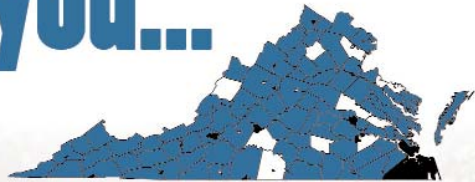


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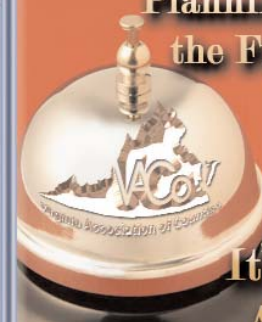
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November 13-15, 2011

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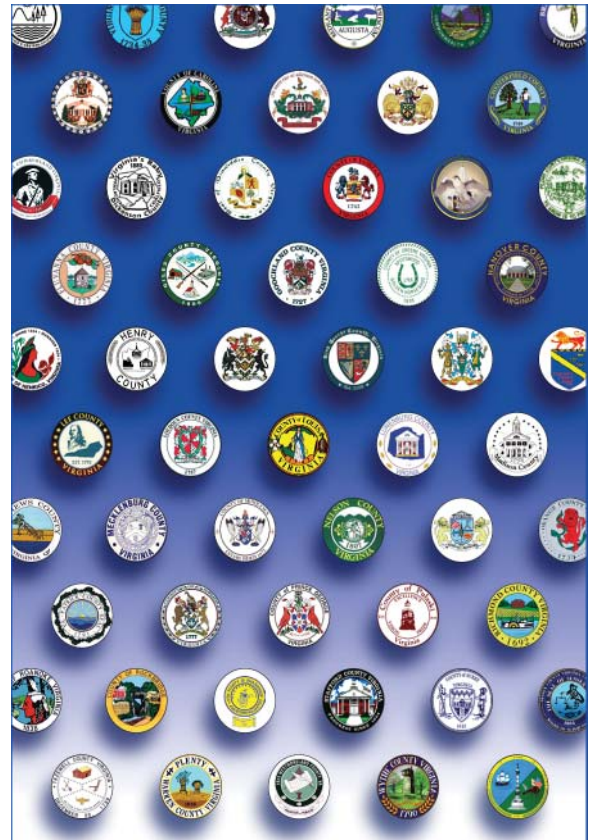
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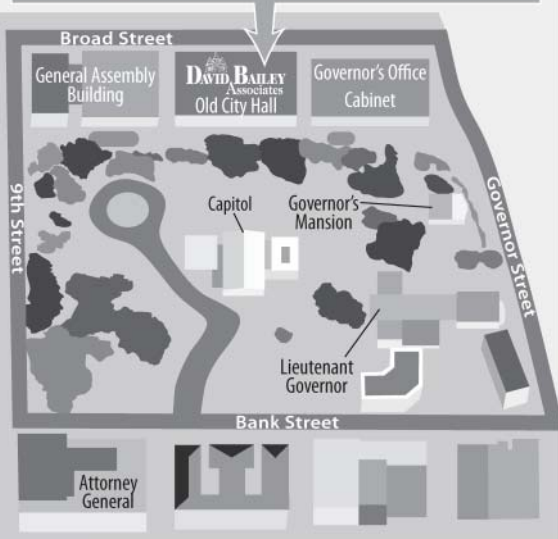


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Monday Morning Break

Welcome

Welcome to VACo's 77th Annual Conference! I am excited about this year's event and feel blessed and honored to have you join us for this important occasion.

For the past three years, the Annual Conference's theme has focused on the troubling economic environment that we face today.

It became apparent to us that during these trying times, one thing, perhaps above all, should prevail--that being the quality of services provided to our citizens. We believe one way to manage and overcome such economic woes is to improve the quality of life for all Virginians.

That's why the VACo Conference Planning Committee chose "Planning for the Future: It's all about Service" as the 2011 conference theme when it met May 13 in Richmond.

If there was ever a time to provide the best quality of services, now is it.


In planning this year's Conference, we worked diligently to develop a timely program that will focus on key topics, including finance, transportation, economic development, tourism, computer technology and energy to name a few.

Also, as you attend this year's conference, please take time to visit our exhibitors in the Exhibit Hall. There are more than 100 companies and organizations ready to help you serve your constituents. We're grateful for their time and support. Please thank them for their attendance.

It has been an honor serving as your president. I look forward to thanking each one of you for your service to local government and to VACo.




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About the development and adoption of VACo's annual legislative program

1. Spring regional meetings: In even number years VACo members are invited to attend regional meetings to identify and discuss key statewide legislative and policy issues.
2. Resolutions Committee meetings: The committee oversees the development of the annual Legislative Program. The meetings occur in early fall and during the annual conference in November. The committee receives legislative updates, via conference call, during the annual legislative session.

The Resolutions Committee includes the six members of VACo's Executive Committee and the chairs and vice chairs of VACo's eight steering committees. VACo's First Vice President chairs the committee. The eight steering committees are Administration of Government, Public Safety and Telecommunications; Community Development and Planning; Compensation and Retirement; Education; Environment and Agriculture; Finance; Health and Human Resources; and Transportation.

3. Steering Committees meet at least twice: Late summer and November during the annual conference.

The Steering Committees develop their policy sections of the annual Legislative Program.

4. The membership is asked to adopt the new legislative program during the annual business meeting. The meeting occurs on the last day of the annual conference in November.

Additional information

The President appoints steering committee chairs and vice chairs. VACo members volunteer to serve on steering committees.

In early October, prior to the annual conference, the membership receives a Preliminary Legislative Program. This draft is revised during the annual conference.

Contact Dean Lynch, Deputy Executive Director, for more information about VACo's legislative policy process: dlynch@vaco.org or 804-343-2511.

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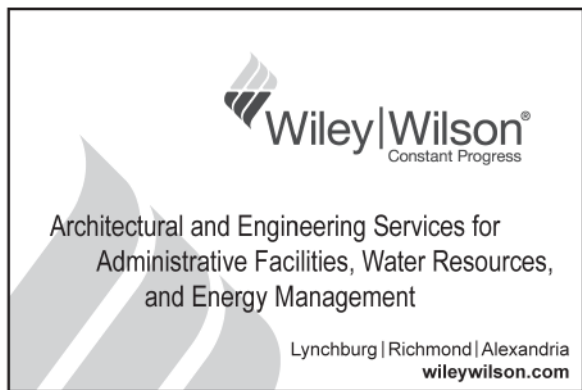
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Conference Information

Registration

Everyone attending the conference must register. This includes members, their families, guests, exhibitors and news media representatives. No one will be admitted to a business or social function without a conference badge.

Registration will take place:

- **10 a.m. to 6:30 p.m.** on Sunday, Nov. 13 • Mt. Vernon Foyer
- **8 a.m. to 2 p.m.** on Monday, Nov. 14 • Mt. Vernon Foyer

VACo staff members will be at the registration desk during the hours above and will be glad to answer your questions. There is a message board at the conference registration desk, and a marquis board in the main lobby where various notices will be posted.

Legislative Program

VACo's annual legislative program is finalized and adopted during the conference. The eight steering committees meet Sunday afternoon, the Resolutions Committee meets Monday morning, and the membership acts on the 2012 Legislative Program during the annual business meeting Tuesday morning. Around midday Monday, a copy of the amended Preliminary Legislative Program will be available at the registration desk. Proposals should originate through the steering committee process. The Preliminary document was posted online in mid-October and is available at the Registration Desk.

Banquet Tickets

All county officials, county staff, VACo associate members and exhibitors registered for the conference are welcomed to attend the Sunday banquet, as are spouses and guests. If you have registered for the banquet but do not attend, you will be charged \$75 for the meal. Check at the registration desk if you do not have a ticket. Tickets will be collected so don't forget your ticket!

Guest Programs

The Homestead offers several programs for guests, spouses and all family members, including a hay ride on Monday afternoon. Reservations must be made at registration desk. A schedule of guest programs can be found in this book or visit the registration desk to ask questions.



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Exhibit Hall

The exhibit hall will be open **2 p.m. to 5:30 p.m.** on Sunday, Nov. 13 and **8:30 a.m. to 3:30 p.m.** on Monday, Nov. 14.

There will also be a soda break in the exhibit area at 3 p.m. on Monday.

Another special event connected with the exhibit hall is the Annual Raffle, which will take place after VACo's annual business meeting on Tuesday morning. To enter, have the bingo card in your registration packet marked by each exhibitor and place your completed card in the box at the registration desk by 2:45 p.m. on Monday.

There will also be a mini-affle in the exhibit hall at 3 p.m. on Monday. You or your guest must be present to win, so make time in your schedule for the mini-affle. The drawing for a free exhibitor booth for next year's conference also will be held during the mini-affle drawing.

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VACo 2012 Calendar

New Supervisor Forum

Jan. 6-8, Richmond Marriott, Richmond

VACo Executive Committee

Jan. 11, VACo Headquarters, Richmond

General Assembly Convenes

Jan. 11, Richmond

Rural Caucus Reception and Dinner

Feb. 8, Richmond Marriott, Richmond

VACo Board of Directors Meeting

Feb. 9, Richmond Marriott, Richmond

VACo/VML Legislative Day

Feb. 9, Richmond Marriott, Richmond

Chairperson's Institute

Feb. 9-11, Richmond Marriott, Richmond

NACo Legislative Conference

March 4-7, Washington Hilton, Washington, D.C.

VACo Spring Board Meeting

Date and Place TBA

VACo Resolutions Committee

Date and Place TBA

NACo 2012 Annual Conference & Exposition

July 13-17, Pittsburgh, Pennsylvania

VACo Summer Meetings

Date and Place TBA

VACo Resolutions Committee

Date and Place TBA

VACo 78th Annual Conference

Nov. 11-13, The Homestead

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Other Information...

Voting Credentials

Article VI of the VACo bylaws provide that each county is to designate a representative of its board of supervisors to vote at the annual business meeting. However, the bylaws allow a county to designate a proxy to vote if a member of the board of supervisors cannot be present for this meeting. Counties should have received voting credential forms and proxy forms by mail in September. If you did not return your form to VACo in the mail, you can submit it to the VACo Credentials Committee at its meeting on Monday at 4:30 p.m. in the Monroe Room. You can also drop it off at the conference registration desk before the Credentials Committee meeting.

Election of Officers

The election of officers and board members will take place at the annual business meeting Tuesday morning.

Sponsors

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Sunday Afternoon Break



- **First Financial Group of America**
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- **Nationwide Retirement Solutions**
Monday Morning Break



Events

- **Golf Tournament**
VACo's 15th Annual Golf Tournament will begin at 11 a.m. (tees off at 11:30 a.m.) on Saturday, Nov. 12 on The Old Homestead Course.
- **Spouse/Guest Programs**
VACo has planned several activities for spouses and guests. Registration is required for all programs. If you have not registered, please do so at the registration desk.
- **Cooking Demonstration**
10 a.m.- Noon on Monday, Nov. 14
- **Spa Treatment**
1:30 p.m. - 2:30 p.m. on Monday, Nov. 14
- **Wine Tasting**
3:30 p.m. - 4:30 p.m. on Monday, Nov. 14
- **Hay Ride & S'mores**
3:30 p.m. - 4:30 p.m. on Monday, Nov. 14

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Conference Schedule

Saturday, November 12

Golf Tournament

11 a.m. • Old Golf Course
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VACoRP Supervisory Board Meeting

5 p.m. • Hunt

Sunday, November 13

VACo Board of Directors

9 a.m. - noon • Georgian

Exhibitor Setup

9 a.m. - 2 p.m. • Grand Ballroom and Colonnade

Homestead History Tour

10 a.m. • Register at Concierge Desk

Registration

10 a.m. - 6:30 p.m. • Mount Vernon Foyer

Coffee Break for Committee Members

1 p.m. - 4:15 p.m.

Regency Ballroom Foyer

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Energy



Steering committee meetings

1 p.m. - 2:30 p.m.

-Community Development and Planning • Chesapeake

-Compensation and Retirement • Blue Ridge

-Environment and Agriculture • Piedmont

-Health and Human Resources • Appalachian

Exhibits Open

2 p.m. - 5:30 p.m. • Grand Ballroom, Colonnade and Garden Room

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Steering committee meetings

2:45 p.m. - 4:15 p.m.
-Administration of Government, Public Safety and
Telecommunications • Chesapeake
-Education • Appalachian
-Finance • Blue Ridge
-Transportation • Piedmont

Regional Caucuses to Nominate Representatives on Board of Directors

4:15 p.m. - 5:15 p.m.
-Region 2 • Dominion
-Region 3 • Wilson
-Region 4 • Blue Ridge
-Region 7 • Empire
-Region 8 • Monroe
-Region 9 • Hunt
-Region 10 • Piedmont
-Region 13 • Madison

Supervisor Certification: Reunion of Graduates

4:15 p.m. - 5:15 p.m. • Lexington

Opening Reception Honoring Sponsors and Exhibitors (Open to Everyone)

5:30 p.m. - 6:30 p.m. • Crystal
Empire Room



Sponsored by Dominion

Banquet

6:30 p.m. - 9 p.m. • Regency Ballrooms

Presiding: The Honorable **Robert R. Adkins**,
President, Virginia Association of Counties, and Board
of Supervisors, Wise County

Welcome: The Honorable **Richard B. Byrd**, Chair,
Board of Supervisors, Bath County

Invocation: The Honorable **Timothy Kennell**, Board
of Supervisors, Cumberland County

The VACo President will recognize supervisor
certification graduates and longevity award recipients.

DJ in the Sports Bar

9 p.m. - Midnight

Monday, November 14

Resolutions Committee

7:30 a.m. - 8:30 a.m. • Georgian

Registration

8 a.m. - 2 p.m. • Mount Vernon Foyer

Exhibits Open

8:30 a.m. - 3:30 p.m. • Grand Ballroom

Opening General Session

8:15 a.m. - 9:45 a.m. • Regency Ballrooms

Presiding: The Honorable **Robert R. Adkins**, President, Virginia Association of Counties, and Board of Supervisors, Wise County

Presentation of the Colors: The Roanoke County Police Department

Keynote Speakers

Mitch Bowman, Executive Director, Civil War Trails



Since 1996, Mitch Bowman has served as the Executive Director of Civil War Trails. He brings an infectious passion and sense of excitement to his job. Virginia Civil War Trails is a nonprofit organization that has interpreted more than 1,100 Civil War sites throughout Virginia, Maryland, North Carolina and Tennessee. Bowman, who was raised in Charles City County, is a graduate of the University of Virginia. Throughout the 1980's, he was an officer in the United States Air Force and flew F-111 aircraft in Europe and the Middle East. Bowman is the author of "Where Banners Flew: An Aerial View of Virginia's History."

Rear Admiral **Mark J. Belton**, Supply Corps, U.S. Navy Reserve, and County Administrator, Page County



In addition to being Page County Administrator, Rear Admiral Mark J. Belton also serves as assistant director, Supply

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Ordinance and Logistics Operations Division. His previous flag assignment was as Director, Energy and Services Division, J9, U.S. Forces, Iraq. The combination of his civilian service as a local government manager and his experiences in Iraq have provided him with many interesting perspectives that will be valuable to Virginia's county officials. Belton graduated from the United States Naval Academy (USNA) in 1983. He holds a Master of Business Administration degree from Regis University. Rear Admiral Belton's personal awards include the Meritorious Service Medal (five awards), Joint Service Commendation medal, Navy and Marine Corps Commendation Medal (7 awards) and Navy and Marine Corps Achievement Medal.

The Honorable **Glen Whitley**,
Immediate Past President, National
Association of Counties, and Judge,
Tarrant County, Texas



In his year as NACo president, which concluded in July, Glen Whitley set an ambitious agenda to raise public awareness of how county government works, strengthen the partnership between counties and the federal government, and find ways for counties to honor and assist veterans, those on active-duty and military families. Glen has been active in NACo since 1999 and has served on NACo's Board of Directors since 2005. A CPA, Glen has an accounting degree from the University of Texas at Arlington and served in the U.S. Naval Reserve. He was elected a Tarrant County Commissioner in 1996 and Tarrant County Judge in 2006. He presides over the Commissioners Court in a county of 1.8 million in the heart of the nation's fourth largest metropolitan area. He was named County Leader of the Year for 2010 by American City and County magazine.

Coffee Break

9:45 a.m. - 10 a.m. • Regency
Ballroom Foyer

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Spouse/Guest Program: Cooking Demonstration
10 a.m. - noon • Dominion (Registration Required)

Concurrent sessions

10 a.m - 11:15 a.m.

The next steps for transportation in Virginia: What are they? • Stratford

Moderator: The Honorable **Stan D. Clark**, Chair, VACo Transportation Steering Committee, and Board of Supervisors, Isle of Wight County

Speakers: The Honorable **Sean T. Connaughton**, Virginia Secretary of Transportation; The Honorable **Gregory A. Whirley, Sr.**, Commissioner, Virginia Department of Transportation

After the 2011 General Assembly approved a funding package of nearly \$ 4 billion for improvements to Virginia's transportation system, what will be the next step? This session will also address questions relating to "devolution" and other structural changes in the way transportation is administered in Virginia

Sharing technology resources: Tools for sharing and integrating technology • Piedmont

Moderator: The Honorable **J. Michael Hobert**, VACo Board of Directors, and Board of Supervisors, Clarke County

Speakers: **Karen Jackson**, Virginia Deputy Secretary of Technology; **Thomas J. Judge**, Director of Joint Administrative Services, Clarke County; **Judson B. Van Dervort, Jr.**, President and General Manager, Keystone Information Systems, Inc.

This Session will provide an update on legislation from the 2010 and 2011 General Assembly sessions on the issue of Information Technology sharing and procurement as well as one county's experience with evaluating its needs in this important area.

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A look at Gov. McDonnell’s Task Force for Local Government Mandate Review • Mount Vernon

Moderator: Ted McCormack, Director of Governmental Affairs, Virginia Association of Counties

Speakers: The Honorable **David W. Marsden**, 37th Senate District; The Honorable **Pat Herrity**, Member, Task Force for Local Government Mandate Review, and Board of Supervisors, Fairfax County; **Kimball Payne**, Member, Task Force for Local Government Mandate Review, and City Manager, City of Lynchburg

In September 2011, Gov. Bob McDonnell announced the creation of the Governor’s Task Force for Local Government Mandate Review. The five-member Task Force is a result of legislation introduced during the 2011 General Assembly Session by Sen. Steve Newman to review state mandates imposed on localities and to recommend temporary suspension or permanent repeal of such mandates as appropriate.

Do your own public relations: Low budget and 15 minutes a day • Blue Ridge

Moderator: Gage Harter, Director of Communications, Virginia Association of Counties

Speakers: The Honorable **Jon Bowerbank**, Board of Supervisors, Russell County; The Honorable **Catherine M. Hudgins**, VACo First Vice President, and Board of Supervisors, Fairfax County; **Teresa Hamilton Hall**, Public Information Director, Roanoke County

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Concurrent sessions

11:30 a.m - 12:45 p.m.

Understanding the local role in improving water quality • Stratford

Moderator: The Honorable **Sheila S. Noll**, Board of Supervisors, York County

Speakers: The Honorable **Emmett W. Hanger, Jr.**, 24th Senate District; **Joseph H. Maroon**, Maroon Consulting, and Adjunct Faculty Member, Virginia Commonwealth University; **J. Michael Flagg**, Director, Department of Public Works, Hanover County; **David A. Johnson**, Director, Department of Conservation and Recreation

This session will explore what the future may hold as the Commonwealth develops plans to meet specific pollutant reduction goals for restoring the Chesapeake Bay and its tributaries. These plans have major implications for local governments. Changes are also being contemplated for Virginia's stormwater permitting program that could have significant impacts upon all localities.

Virginia volunteer workforce solutions program: Recruiting and retaining volunteer fire fighters • Blue Ridge

Moderator and Speaker: The Honorable **Sharon Baroncelli**, Program Manager, International Association of Fire Chiefs, and Board of Supervisors, Shenandoah County

Speaker: **Jack W. Jones, Jr.**, Chief, Bedford County Department of Fire & Rescue, and President, Virginia Fire Chiefs Association

The Virginia Fire Chiefs Association and the International Association of Fire Chiefs joined forces in a first-of-its-kind study to analyze GIS tools versus traditional methods to recruit and retain volunteer firefighters. Using the experiences of 20 county volunteer fire departments, this session will present the study findings and plans to sustain your valuable volunteer work force.

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State and local finance and budgeting •**Mount Vernon**

Moderator: The Honorable **Jon Bowerbank**, Chair, VACo Finance Steering Committee, and Board of Supervisors, Russell County

Speaker: The Honorable **Ric Brown**, Virginia Secretary of Finance

Secretary Brown will discuss the pressures on the state general fund budget with specific attention to local government appropriations. He will discuss revenue and budget projections and highlight specific funding priorities for the FY 2013-2104 biennial budget.

Deli Lunch

12:45 p.m. - 2 p.m. • Grand Ballroom

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**VLGMA Luncheon**

12:45 p.m. - 2 p.m. • Empire (Registration Required)

Speakers: **L. Kimball Payne, III**, City Manager, Lynchburg and VLGMA Immediate Past President; and The Honorable **John McGlennon**, Board of Supervisors, James City County

Spouse/Guest Program: Spa Treatment

1:30 p.m. - 2:30 p.m. • Spa (Registration Required)

Concurrent sessions

1:45 p.m. - 3 p.m.

Discussions about energy • Blue Ridge

Moderator: The Honorable **Jerry J. Skalsky**, Chair, VACo Environment and Agriculture Steering Committee, and Board of Supervisors, Prince George County

Speakers: The Honorable **Frank W. Wagner**, 7th Senate District; **William L. Murray**, Managing Director, Corporate Public Policy, Dominion; **Larry Godleski**, Vice President, Regional Markets, Constellation Energy

Learn what energy-related actions that the General Assembly may consider in 2011. Attendees will also learn about Dominion's latest plans for meeting many energy needs of their customers. The session will also provide information about ways for counties to save money and improve the energy efficiency of their facilities.

The many facets of county economic development • Stratford

Moderator: The Honorable **Anita T. Felts**, Chair, VACo Community Development and Planning Steering Committee; and Board of Supervisors, Southampton County

Speakers: The Honorable **Terry G. Kilgore**, 1st House District, and Chairman, Virginia Tobacco Indemnification and Community Revitalization Commission; **Judy Winslow**, Director of Tourism, Isle of Wight County; Representative, Virginia Office of Commerce and Trade

As this period of economic uncertainty continues, Virginia's counties are redoubling their efforts to attract new employment opportunities for their citizens while trying to retain their current businesses and industries. This session will focus on the initiatives of Gov. Robert F. McDonnell and the Tobacco Commission in assisting counties in their economic development activities. The role that tourism plays in local job creation will also be highlighted.

Working with your local board of elections and registrar • Mount Vernon

Moderator: The Honorable **Patricia O'Bannon**, VACo Board of Directors, and Board of Supervisors, Henrico County

Speakers: **Charles Judd**, Chairman, State Board of Elections; **Kimberly Bowers**, Vice Chair, State Board of Elections; **Joshua Lief**, Senior Assistant Attorney General, Office of the Attorney General

County officials are often frustrated by the requirements and costs handed down by the State Board of Elections. This session will illuminate the sources of these regulations and explain the relationship between local, state and federal election officials.



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Taming the wild board meeting • Piedmont

Moderator: Phyllis A. Errico, General Counsel,
Virginia Association of Counties

Speakers: Andrew R. McRoberts, Counsel, Sands
Anderson; **Jeffrey L. Mincks**, Chesterfield County
Attorney; **Jacob P. Stroman IV**, Spotsylvania County
Attorney

This session will provide practical tips for avoiding
embarrassing headlines and expensive litigation.

Soda Break

3 p.m. - 3:30 p.m. • Grand Ballroom

Mini-Raffle

3 p.m. - 3:30 p.m. • Grand Ballroom

Spouse/Guest Program: Wine Tasting

3:30 p.m. - 4:30 p.m. • Hunt (Registration Required)

Spouse/Guest Program: Hay Ride

3:30 p.m. - 4:30 p.m. • Meet in the hotel lobby
(Registration Required)

Concurrent sessions

3:30 p.m. - 4:45 p.m.

**Health and Human Resources: What to
expect in the 2012 General Assembly
session • Mount Vernon**

Moderator: The Honorable **Edwin E. "Bud" Smith**,
Chair, VACo Health and Human Resources Steering
Committee, and Chairman, Essex County Board of
Supervisors

Speaker: Keith Hare, Deputy Secretary, Health and
Human Resources

Deputy Secretary Hare will talk about the
Comprehensive Services Act and the governor's
biennial budget priorities in the Health and Human
Resources arena.

Update: Line of Duty Act • Stratford

Moderator and Speaker: Christopher Carey,
Administrator, VACo Risk Management Programs

This session provide information about the critical components of the Line of Duty Act (LODA). There will be special emphases on LODA's impact on localities; the benefits provided to law enforcement and paid/volunteer emergency responders; considerations on the July 1, 2012, irrevocable opt-out; cost containment strategies; and 2012 legislative priorities.

A team approach to internal audit • Piedmont

Moderator and Speaker: James McReynolds, County Administrator, York County

Speaker: Vivian McGettigan, Chief Internal Auditor, Prince William Public Schools

Learn how a collaborative internal audit function will improve communications, help to detect and deter fraud, waste and abuse, protect assets and increase citizen confidence.

National incident management systems: The role of local government officials • Blue Ridge

Moderator: The Honorable **Benjamin T. Pitts,** Chair, VACo Administration of Government, Public Safety and Telecommunications Steering Committee, and Chair, Spotsylvania Board of Supervisors

Speaker: Lee Bennett, Trainer/Instructor Specialist, Virginia Department of Emergency Management

This session will provide crucial training on incident command and management for elected officials and chief administrative officers.

I-81 Focus Group
3:30 p.m. • Chesapeake

Credentials Committee
4:30 p.m. • Monroe

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High Growth Coalition
4:45 p.m. • Georgian

Rural Caucus
4:45 p.m. • Dominion
Speakers: The Honorable **Frank Ruff**, 15th Senate District; **Jeff Gore**, Attorney, Hefty & Wiley, P.C.

Nominations Committee
4:45 p.m. - 5:30 p.m. • Wilson

President's Reception
5:45 p.m. - 7 p.m. • Crystal and Empire
Sponsored by Robinson, Farmer, Cox Associates



DJ in the Sports Bar
9 p.m. - midnight

Tuesday, November 9

VACoRP Business Meeting
7:45 a.m. - 8 a.m. • Empire

General Session
9 a.m. - 10 a.m. • Regency Ballrooms

Presiding: The Honorable **Robert R. Adkins**, President, Virginia Association of Counties, and Board of Supervisors, Wise County

Keynote Speaker: Dr. Robert D. Holsworth, Virginia Tomorrow, LLC



Dr. Robert D. Holsworth is a retired political science professor at Virginia Commonwealth University. He has written four books and numerous articles about politics and culture. His comments on Virginia politics regularly appear in major and local newspapers and radio stations. Holsworth has also appeared on CBS "Evening News," and ABC "World News Tonight," and CNN. In 1991, Dr. Holsworth received VCU's Distinguished Faculty Award and in 1997 he received the "Virginia Outstanding Faculty Award from the State Council of Higher Education." In 2008, the Virginia

Association of Secondary School Principals honored him for his contribution to public education in the Commonwealth. Holsworth received his Ph.D. from the University of North Carolina at Chapel Hill.

Refreshment break

10 a.m. - 10:15 a.m. • Regency Ballroom Foyer

General Session

10:15 a.m. - 10:30 a.m. • Regency Ballrooms

Keynote Speaker: Dean Lynch,
Deputy Executive Director, Virginia
Association of Counties



Briefing on high-profile issues affecting county government likely to be considered during the 2012 General Assembly session.

Achievement Awards Presentation and Annual Business Meeting followed by Raffle and Adjournment

10:30 a.m. - 11:30 a.m. • Regency Ballrooms

**Virginia Economic Development Partnership
Booth 510**

State economic development organization
Lynn Bowles, Office Manager
901 E. Byrd Street, West Tower, Richmond, VA 23219
804.545.5770 www.yesvirginia.org

Virginians for the Arts Booth 407

Works to advance the arts in Virginia by increasing public awareness of the important contributions the arts make to the life, culture, and economy of the state.
Trey Hartt, Operations Manager
1 East Cary Street, Richmond, VA 23219
804.644.2787 www.vaforarts.org

Virginia Housing Development Authority Booth 210

Helps Virginians attain quality, affordable housing
Richard Taylor, Government Relations Manager
601 S. Belvidere Street, Richmond, VA 23220
804.343.5620 www.vhda.com

Virginia Institute of Government Booth 406

Providing information, training and other member services to local government
Tedd E. Povar, Associate Director
700 E. Franklin Street, Suite 700, Richmond, VA 23219
804.371.0202 www.vainstituteofgovernment.org

Virginia Municipal Clerks Association Booth 411

An organization dedicated to promoting the interests of municipal clerks, and to promote professional development through education and networking opportunities.
Tammy Newcomb, VMCA President
2400 Washington Ave., 9th FL - City Clerks Office,
Newport News, VA 23607
434.848.3107 tnewcomb@brunswickco.com

Virginia Resources Authority Booth 404

Innovative financing to build Virginia Communities
Shawn Crumlish, Director
1111 E. Main Street, Suite 1920, Richmond, VA 23219
804.644.3100, Ext. 117 www.VirginiaResources.org

Virginia Rural Water Association Booth 307

Nonprofit, offering on-site technical & educational assistance to small water & wastewater systems
Myrica Keiser, Executive Director
2138 Sycamore Avenue, Buena Vista, VA 24416
540.261.7178 www.vrwa.org



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Members are listed in order by their VACo region.
(C)-Chair; (VC)-Vice Chair

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1	Doug Caskey	Isle of Wight
2	Jack Stevens	Essex
2	Jack Miller	Middlesex
3	Art Warren	Chesterfield
3	Jim Donati	Henrico
3	Patricia O'Bannon	Henrico
4	Thomas Harris	Amelia
4	Joseph Carey	Charlotte
4	John Talmage	Dinwiddie
5	Carolyn Bishop	Powhatan
5	Tim Kennell	Cumberland
7	Benjamin Pitts (C)	Spotsylvania
7	Jacob Stroman	Spotsylvania
8	Penny Gross	Fairfax
8	John Jenkins	Prince William
9	Larry Howdyshell	Augusta
9	Thomas Miller	Rockingham
10	Aileen Ferguson	Appomattox
10	Roger Hayden	Patrick
10	James Snead	Pittsylvania
12	Dave Hutchins (VC)	Carroll
13	Fred Lunsford	Wise

Community Development and Planning

1	Anita Felts (C)	Southampton
2	Bruce Goodson	James City
2	Louise Theberge (VC)	Gloucester
2	David Whitlow	Essex
3	Marleen Durfee	Chesterfield
3	Richard Glover	Henrico
5	Lindsay Dorrier	Albemarle
5	Joe Dan Johnson	Nelson
6	John Staelin	Clarke
8	Kelly Burk	Loudoun
9	Stephen King	Rockingham
9	Nancy Sorrels	Augusta
10	Gary Tanner	Appomattox
11	Kathleen Guzi	Bedford
11	David Moorman	Botetourt
13	Dana Kilgore	Wise

Compensation and Retirement

1	William Robertson (C)	Prince George
2	Linda Lumpkin	Essex
2	James McReynolds	York
3	Patricia O'Bannon	Henrico
4	Judy Jones	Amelia
9	Suzanne Adcock (VC)	Alleghany
9	John McGehee	Augusta
9	Bonnie Johnson	Bath
9	Billy Kyger	Rockingham
10	David Laurrell	Campbell
10	Benny Summerlin	Henry
13	Ronnie Shortt	Wise

Education

1	Donald Hart	Accomack
1	Harris Parker	Sussex
3	Dorothy Jaeckle	Chesterfield
3	Frank Thornton	Henrico
4	Dave Guill	Charlotte
4	Gary Simmons	Nottoway
5	Rudy Butler	Goochland
8	Maureen Caddigan	Prince William
9	Carolyn Barnette	Alleghany
9	Pablo Cuevas	Rockingham
9	Percy Nowlin	Bath
9	Tracy Pyles	Augusta
10	Mary Biggs	Montgomery
10	Hugh Pendleton	Campbell
10	Annette Perkins (C)	Montgomery
12	Joe Sheffey (VC)	Pulaski
13	Steve Bates	Wise

Environment and Agriculture

1	Judy Lyttle	Surry
1	Jerry Skalsky (C)	Prince George
1	Thomas Wright	Isle of Wight
2	Janine Burns	Mathews
2	Prue Davis	Essex
2	Peter Mansfield	Middlesex
3	Randall Silber	Henrico
4	Harrison Moody	Dinwiddie
4	Sarah Elam Puckett	Prince Edward
5	Ann Mallek (VC)	Albemarle
5	Sherry Swinson	Powhatan
9	Frederick Eberly	Rockingham
9	Gerald Garber	Augusta
10	Clifton Tweedy	Campbell
11	Billy Martin	Botetourt

VA Dept of Agric/Consumer Services Booth 208

Agribusiness development services
Robins Buck, Project Manager, Agribusiness
Development Services
102 Governor Street, Richmond, VA 23219
804.371.6094 www.vdacs.virginia.gov

VACo Risk Management Programs Booth 903&905

Property, liability, and worker's comp coverage for local governments
Stephanie Heintzleman, Member Services Director
308 Market Street, SE, Roanoke, VA 24011
540.345.8500 www.vacoins.org

VML Insurance Programs Booth 701

Group self insurance property and casualty program
Greg Dickie, Director of Member Services
P.O. Box 3239, Glen Allen, VA 23058
804.237.7319 www.vmlins.org

VML/VACo Finance Booth 1005

Financial services of the Virginia Municipal League & Virginia Association of Counties, including financing, accounting, and OPEB investment programs.
Robert Lauterberg, Managing Director
P.O. Box 2061, Richmond, VA 23218
804.648.0635 valocalfinance.org

Vanir CM Booth 502

One of the nation's leading program/project/construction management firms.
Bill Carden, Area Manager/Associate
14112 Chiasso Terrace, Chesterfield, VA 23838
804.739.1559 www.vanir.com

Virginia Association of Convention & Visitors Bureaus Booth 209

VACVB is an association of independent destination management organizations and supporting businesses who share political and community support.
Dean Miller, Vice President
P.O. Box 3363, Warrenton, VA 20188
540.904.4710 www.vacvb.com

Virginia Cooperative Extension Booth 412

Aims to improve the lives and well-being of people and communities in Virginia by offering education programs in agriculture & farm management.
Suzie Jackson, Administrative Assistant
101 Hutcheson Hall, Blacksburg, VA 24061
540.231.5299 www.ext.vt.edu

Springsted Incorporated Booth 1007
 A complete array of financial and management services
 John A. Anzivino, Senior Vice President
 1564 E. Parham Road, Richmond, VA 23228
 804.726.9748 www.springsted.com

Summit Business Associates Booth 104
 IBM Premier Business Partner offering servers, storage,
 security & cloud solutions.
 Billy Schonauer, Territory Manager
 577 Southlake Blvd., Richmond, VA 23236
 804.379.8990, Ext. 108 www.summitbiz.net

SunTrust Bank Booth 1008
 Institution and government banking
 Alan Edwards, Senior Vice President
 919 E. Main Street - HDQ 2102, Richmond, VA 23219
 804.782.7733 www.suntrust.com

TRANE Booth 702
 Facility and energy management; HVAC manufacturing
 and installation
 Deborah D. Whitteker, Marketing Coordinator
 2345 Highland Farm Road, Roanoke, VA 24017
 540.563.2828 www.trane.com

The Local Choice Health Benefits Program Booth 410
 Health benefits for political subdivisions
 Walt Norman, Program Manager
 104 North 14th St., 13th Floor, Richmond, VA 23219
 804.786.6460 www.thelocalchoice.virginia.gov

The Piedmont Environmental Council Booth 106
 Safeguarding the landscapes, communities and
 heritage of the Piedmont by involving citizens in public
 policy and land conservation
 Dawn Wilmot, Assistant to the President
 P.O. Box 460, Warrenton, VA 20188
 540.347.2334 www.pecva.org

Timmons Group Booth 201&302
 Civil engineering, environmental, GIS/geospatial
 technology, landscape architecture and surveying
 Jennifer Brooks, Marketing Coordinator
 1001 Boulders Parkway, Suite 300, Richmond, VA 23225
 804.200.6366 www.timmons.com

Utility Service Co., Inc. Booth 305
 Maintenance and Services of Potable Water Storage Tanks
 Chris Boyd, President
 P.O. Box 1350, Perry, GA 31069
 800.223.3695 www.utilityservice.com

12 Dean Pratt Pulaski
 13 Shy Kennedy Russell
 13 J.H. Rivers Wise

Finance

1 John Seward Surry
 2 Brenda Garton Gloucester
 2 Jim Icenhour (VC) James City
 3 Allan Carmody Chesterfield
 3 Jim Holland Chesterfield
 3 David Kaechele Henrico
 6 Michael Hobert Clarke
 7 Wayne Acors Caroline
 8 Barbara Favola Arlington
 8 Sharon Bulova Fairfax
 9 Claire Collins Rockbridge
 9 David Beyeler Augusta
 9 Joseph Paxton Rockingham
 9 John Strutner Alleghany
 10 Ken Bowman Pittsylvania
 10 Richard Huff Franklin
 10 Craig Meadows Montgomery
 13 Jon Bowerbank (C) Russell

Health and Human Resources

1 Judy Lyttle Surry
 2 Sherrin Alsop King & Queen
 2 Bud Smith (C) Essex
 3 Sherri Bowman Charles City
 3 George Drumwright Henrico
 3 Sarah Snead Chesterfield
 4 Doretha Moody Dinwiddie
 5 Connie Brennan Nelson
 5 Cathy Pemberton Powhatan
 8 Catherine Hudgins Fairfax
 9 Michael Breeden (VC) Rockingham
 9 Wendell Coleman Augusta
 10 Carl Edward Ayers Floyd
 12 Thomas Littrell Carroll

Transportation

1 Stan Clark (C) Isle of Wight
 2 Steven Hicks James City
 2 Sheila Noll York
 3 Dan Gecker Chesterfield
 3 Robert Pinkerton Henrico
 4 Bernard Jones Brunswick
 4 Glanzy Spain Mecklenburg
 5 Duane Snow Albemarle
 6 Dick Neese Shenandoah

7	John LoBuglio	King George
7	Holder Trumbo	Fauquier
8	Andrea McGimpsey (VC)	Loudoun
9	Dee Floyd	Rockingham
9	Jeremy Shifflett	Augusta
10	Doug Mars	Montgomery
12	Ranny Akers	Pulaski
12	Larry Bartlett	Grayson
12	Joseph Straten	Washington

Operational Committees

Budget and Finance

1	Donald Hart	Accomack
2	Sherrin Alsop	King & Queen
4	Harrison Moody (C)	Dinwiddie
10	James Snead	Pittsylvania
12	David Hutchins	Carroll

Conference Planning

1	Douglas Caskey	Isle of Wight
1	Anita Felts	Southampton
2	Brenda Garton	Gloucester
2	Linda Lumpkin	Essex
2	James McReynolds	York
2	Jack Miller (C)	Middlesex
3	Sherri Bowman	Charles City
5	Lindsay Dorrier	Albemarle
6	Michael Hobert	Clarke
8	J. Walter Tejada	Arlington
11	David Moorman	Botetourt

Nominations

1	Rufus Tyler	Sussex
2	Bruce Goodson	James City
3	Tim Cotman	Charles City
4	Margaret Lee	Greensville
5	William Quarles	Goochland
6	Tony Carter	Warren
7	Ben Pitts	Spotsylvania
8	John Jenkins	Prince William
9	Carolyn Barnette	Alleghany
10	Hugh Pendleton	Campbell
11	Richard Flora (C)	Roanoke
12	Dulcie Mumpower	Washington
13	Dana Kilgore	Wise

Robinson Farmer Cox Associates **Booth 1006**
Accounting, auditing and consulting
Steve Jacobs, Director
401 Southlake Blvd., Suite C1, Richmond, VA 23236
804.378.4200 www.rfca.com

S&ME, Inc. **Booth 310**
Geotechnical engineering; Construction Material Testing; environmental consulting; certified industrial hygienist
Pat Polen, Business Developer
8211 Hermitage Road, Richmond, VA 23228
804.339.5623 www.smeinc.com

Schneider Electric **Booth 401**
Energy Service Company (ESCO) specializing in energy management solutions
Joe McGowan, Business Developer
1100 Boulders Parkway, Suite 702, Richmond, VA 23225
804.426.8301 www.buildings.schneider-electric.com

Siemens Building Technologies **Booth 1003**
Energy and environmental solutions and building systems services
Mark Eliser, Senior Account Executive
5106 Glen Alden Drive, Richmond, VA 23231
804.536.3950 usa.siemens.com/buildingtechnologies

Sierra Club Virginia Chapter **Booth 612**
Sierra Club is the oldest, largest grassroots environmental organization in the nation whose priority is promoting energy efficiency & renewable energy to reduce greenhouse gases.
Glen Besa, Chapter Director
422 E. Franklin Street, Suite 302, Richmond, VA 23219
804-225-9113 vasierraclub.org

Simon & Associates, Inc. **Booth 602**
Soil and Environmental Consulting
Nelson Dail, President
3200 Commerce Street, Blacksburg, VA 24060
540.951.4234 www.simonassoc.com

SERVPRO of Chesterfield **Booth 604**
Provides emergency fire and water damage restoration.
Steve Yates, Commercial Business Development
12001 Deerhill Road, Midlothian, VA 23112
804.378.2323 www.servproofchesterfield.com

Southeast RCAP **Booth 710**
Water is Life
LaJuan Thomas, Executive Assistant
347 Campbell Avenue, SW, Roanoke, VA 24016
(540) 345-1184 www.southeastrcap.org

ProAct, Inc. Booth 609
 A full-service pharmacy benefit management company providing excellent client and member service administering a prescription drug discount card program.
 Erison Rodriguez, Program Manager
 6333 Route 298, Suite 210, Syracuse, NY 13057
 315.413.7780 www.proactrx.com

Quarles Petroleum, Inc. Booth 312
 Quarles Petroleum is a mid-Atlantic fuel oil distributor, propane supplier, service station supplier, and fleet fuel site provider.
 Joe Wolfinger, Director of Development
 1701 Fall Hill Ave., Suite 300, Fredericksburg, VA 22401
 877.444.3835 www.quarlesinc.com

RRMM Booth 112&114
 Architecture, planning and interiors
 Dan Hickok, Principal
 1317 Executive Boulevard, Suite 200, Chesapeake, VA 23320
 757.622.2828 www.rrmm.com

RS Solutions, LLC Booth 409
 RS Solutions helps local governments reduce taxpayer lateness and delinquencies via direct bank debit.
 Jake Goldstein, President
 6305 Lincoln Avenue, Baltimore, MD 21209
 443.414.6432 www.rssmgt.com

Reid Engineering Co., Inc. Booth 804
 Civil & environmental engineering services including wastewater treatment, water/sewer infrastructure.
 Shane Reid, Vice President
 1210 Princess Anne Street, Fredericksburg, VA 22401
 540.371.8500 www.reidengineering.com

Republic Services Booth 204
 Solid Waste Collection, Disposal, Recycling Services
 Tad Phillips, Area Municipal Services Manager
 2490 Charles City Road, Richmond, VA 23231
 757.435.1270 www.republicservices.com

Riverbend Nursery Booth 703
 The first and only hybrid green roof system, LiveRoof® combines (hybridizes) the best features of all green roof systems.
 Scott Titanish, LiveRoof Brand Area Manager
 1295 Mt. Elbert Rd., Riner, VA 24149
 804.652.4755 www.riverbendnursery.com

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1	Anita Felts	Southampton
1	Donald Hart	Accomack
1	William Robertson	Prince George
1	Jerry Skalsky	Prince George
2	James Icenhour	James City
2	Jack Miller	Middlesex
2	Louise Theberge	Gloucester
2	Bud Smith	Essex
4	Harrison Moody	Dinwiddie
5	Anne Mallek	Albemarle
7	Benjamin Pitts	Spotsylvania
8	Barbara Favola	Arlington
8	Catherine Hudgins (C)	Fairfax
8	Andrea McGimpsey	Loudoun
9	Suzanne Adcock	Alleghany
9	Michael Breeden	Rockingham
10	Annette Perkins	Montgomery
12	David Hutchins	Carroll
12	Joe Sheffey	Pulaski
13	Robert Adkins	Wise
13	Jon Bowerbank	Russell



Exhibitors

A. Morton Thomas and Associates Booth 107
 Civil Engineering Consultants
 Don Rissmeyer, Associate
 10710 Midlothian Turnpike, Suite 202, Richmond, VA
 23235
 804.276.6231 www.amtengmineering.com

AgrAbility Virginia Booth 803
(Booth Sponsored By DOMINION)
 Provides no-cost services to farmers/ranchers with illnesses, injuries & disabilities, helping them to work safely, effectively and productively.
 Kirk Ballin, Program Director
 201 East Main Street, Salem, VA 24153
 540.777.7325 www.agrability.ext.vt.edu

Anderson & Associates, Inc. Booth 102
 Professional Design Services, Civil Engineering, Surveying, Planning, Landscape Architecture
 Laura Matney, CPSM., Municipal Proposal Manager
 100 Ardmore Street, Blacksburg, VA 24060
 540.552.5592 www.andassoc.com

Atlantic Geotechnical Services Booth 110
 Geotechnical Engineering and Construction Materials Testing
 Mike Noggle, President
 10971 Richardson Road, Ashland, VA 23005
 804.550.2203 www.atlgeotech.com

NaturChem, Inc. Booth 708
 A leader in providing vegetation management services for governmental, municipal, industrial, and private markets.
 Tyler Allen, Salesman
 2202 West 3rd Street, Farmville, VA 23901 (Under the direction of the N.C. Office)
 434.391.1148 www.naturchem.net

NORESKO Booth 606
 A full-service energy services company specializing in performance contracting
 Roger D'Alessio, Senior Account Executive
 P.O. Box 165, Chesterfield, VA 23838
 804.652.9181 www.noresco.com

National Association of Counties Booth 818
 Since 1935, NACo is the only national organization representing county governments in the United States.
 Emily Landsman, State Association Liaison
 25 Massachusetts Ave., NW, Washington, DC 20001
 202.942.4242 www.naco.org

Nationwide Retirement Solutions Booth 816
 Deferral compensation, retirement solutions
 Deborah Turner, Program Director
 5900 Parkwood Place, Dublin, OH 43016
 804.647.0247 www.NRSforu.com

Networking Technologies & Support, Inc. Booth 503
 NTS is pleased to be a technology service provider throughout Virginia for over 15 years.
 Carol Nitz, Marketing Coordinator
 14421 Justice Road, Midlothian, VA 234113
 804.379.1800 www.thinknts.com

PHR & A, a Pennoni Company Booth 311
 A multi-discipline consulting, engineering & design firm serving Virginia since 1952.
 Susan Wolford, CLA, AICP, VP & Northern Virginia Regional Director
 14532 Lee Road, Chantilly, VA 20151
 703.44.6700 www.pennoni.com

PMA Architecture Booth 909
 Architecture/Urban Design/Planning
 Jeff Stodghill, President
 10227 Warwick Boulevard, Hilton Village, VA 23601
 757.596.8200 www.pmainc1.com



VACo LEASING PROGRAM

The VACo Leasing Program is an ideal financing mechanism for Virginia localities seeking an alternative to a lengthy bond-issuing process. We invite you to stop by our exhibit booth at VACo's 77th Annual Conference and learn more about how we're uniquely equipped to provide the very best in financing services to clients in the public, private and nonprofit sectors.

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 rsteptoe@crewsfs.com

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The VACo Leasing Program is administered by First Security Finance, an affiliate of Crews & Associates, Inc.

Mark III Employee Benefits Booth 711
A full-service public sector benefit specialist
Drew Katabian, Regional Director, Virginia
509 Viking Drive, Suite F, Virginia Beach, VA 23452
757.478.8478 www.markiiiieb.com

Milestone Communications, Inc. Booth 504
Milestone partners with local governments to build wireless infrastructure on government land & leases space on the towers to wireless carriers, sharing revenue with the landowners.
Jennifer Bond, Director of Marketing
12110 Sunset Hills Road, Suite 100, Reston, VA 20190
703.505.0226 www.milestonecommunications.com

Moseley Architects Booth 901 & 902
Architecture, Engineering, Planning, Interior Design
Tony Bell, Vice President
3200 Norfolk Street, Richmond, VA 23230
804.794.7555 www.moseleyarchitects.com

Motorola Solutions, Inc. Booth 512
Communications Systems
Bob Newman, Senior Account Manager
7031 Columbia Gateway Drive, Columbia, MD 21046
410.412.6200 www.motorolasolutions.com

Multivista Booth #506
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Jared Cestoni, Director
12003 Golf Ridge Court, #302, Fairfax, VA 22033
678.602.3364 www.multivista.com

Municipal Code Corporation Booth 212
Codification, supplementation, document & minutes imaging, electronic services, utility bill and payment processing
Jenny Haverland, Event and Marketing
P.O. Box 2235, Tallahassee, FL 32316
800.262.2633 www.municode.com

Musco Sports Lighting Booth 805
Musco specializes in the design and manufacture of sports lighting.
Steve Wiley, Virginia Sales Rep
7407-F Whitepine Road, Richmond, VA 23237
866.856.2383 www.musco.com

Austin Brockenbrough & Associates Booth 601
Full-service multi-disciplined engineering and consulting
Cynthia Bouvier, Marketing Manager
1011 Boulder Springs Drive, Suite 200, Richmond, VA 23225
804.592.3887 www.brockenbrough.com

BCWH Booth 819
Architecture, interiors, planning
Chuck W. Wray, Jr., AIA/LEED AP, Principal
1840 West Broad Street, Suite 400, Richmond, VA 23220
804.788.4774 www.BCWH.com

BELFOR USA Booth 508
Your complete disaster restoration company for fire, wind, water and mold damage.
Keats Wade, Marketing Associate
2231 Dabney Road, Richmond, VA 23230
804.640.5764 (cell) www.us.belfor.com

Balfour Beatty Construction Booth 304
Construction services and public/private partnerships.
David Birtwistle, Vice President
11325 Random Hills Rd., Fairfax, VA 22030
703.273.3311 www.balfourbeattyconstruction.com

BKV Group Booth 603
A multidisciplinary firm providing architectural, interior design, landscape architecture, construction administration, mechanical, structural, and electrical engineering services for over 33 years.
Jennifer Roth, Associate Partner
1054 31st Street NW, Canal Square, Suite 204
Washington, DC 20007
202.595.7360 www.bkvgroup.com

Bowman Consulting Group, Ltd. Booth 308
Provides civil engineering, planning, surveying, environmental, landscape architecture, geothermal, water/wastewater engineering, transportation & construction management services.
Debby Craig, Office Manager/Marketing Coordinator
460 McLaws Circle, Suite 120, Williamsburg, VA 23185
757.229.1776 www.bowmanconsulting.com

Branch Highways Booth 108
Civil/Grading/Infrastructure Construction; Design-Build; Alternative Project Delivery
Mike Freeman, Project Development
P.O. Box 40004, Roanoke, VA 24022
540.982.1678 www.branchhighways.com

Brick Industry Association Booth 911

The nationally recognized authority on clay brick construction and represents the interests of its manufacturer and distributor members.
Brandie Schaeffer, Director of Community Planning
1850 Centennial Park Drive, Suite 301, Reston, VA 20191
703.674.1549 www.gobrick.com

Carter Machinery Co., Inc. Booth 111

Heavy Equipment Dealer
Dan Buckley, Senior Account Manager
P.O. Box 3096, Salem, VA 24153
540.580.2042 www.cartermachinery.com

ConEdison Solutions Booth 309

Offers our customers a broad array of energy solutions including competitive power supply, renewable energy, sustainability services, and cost-effective energy services.
Ralph Moore, Virginia Sales Executive
780 Mitchell Point Road, Mineral, VA 23117
540.553.4452 www.conedsolutions.com

Constellation Energy Booth 511

Delivers energy and environmental solutions that help counties save energy, minimize costs, and reduce greenhouse gas emissions.
Henry Hager, Business Development Manager
810 7th Ave., New York, NY 10019
215.390.2080 www.constellation.com

Crabtree, Rohrbaugh & Associates Booth 205

Architecture, Spatial Planning, Interior Design
Soloman Peterson, Director of Architecture
250 West Main Street, Suite 200, Charlottesville, VA 22902
434.975.7263 www.cra-architects.com

Crews & Associates, Inc. Booth 105

Full-service investment banking firm dedicated to the structuring, financing, and distribution of fixed income products.
Rob Steptoe, Director
150 Clay Street, Suite 410, Morgantown, WV 26501
304.292.6600 www.crewsfs.com

Crowder Construction Company Booth 809

Specializes in bringing the right environmental solution to industrial and municipal water and wastewater programs.
Linnell Stanhope, Marketing Manager
4577 Lifestyle Lane, Midlothian, VA 23112
919.367.2033 www.crowdercc.com

[Exhibitors Listing continued from Page 37]

InteractiveGIS, Inc. Booth 206

Provides Web-based GIS Consulting Services;
CMOM-ready utility GIS for water & sewer systems and general GIS consulting needs
David L. Bradshaw, President
1715 Pratt Drive, Suite 3100, Blacksburg, VA 24060
540.239.0950 www.interactivegis.com

Johnson Controls Booth 408

Building Efficiency and Energy Solutions
Tom Hickman, Energy Solutions
100 10th Street, NE, Suite 102, Charlottesville, VA 22902
434.906.6459 www.johnsoncontrols.com

Joyce Engineering, Inc. Booth 202

Environmental Engineers, Scientists and Consultants
L. E. "Butch" Joyce, Jr., President
1604 Ownby Lane, Richmond, VA 23220
804.355.4520 www.JoyceEngineering.com

Keystone Information Systems, Inc. Booth 815

Comprehensive integrated software suite for county financial, HR, revenue and tax administration
Thomas Price, Sales and Marketing
1000 S. Lenola Road, Suite 101, Maple Shade, NJ 08052
856.722.0700 www.keyinfosys.com

Luck Stone Corporation Booth 1002

Crushed stone; architectural building stone; tennis court products
Zina W. Thaxton, Real Estate Coordinator
P.O. Box 29682, Richmond VA 23242
804.476.6411 www.luckstone.com

MED3000 Booth 610

EMS billing and revenue cycle management solutions
Jackie Herrera, Vice President Business Development
P.O. Box 6401, Virginia Beach, VA 23456
800.233.8989, Ext. 3065 www.med3000ems.com

Malcolm Pirnie, Inc. - Water Division of ARCADIS Booth 509

Water engineering and management consulting for public and private organizations
Roger O. Hart, Vice President
1100 Welborne Dr., Suite 100, Richmond, VA 23229
804.740.0181 www.pirnie.com

Tuesday, November 15

VACoRP Business Meeting

7:45 a.m. - 8 a.m. • Empire

General Session

9 a.m. - 10:15 a.m. • Regency Ballrooms

Keynote Speaker: Dr. Robert D. Holsworth, Virginia Tomorrow, LLC

Refreshment break

10:15 a.m. - 10:30 a.m. • Regency Ballroom Foyer

General Session

10:30 a.m. - 10:50 a.m. • Regency Ballrooms

Keynote Speaker: Dean Lynch, Deputy Executive Director, VACo

Achievement Awards Presentation and Annual Business Meeting followed by Raffle and Adjournment

DJG, Inc.

Booth 501

Architecture, Engineering, Planning
Donald Booth, AIA, LEED AP, Vice President
449 McLaws Circle, Williamsburg, VA 23185
757.253.0673 www.djginc.com

DataMax/Interstate Credit Collections Booth 301

30 years of experience providing customized collection services for a wide variety of county debt. Our RCM division focuses on insurance follow-up for medical accounts such as EMS & mental health.
Angie Hutchins, Collection Manager
711 Coliseum Plaza Ct., Winston-Salem, NC 27106
336.831.1073 interstatecreditcollections.com

Dewberry

Booth 814

Architects, Engineers, Surveyors, Planners
Darren Conner, PE, President
P.O. Box 1509/551 Piney Forest Rd., Danville, VA 24540
434.797.4497 www.dewberry.com

Downey & Scott, LLC

Booth 907

Construction Management Services
William G. Downey, Managing Principal
6799 Kennedy Road, Unit F, Warrenton, VA 20187
540.347.5001 www.downeyscott.com

Draper Aden Associates

Booth 402

Engineering, surveying, environmental services
Jeff Lighthiser, CEO
8090 Villa Park Drive, Richmond, VA 23228
800.552.0472 www.daa.com

ECS Mid-Atlantic, LLC

Booth 101

Engineering and Environmental Consulting Services
Kammie Cox, Director of Business Development
2119-D North Hamilton Street, Richmond, VA 23230
804.767.5631 www.ecslimited.com

Earth Environmental and Civil

Booth 306

Comprehensive range of environmental and civil engineering services
Jeanne M. Martin, President
235 Claiborne Avenue, Suite 100, Rocky Mount, VA 24151
540.483.5975 www.earthenv.com

EnviroCompliance Laboratories, Inc. Booth 705

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Leslie Hudson, Director of Accounts
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804.550.3971 www.envirocompliance.com

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FacilityDude**Booth 403**

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Kelley Crawford, Marketing Manager

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First Financial Group of America**Booth 1001**

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Dana Boliek, Administrative Assistant

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General Code**Booth 712**

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Patricia Creekmore, Event Coordinator

72 Hinchey Road, Rochester, NY 14624

800.836.8834

www.generalcode.com

Golden Transcription Services**Booth 109**

Transcription of public meeting minutes for local government

Beth Golden, Owner & Manager

143 Doc's Lane, Shipman, VA 22971

434.981.0332

www.goldentranscription.com

Golder Associates, Inc.**Booth 507**

Engineering and Environmental Consulting

Terri Phillips, Associate and Senior Consultant

2108 W. Laburnum Ave., Suite 200, Richmond, VA 23227

804.358.7900

www.golder.com

Mini-Raffle

3 p.m. - 3:30 p.m. • Grand Ballroom

Spouse/Guest Program: Wine Tasting

3:30 p.m. - 4:30 p.m. • Hunt (Registration Required)

Spouse/Guest Program: Hay Ride

3:30 p.m. - 4:30 p.m. • Meet in the hotel lobby

(Registration Required)

Concurrent sessions

3:30 p.m. - 4:45 p.m.

-Comprehensive Services Act: What to expect in the 2012 General Assembly session • Mount Vernon

-Update: Line of Duty Act • Stratford

-A team approach to internal audit • Piedmont

-National incident management systems: The role of local government officials • Blue Ridge

I-81 Focus Group

3:30 p.m. • Chesapeake

Credentials Committee

4:30 p.m. • Monroe

High Growth Coalition

4:45 p.m. • Georgian

Rural Caucus

4:45 p.m. • Dominion

Nominations Committee

4:45 p.m. - 5:30 p.m. • Wilson


President's Reception

5:45 p.m. - 7 p.m. • Crystal and Empire

Sponsored by Robinson, Farmer, Cox Associates

DJ in the Sports Bar

9 p.m. - midnight



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804.788.0986 FAX

**-Sharing technology resources:
Tools for sharing and integrating
technology • Piedmont**

**-A look at Gov. McDonnell's Task Force for
Local Government Mandate Review • Mount
Vernon**

**-Do your own public relations: Low budget
and 15 minutes a day • Blue Ridge**

**Concurrent sessions
11:30 a.m - 12:45 p.m.**

**-State and local finance and budgeting •
Mount Vernon**

**-Understanding the local role in improving
water quality • Stratford**

**-Virginia volunteer workforce solutions
program: Recruiting and retaining volunteer
fire fighters • Blue Ridge**

**Deli Lunch
12:45 p.m. - 2 p.m. • Grand Ballroom
Sponsored by SunTrust**

**VLGMA Luncheon
12:45 p.m. - 2 p.m. • Empire (Registration Required)**

**Spouse/Guest Program: Spa Treatment
1:30 p.m. - 2:30 p.m. • Spa (Registration Required)**

**Concurrent sessions
1:45 p.m. - 3 p.m.**

-Discussions about energy • Blue Ridge

**-The many facets of county economic
development • Stratford**

**-Working with your local board of elections
and registrar • Mount Vernon**

-Taming the wild board meeting • Piedmont

**Soda Break
3 p.m. - 3:30 p.m. • Grand Ballroom**

GovDeals, Inc. Booth 207
Provides online auction services to government agencies
Robin Bradley, Mid-Atlantic Region Sales Rep
5907 Carmichael Place, Montgomery, AL 36117
828.527.7705 www.govdeals.com

HDH Associates, P.C. Booth 810
Architectural/Engineering/Environmental
Robin H. Liebal, Vice President
P.O. Box 6158, Christiansburg, VA 24068
540.381.7999 www.hdhassociates.com

Holzheimer Bolek + Meehan | Architects Booth 817
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Peter Bolek, AIA, Principal
Crittenden Building, 1382 W. Ninth Street, Suite 300,
Cleveland, OH 44113
440.247.9800 www.HBMArchitects.com

Housing Virginia Booth 103
Housing Virginia assists local & regional organizations
further affordable housing opportunities in their
community.
Neal J. Barber, Staff
P.O. Box 4658, Richmond, VA 23220
804.758.0640 housingvirginia.org

Howard Shockey & Sons, Inc. Booth 203
General contractor/Design-Builder/Construction
Manager
Jeff Boehm, Vice President
P.O. Box 2530, Winchester, VA 22604
540.667.7700 www.howardshockey.com

Hurt & Proffitt Booth 303
Engineering - Surveying - Planning
Lauren Cox, Marketing Coordinator
2524 Langhorne Road, Lynchburg, VA 24501
434.847.7796 www.handp.com

IBTS Booth 706
Nonprofit corporation committed to accelerating
progress in the built environment and improving
public service.
Jim Elliott, Community Support Advisor
45207 Research Place, Ashburn, VA 20147
703.899.8900 www.ibts.org

[Exhibitors Listing continued on Page 43]

2011 At-A-Glance

Sunday, November 13

VACo Board of Directors

9 a.m. - noon • Georgian

Exhibitor Setup

9 a.m. - 2 p.m. • Grand Ballroom and Colonnade

Homestead History Tour

10 a.m. • Register at Concierge Desk

Registration

10 a.m. - 6:30 p.m. • Mount Vernon Foyer

Coffee Break for Committee Members

1 p.m. - 4:15 p.m. • Regency Ballroom Foyer

Sponsored by Constellation Energy

Steering committee meetings

1 p.m. - 2:30 p.m.

-Community Development and Planning • Chesapeake

-Compensation and Retirement • Blue Ridge

-Environment and Agriculture • Piedmont

-Health and Human Resources • Appalachian

Exhibits Open

2 p.m. - 5:30 p.m. • Grand Ballroom, Colonnade and Garden Room

Steering committee meetings

2:45 p.m. - 4:15 p.m.

-Administration of Government, Public Safety and Telecommunications • Chesapeake

-Education • Appalachian

-Finance • Blue Ridge

-Transportation • Piedmont

Regional Caucuses to Nominate Representatives on Board of Directors

4:15 p.m. - 5:15 p.m.

Supervisor Certification: Reunion of Graduates

4:15 p.m. - 5:15 p.m. • Lexington

Opening Reception Honoring Sponsors and Exhibitors (Open to Everyone)

5:30 p.m. - 6:30 p.m. • Crystal Empire Room

Sponsored by Dominion

Banquet

6:30 p.m. - 9 p.m. • Regency Ballrooms

DJ in the Sports Bar

9 p.m. - Midnight

Monday, November 14

Resolutions Committee

7:30 a.m. - 8:30 a.m. • Georgian

Registration

8 a.m. - 2 p.m. • Mount Vernon Foyer

Exhibits Open

8:30 a.m. - 3:30 p.m. • Grand Ballroom

Opening General Session

8:15 a.m. - 9:45 a.m. • Regency Ballrooms

Keynote Speakers: Mitch Bowman, Executive Director, Civil War Trails; Rear Admiral **Mark J. Belton**, Supply Corps, U.S. Navy Reserve, and County Administrator, Page County; The Honorable **Glen Whitley**, Immediate Past President, National Association of Counties, and Judge, Tarrant County, Texas

Coffee Break

9:45 a.m. - 10 a.m. • Regency Ballroom Foyer

Sponsored by Nationwide

Spouse/Guest Program: Cooking Demonstration

10 a.m. - noon • Dominion (Registration Required)

Concurrent sessions

10 a.m. - 11:15 a.m.

-The next steps for transportation in Virginia: What are they? • Stratford