

COUNTY CONNECTIONS

The Newsletter of the
Virginia Association of Counties

July 15, 2009



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2009 Annual Conference update



Embracing Change: New Partnerships for
Sustainable Communities

Political Scientist Robert Holsworth will be a keynote speaker at the closing general session of VACo's 75th Annual Conference, scheduled to take place at the Homestead between Nov. 8-10.

Holsworth recently retired as a professor of political science and public administration at the Virginia Commonwealth University. He has written four books and numerous articles about American politics and culture. His comments on Virginia politics regularly appear in major Virginia newspapers and radio stations. His observations have also appeared in the Wall Street Journal, the New York Times, the Washington Post, Time Magazine, on National Public Radio and the BBC. Holsworth has also appeared on the CBS "Evening News," ABC "World News Tonight," and CNN.

In 1991, Dr. Holsworth received VCU's Distinguished Teaching Award and in 1997 he received the "Virginia Outstanding Faculty Award from the State Council of Higher Education."

Holsworth received his Ph.D. from the University of North Carolina at Chapel Hill.

Kaine orders new round of state budget reductions

By Mike Edwards and Dean Lynch
medwards@vaco.org and dlynch@vaco.org

THE BUDGET



The economic downturn continues to impact state revenues and key programs.

Gov. Timothy M. Kaine has directed state agencies to prepare 5, 10 and 15 percent reductions plans for fiscal years 2010, 2011 and 2012. As outlined by Wayne Turnage, the governor's Chief of Staff in a statewide memo on June 30, "These new reductions will be in addition to the reduction amounts already contained in the [state budget.] The reduction plans are due to the Department of Planning and Budget no later than 5 p.m. on July 22, 2009. VACo obtained a copy of the memo (see below).

The governor also "...has instructed the Secretary of Finance to begin the process to reforecast [state] revenues. The results of that reforecast will be available on Aug. 19." The General Assembly's money committees are scheduled to convene on this date to receive the new report.

While indicating a desire to protect core services including public

education, public safety, health, and general welfare, the Chief of Staff states "... the magnitude of the revenue decline will not permit us to ignore a critical review of these areas."

VACo will continue to monitor this important issue.

June 30 Memo from Gov. Kaine's Chief of Staff to state agency heads
To: All Commonwealth of Virginia Agency Heads

CC: Cabinet Secretaries and Deputy Secretaries

From: Wayne Turnage, Chief of Staff
Subject: Revenue Outlook - Preparation of Budget Reductions Plans

On May 5, 2009, I sent a memorandum advising you that due to the uncertainty surrounding the economy and the impact on the Commonwealth's revenue collections, the Governor was prepared to approve the carryforward of unexpended, June 30, 2009, discretionary general fund balances in your agency's programs to address the need for potential budget cuts in the second year of the biennium. Unfortunately, the news has not improved since that date, and the most recent monthly revenue data indicate that the Commonwealth will not generate the revenue collections needed to support the current level of appropriation in fiscal year 2010.

For this reason, Gov. Kaine has

BUDGET

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**Enterprise Zone
Designation
How-to-Qualify
Workshops**

**Virginia
Enterprise
Zones**

The Virginia Department of Housing and Community Development is preparing for the 2010 Enterprise Zone Designation Round. Four Enterprise Zone designations will become available on Dec. 31, 2009. Two How-to-Qualify Workshops will be held for localities interested in learning about the application process. To register for one of the workshops, follow the link next to the appropriate date and location below. For more information about Enterprise Zone designation, please contact Bethany J. Miller by dialing (804) 371-7121 or via e-mail at: Bethany.Miller@dhcd.virginia.gov.

Wednesday, July 22

9:30 a.m.

Roanoke Higher Education Center

108 N Jefferson St

Roanoke, VA 24016

Registration

Wednesday, July 29

9:30 a.m.

VHDA Center

4224 Cox Road

Glen Allen, VA 23060

Registration

**New funding guidelines for Safe Routes
to School program**

The Safe Routes to School Program with the Virginia Department of Transportation has released new guidelines for funding.

Local governments interested in making walking and/or biking to school a safe transportation option for students in kindergarten through eighth grade are welcome to apply.

Cities, counties and towns seeking to build more walkable and bikeable communities are encouraged to create a School Travel Plan for one or many schools and then to implement planned education, engineering and other strategies.

Funding for sidewalk connections, crosswalk improvements, and other bicycle and pedestrian facilities is available through a competitive two-step application process.

The maximum funding award is \$500,000 (per locality) and no local



match is required.

Completed School Travel Plans are due no later than Nov. 27 and applications are due Dec. 28.

For more information including upcoming SRTS workshops, contact VDOT SRTS Coordinator, Sarah Weisiger at (804) 371-4868 or visit www.virginiadot.org/saferoutes.

VACo Notes

**19 counties registered
for Go Green!**



*... Local governments creating
a sustainable future*

Nineteen counties have now registered to participate in the Green Government Challenge. The Green Government Challenge is a component of the Go Green initiative.

Go Green's friendly competition provides an opportunity for counties to win cash prizes to counties by compiling the highest number of points in the Go Green Challenge.

Moseley Architects has teamed up with Trane to offer cash awards of \$3,000, \$2,000, and \$1,000 respectively to counties ranking first, second and third within their assigned population brackets.

There will be three population brackets. The first bracket is for counties with populations of at least 50,000 or more. The second bracket consists of counties with populations between 15,000 and 49,999. The third bracket will be for counties with populations of less than 15,000.

The following counties have registered as participants in the 2009 Go Green Challenge: Accomack, Arlington, Campbell, Caroline, Carroll, Clarke, Fairfax, Franklin, Frederick, Gloucester, Hanover, Henrico, Isle of Wight, Loudoun, Powhatan, Prince William, Roanoke, Scott and Stafford.

Counties interested in participating in the Green Government Challenge need to register online at www.GoGreenVA.org. Additional questions about VACo's participation in Go Green may be directed to Larry Land, VACo staff.

VACo / VML Survey of localities interested in bulk and commercial fuel purchasing

By Dean Lynch
dlynch@vaco.org

The Virginia Association of Counties (VACo) and the Virginia Municipal League (VML) are working with the Commonwealth's Department of General Services (DGS) to consolidate bulk and commercial fuel purchases into a single procurement action.

With the aggregation of the Commonwealth's bulk and retail fuel purchase volume into a single procurement action it is expected that the Commonwealth's public bodies will be able to purchase fuel at approximately 20 percent less than if purchased from the retail market.

In addition to the cost savings potential, there are operational efficiencies that a centralized contract – or statewide master ordering agreement – will bring to local governments and state agencies.

Such a contract means that other local governments and state agencies will be able to simply order fuel against a managed contract and avoid the need to conduct their own competitive

procurements fuel nor have the contract administration burden associated with a term contract as the central procurement activity (DGS), Division of Purchases and Supply (DPS) will be responsible for contract administration statewide. In addition, there is an opportunity for consignment purchasing of fuel, emergency management fuel solutions, automated fuel reporting to monitor fuel usage, and management and monitoring of agency owned bulk fuel sites.

This action was authorized by the 2009 Virginia Acts of Assembly. Simply stated, it directed the Commonwealth's Department of General Services (DGS) to consolidate the procurement of bulk and commercial fuel purchases to benefit all state and local government public bodies.

This survey is being sent to obtain your county's interest in potentially participating in this initiative. There is NO obligation to commit to the use of the services that DGS will ultimately obtain under contract, rather DGS is approaching this in a manner to allow local public entities to use the services of the contract if they so choose. It is



believed that all will seek to use the contracted services because of the favorable discounts on fuel, ease of ordering, and other operational efficiencies that contracting these services will bring to all public entities.

Your responses to the following survey questions will assist VACo, VML and DGS to better understand interest by local public entities in this initiative and will be used to help shape the scope of services for the solicitation currently being drafted by DGS.

VACo / VML Survey on Bulk and Commercial Fuel Purchasing

Please return all completed surveys by July 25 or ASAP to VACo contact: Dean A. Lynch, CAE or you may fax them to 804-788-0083.

Reminder: Public comment period on proposed stormwater rule

By Larry Land
lland@vaco.org

Local governments will have until 5 p.m. on Aug. 21 to submit comments on amendments to Virginia's Stormwater Management Program (VSMP) Permit regulations proposed by the Soil and Water Conservation Board. Additional information on this rule is available at this Web site.

The agency contact for the proposed rule is David C. Dowling; Policy, Planning and Budget Director; Department of Conservation and Recreation, 203 Governor Street, Suite 302, Richmond, VA 23219. Phone: (804)786-2291. FAX: (804) 786-6141. Email: david.dowling@dcr.virginia.gov.



Here are the basic facts about the proposed amendments to the VSMP regulations:

- All local governments subject to the Chesapeake Bay Preservation Act and localities with Municipal Separate Storm Sewer Systems (MS4's) to adopt local stormwater programs. (All other localities will have the option of adopting such programs.)
- For non MS4 localities choosing not to adopt a local program, responsibility for administering the program will be assumed by the Department of

- Conservation and Recreation.
- The proposed regulations contain a schedule of state and local fees intended to generate revenues to meet program costs.
- The proposed regulations contain a series of inspection, maintenance and reporting requirements.
- Local programs must be reviewed by the Department of Conservation and Recreation once every five years.
- Under legislation passed by the 2009 General Assembly (HB 1991, Bulova), the regulations may not go into effect prior to July 1, 2010. (This is to provide an opportunity for legislative review of the proposed regulations during the 2010 legislative session.)

Respected and revered, Chambliss retires after 36 years

It's a dilemma the staff of Roanoke County government will soon face—who to ask when there's a need for historic knowledge and context.

The person who usually provides those answers, John Chambliss, is set to retire on July 1 after 36 years of service to the county.

"When nobody remembers what happened or how it happened, we always go to John and he'll know the answer," said Diane D. Hyatt, Roanoke County chief financial officer and someone who knows Chambliss well after working with him for 27 years. "He's going to take a lot of historic knowledge with him."

Chambliss has served with six full or interim Roanoke County administrators. He also has been an interim county administrator, taking on that role from July 1, 2008 to March 15, 2009, for the retired Elmer Hodge.

But now it's time for Chambliss, the current assistant county administrator, to retire from the place where he got his start in the finance department in 1973.

"All of us are going to miss him as a friend as well as a co-worker," said



Hyatt, who will become assistant county administrator after Chambliss' retirement. "It's really been a pleasure working with him."

The Lunenburg native rose within the finance department and became assistant county administrator in 1986. Currently, Chambliss has direct responsibility or serves as a liaison for several divisions within Roanoke County's government including Circuit Court, Commonwealth's Attorney office and General Registrar. In addition to his administrative duties, Chambliss also serves as a board member for the Western Virginia Regional Jail Authority.

Chambliss is well-respected as a mentor, a responsible administrator and someone who cares for the employees and will work through any problems with department heads and staff. He is also a leader in the valley and a point of contact for other localities because of his vast knowledge and experience.

"John is such an outstanding person who always puts other people before himself," said Hodge, who worked with Chambliss for 22 years.



"He is the ultimate civil servant and local government employee. He is a man of many talents, able to work with some of the most difficult projects we had to implement. He did so in a way that brought people together."

Hodge said that Chambliss was just as impressive outside the office. Chambliss spent some of his spare time attending the volunteer fire academy. He graduated from the program and became an officer in the volunteer station where he belonged.

Kaine announces more than \$14 million in block grant funding



VIRGINIA DEPARTMENT OF HOUSING AND COMMUNITY DEVELOPMENT
Partners for Better Communities

Gov. Timothy M. Kaine recently announced \$14,134,490 in federal funding for 22 community development projects through the Virginia Community Development Block Grant (VCDBG) program.

The grants, which will fund a variety of projects – from housing revitalization to water and sewer infrastructure, to broadband and economic and downtown revitalization – are expected to benefit 3,790 Virginians, of which 2,899 are low-to-moderate income.

"These community improvement projects address a number of critical

issues," Gov. Kaine said. "While a majority of these awards go toward creating safe and affordable housing and water for Virginians, there is also important funding for broadband, and economic and downtown revitalization efforts that will help our communities grow and improve the quality of life for their citizens."

Since 1982, the federally-funded VCDBG program has been administered by the Virginia Department of Housing and Community Development (DHCD), and Virginia receives up to \$19 million annually for this "small cities" grant

program. VCDBG grants are awarded through a competitive process. Most projects benefit low- and moderate-income persons, and many projects are targeted for the prevention or elimination of slums and blighting conditions.

Several projects are noted as either Multi-Year or Letter-of-Intent projects. Multi-year projects are those that will receive a contract allocating funds for one year, and after achieving specific performance targets, will then be eligible for another year of funding.

Letter-of-Intent projects are those which will be awarded after the locality meets specific targets.

Details of the grant award projects and amounts can be found here.

The Orange County Animal Shelter has grown from a temporary trailer to a new well-equipped facility. The staff also has increased from two to seven. The growth has allowed the shelter to transform itself from a traditional pound to a place that is a haven to the animals in the region.

All photos courtesy of Beth Hamilton



Orange County Animal Shelter: Caring in the Community



It's a bit ironic to think now that when Beth Hamilton was a youngster, she never had a pet to call her own. No dog. No cat. Not even a hamster.

Because today, much of Hamilton's world revolves around animals and in fact, she's traveled to remote parts of the planet to care for all creatures great and small.

Hamilton is the director of the animal shelter in Orange County and has helped shape the facility's progress and identity since 2003.

"We've grown a lot in the past few years," Hamilton said. "We went from a temporary facility (trailer) and a staff of two to a wonderful humane care facility and a staff of seven."

There are two other full-time staffers—senior animal caretaker Katrina Carpenter, who specializes in the socialization of shy and mistreated canines, and senior animal caretaker Kay Canham, who has experience

working with many different species of animals. The shelter also benefits from the excellent work by part-timers Kim Baptista, Candy Thomas, Gary Bollmann and Charles Thomas.

"We have such a great staff," Hamilton said. "One of our members, Gary Bollman, commutes one hour each way five days a week to help care for the animals of Orange County. That's one example of the staff's level of dedication."

Hamilton's love of animals blossomed in high school when she took horse riding lessons. She parlayed that experience into a job cleaning and tending horse stables during college. She later taught others to ride horses and then entered the field of animal rescue working with Great Pyrenees Mountain Dogs after her schooling was over.

But it wasn't until she was offered a caretaker position at the Orange County Animal Shelter that her passion for the

care of animals really grew.

"I'm so fortunate to do something I absolutely love," Hamilton said. "This is truly my passion now."

The shelter cares for more than 2,500 animals each year. Typically the animals are dogs and cats. But there have been others who have spent time at the facility—cows, horses, pigs, goats, finches, iguanas, rabbits and gerbils.

"We also had a llama for a short period of time and actually had three emus in the past six years," Hamilton said.

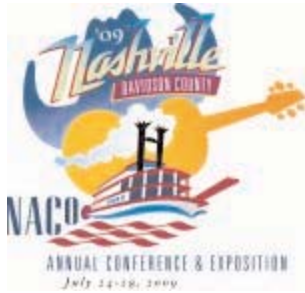
Under Hamilton's leadership and the kindness of the community, the shelter has evolved from a typical pound into a place where animals are treated whether the ailment is medical, behavioral or environmental.

A veterinarian attends to animal

ANIMAL SHELTER
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Mark Your Calendars

**2009 NACo
Annual Conference
& Exposition**



**July 24-28
Nashville, TN**

Don't miss this critical conference focusing on the new Administration and the 111th Congress in Washington, DC.

We fully understand travel budgets are extremely tight; however, you can't afford to miss hearing from new Administration officials, cabinet secretaries, and members of Congress and having the opportunity to network with your peers.

The information and contacts you will make over these several days will be of real value and benefit to you and your county.

In these very difficult times NACo members must work together to learn, provide and share solutions with one another and our partners in the federal government.

You and your colleagues are "The Voice of America's Counties" and key players in NACo's Restore the Partnership Campaign.

**VACo Steering
Committees,
Board Meeting,
and Open House &
Building Dedication**



**Aug. 14
1207 E. Main St. Richmond**

Meeting agendas, directions and parking information will be communicated closer to Aug. 14.

Preliminary Meeting Schedule:

I. 10:15 a.m. to 11:45 a.m. Steering Committee meetings Part I

- Administration of Government
- Education
- Environment and Agriculture
- Finance

II. 11:45 a.m. Box Lunches for Steering Committees

III. 12:15 p.m. to 1:45 p.m. Steering Committee meetings Part 2

- Community, Development and Planning
- Health and Human Resources
- Telecommunications and Public Utilities
- Transportation

IV. 2 p.m. VACo Board meeting

V. 5 p.m. Open House & Building Dedication (1207 E. Main Street, Richmond, 23219)

**2009 Virginia Rural
Summit**



**Sept. 14-15
Lynchburg**

More information coming soon.

Contact the Staff:

Glen C. Sink
Executive Director
Glen.Sink@cfvr.org
804-371-7141

Thelma Burris
Director
Southwest & Summit Coordinator
tburris@vcom.vt.edu
540-231-8222--Blacksburg/VCOM
276-223-4805--Wytheville/WCC

**Virginia's Poverty
Reduction
Taskforce**



**July 18 from 10 a.m. – noon
Community College**

Virginia's Poverty Reduction Taskforce requests your participation in Act on Poverty! The general public and elected officials are encouraged to attend and recommend specific strategies for reducing poverty in their localities.

Congratulations



Customer service initiative, curbside recycling program win NACo awards

Hanover County has been awarded 2009 National Association of Counties' (NACo) Achievement Awards for its



Customer Service Initiative and its Curbside Recycling Service Districts. to create special tax districts for curbside recycling collection.

This is a citizen-driven initiative. If a subdivision

contacts the county with interest in starting such a program, a notice is sent to all residents in the subdivision announcing a public meeting. County staff and representatives of the subdivision are there to answer questions.

After the meeting, the representatives begin a petition drive to achieve an 80 percent sign-up. If the 80 percent sign-up is reached, the petition is presented to the county. After holding a public hearing, the Board of Supervisors can then vote to establish a tax district for the service and all residents in the subdivision are assessed in the real estate tax bills.

About 1,100 homes joined the program beginning July 1, 2008 and about 1,700 more will join July 1, 2009. The actual service is provided through a regional contract procured by the Central Virginia Waste Management Authority.

“We are very proud of the national recognition Hanover County has received for these worthy projects,” said John H. Hodges, deputy county administrator. “These awards are a tribute to the hard work of many citizens, businesses and employees of the county working together.”

NACo’s Achievement Awards recognize counties for “creative and innovative program development and implementation, efficient administrative management of county agencies and responsible government to local citizens.”

The CSI was a Fiscal Year 2008 Board of Supervisors Initiative.

The Curbside Recycling Districts were a project of the Department of Public Works. Using an existing model for the establishment of water and sewer service districts, staff developed a program that established a mechanism

Gloucester garners six NACo awards



Gloucester County received six National Association of Counties (NACo) 2009 Achievement Awards recognizing innovative county programs. Gloucester Board of Supervisors Chairperson, Michelle Ressler, announced the awards at the board’s July 7 regular meeting for the following county services, programs or initiatives:

- Gloucester Library Summer Reading Program Web-Based Application
- Online Community Development System:
- Affordable Workforce Housing Initiative
- Gloucester Methamphetamine Task Force
- Historic Courthouse Circle Restoration
- Full Service School Partnership Project

Gloucester Board of Supervisors member Gregory Woodard will accept the awards on behalf of Gloucester County during NACo’s 74th Annual Conference and Exposition in Tennessee on July 26.

For more information on the awards program and a full list of winning programs, visit NACo’s Web site at www.naco.org.

Click here to read the entire press release.



Online surplus property auctions growing in popularity



Rebecca Murphy
Sales Representative
Mid-Atlantic Region
GovDeals, Inc.
980-254-8908
rmurphy@govdeals.com

GovDeals has been endorsed by VACo since 2004 and is a strategic partner offering online auction services to VA Counties and other governments and agencies throughout the State. Since 2001 over 12,000 items bringing in over \$9.4 million dollars have been sold by VA governments and agencies on GovDeals.

The rise and acceptance of online shopping, banking and other activities has made consumers

more comfortable with conducting activities on the Web. Online auctions of surplus items provide county, municipal and state governments and agencies the ability to increase the amount of revenue from almost any type of asset or property and return those funds to government coffers, and ultimately, to taxpayers.

Typically governments and agencies have disposed of surplus, confiscated and impounded vehicles, equipment and other property via a local live auction or sealed bid sale. Usually the people that purchased items in a local auction or sealed bid sale would be from the general area of the auction.

The way GovDeals works is that photographs and detailed descriptions are provided for an asset. Then starting prices, starting and ending dates, bid increments and reserve amounts are added at which point the asset can be posted online for periods ranging from five to 30 days depending on item value. No-charge marketing is then invoked to maximize price realized from assets.

Henrico County

Henrico County began using GovDeals for online auction sale of surplus assets in August 2006 and to date has sold 369 items that generated 6,500 bids and brought in over \$580,000.

“The County of Henrico uses GovDeals to dispose of surplus property items. The site is easy to use and the customer service is great. In addition to general customer service, the County is assigned a Client Services Rep and has access to a marketing team; both of which are utilized to maximize revenue. The County has listed a wide variety of items and has enjoyed good auction performance. Henrico County’s experience with GovDeals has been successful and has met our needs.”

Wythe County

Wythe County Board of Supervisors began using GovDeals for online auction sale of surplus assets in January 2007 and to date have sold 34 items that generated 839 bids and brought in over \$130,000.

“Wythe County sells primarily vehicles on GovDeals which we

do fairly well with. The heavy equipment we’ve sold has really amazed us at what it has brought, and it has certainly expanded the base of bidders as often people travel hundreds if not thousands of miles to purchase our property. A really significant benefit of using GovDeals is being able to sell anytime we need to which produces almost immediate revenue and has streamlined our surplus handling process,” said Martha Collins, administrative assistant for the Wythe County Board of Supervisors.

“The beauty of Internet auctions is that they work just as well for a small entity that might have only a few police vehicles or other assets to sell as for a larger entity that might have hundreds of such items. This online sales methodology is a great equalizer as it allows assets the same exposure no matter if the county is small or large,” noted Jim Campbell, Executive Director of VACo. “The bottom line is that we are offering our members a service that provides a great opportunity to maximize the return on assets in their care.”

Campbell continued, “We believe so much in this service that we have used GovDeals to sell almost \$7,000 in outdated computers, office furniture; even an old phone system.”

There are also environmental or “green” aspects to utilizing online sales. Vehicles and equipment that are stored for long periods of time in anticipation of local or annual auctions can leak oil and other fluids where these assets are stored. These fluids could potentially make their way into local waterways and watersheds.

Also, attendees of a local sale must drive to the facility where they may or may not be a bidder and purchase an item. This puts an incremental carbon load on the environment. In an online sale only the bidder who “wins” the sale will arrange for transportation of the item to their locale.

One final aspect to consider is that vehicles and equipment usually must be transported from a government site to an offsite for the purposes of the local auction sale. Not only does this consume more fuel with the inherent carbon load, but it also adds transportation costs and increases the risk and liability to the government in the event that one of these vehicles is damaged or involved in an accident during transportation. Typically in an Internet auction sale, the vehicle or equipment can be left in place until purchased at which time the buyer is responsible for arranging transport from the government’s location.

GovDeals, Inc. (www.govdeals.com) provides online auction services for Counties, Cities and State governments and agencies to conduct online sales of their surplus vehicles, equipment and other property over the Internet. Currently over 2,485 governments nationwide have adopted GovDeals’ online sales solution. GovDeals is a wholly-owned subsidiary of Washington, DC-based Liquidity Services, Inc.



1990 Cat Front End Track Loader generated 55 bids and sold to a bidder in Tennessee for over \$47,000 - over 460 miles away.



Two 2003 Chevy Trailblazers generated 74 bids and sold to a bidder in California for over \$9,500. Purchaser bought vehicles to be used in Motion Pictures.



Once Fired Mixed Pistol and Rifle Brass. Approx. 3,800 lbs. in 152 Boxes. Generated 49 bids and sold to bidder in Arizona for over \$5,000 - over 2,300 miles away.



Alpha 100K Truck Mounted Attenuator made by Energy Absorption Systems, Inc. Generated 43 bids and sold to bidder in New York for over \$7,500 - over 360 miles away.

BUDGET

Continued from page 1

directed two actions. First, he has instructed the Secretary of Finance to begin the process to reforecast revenues. The results of that reforecast will be available on Aug. 19.

Second, in anticipation of a reduced revenue forecast, Gov. Kaine has directed each agency to prepare plans to reduce its budget. To that end, each agency is asked to submit proposed strategies to reduce its general fund budget by 5 percent, 10 percent, and 15 percent for fiscal years 2010, 2011, and 2012.

Specific instructions for the preparation and submission of the reduction plans will be posted on the Department of Planning and Budget's (DPB) Web site. These new reductions will be in addition to the reduction amounts already contained in the 2009 Appropriation Act, Chapter 781. The reduction plans are due to DPB no later than 5 p.m. on July 22, 2009. No extensions to this submission date will be allowed, unless approved in advance by me.

It is important to remember that the extent of the revenue decline is not known. The 5, 10 and 15 percent

budget reduction plans will allow us to develop options for matching agency budget reductions to the level needed to meet the final revenue estimates. This approach will provide a range of strategies for each agency up to the maximum reduction.

I know this is not the kind of news that you were hoping to receive about the budget. Over the last two years, you worked through the difficult process of reducing spending to address substantial revenue declines. As we start this next round of cuts, it is clear that the choices will be even more difficult.

As you prepare your reduction plans, I ask that you once again conduct a comprehensive review of all options, looking in particular at areas where our costs outstrip national norms. We will also need to take a close look at current state policies that might lead to higher costs. As in past reduction efforts, it is important to focus on targeted cuts rather than across-the-board reductions. We will continue to do all we can to protect core services, but the need for tough decisions will require examination of all areas of state spending.

As in the past, we must ensure that we do not degrade essential services in public education or take actions that could compromise public safety, health,

or welfare; however, the magnitude of the revenue decline will not permit us to ignore a critical review of these areas. Therefore, for the core services that are not exempted, I ask that you use this process to critically analyze whether these services can be delivered more efficiently and effectively. We must call upon our most experienced and creative efforts to develop ideas for ways that we can achieve savings through efficiencies and new approaches that deliver services at lower costs. Do not be afraid to challenge traditional concepts and practices.

Finally, the restrictions and approval requirements set forth in my June 26 e-mail will continue until further notice.

I know many of you hoped to be able to request additional funds for important programs. You will have an opportunity to request funds for critical needs in core services under a limited set of guidelines that will be announced at a later date. For now, we must bring the budget into balance with the revised estimates of revenue that we will receive next month.

Please accept my appreciation in advance for the cooperation and the support that I know you will provide in the coming months.

2nd Annual Business Intelligence Summit

Hosted by the Business Intelligence Competency Center

July 15 at 9 a.m.

East Reading Room of the Patrick Henry Building

1111 E. Broad St., Richmond, 23219

Managers: Do you need a better way to view information, track your programs and make informed decisions?

Your organization collects and maintains a lot of data about your business—why is that data sometimes hard to obtain quickly? And why is it so hard to really use that data to inform your decisions?

The answer is that you need access to dynamic reporting and visualization tools that provide you with the

information you need when you need it. These tools deliver what we call business intelligence (BI). That's why a group of Commonwealth of Virginia agency managers got together to choose a common set of BI tools for efficient, inexpensive use by state, regional and local agencies. And that is why we formed the Business Intelligence Competency Center (BICC) — to help you develop business intelligence reports and processes within your organization.

Summit highlights include:

- Keynote Address by Peggy Feldmann, Chief Applications Officer
- Demonstrations of the LogiXML Tools

- Presentations from agencies on how they used LogiXML tools to create new applications and enhance existing ones

- Break-out sessions on:
 - *Business Intelligence for Business Managers
 - *Introduction to LogiInfo Report Development
 - *Advanced Topics in LogiInfo (for Logi Developers)



For more information, contact:

Kathy Graham, PMP
Manager, Business Intelligence Competency Center, VEAP
(804) 786-0545
Kathy.q.graham@veap.virginia.gov

Supervisor Certification program ready to start new class

The Virginia Certified County Supervisor program will celebrate its fourth birthday later this summer and will recognize its fourth graduating class this November during the 2009 VACo conference.

With nearly 25 graduates, the program of study remains committed to helping county supervisors gain the insight and perspective necessary to lead county government in the 21st century. The Virginia Certified County Supervisor program is unique in America because of its emphasis on self-directed learning.

In addition to attending classroom sessions, each program participant is required to complete a series of home study lessons, including essays, which are drawn from the assigned readings. To secure certification, participants are required to complete five core courses.

Each course features an opening classroom session followed by home study and then another concluding classroom session. Each course, on average, lasts 8 to 9 weeks. At present, three courses are offered during a given calendar year.

The next course in the certification program will begin Sept. 14 in Charlottesville. The course is entitled "Making a Governance Difference: The

Virginia Cooperative Extension

A partnership of Virginia Tech and Virginia State University www.ext.vt.edu



VIRGINIA STATE UNIVERSITY

Role of Leadership." The course will examine the dynamics of leadership from an organizational, personal and integrated perspective. The course will also focus on ways leadership can be applied to produce and guide community change. The concluding session will be held Nov. 7 at the Homestead in advance of the 2009 VACo Conference.

Participation in the certification program is open to all county supervisors. If you are interested in the program please complete the attached registration form. Questions about the program can be directed to either Larry Land at VACo or Mike Chandler. Mike can be contacted at 804-794-6236 or by email care of rmchan@vt.edu.

(Click here for registration form.)

Supervisors who complete this program receive certification signed by the Virginia Association of Counties and Virginia Tech.

Certification is earned upon the completion of the following five core courses:

- Making a Governance Difference: The Role of Leadership
- Understanding Your Powers, Duties and Responsibilities
- Inventing Your County's Future: The Role of Community Planning
- Funding Public Services in the 21st Century: The Role of Budgeting
- Making a Community Difference: Accountable Decision Making

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ANIMAL SHELTER

Continued from page 5

needs twice per week and there are many cooperative programs with other localities and jurisdictions that have helped better the life of Orange County's creatures.

The shelter has become a place where love is felt as soon as visitors walk through the door.

"It's not a place where we just handle adoptions or house strays," Hamilton said. "It's become a part of the community. Many Orange County residents have volunteered their time at the shelter or have opened their homes to provide foster care to an animal."

Last December, Hamilton volunteered her time by being part of a team that traveled to Panajachel, Guatemala. The trip was organized by Dr. Meredith Vargas, who along with her husband Juan Vargas, own the Culpeper Animal Hospital.

The Vargas family had adopted two children from Guatemala and wanted to return to the Central American country and give back.

"We went for a week and spayed and neutered 88 animals," Hamilton said. "I was part of the recovery team that helped nurse the animals back to health and gave them pain medications and vaccinations."

Besides treating animals, the team also assembled baskets filled with all the makings of a traditional Christmas dinner. The baskets each fed a family of 10.

Hamilton hopes the program becomes an annual event.

"I absolutely loved my experience in Guatemala," Hamilton said. "We got to see a lot of rural communities and interacted with the people who lived there. It was very interesting to see that side of Guatemala."

As for never having any pets when she was a child, Hamilton has made up for lost time. She currently has six dogs and seven cats—all 14-20 years old and all very loving.

"I wish every animal could find a place in someone's heart as mine have found with me," Hamilton said.



Beth Hamilton, director of the Orange County Animal Shelter, nurses animals after they were spayed and neutered. Hamilton was part of a team that traveled to Guatemala to help with the animal population in Panajachel.

Employment Opportunities

Employment ads are edited due to space considerations.

To view the full versions, visit www.vaco.org and click the man at the typewriter on the right rail of the page.

**Crisis Assistance Bureau Chief/
Arlington County Government**

Salary Negotiable

Visionary leader and change agent needed to guide staff in developing and implementing high quality systems for providing human service programs to residents of Arlington County.

HOW TO APPLY: Open until filled. Apply early to ensure consideration. Click here to go to the required Internet Employment Application and full job announcement. You may also use your browser to go to www.arlingtonva.us/pers (click on "County Jobs" on the right of the screen). You may attach your resume to the Internet Employment Application if you wish.

City Manager/City of Winchester

A minimum of ten years of public and/or private management experience is required in a comparably sized, high performance based organization, with more experience preferred. Past experience of candidates must demonstrate a high level of successful performance in areas that include finance and budget, redevelopment/economic development, strategic planning and implementation of strategic plans, team building and employee development, public relations, building community consensus and working with diverse populations. The salary for the position is negotiable within a range of \$125,000 to \$145,000 based on the candidate's qualifications and experience and is supplemented by an excellent benefit package. Please submit a letter of application, detailed resume with salary history and work related references to: John A. Anzivino, Senior Vice President, Springsted Incorporated, 1564 East Parham Road, Richmond, VA 23228; Fax 804-726-9752 or e-mail

Richmond@springsted.com by Aug. 9. For a complete community/position profile related to the position, please visit www.springsted.com.

**Director of Finance/Brunswick
County**

The duties of this position include planning, organizing and directing operations of human resources, budget and financial management. Plans and directs the County's budget development process. Serves as liaison for various fiscal agencies, working with state and local authorities to ensure fiscal responsibility. Master's degree in accounting, budget and finance field, CPA Certification preferred. Requires five (5) years professional experience in budgeting and finance, preferably in local government, some of which shall have been performed in a supervisory capacity. A complete job description is available at the Office of the County Administrator or at www.brunswickco.com. Submit resume' to the Office of the County Administrator, 102 Tobacco Street, Lawrenceville, Virginia 23868. Position open until filled. Telephone 434-848-3107 or toll-free 1-800-848-3199.

**Director of Fire, EMS and Emergency
Services/Prince George County**

The position will be responsible for planning, organizing and directing the overall operation of the fire departments, emergency medical services and emergency services for the County; coordinating emergency planning for all man-made and natural disasters; managing the County Fire, EMS and Emergency Services; coordinating disaster and hazardous materials responses. To apply online please visit our Web site at www.princegeorgeva.org. Please attach all appropriate certifications, as listed above, with application. Faxed or emailed applications not accepted. Open until filled. Salary negotiable, with competitive benefit package. For more information, please call (804)722-8669.

**Assistant County Manager/Lincoln
County, N.C.**

An employee in this position will assist in the management and long range planning of County government and will act for the County Manager during his absence in all areas of County administration. Work involves extensive contact with officials, department heads, and the public. Completion of a master's degree in business administration or public administration, or graduation from an accredited college or university in a related field with major course work in public administration and considerable experience in local government administration and extensive responsible administrative experience or an equivalent combination of education and experience. Must have thorough knowledge of modern public administration management, techniques, and principles with a minimum of five years experience. Salary – negotiable. Applications available online at www.lincolncounty.org or send applications to Lincoln County Human Resources, 115 West Main St., Lincolnton, NC 28092. Position open until filled.

**Purchasing Agent/Lincoln County,
N.C.**

An employee in this position under limited supervision, performs supervisory, administrative, and purchasing work, which involves planning, developing, and implementing policy and procedures for negotiating and entering into contracts to procure materials, supplies, equipment, and services for the County. Reports to the County Manager. Graduation from high school supplemented by college-level course work in purchasing, business or public administration, and 3 to 5 years of progressively responsible experience in governmental purchasing; or any equivalent combination of experience and training which provides the required knowledge, skills, and abilities. Salary hiring range -

EMPLOYMENT

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\$44,760 – \$68,108 Negotiable.
Applications available online at www.lincolncounty.org or send applications to Lincoln County Human Resources, 115 W. Main St., Lincolnton, N.C. 28092. Position open until filled.

Paralegal/Isle of Wight County

Commonwealth's Attorney's Office
Starting salary \$27,333
Isle of Wight County is seeking a Paralegal to provide accurate and reliable support to the Commonwealth's Attorney's Office. Provides advanced legal support to one or more assigned Attorneys and/or investigators, and Special Prosecutors from other jurisdictions, including but not limited to, preparation of Response to Discovery, case files, correspondence and other legal documents. Requests various data, information files, etc. from local and state agencies. Greets the public and answers the phone.
Interested candidates should submit a letter of interest and resume by 5 p.m. July 20 to: HR, P.O. Box 80, Isle of Wight, VA 23397. Visit our Web site at www.iwus.net or call us at 757-365-6263.

Planner/Stafford County

Development Review #1617
Stafford County Government
Salary: \$41,496-\$49,192 DOQ
Closing Date: July 14.
Any combination of education and experience equivalent to graduation from an accredited college or university with major work in urban planning or a related field, and some experience in professional planning work.
A driver's license valid in the Commonwealth of Virginia.
Candidate selected will be required to satisfactorily complete a criminal history and fingerprint check, post-offer, pre-employment medical exam, alcohol and controlled substance tests at the County's expense.
Apply online at www.co.stafford.va.us.

A resume will not be accepted in lieu of a County Application.

Assistant Director of General Services/Isle of Wight County

Position Re-opened
Isle of Wight County is seeking an experienced professional to fill the role of Assistant Director of General Services. The successful candidate will manage the County's Engineering and Public Utilities divisions, including County owned water systems, sewer systems, construction administration, and engineering functions. This position requires a bachelor's degree or equivalent in engineering (civil engineering preferred), 5-8 years of progressively responsible experience; Professional Engineering license preferred. Salary DOQ.
Previous applicants do not need to re-apply. Interested candidates should submit an application and resume by July 17 to HR, P.O. Box 80, Isle of Wight, VA 23397.

Library Director/Town of Clifton Forge

The Town of Clifton Forge seeks an energetic, creative, and skilled leader to serve as the Library Director for the Clifton Forge Public Library located in the beautiful Alleghany Highlands of Virginia. The Library has a circulation of 27,000 serving a population of 4,200. The staff is composed of one full-time and two part-time employees, an active Friends organization and a \$161,000 budget. The primary duties of the position include facilities management, fostering a creative and patron-focused staff, and the ability to inspire community support. The candidate must have a bachelor's degree, five or more years of library experience, including at least three years of increasingly greater library responsibilities in a professional capacity.
Salary commensurate with experience. Benefits are excellent. All communications are treated confidentially. Qualified applicants should send cover letter, resume, town application, www.cliftonforge.org and three letters of professional recommendations to the

Town Manager, Town of Clifton Forge, P. O. Box 631, Clifton Forge, VA 24422, 540-863-2500, no later than July 24.

Emergency Management Coordinator/Washington County

The County of Washington seeks applications for the position of Emergency Management Coordinator. Under the direction of the County Administrator, responsible for County's E-911 system and overall organization, planning, direction, coordination and improvement of functions/activities of County fire, rescue and other emergency organizations within a volunteer-based responder system. Salary range \$45,000 – \$55,000 with benefits.
A complete Position Description along with Application for Employment may be obtained through the County Department of Accounting, County of Washington, 205 Academy Drive, Abingdon, VA 24210 or through the County Web site www.washcova.com. Applications will be accepted through 5 p.m. July 27.

Director of Economic Development/Appomattox County

The County of Appomattox seeks highly qualified applicants for the position of Director of Economic Development. This position will perform professional and administrative work in the field of Economic Development, including business recruitment and business retention activities. This position requires a Bachelor's Degree, with Master's Degree preferred, supplemented by a minimum three (3) years previous experience and/or training that includes project management and supervisor experience or an equivalent combination of education, training, and experience. Salary range for this position is \$45,000-\$75,000. Appomattox County offers a comprehensive benefits package including VRS retirement. Position is open until filled; however, review and consideration of applications will begin on July 27. Appomattox County is an EOE. Applications are available from the County Administrator's Office, 153-A Morton Lane, Appomattox, VA 24522. Telephone (434) 352-2637.



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1207 East Main Street
Suite 300
Richmond, VA 23219-3627
(804) 788-6652
Fax: (804) 788-0083
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