PKA Technologies, we wish everyone an exciting start to summer!



NACo Webinars

Leveraging Opioid Settlement Funds for Housing Supports Strategies for Counties

Monday, June 8, 2026

1:00 p.m. - 2:00 p.m. ET

Counties across the country are working to expand safe and supportive housing for their residents with substance use disorder, recognizing housing as a critical part of the recovery continuum of care. This webinar will highlight practical strategies for using opioid settlement funds to support housing initiatives at the local level. Given ongoing ambiguity around allowable uses of settlement funds, the session will offer clear guidance on emerging models, compliance considerations and opportunities to fund housing as part of broader recovery infrastructure.



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

Balancing Public Meeting and Records Transparency Amid Rising Threats and Public Pressure

Thursday, June 11, 2026

2:00 p.m. - 3:00 p.m. ET

Public meetings and public records are essential to local government transparency—but in today's environment, public servants are often navigating elevated civic tension and evolving threats. In this webinar, we'll discuss three connected realities: curtailing violence and disruption at public meetings, protecting public official and staff personal information, and safeguarding sensitive resident data (including voter related records) while still meeting legal obligations for access. We'll share practical approaches to maintain order and continuity in public meetings; respond to rising volumes and complexity of public records requests without overwhelming staff or eroding trust; and apply clear processes for review, redaction, and access controls so transparency is preserved without increasing safety risk.

Register [here](#).

From Concept to Impact: How Counties are Successfully Evaluating the Use of AI

Monday, June 22, 2026

1:00 p.m. - 2:00 p.m. ET

AI is transforming county government, but responsible adoption requires more than enthusiasm. In late 2025, the New York State Association of Counties (NYSAC) partnered with CAI to tackle a critical question: how can counties objectively evaluate AI tools for cost, security, data protection, and real-world fit? The answer became the GovAI Trustmark, a first-of-its-kind AI certification framework built by and for county government, launched in the spring of 2026. In this NACo webinar, the practitioners who were part of the workgroup will share the process in building this online evaluation dashboard and how it can work for counties nationwide.

Register [here](#).



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More than
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For more information, contact:

Matt Ring, Program Director

609-500-0205; RINGM3@Nationwide.com

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FROM THE EXECUTIVE DIRECTOR

MAURICE FITZGIBBONS COUNTY COMMISSIONER OF THE YEAR AWARD

SHANEL ROBINSON, SOMERSET COUNTY COMMISSIONER DIRECTOR

For her sage advice, trusted counsel, and remarkable leadership during a year as President where the Association excelled and flourished.

COUNTY ADMINISTRATOR LIFETIME ACHIEVEMENT AWARD

GERALD DEL ROSSO, ATLANTIC COUNTY ADMINISTRATOR

For his lifelong and unwavering dedication to public service and for always being a kind, thoughtful, and resourceful gentleman.

NJAC BOARD OF DIRECTORS LIFETIME ACHIEVEMENT AWARD

BRENDAN GILL, ESSEX COUNTY COMMISSIONER

For his extraordinary commitment to county government that provided the Association with a critical voice at the table during the Murphy Administration.

COUNTY SERVICE AWARDS

MICHAEL FITZGERALD, MONMOUTH COUNTY COUNSEL

For his exceptional leadership in spearheading countywide litigation initiatives, analyzing legislation and regulations, and sharing resources and ideas.

JARED LAUTZ, BERGEN COUNTY DEPUTY COUNTY ADMINISTRATOR

For his steadfast and selfless commitment to helping others that has greatly benefitted the lives of those struggling with homelessness and food insecurity.

SHELLY BELL, SOMERSET COUNTY CHIEF OF STAFF

For her positivity and enthusiasm in always going the extra mile to collaborate with others for the good of county government.

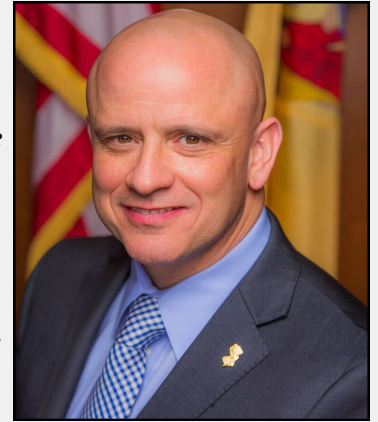
ART CHARLTON, WARREN COUNTY DIRECTOR OF PUBLIC INFORMATION

For being brilliant at his craft and a remarkable career in public service that spanned three impactful and meaningful decades.

PETER PALMER BUSINESS ASSOCIATE OF THE YEAR

FOUR LEAF FEDERAL CREDIT UNION

For their tremendous support of the Association and for having an outstanding team that energizes all events and functions.



John G. Donnadio, Esq.

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FROM THE EXECUTIVE DIRECTOR

COUNTY VOCATIONAL TECHNICAL SCHOOL COOK-OFF CHALLENGE - PEOPLE'S CHOICE AWARDS

As voted on by all participating conference attendees and tabulated by ES&S.

GOLD MEDAL (\$1,250.00 SCHOLARSHIP): CAPE MAY COUNTY TECHNICAL SCHOOLS
Cape May Clam Cake

SILVER MEDAL (\$750.00 SCHOLARSHIP): CAMDEN COUNTY TECHNICAL SCHOOLS
Crispy Chicken Sliders

BRONZE MEDAL (\$500.00 SCHOLARSHIP): PASSAIC COUNTY TECHNICAL SCHOOLS
Crispy Saffron Arancini with Breaded Chicken

COUNTY VOCATIONAL TECHNICAL SCHOOL COOK-OFF CHALLENGE - PROFESSIONAL CHEFS AWARDS

As voted on by professional chefs David Burke, Man Versus Food Star Casey Webb, and the Meat Teacher Matt Groark.

GOLD MEDAL TASTE: CAPE MAY COUNTY TECHNICAL SCHOOLS
Cape May Claim Cake

SILVER MEDAL TASTE: PASSAIC COUNTY TECHNICAL-VOCATIONAL SCHOOLS
Crispy Saffron Arancini with Breaded Chicken

BRONZE MEDAL TASTE: BERGEN COUNTY TECHNICAL SCHOOLS, PARAMUS
BBQ Brisket Biscuit

GOLD MEDAL FOOD PRESENTATION: CAPE MAY COUNTY TECHNICAL SCHOOLS
Cape May Clam Cake

SILVER MEDAL FOOD PRESENTATION: ESSEX COUNTY SCHOOLS OF TECHNOLOGY, WEST CALDWELL
Steak & Egg Sandwich

BRONZE MEDAL FOOD PRESENTATION: MONMOUTH COUNTY VOCATIONAL SCHOOL DISTRICT
Arepas Con Queso

COUNTY VOCATIONAL TECHNICAL SCHOOL COOK-OFF CHALLENGE - NJAC JUDGES AWARDS

As voted on by selected conference attendees from the business community.

GOLD MEDAL TASTE: CAMDEN COUNTY TECHNICAL SCHOOLS
Crispy Chicken Sliders

SILVER MEDAL TASTE: CAPE MAY COUNTY TECHNICAL SCHOOLS
Cape May Clam Cake



John G. Donnadio, Esq.

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FROM THE EXECUTIVE DIRECTOR

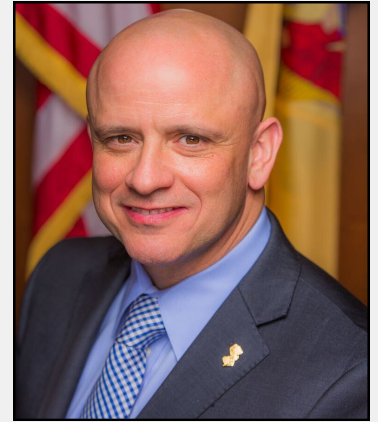
BRONZE MEDAL TASTE: HUDSON COUNTY SCHOOLS OF TECHNOLOGY
Mini Pretzel Pork & Chive Dumpling

GOLD MEDAL STATION DISPLAY: CAPE MAY TECHNICAL SCHOOLS
Cape May Clam Cake

SILVER MEDAL STATION DISPLAY: GLOUCESTER COUNTY INSTITUTE OF TECHNOLOGY
Savory Macarons

BRONZE MEDAL STATION DISPLAY: PASSAIC COUNTY TECHNICAL-VOCATIONAL SCHOOLS
Crispy Saffron Arancini with Breaded Chicken

Additional fantastic dishes included: Potato & Cheese Pierogies by the Mercer County Technical Schools; Barnegat Light Butter Poached Lobster by the Ocean County Vocational-Technical School Districts; and, Sweet and Smoky Duck Breast on a Sourdough Cracker by the Warren County Technical School.



John G. Donnadio, Esq.

Our life is what our thoughts make of it. Marcus Aurelius

NJAC Save The Dates

**NJAC Board of Directors Meeting
June 26, 2026**

**NJAC Virtual Workshop
July 8, 2026**

**NJAC Virtual Workshop
September 16 8, 2026**

**NJAC Board of Directors Meeting
September 18, 2026**

EVENTS & HOLIDAYS

SUN	MON	TUES	WED	THURS	FRI	SAT
	¹ NJ Jackals vs. NY Boulders 10:35am-1:35pm Hinchliffe Stadium <i>Paterson</i> <i>Passaic County</i>	²	³ Annual Block Party 6/5 4:00pm Memorial Park Bandshell <i>Salem</i> <i>Salem County</i>	⁴  6/6 11:00pm-7:00pm Mercer County Park <i>West Windsor</i> <i>Mercer County</i>	⁵ Colonial Tavern Experience 6/6 5:00pm-7:30pm Melick's Town Farm <i>Oldwick</i> <i>Hunterdon County</i>	⁶ Nanticoke Lenni-Lenape Pow-Wow 10:00am-5:00pm Fairgrounds <i>Millville</i> <i>Cumberland County</i>
⁷ Warren County Hot Air Balloons 6/6 & 6/7 Community College <i>Washington</i> <i>Warren County</i>	⁸ Annual Water Fest 6/7 11:00am-4:00pm Scotland Run Park <i>Clayton</i> <i>Gloucester County</i>	⁹	¹⁰	¹¹ The Sergio Mendes Bank 7:30pm MAYO PAC <i>Morristown</i> <i>Morris County</i>	¹²	¹³ Celebrate Middlesex County 10:00am-3:00pm Roosevelt Park <i>Edison</i> <i>Middlesex County</i>
¹⁴ World Cup Fan Festival All Day Overpeck County Park <i>Leonia</i> <i>Bergen County</i>	¹⁵ 250th Celebration 6/14 1:00pm-6:00pm High Street <i>Mount Holly</i> <i>Burlington County</i>	¹⁶ Jazz Festival 6:00pm-10:00pm Wellmont Arts Plaza <i>Montclair</i> <i>Essex County</i>	¹⁷	¹⁸ Barefoot Country Music Fest 6/18-6/21 Beaches <i>Wildwood</i> <i>Cape May County</i>	¹⁹ Summer Solstice Festival 4:00pm-9:30pm Island Beach State Park Swimming Area #2 Ocean County	²⁰ Annual Juneteenth Festival 10:00am-3:00pm Croft Farm <i>Cherry Hill</i> <i>Camden County</i>
²¹ World Cup Fan Festival All Day Laurel Hill Park <i>Secaucus</i> <i>Hudson County</i>	²² June 21st 	²³	²⁴ Rocks, Ribs, & Ridges Festival 6/26-6/28 Sussex County Fairgrounds <i>Augusta</i> <i>Sussex County</i>	²⁵	²⁶ North Beach Fireworks Spectacular 9:00pm Boardwalk <i>Atlantic City</i> <i>Atlantic County</i>	²⁷ World Cup Watch Party & Cultural Festival All Day Iron Peak Sports & Events <i>Hillsborough</i> <i>Somerset County</i>
²⁸ Classic Car Show & Oldies Day 11:00am-5:00pm Monmouth Park <i>Oceanport</i> <i>Monmouth County</i>	²⁹	³⁰				