NJAC County Biz

An Educational and Informative Newsletter for Counties and Businesses

How Do We Navigate Dish's Exit From Wireless?

By Matt Watkins, VP Development & Operations, ACE Telecom Consulting

Many NJ municipalities and counties have wireless tenants – whether on a water tank, a pole owned by the town, a municipal rooftop, or ground space for someone else's pole(s). As previously discussed, these can all translate to great passive revenue with little effort. The flip side of the high rents many public entities receive is that they are driven by a hyper-competitive state of a very small number of operators. Dish's exit from the wireless industry created a hole in the revenue streams of anyone who had them as a tenant or subtenant.

While there are and will continue to be smaller, often regional, wireless carriers, the industry has been dominated by the big 3 (Verizon, AT&T, T-Mobile) with Dish chasing after them to become the big 4th for the last 5 years. This means rent from 25% of the pool of somewhat predictable large wireless carriers just vanished.

Sure, the big carriers are that way because of years of aggressively acquiring smaller carriers, consolidating, and repeating. And while Dish disappeared, their customers did not, but they'll soon have to find a new wireless provider. So, if the customers are still there, and they are still spending money on wireless service, why can't their new providers just increase their rent to offset the loss of Dish revenue?

First, existing leases – wireless leases are for long terms. Carriers spend a fortune on due diligence, equipment, and construction, and it is difficult and time-consuming to find new, usable real estate. For this reason, a carrier may be 10 years into a 25-year lease when they acquire someone else's customers. It would be extremely rare (if one exists) to see a lease with a rent change based on customer count. It would be difficult to demonstrate and enforce due to the transient nature of cell phone usage.

Second, the companies that acquired Dish's spectrum just did so at a massive capital cost. This means they won't have the budget to offer voluntary rent increases outside of what's contracted. Dish states their customers will continue to be served on AT&T infrastructure. How long that will hold up remains to be seen, but what is known is Dish has already been sending out blanket termination notices, often not even referencing a specific site. They do not plan to pay rent any longer.

What does this mean for your revenue streams and how can we stop the bleeding?

First, the obvious choice is something every town and county should already be doing anyway – explore opportunities for new leases. Sometimes these are obvious locations, like the examples listed above.

How Do We Navigate Dish's Exit From Wireless? *(continued)*

A Telecom Consultant can help you become informed on the specifics – ideal locations, existing structures that may work, carrier budgets, bid writing, etc. (word on the street is ACE Telecom Consulting excels at all of these.) Many public entities delay these decisions as their priorities are the business of running the town. Passive revenue should be an important part of that. In some cases, your neighboring towns are taking action which, depending on proximity, may obviate the need for a site on one of your properties. So, time is of the essence in seeking out new locations for wireless infrastructure and for adding tenants to existing sites.

Next, amendments. These aren't always possible as we can't just make new demands in the middle of the term of a signed agreement. Also, there is risk in opening a new negotiation as the other party will have the ability to make requests as well. However, site modifications happen all the time. In many cases, carriers want to expand their footprint beyond their original leased premises, or they want to add a generator (not considered wireless operating equipment by the FCC) that wasn't considered in the original lease. A skilled Wireless Consultant can help identify these opportunities and help you monetize where they exist.

Then, consider site audits. While the revenue is passive, attention to your assets should not be. You can be largely hands off but tenants need to be aware there will be compliance checks. ACE Telecom performs lease compliance and site audits regularly. We know how to spot installations that have grown beyond their leased premises, or unauthorized equipment. This can result in back rent being due as well as demand for increased rent.

Last, as discussed in our last edition in the NJAC County Biz September publication (2025-NJAC-County-Biz-September.pdf), there may be reasons to consider a sale of assets, lease rights, or easements. Whether or not it's right for your town or county depends on knowledge of the pros and cons, so read that last article (or call us) to decide how best to replace some of that lost Dish revenue!

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.

Turning Fragmented Data Into A Trusted, AI-Ready Enterprise Asset

by Raj Juttukonda, CEO, Right Angle Solutions Inc.

AI without data quality is a car without wheels.

Organizations are eager to adopt AI to drive smarter decisions, automate processes, and unlock new value. Yet many initiatives stall before delivering impact—not because of weak algorithms, but because the underlying data is fragmented, inconsistent, and untrusted.

Before asking *how AI can help*, organizations must first answer a more fundamental question:

What Do You Need to Do to Overcome Data Fragmentation?

To move from fragmented data to an AI-ready enterprise, organizations must deliberately address four foundational challenges:

1. Establish Data Quality as a Business Discipline

Data quality is not an IT afterthought—it is a business capability. This means defining consistent standards, ownership, and accountability across domains such as Sales, Finance, Operations, and Asset Management.

2. Create a Single Source of Truth

When data lives across disconnected systems—CRMs, ERPs, fleet systems, and spreadsheets—trust erodes. Organizations must consolidate and standardize critical data assets so stakeholders can rely on one governed version of the truth.

3. Embed Governance into Daily Operations

Governance should not slow the business down. The most effective data programs integrate quality checks, validation rules, and controls directly into operational workflows—at the point where data is created and consumed.

4. Engineer Data for Scale and Reuse

AI readiness requires more than clean data today—it requires pipelines, architectures, and platforms that can scale tomorrow. This means designing data products that support analytics, reporting, and AI simultaneously.

The following real-world case study shows what happens when these principles are put into practice.

The Business Challenge: From Fragmentation to Risk

A client operating within the Caterpillar dealer ecosystem faced increasing challenges due to inconsistent data standards across the organization. Data existed across Sales, CRM, Lease Management, Fleet, Inventory, Maintenance, and other operational systems.

Turning Fragmented Data Into A Trusted, AI-Ready Enterprise Asset *(continued)*

Critical platforms such as Microsoft Dynamics 365 and SAP contained valuable information, but fragmentation limited trust, slowed decision-making, and weakened stakeholder confidence.

Without a single source of truth, the organization struggled to consistently meet contractual performance measures and deliver enterprise-grade data to internal and external consumers. Ad-hoc reporting was no longer sufficient—the business needed a scalable, governed data foundation built on quality-first principles.

The RAS Approach: Governance First, Value Always

Right Angle Solutions Inc. partnered with the client to establish a formal data management and governance practice as the foundation for long-term success.

The RAS approach focused on:

- Identifying high-impact business use cases and performance metrics
- Delivering early wins to drive executive buy-in
- Creating momentum toward a data-driven operating model
- Embedding data quality controls into everyday operations

This value-first, phased strategy ensured alignment with business leadership while building a sustainable foundation for analytics and AI.

Solution Implementation: Engineering Trust into the Data

Once priorities were defined, RAS implemented modern data engineering solutions aligned with Caterpillar's enterprise data ecosystem.

Using **Snowflake** and **Matillion**, RAS standardized data pipelines and enabled controlled data sharing through Snowflake shadow database utilities.

Key capabilities delivered included:
- Proactive data quality checks surfaced at the point of data origin
- Data cleansing and enrichment across Bronze, Silver, and Gold layers using Medallion architecture
- Seamless integration of Dynamics 365 CRM data with analytics and reporting environments

By addressing data quality at every stage of the data lifecycle, RAS helped the organization engineer trust directly into its data platform.

The Outcome: A Platform Ready for AI and Analytics

The resulting data product delivered governed, high-quality, and reliable data that stakeholders could confidently consume. Asset management improved, reporting consistency increased, and the organization strengthened its ability to meet contractual performance measures.

Most importantly, the business is now positioned to scale advanced analytics and AI initiatives—built on a trusted data foundation rather than fragmented sources.

Turning Fragmented Data Into A Trusted, AI-Ready Enterprise Asset *(continued)*

Why It Matters—and How We Can Help

This case study reinforces a critical truth: AI success starts with data quality.

Organizations that treat data as an enterprise asset—governed, engineered, and aligned to business value—move faster, make better decisions, and unlock AI's full potential.

Right Angle Solutions Inc**.** helps organizations operationalize data through governance, engineering, and modern platforms—turning fragmented environments into trusted, AI-ready enterprise assets.

If your organization is struggling with data fragmentation, trust issues, or stalled AI initiatives, we can help you define a clear path forward.

Right Angle Solutions Inc.
New Brunswick Center, Plaza II 317 George Street, New Brunswick, NJ 08901
✉ info@rightanglesol.com | 🌐 www.rightanglesol.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

NJ DCF Launches Healing & Resilient NJ (HRNJ) website and Virtual Technical Assistance Center (VTAC) to increase awareness about the potential impact of adverse childhood experiences (ACEs) and pathways to healing.

Healing & Resilient NJ VTAC is accessible to every New Jersey resident, organization, and community across the state

The New Jersey Department of Children and Families' (NJ DCF) Office of Resilience recently launched the Healing & Resilient NJ (HRNJ) website to provide individuals, communities and organizations with the skills and resources needed to heal from trauma and to strengthen resilience in the face of adversity. Recognizing that trauma is common and that Adverse Childhood Experiences (ACEs) impact health and well-being across one's lifespan, HRNJ seeks to promote Positive Childhood Experiences (PCEs) to foster safe and stable nurturing relationships for all children, thereby mitigating the long-term effects of ACEs. This will be achieved through raising statewide awareness and the adoption of trauma-informed and healing-centered practices.

The HRNJ Virtual Technical Assistance Center (VTAC) provides free trauma awareness training for site users, as well as access to further training for public and non-profit community organizations, schools and private companies, to learn about and embrace trauma-informed and healing-centered principles that support transformative healing for their staff, and communities. The website also serves as a repository for academic research on ACEs, PCEs, and resilience, and hosts community forums for individuals to collaborate and connect. The site's Resilience Room provides virtual resources to reduce stress and support personal healing, and the site will also support a service directory of trauma informed, community-based resources.

To learn more about the Healing & Resilient NJ VTAC, visit https://healingandresilient.nj.gov/

For individuals or organizations that are interested in engaging and promoting trauma-responsive work, you can register to be part of the journey here.

Smarter Schools Start With Smarter Device Management

by Randi Cohen, Strategic Account Manager—Client Solution Specialist, PKA Technologies, Inc.

In today's digital-first education landscape, technology is the backbone of teaching and learning. Whether supporting 1:1 device programs, curriculum platforms, or hybrid instruction, districts depend on reliable, secure, and high-performing tech to keep classrooms moving. But with thousands of devices, mixed operating systems, and limited IT resources, managing it all can be overwhelming. HP's Workforce Experience Platform (WXP) brings AI-driven intelligence and real-time visibility to simplify device management and elevate the daily experience for students, teachers, and IT teams.

HP's Workforce Experience Platform (WXP) is an AI-powered SaaS solution that helps K-12 IT teams monitor device health, application performance, and user experience across the district. The platform is OS- and device-agnostic, supporting Windows, macOS, printers, collaboration tools, and more. It integrates with existing ITSM and analytics tools—including ServiceNow, Intune, and Tableau—to enhance workflows and streamline adoption.

Why WXP Makes a Difference for K-12 Districts

Unified Visibility Across Every Device
From Chromebooks to laptops, tablets, desktops, and printers, districts manage thousands of mixed devices. WXP delivers a single, real-time dashboard showing performance, health, and usage across the entire fleet—regardless of manufacturer or operating system. IT teams can quickly spot trends, issues, and opportunities for improvement.

Proactive Issue Detection and Automated Fixes
Instead of relying on teachers or students to report problems, WXP uses AI to detect device or app issues early. Automated remediation reduces downtime, cuts help-desk tickets, and keeps instruction on track.

Smarter Refresh and Budget Planning
With performance trends, device age, and long-term health data, WXP gives district leaders the information they need to plan refresh cycles, prioritize investments, and build predictable budgets based on real insights—not guesswork.

Better Teacher and Staff Experience
WXP includes built-in sentiment surveys that highlight how devices and applications impact daily work. If software crashes, systems slow down, or connectivity drops, IT sees it quickly improving both morale and instructional efficiency.

Support for Remote and Hybrid Learning
For districts offering flexible learning options, WXP enables consistent, secure access to school systems from anywhere, ensuring smooth operation inside and outside the classroom.

Enhanced Security and Compliance
WXP monitors patch status, device risks, and security posture across the fleet, helping districts protect student data and meet compliance requirements.

Smarter Schools Start With Smarter Device Management
(continued)

Less IT Burden, More Learning Time
By consolidating tools and automating workflows, WXP reduces reactive support work. IT saves time, teachers face fewer disruptions, and students benefit from more uninterrupted learning.

See the Future of Device Management in Action
HP's Workforce Experience Platform gives districts a proactive, data-driven way to support reliable, secure digital learning—while reducing IT strain and improving classroom experiences. Want to learn more? Visit PKA at **EdgeCon**, January 15th at Princeton University or **Techspo**, January 28–30 at Harrah's in Atlantic City, and see how WXP can help your district create a smarter, more efficient digital ecosystem, or contact us today at ***solutions@pkatech.com***

SAVE THE DATE

NJAC Conference
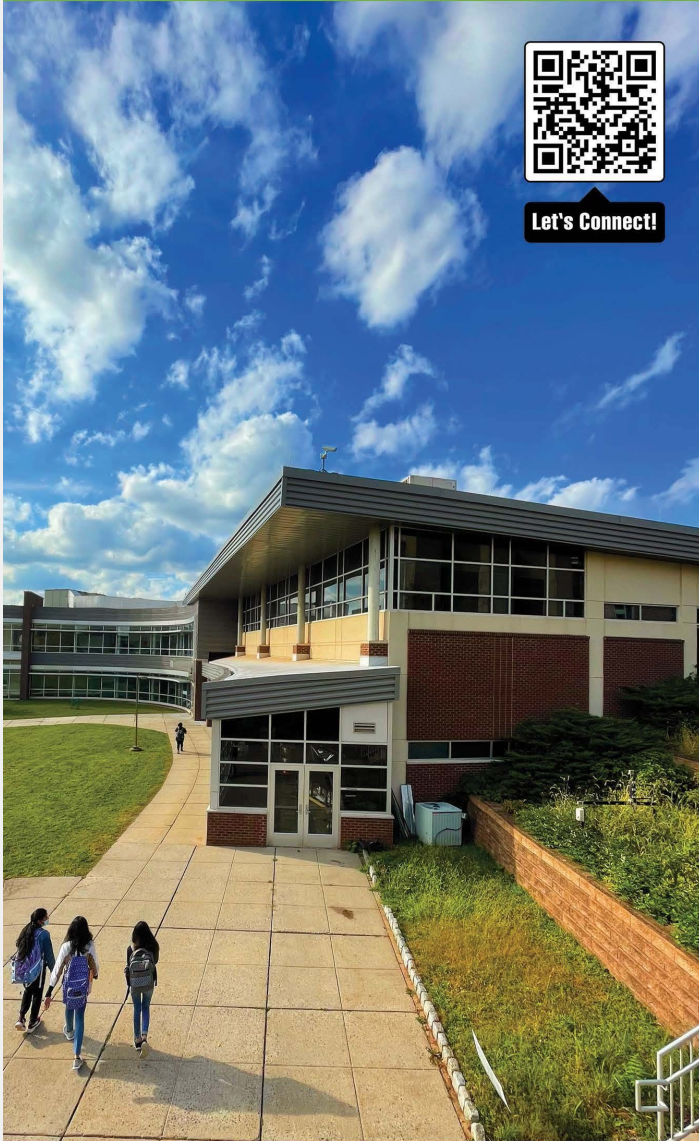**May 6-8, 2026**
Caesars
Atlantic City

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Hunterdon County is more than just 437 square miles in central New Jersey — it's where you **live, work, and thrive**.

Hunterdon County is also a critical partner of **Raritan Valley Community College**, which has been serving the diverse needs of students since 1968.

To celebrate the contributions of employees of Hunterdon County and the County's 26 municipalities, RVCC is offering a special discount:

25% off
tuition and general services fee

for all academic credit programs.

This is our way of saying **thank you** for being great partners and neighbors. It's also an opportunity for you to pursue a wide range of interests and pathways to advance your career or explore your interests.

Registration for Spring semester **is now open** and you must register by **January 7** to qualify for discount.

Hunterdon County and RVCC - home to opportunity. Make the most of it today.

• Offer subject to change

To learn more or to set up a discussion to explore the opportunities at RVCC, please contact:

● Ed Holloway, Adult Outreach Admissions Coach
Hunterdon_adults@raritanval.edu

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Smarter Inventory Control For Government Agencies: Reduce Waste, Stay Ready, and Recover Value

by Stacee Turner, Marketing Communications Specialist, GovDeals

In fast-moving government operations, being stocked isn't the same as being ready. It's not just about having supplies; it's about knowing what's being used, what's idle, and what needs replacing before it becomes a problem. For counties supporting emergency services and municipal operations, that kind of visibility is critical. That's where a robust inventory system, backed by effective surplus management, comes in.

With the right inventory management practices in place, counties can gain actionable insights into their inventory usage patterns, helping to anticipate needs and prevent shortages. This approach ensures essential items are always available, waste is minimized, and value can be recovered from unused assets.

The Difference Between Inventory Management and Inventory Control

They are often used interchangeably, but they serve different purposes.

- **Inventory management** looks at the full picture: forecasting, budgeting, and long-term planning across multiple locations.
- **Inventory control** handles the day-to-day: tracking current stock, monitoring usage, and adjusting quickly to stay ready.

Together, they form the foundation of operational efficiency in government agencies where accuracy and timeliness are crucial.

Tools That Make a Difference

Whether you're managing safety gear, vehicle parts, or emergency supplies, the right systems bring structure and agility. Common tools include:

- Barcode or RFID tracking for real-time visibility
- Mobile dashboards so teams can check inventory off-site
- Automated reorder points that trigger restocks at the right time
- FIFO (first-in, first-out) methods to reduce expired stock
- Cloud-based systems to keep departments in sync

These aren't just tools for private sector logistics. They're being used by public agencies that want more control, less waste, and better use of public funds.

Putting Smart Inventory Practices to Work

Several county governments across the country use our online marketplace to liquidate surplus and strengthen their internal inventory processes.

Smarter Inventory Control For Government Agencies: Reduce Waste, Stay Ready, and Recover Value *(continued)*

Cape May County, the southernmost county in New Jersey, utilizes an inventory control system that has allowed them to sell their surplus assets effectively online. By adopting GovDeals' sell-in-place model, they successfully listed and sold items directly, turning unused inventory into valuable revenue.

- Over $4.1M in total sales to date
- $465,000+ generated in 2025 alone
- Reduced surplus in storage
- Smoother workflows
- Extra funding for training, equipment, or upgrades

By integrating surplus sales into their inventory workflow, the county stays lean, ready, and financially efficient without adding extra staff or complexity.

Why This Matters for Government Teams

The right inventory control system doesn't just track gear. It helps teams prepare, respond, and recover with confidence. When paired with GovDeals, it becomes a full-circle solution.

With this approach, agencies can:

- Avoid costly stockouts or overordering
- Keep emergency supply chains lean and agile
- Reduce waste from expired or unused inventory
- Recover value through surplus liquidation

Efficiency isn't just a budget conversation, but a readiness strategy too. And it starts with control. Your agency can access these same benefits and more, **learn how**.

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

Section 125 Plan - Who We Are And Who We Help

by Donna Moore, Debt Ambassador, My Debt Management

Simple, Affordable and High-Quality Health and Wellness Programs for employees and employers by providing coverage that prioritizes affordability and access to high-quality care.

Our Mission for the program is twofold: firstly, we harness section 125 tax advantages to offer significant savings, and secondly, we are on a mission to provide businesses with comprehensive healthcare fundamental benefits at zero net cost -eliminating copays and deductibles. Our approach ensures that businesses and their employees gain access to essential healthcare opportunities and benefits without additional financial burden. All while not replacing our primary health coverage or disrupting your current relationships.

Who do we work with today (household names): Denny's, WingHouse, Rosati's, Courtyard by Marriott, Little Caesars, Hyatt Place, Holiday Inn, Save A Lot, and so many more in so many industries.

The Managed Health Solution

Plan Benefits:

- Primary care, specialty, and urgent care visits

- 24/7 virtual direct primary care

- 3,000 prescriptions

- 100% preventative care

Accessibility:

- Available to all full-time and part-time employees

- Available to all insured or uninsured workers

- Available in multiple languages

Plan Cost:

- $0 net cost & $0 co-pay

- Company savings of $500 per employee per year

- Potential cost containment savings of $700 per employee per

Section 125 Plan - Who We Are And Who We Help *(continued)*

Engagement:

- Over 90% employee enrollment

- Over 98% employee engagement

- Over 90% employee retention

Want to learn more, click and book a free call with our team: http://125managedhealth.com/donnam

Meetings & Events

January 16, 2026   **NJAC Conference Committee Meeting**
150 West State Street, Trenton NJ 08608

January 23, 2026   **NJAC Reorganization Meeting & Ceremony**
Senate Chambers - NJ State House
125 West State Street, Trenton NJ 08625

March 20, 2026   **NJAC Board of Directors Meeting**
Virtual

May 6 - 8, 2026   **NJAC Annual Conference**
Caesar's Hotel and Resort
Atlantic City, NJ 08401

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

September 18, 2026   **NJAC Board of Directors Meeting**
State House Annex Building - Committee Room TBD
125 West State Street, Trenton NJ 08625

December 18, 2026   **NJAC Board of Directors Meeting & Summit**
Trenton Country Club - Oakland Room & Grand Ballroom
201 Sullivan Way, West Trenton NJ 08628

Study With The Leader In Online Education
Thomas Edison State University

LIVE WEBINAR
Wednesday, January 6, 2026
1:00 pm – 2:00 pm

Registration: Click HERE!

(bit.ly/publicsector126)

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!

What Government Learned About AI In 2025

by Megan Olson, Director of Marketing, Polimorphic

In 2025, AI stopped being a "future trend" for government and became an everyday operating tool. The conversation shifted from *Should we use AI?* to *Where does it create measurable value, and how do we use it responsibly?*

Across the public sector, teams experimented, learned quickly, and began building repeatable ways to improve service delivery. Six lessons stood out.

1. AI delivered value fastest where work was already overflowing.

The biggest gains did not come from flashy pilots. They came from relieving pressure on teams buried in volume, including repetitive resident questions, routine forms, high-traffic web pages, backlogged requests, and manual triage of emails, calls, and tickets.

When AI handled high-frequency, low-complexity work, results were immediate. Agencies saw fewer bottlenecks, faster turnaround, and more time for staff to focus on work that requires human judgment.

Lesson: Start where the system is already strained.

2. Trust was the adoption bottleneck, and transparency solved it.

Government cannot "move fast and break things." Residents and staff must trust systems before they will use them.

What built trust in 2025 was straightforward. Clear boundaries on what AI can and cannot do, visible sources where applicable, plain-language explanations of data use, easy error reporting, and strong human oversight for edge cases all made a difference.

Lesson: Adoption follows transparency.

3. ROI became more than savings. It became service quality.

Early ROI conversations focused narrowly on time and cost savings. In 2025, that definition matured.

Agencies began measuring outcomes such as faster response times, higher service completion rates, improved accessibility, more consistent answers across channels, and reduced staff burnout.

Lesson: The best ROI is a better resident and staff experience.

4. Data readiness mattered more than model choice.

Many agencies learned a hard truth. You cannot AI your way out of messy information.

AI performed best where the fundamentals were strong, including updated content, clear ownership, simple taxonomies, consistent formatting, and regular review cycles. Where gaps existed, AI surfaced them, often revealing issues that needed attention anyway.

What Government Learned About AI In 2025 *(continued)*

Lesson: AI is a mirror.

5. The human role did not shrink. It shifted.

AI did not replace staff. It changed how their time was spent.

Instead of answering the same questions repeatedly, staff focused more on complex resident situations, policy interpretation, high-stakes decisions, community engagement, and improving underlying processes. Forward-looking teams also introduced new roles, such as AI stewards and content owners.

Lesson: AI changes jobs by elevating them.

6. 2026 will belong to governments that scale thoughtfully.

The experiments of 2025 created a clear roadmap. Successful agencies will expand from single-department wins to shared services, standardize measurement, strengthen content and data practices, invest in training and change management, and procure tools designed for government realities like auditability, accessibility, security, and long-term sus-tainability.

Lesson: Scaling AI is a strategy, not a sprint.

N JAC Virtual Events

February 18, 2026	**NJAC Virtual Workshop**
April 15, 2026	**NJAC Virtual Workshop**
July 8, 2026	**NJAC Virtual Workshop**
September 16, 2026	**NJAC Virtual Workshop**
July 8, 2026	**NJAC Virtual Workshop**
September 16, 2026	**NJAC Virtual Workshop**
October 28, 2026	**NJAC Virtual Workshop**

Network Systems Health Check

by HPE Aruba Networking

Is your county's IT infrastructure running at peak performance? Are you confident in your network's security, reliability, and scalability?

The Network Systems Health Check is a vendor-agnostic, no-cost, 1-hour consultation led by an experienced Aruba Network Systems Engineer. This session is designed to help counties assess the current state of their IT environment—regardless of whether Aruba equipment is in use.

☑ What's Included:

- Review of network architecture and performance
- Evaluation of security posture and vulnerabilities
- Assessment of operational processes and workflows
- Identification of areas for optimization and modernization

☺ Why It Matters:

Many counties reach a point where their IT systems have grown complex, and visibility across the network becomes limited. Performance issues, security concerns, or aging infrastructure may arise—but pinpointing the root cause can be difficult without a comprehensive review.

This health check provides:

- A clear snapshot of your network's current state
- Actionable insights to guide future upgrades or changes
- Confidence in your infrastructure before major investments

🖩 Schedule Your Health Check:

Whether you're planning a network refresh, expanding services, or simply want peace of mind, this assessment is a smart first step.

Contact:
Cynthia Xamonthiene
Inside Sales Territory Manager – State/Local Gov & Higher Ed

📞 (541) 360-6313
✉ cynthia.x@hpe.com

457(b) retirement plans

Our valued partnership helps provide retirement solutions for America's workers

The National Association of Counties (NACo) and Nationwide® are unified in our mission to help county leaders find better retirement solutions for their employees. Together we've achieved a lot:

More than	More than	More than
425,000	**$24 billion**	**40 years**
current participants	in assets	of partnership

Nearly	More than
3,000	**1.5 million**
participating counties and county jurisdictions	employees and retirees served over the years

For more information, contact:

Matt Ring, Program Director

609-500-0205; RINGM3@Nationwide.com

NACo Webinar

Modern Networks, Smarter Budgets: A County Leader's Perspective
Tuesday, January 13, 2026
2 p.m. - 3 p.m. ET

Register

This event will take place on Zoom. Please email nacomeetings@naco.org with any questions regarding registration or login issues.

Join us for a fireside chat with Orleans County, NY, as they share how their team successfully transitioned from a traditional capital expense (CapEx) model to an operational expense (OpEx) model for network services.

When faced with rising maintenance costs and an expiring carrier contract, the county seized the opportunity to modernize its network and lock in predictable monthly costs. By bundling connectivity services with unified communications, they achieved immediate savings of over $124,000, eliminated recurring charges such as long-distance fees and third-party integration costs, and gained access to operational upgrades like call analytics and auto-attendants.

This shift not only strengthened financial planning through fixed monthly expenses but also freed up IT staff to focus on strategic initiatives.

Key takeaways:

- **Elimination of Ongoing Charges** – Remove additional fees by modernizing services
- **Simplified Service Management** – Bundle services to streamline billing and vendor relationships
- **Predictable Budgeting** – Enable accurate long-term financial planning without surprise expenses
- **Operational Efficiency Gains** – Enhanced tools improve resident service and free up IT staff to focus on strategic initiatives
- **Significant Savings** – Leverage promotions and avoid large capital expenditures

NACo Legislative Conference, Washington D.C.
February 21-24, 2026

REGISTER HERE

Grant Management Training In Mahwah, NJ
February 5-6, 2026

Bergen County Law & Public Safety Institute and Grant Management USA will present a two-day grant management workshop in Mahwah on February 5-6, 2026. This in-person training is for grant recipient organizations across all disciplines. Attend this class and you'll learn how to administer government grants, stay in compliance with current OMB rules and regulations, and survive an audit.

Beginning and experienced grant managers, grant writers and administrators from city, county and state agencies, healthcare organizations, public safety, colleges and universities, K-12, and nonprofit organizations are encouraged to attend.

Registration is $625 and includes everything you need:

- Grant Management USA's 500-page grant management workbook and reference guide.
- Two days of expert instruction.
- Lifetime access to our Alumni Resource Center.

For event details visit: https://grantstraining.com/nj0226

We are offering you a $30 discount, making your tuition $595. Please use the discount code "**ASSN**" at the time of registration.

Online registration is necessary. ***City, county, state agencies have 30 days after the workshop to remit payment.***
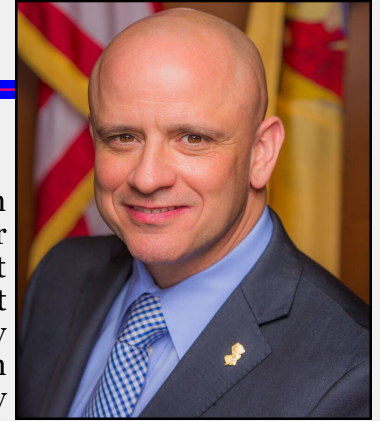
Contacts:

Tammy Pitts Grant Writing USA
888.435.7281
tammy@grantwritingusa.com

More than 50,000 agencies across North America have turned to Grant Writing USA for grant writing and grant management training.

From the Executive Director

75th Annual Conference Committee Kick-Off Meeting *1/16 In-Person*
Don't miss the opportunity to serve on NJAC's Conference Committee as we begin planning for the Association's 75th annual celebration of county government set for May 6th through May 8th at Caesars in Atlantic City. Since breakfast is the most important meal of the day, the Committee is hosting an in-person meeting at 11:00 a.m. on *January* 16th at NJAC's office located at 150 West with plenty of crispy bacon, fluffy eggs, greasy hashbrowns, and buttery pancakes to power you through the day. Please let us know if you're interested in helping prepare for county governments' showcase event.

John G. Donnadio, Esq.

Reorganization Meeting *1/23 In-Person*
We look forward to seeing you at the swearing-in of NJAC's 2026 board of directors, executive officers, and Warren County Commissioner James Kern as the Association's 85th President at 11:00 a.m. on January 23rd in the Senate Chambers of the State House in Trenton. You're also welcome to join us for a terrific lunch at the historic Masonic Temple immediately following the reorganization meeting at Noon.

75th Annual Conference Workshop Proposals *Due 2/13*
We're currently accepting proposals for annual conference workshops. *Space is limited*, so please submit your proposal no later than *February 13th* to Loren Wizman by email at loren@njac.org. To make sure that our elected officials, administrators, finance officers, purchasing officials, planners, engineers, attorneys, public works employees, accountants, and other county officials actively participate in our conference, the conference committee will give priority consideration to workshops approved for continuing education credits by the appropriate State agencies and the Rutgers University Center for Local Government Services.

1. Workshop sessions should be educational and informative, and 50-60 minutes long.
2. Proposals should include the name, title, and organization of those presenting.
3. Proposals should contain a title and one-page informative summary of the workshop.
4. Proposals should include handouts, power point presentations, and other materials.
5. Proposals should be submitted by *February 13th*.

We'll make sure to notify you in writing of the time, location, and other important details concerning your workshop well in advance of the conference.

Continuing Education Series of Virtual Workshops *2/18, 4/15, 7/8, 9/16, & 10/28*
Lastly, don't forget to mark your calendars with the above dates and stay tuned for additional details about our series of free virtual workshops. These educational and informative seminars will include key discussions on important county matters. We plan to secure continuing education credits for all (5) workshops and will provide sponsors with the opportunity to showcase their businesses with additional details to follow shortly.

Additional In-Person Events

- NJAC Board of Directors Meeting *9/18 @ the State House in Trenton*
- NJAC Year End Summit *12/18 @ the Trenton Country Club in Ewing*

EVENTS & HOLIDAYS

SUN	MON	TUES	WED	THURS	FRI	SAT
HELLO JANUARY				**HAPPY New Year 2026**	**2**	**3**
4	**5**	**6** **Golden Age Gals** **1:30pm - 2:30pm** JCC of Middlesex County *Edison* **Middlesex County**	**7** **Roald Dahl's Matilda The Musical Jr.** **1/6 & 1/7** **7:00pm** Hackensack Meridian Health Theatre *Red Bank* **Monmouth County**	**8** **Chris Funk Redefining Wonder** **7:00pm** Sitnik Theatre *Hackettstown* **Warren County**	**9** **Twelfth Night Party** **1/10** **4:00pm - 8:00pm** Dey Mansion *Wayne* **Passaic County**	**10** **MANIA: The ABBA Tribute** **8:00pm** Scottish Rite Auditorium *Collingswood* **Camden County**
11	**12** **Winter Princess Party** **1/18** **10:00am - 2:30pm** Coombs Barnyard *Elmer* **Salem County**	**13** **Morris Plains Centennial** **1/17** **11:00am - 1:00pm** Morris Plains Community Center *Morris Plains* **Morris County**	**14** **Princess Tea Party with Elsa** **6:30pm** Historic Mathis House Victorian Tea Room *Toms River* **Ocean County**	**15** **Spirit Brands Northeast Cheer Championship** **1/17** **9:00am** CURE Arena *Trenton* **Mercer County**	**16** **22nd Annual State of the County** **7:30am - 10:00am** Rowan University *Glassboro* **Gloucester County**	**17** **North River Sing Concert - American Landscapes Winter Concert** **7:00pm - 8:30pm** Temple Beth-El *Jersey City* **Hudson County**
18 **All Stars of Hip Hop** **7:00pm** Jim Whelan Boardwalk Hall *Atlantic City* **Atlantic County**	**19** **MARTIN LUTHER KING JR. DAY**	**20** **Swan Lake International Ballet Stars** **1/18** **3:00pm** Union PAC *Rahway* **Union County**	**21** **Garden State Winter Fest** **1/24 & 1/25** **10:00am - 4:00pm** Sussex County Fairgrounds *Augusta* **Sussex County**	**22**	**23** **Pete Green African-American Memorabilia** **7:00pm - 8:30pm** H.T. Costello Lyceum Hall *Burlington City* **Burlington County**	**24** **Disney High School Musical on Stage** **2:00pm - 4:00pm** ShowKids Invitational Theatre, Inc. *High Bridge* **Hunterdon County**
25 **Monster Jam Freestyle Mania** **1:00pm** The Prudential Center *Newark* **Essex County**	**26**	**27**	**28** **Cumberland County Winter Job & Resource Fair** **1/30** **10:00am - 2:00pm** Rowan College of South Jersey *Millville* **Cumberland County**	**29** **4-H Winter Train Show** **1/31** **12:00pm - 7:00pm** Ted Blum 4-H Center *Bridgewater Twshp.* **Somerset County**	**30** **Cedric the Entertainer** **8:00pm** BergenPAC *Englewood* **Bergen County**	**31** **Brian Betz & Behn Gillec Jazz Performance** **1:00pm** Cape May County Library *Stone Harbor* **Cape May County**