

COUNTY CONNECTIONS

The Newsletter of the
Virginia Association of Counties

January 9, 2019



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Capitol Contact

Virginia General Assembly

Virginia Association of Counties • 1207 E. Main Street, Suite 300 • Richmond, VA 23219
www.vaco.org • 804.788.6652



2019 GENERAL ASSEMBLY CONVENES TODAY

Look for Capitol Contact on Tuesdays and Thursdays

The 2019 General Assembly session will span from January 9 to February 23 as legislators will deliberate on many issues critical to local government, including taxes, the state budget, education funding, economic development, public safety, and other policy matters.

VACo will continually provide updates during the session through [Capitol Contact](#). VACo Members - To ensure that you are receiving Capitol Contact, please send [Gage Harter](#) your best email address.

Capitol Contact will be published every Tuesday and Thursday. In addition, VACo will email and text Capitol Contact Alerts to County Officials on important issues before they are heard by select committees. **If you would like to receive text alerts on your phone – email Gage Harter your name and cell number.**

Please check [VACo's website](#) and the [General Assembly webpage](#) often to get the latest information and bill updates. Also, be on the lookout for legislative podcasts and videos with state lawmakers and VACo Staff. VACo will continue to release its newsletter, [County Connections](#), around the first and 15th of each month.

And be sure to attend [VACo's County Government Day](#) on January 31 in Richmond. Come hear Governor Ralph Northam speak and VACo Staff give legislative updates. Then go to the Capitol to advocate on behalf of counties. Be a part of the legislative process at the 2019 General Assembly Session.

VACo Contact: [Dean Lynch, CAE](#)

State Budget discussions dominate Finance Forum



With a keen interest in the state budget and Virginia's fiscal future, local government officials traveled to Richmond to attend the VACo/VML Finance Forum on January 8. County leaders heard from experts about state spending, politics and the state budget, the Northam Administration's spending proposals, and new budgeting issues on the horizon. This year's event featured six speakers, each bringing a wealth of knowledge and insight about the state budget and how spending policy impacts local governments.

Attendees first engaged with Joe Flores, Deputy Secretary of Finance, as he shared an [overview](#) of the Governor's budget amendments, which include additional spending in the areas of K-12 education and the Medicaid program, as well as deposits in the Revenue Reserve Fund.

Jim Regimbal, VACo Consultant and Principal at Fiscal Analytics, Ltd., then provided [analysis](#) of how the Governor's budget amendments could impact local governments in the upcoming year.

Politics and elections, ever present in policy forecasting, were the subjects next discussed by Richmond Times-Dispatch Columnist Jeff Schapiro, who gave insight as to how Virginia's political structure has changed over the past several years. He also spoke about how those changes have brought policy variations, like the Medicaid expansion of the last session, and what new and old legislative proposals may be in front of us in 2019.

[Analysis](#) of Health and Human Resources spending, always an important topic to the Commonwealth's localities, was presented by Mike Tweedy, Legislative Analyst on the issues of Health and Human Resources at the Virginia Senate Finance Committee. Tweedy shared highlights of the 2019 budget – the forecast for Medicaid spending, the impact of Medicaid expansion legislation, Community Behavioral Health Services spending, and state mental hospitals.

Steven Marzolf, Director of Integrated Services Program at the Virginia Information Technologies Agency, communicated information about the next generation of Virginia's 9-1-1 System. Marzolf delivered a [presentation](#) detailing the challenges of the current system, including older technology and confusing networks, while also presenting information about the future of this critical system that will include increased flexibility and faster communication of important data to first responders.

Capping off the day was Kristen Dahlman, Senior Policy Analyst at the Virginia Department of Housing and Community Development, who enlightened attendees with an [overview](#) of Virginia Opportunity Zones, certain challenged areas where investors can receive tax benefits in return for their investment in local businesses or properties. Dahlman provided information about the creation of these zones, how areas qualify for the program, and what type of investments may be eligible for tax incentives.

The Virginia Association of Counties thanks all speakers and sponsors for their time and attention to the needs of local government. We also thank our attendees for making the trip to Richmond, and for their strong interest and enthusiasm for this event.

VACo Contact: [Angela Inglett](#)

Public Information Office

5204 Bernard Drive
Roanoke, Virginia 24018
(540) 772-2010



NEWS RELEASE

For Immediate Release

Contact: Amy Whittaker
Public Information Officer
Cell: 540-589-3089

Awhittaker@roanokecountyva.gov

Roanoke County Names Assistant County Administrator

January 8, 2019 – Roanoke County Administrator Daniel R. O’Donnell is pleased to announce the appointment of Rebecca E. Owens as an Assistant County Administrator, effective January 5, 2019. Owens previously served as the County’s Finance Director.

“Rebecca has a thorough understanding of fiscal policy and regulation and led a successful implementation of a complicated new financial system,” said O’Donnell. “She brings a strong regional perspective to the position as she has provided fiscal services for several regional agencies including the Western Virginia Regional Jail and the Roanoke Valley Resource Authority. All of these factors make her extremely qualified for this position.”

“I am excited about this new opportunity,” said Owens. “I look forward to continuing to work with our experienced team to maintain and build on what we have accomplished for the citizens of Roanoke County.”

Owens served as Roanoke County’s Director of Finance since 2003 where she was responsible for oversight of Accounting, Purchasing, Payroll, Risk Management, Debt Management, Grant Management, and Financial Systems. Prior to coming to Roanoke County in 2000, Owens worked for the City of Salem in the Finance Department.

Owens currently represents the County on boards including Roanoke Valley Resource Authority, Western Virginia Regional Jail Authority, Community Policy and Management Team (CPMT), and the Local Finance Board.

As Assistant County Administrator, Owens will supervise the departments of Real Estate Valuation, Finance, General Services, Communication and Information Technology, and Library Services. She will also be the liaison for the Treasurer, Commissioner of the Revenue, Elections, Roanoke County Public Schools, and CPMT.

Owens holds a Master of Business Administration degree from Averett University and a Bachelor of Business Administration from Roanoke College. She is professionally active as a member of the Government Finance Officers’ Association and Virginia Government Finance Officers’ Association where she served as President in 2006-07.

Owens fills the vacancy left when O’Donnell took over as County Administrator on January 5, 2019. Owens resides in Roanoke County.



U.S. Navy plans to purchase two Aircraft Carriers from Huntington Ingalls Industries continuing Federal Defense Spending in Virginia



The [announcement](#) of a two-carrier block purchase at the Newport News shipyard means a boost to the Hampton Roads economy and continued federal defense spending in Virginia. The purchase is part of the Navy's [FY 2019 Shipbuilding Plan](#) to expand the fleet to 355 battle force ships over the next 30 years. Making the block purchase is estimated to save taxpayers up to \$4 billion due to more efficient acquisition approaches and is the first such purchase since 1988.

Virginia continues to [lead](#) the nation both as the No. 1 state recipient Department of Defense (DoD) spending and the state with the largest share of defense spending as a share of state Gross Domestic Product. The Commonwealth hosts 27 military bases and direct, indirect, and induced defense spending accounts for several hundred thousand jobs. Though this has been a boon to Virginia's economy, communities that are highly dependent on defense spending should continue to investigate diversification of their economies to avoid negative impacts in the event of any defense spending drawdowns, as was the case with the budget sequestration of 2013.

In June 2018, Governor Ralph Northam [announced](#) an update of the Virginia DoD Contract Spending Impact tool. This [website](#) provides useful data on the current and projected impacts of DoD contract spending at the state and local level. Localities with the highest level of DoD contract dependence are primarily concentrated in Northern Virginia and Hampton Roads, but the impact of defense spending can be felt statewide.

VACo Contact: [Jeremy R. Bennett](#)

Visit Henry County and the Water Tower at the Commonwealth Crossing Business Centre



The million-gallon Water Tank that will serve tenants at the Commonwealth Crossing Business Centre, a 726-acre business park in southern Henry County. The building pictured is a training center under construction, which will be exclusively for the tenants in the business park. While companies build their site, employees can train in Henry County's facility. Employees will be ready the first day the company opens.



[The first tenant](#) in the Commonwealth Crossing Business Centre is Press Glass, a Poland-based company that produces high-end glass for commercial skyscrapers. Press Glass will build its facility beside the training center.



Mark Your Calendars



2019 VACo County Government Day In Partnership with VAPDC's 50th Anniversary



January 31, 2019

Omni Richmond Hotel

100 S 12th Street | Richmond, VA 23219

[Omni Room Reservation Form](#) | [Registration Form](#) | [Register Online](#)

Deadline for room reservations is January 11

VACo Members - Please reserve your rooms as soon as possible

The Virginia Association of Counties invites county officials to VACo County Government Day on January 31, 2019 at the Omni Richmond Hotel.

Governor Ralph Northam will be the keynote speaker. VACo staff will report on legislation affecting local governments, then county officials are encouraged to go to the Capitol to participate in committee meetings and lobby state legislators. In the evening, county officials are strongly encouraged to invite their state legislators to dinner.

NEWS FROM OUR
ASSOCIATE MEMBERS



SERCAP's Indoor Plumbing & Rehabilitation Project in Fluvanna County before (left) and after photos.

SERCAP's Housing Department Completes Collaborative IPR Project in Fluvanna County!

By Lauren Mason
SERCAP Planning Manager

Recently, SERCAP's Housing Department completed an Indoor Plumbing & Rehabilitation (IPR) collaborative project in Fluvanna County, VA. IPR is a program, funded by the Virginia Department of Housing & Community Development (DHCD), that assists low-income homeowners whose homes either completely lack indoor plumbing facilities, have no indoor bathroom, or have a failed septic system. DHCD has designated six (6) Regional IPR Providers in Virginia, who qualify clients and provide housing rehabilitation services to ensure that all construction work meets Housing Quality Standards (HQS), and that all funds are spent appropriately. [SERCAP](#) is the IPR Regional Provider for region five.

For this IPR Project, the client, a low-income disabled gentleman, was referred to SERCAP back in September 2017 by the Fluvanna Housing Foundation, after he experienced difficulty with his well and septic system. Due to the run-down condition of the house, and the client's qualification as Extremely-low Income under the HUD Income Guidelines, the project qualified as a Substantial Reconstruction under the IPR Program. However, the cost estimates for the project far exceeded the DHCD's cost limits for a Substantial Reconstruction through IPR.

Fortunately, SERCAP's Housing Department was able to work with 1) the agency's Loan Fund to secure a Project Reinvest Loan of \$10,500 through FAHE, 2) the Essential & Critical Needs Program to secure a Grant of \$2,500, and 3) was able to access additional agency funds in order to pull together the total \$108,618.98 needed to complete the project. The client moved into his new home at the beginning of September 2018, nearly a year after he first contacted SERCAP, and is very satisfied with his new home. However, this is just one example of how stagnant program cost limits and increasing construction costs are making it more and more difficult to fund IPR Projects and eradicate indoor plumbing issues in the Commonwealth of Virginia.

****SERCAP's Housing Program is primarily made possible through the Virginia Department of Housing & Community Development's (DHCD) Indoor Plumbing & Rehabilitation (IPR) Program, through County Funds (Budget Appropriations) from counties across the Commonwealth of Virginia, and through Program Income Funds from the IPR Program. Additionally, all of SERCAP's programs in Virginia are leveraged by support from the Virginia Budget Appropriation, granted by the Virginia General Assembly and administered by DHCD.***

Governor Ralph Northam's Cabinet



Chief of Staff | [Clark Mercer](#)

Deputy Chief of Staff | [Suzette Denslow](#)

Secretary of Administration | [Keyanna Conner](#)

Secretary of Commerce and Trade | [Brian Ball](#)

Secretary of Agriculture and Forestry | [Bettina Ring](#)

Secretary of the Commonwealth | [Kelly Thomasson](#)

Secretary of Education | [Atif Qarni](#)

Secretary of Finance | [Aubrey Layne](#)

Secretary of Health and Human Resources | [Dr. Daniel Carey](#)

Secretary of Natural Resources | [Matt Strickler](#)

Secretary of Public Safety and Homeland Security | [Brian Moran](#)

Secretary of Transportation | [Shannon Valentine](#)

Secretary of Veterans and Defense Affairs | [Carlos Hopkins](#)

Key Dates for 2019 General Assembly Session

In accordance with the [procedural resolution](#) adopted by the House and Senate on January 9, key dates for the 2019 General Assembly Session are as follows:

January 9: General Assembly convenes at noon. Bills that are “prefiled” must be submitted by 10 a.m. House bills affecting the Virginia Retirement System or creating or continuing a study must be filed before adjournment of the House; a similar deadline applies to Senate bills. The House and Senate will meet in Joint Assembly, typically at 7 p.m., for the Governor’s “State of the Commonwealth” address.

January 11: Budget amendments from General Assembly members must be submitted to the House Appropriations and Senate Finance Committees by 5 p.m.

January 18: All bills must be filed by 3 p.m. (bills may be introduced after the deadline by unanimous consent)

February 3: House Appropriations and Senate Finance Committees report their respective budgets by midnight.

February 5: “Crossover” deadline for each chamber to complete work on legislation originating in that chamber (except for the budget bills)

February 7: Deadline for each chamber to complete work on its budget

February 13: Deadline for each chamber to complete work on the other chamber’s budget and appoint budget conferees; also the deadline for each chamber to act on revenue bills from the other chamber and appoint conferees.

February 18: Deadline for committee action on bills

February 23: Scheduled adjournment *sine die*

April 3: Reconvened session to consider gubernatorial amendments and vetoes

VACo Contact: [Katie Boyle](#)

Virginia House of Delegates Unveils First-of-its-Kind Searchable Website of its Members, 1619 to Present

In recognition of the 400th anniversary in 2019 of the first meeting of elected members of the House Burgesses in Jamestown, the House Clerk's Office today unveiled the culmination of an ambitious, multi-year project – DOME (Database of House Members) – that offers online both biographical and legislative service information on every House member since the first Burgesses convened in July 1619. Now, the public, historians, descendants, researchers and students of all ages can find easily in one convenient place and on one website a treasure-trove of interesting data chronicling the 9,700+ men and women who have served as Burgesses or Delegates elected to the Virginia General Assembly over the past four centuries through this milestone year. This new, first-of-its kind compilation of the members of the House of Burgesses and House of Delegates is an introduction to and ready reference guide for the origins of the first and oldest continuously elected English-speaking lawmaking body in the Western Hemisphere.



“Virginia has long been recognized as the birthplace of America,” said House of Delegates Speaker, Kirk Cox (R-Colonial Heights). “Leaders of our Commonwealth were the founders of the United States’ ongoing experiment in representative self-government, a topic I relished sharing with my students for 30 years as a high school civics education teacher. Since the story of American democracy began in Virginia and endures even now in 2019 with citizen-lawmakers continuing to serve our Commonwealth, I’m delighted to join with the dedicated team of talented professionals who are the House Clerk’s office in making this timely, innovative educational resource accessible to the public. I especially want to recognize and congratulate our creative and hard-working House Clerk, Paul Nardo, for his vision and drive to make this remarkable project a reality. Doing so enhances the ongoing history and making of this vibrant institution.”

The House Clerk’s Office has named this new website DOME - Database of House Members, a reference to the 30-foot dome masked under the gable roof within the Rotunda of Mr. Jefferson’s Capitol.

DOME is organized into four categories – 1) Burgesses and Delegates; 2) Speakers and Clerks; 3) Legislative Sessions and Committees; and 4) State Capitol Locations. The first and second categories offer a wide array of personal, legislative and historical information on current and former House members as well as the institution’s chief presiding officers (Speakers) and the body’s chief administrators (Clerks). Searchable features include last names, session years, and localities or districts represented by member as well as such further details as an individual member’s years of service. The third category provides a chronology of legislative floor sessions over 400 years and lists leadership roles of members and their committee assignments. The fourth category describes the various meeting locations at which the body has assembled, beginning with the church at Historic Jamestowne Island, through the Colonial Capitol in Williamsburg and ending at the present seat of government since 1788 atop Shockoe Hill in Richmond.

“Developing, organizing and maintaining online in one place a more transparent and easy to access registry of individual members and overall history of this vital institution that I’m honored to serve and genuinely love has been a high priority for me since I was first elected in 2011,” said G. Paul Nardo, Clerk of the Virginia House of Delegates. “My many outstanding colleagues and I in the House Clerk’s Office hope and trust DOME will be a valuable new tool for anyone searching to learn more about and better understand Virginia history from a legislative perspective. It shares the outlines and stories of Virginia leaders inspired to seek and take an active role in shaping the course of the Commonwealth’s past, present and future. Launching DOME at the start of the 400th anniversary of the Virginia General Assembly (1619-2019) not only is apt but in keeping with the House Clerk’s Office long tradition of and well- deserved reputation for providing dependable, high-quality services in a very timely and customer- friendly manner. I invite everyone to check out DOME and welcome the public’s contributions to help writing the ongoing history of the House of Delegates and those who have been elected to serve in it.” The House Clerk’s Office recognizes and thanks all whose interests, inquiries, prior research and other contributions large and small have made this first-of-its-kind interactive website and searchable Database of House Members possible.

Because of the vast amount of potential information for many historical figures and yet sparseness of detail available for others, the new searchable website contains a feedback mechanism (via email) which encourages user interaction. DOME is designed as a living research tool and those with additional verifiable information are encouraged to share what they may know from their own research or family archives. Mr. Nardo and the House Clerk’s Office staff anticipate building on the solid foundation of existing data currently entered and increasing over time that wealth of information about all members and the vibrant, dynamic, increasingly diverse and remarkably durable institution that is today’s Virginia House of Delegates.

DOME is available for preview at <https://history.house.virginia.gov>. Work is still underway to improve functionality on mobile devices, expand content and enhance overall navigation. The official final release of DOME will take place later in Spring 2019 or after the conclusion of the 2019 Regular Session.

ORDER NOW:
Virginia County
Supervisors' Manual
Eighth Edition 2019



Pre-orders are being taken now for the updated Virginia County Supervisors' Manual, Eighth Edition 2019. We hope to have them in by the late January/early February 2019 time frame.



ORDER FORM



Additional Flexibility to School Divisions as USDA Publishes Final Rule on School Meals



The U.S. Department of Agriculture (USDA) recently [published](#) a final rule on school meal flexibilities for implementing nutrition standards for milk, whole grains, and sodium. The final rule was made in response to 2012 changes to the National School Lunch Program (NSLP) and School Breakfast Program (SBP) meal requirements, which reflected updates to dietary guidelines. Though not an issue for some program operators, others have shared challenges implementing the new requirements that included decreased student meal consumption, difficulties preparing certain food items, and limited ability to offer appealing meals.

School divisions that participate in programs administered by the Food and Nutrition Service of USDA receive reimbursement and donated commodity assistance from USDA for meals served. In return, USDA requires that meals served meet Federal nutrition requirements and that free and reduced-price meals be made available to children from families with incomes at certain percentages below the poverty level.

U.S. Secretary of Agriculture Sonny Perdue acknowledged the need for local flexibility to overcome challenges faced by some program providers while still maintaining the need to provide nutritious and appealing meals to students in a May 2017 [proclamation](#). The rule has the potential to impact at last 99,000 schools and institutions serving 30 million children.

The final rule:

- Provides NSLP and SBP operators the option to offer flavored low-fat (1 percent fat) milk with meals, and to participants ages six and older in the Special Milk Program for Children (SMP) and the Child and Adult Care Food Program (CACFP);
- Requires half of the weekly grains in the school lunch and breakfast menu be whole grain-rich; and
- Provides more time to reduce sodium levels in school meals.

Provisions of the final rule are scheduled to take effect February 11, 2019.

VACo Contact: [Jeremy R. Bennett](#)

February 1-2, 2019

VACo Training Center | 1207 East Main Street | Richmond, VA 23219

[Registration Form](#) | [Register Online](#)

[Omni Room Reservation Form](#) | [Preliminary Agenda](#)

Calling all board chairs and vice chairs, VACo's 2019 Chairpersons' Institute is fast approaching! Hosted at the VACo Training Center on February 1-2, 2019, the Institute will offer an educational experience carefully tailored to the needs of community leadership. Register soon - class size limited to 20 participants.

Board chairs and vice chairs must be active leaders who encourage teamwork and manage conflict; they must be confident problem solvers as well as visionary leaders. While these skills cannot be developed overnight, the Institute provides a strong foundation upon which to build.

Developed by a committee of experienced county officials, the Chairpersons' Institute provides an opportunity to study practical strategies in critical areas like budgeting, communication, and goal setting. If you want to learn more about the structure and functions of county government, active leadership, communications, meeting management, decision making, and coalitions building, then this is the course for you.

VACo Contact: [Angela Inglett](#)



Loudoun Supervisor Matthew Letourneau Elected Chairman of Northern Virginia Transportation Commission



NVTC’s 2019 Officers (from left to right): Fairfax County Chairman **Sharon Bulova**, NVTC Secretary-Treasurer; Loudoun County Supervisor **Matthew Letourneau**, NVTC Chairman; Arlington County Chair **Katie Cristol**, NVTC Vice Chairman

Loudoun County Dulles District Supervisor Matthew F. Letourneau has been elected Chairman of the [Northern Virginia Transportation Commission](#) for 2019, becoming the first person from Loudoun County to chair the NVTC. In another first for Loudoun, Letourneau has also been elected as an alternate of the Washington Metropolitan Area Transit Authority Board of Directors.

“It is truly an honor to become the first supervisor from Loudoun County to chair NVTC,” Letourneau said. “As the Board prepares for Metro’s Silver Line to come to Loudoun, it is vitally important that we are fully engaged in WMATA issues. These new positions will give me an opportunity to represent Loudoun’s interests as well as those of transit riders throughout the region. Transportation remains the number one issue of concern for our residents, and it is in everyone’s interest to have a functioning, reliable, cost-effective regional transit system. While we’ve made progress, there’s still a lot of work to do and I look forward to tackling these challenges.”

NVTC’s mission is to bring the Northern Virginia region together to plan, coordinate and secure funding for transit systems that are financially sustainable and high performing. NVTC works to improve mobility and safety, reduce traffic congestion, protect the environment and stimulate the regional economy by increasing the use of transit and ridesharing. Letourneau joined NVTC in 2016 and served as NVTC vice chairman in 2018.

The Metro Board of Directors determines agency policy and provides oversight for the funding, operation, and expansion of transit facilities within the Washington Metropolitan Area’s defined “Transit Zone.” The Metro Board of Directors is composed of eight voting and eight alternate directors. Maryland, the District of Columbia, Virginia, and the federal government appoint two voting and two alternate directors each.

Letourneau was elected to represent the Dulles District on the Board of Supervisors in November 2011 and re-elected in 2015. He serves as chair of the Board’s Finance/Government Operations and Economic Development Committee. In 2018 he served as Chairman of the Metropolitan Washington Council of Governments Board of Directors, becoming the first person from Loudoun County to chair the COG board since 1983. Letourneau also represents Loudoun County on the Route 28 Transportation Improvement District Commission and the Dulles Area Transportation Association.

More information about the Loudoun County Board of Supervisors is online at www.loudoun.gov/bos.

VACo Rural Caucus Interest Form

VACo seeks county supervisors and executive staff for the VACo Rural Caucus.

Members of the Caucus will benefit from resources such as articles, podcasts, and program ideas, as well as from opportunities to meet with colleagues from around the Commonwealth.

Don't miss this chance to join with other rural community leaders in taking advantage of unique engagement and educational resources.

Join the Caucus by returning this completed form to
Angela Inglett at ainglett@vaco.org by January 31, 2019.

Please add my name as a member of the VACo Rural Caucus:

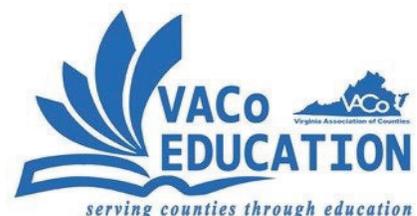
name: _____

title: _____

county: _____

address: _____

phone: _____ email: _____



2019 NACo Achievement Awards

Celebrating 49 Years of Innovation



What is the NACo Achievement Awards Program?

The Achievement Awards Program is a non-competitive awards program that seeks to recognize innovative county government programs. One outstanding program from each category will be selected as the “Best of Category.”

How to Apply

To begin the application process, [click here](#). In order to submit a 2019 Achievement Award, you must have NACo log-in information. If you do not have a NACo log-in, you may create one by clicking “Create an Account.”

Important Dates

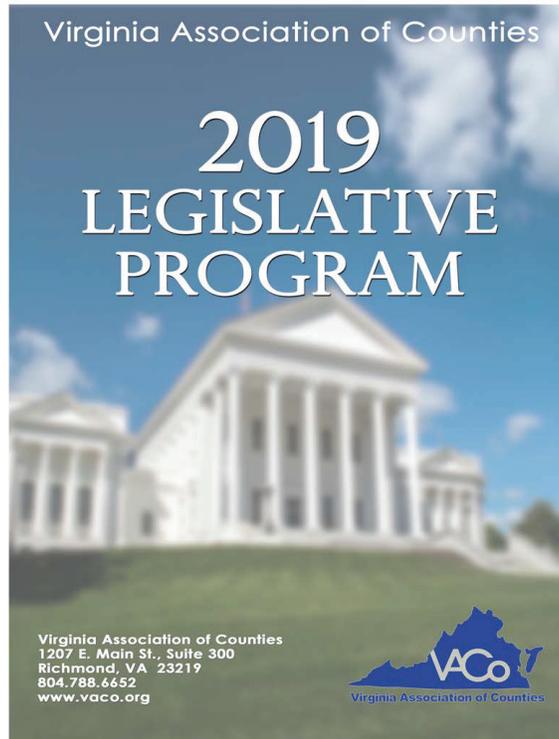
Submissions Deadline: March 25, 2019 at 11:59 p.m. EDT

Notifications of Achievement Awards: Week of April 22, 2019

NACo Annual Conference and Exposition: July 11 – 15, 2019 | Clark County/Las Vegas, Nevada

[Click here to apply](#)

VACo Releases 2019 Legislative Program



After months of steering committee meetings, lively debate and participation through the Association's legislative process, VACo adopted its [2019 Legislative Program](#). The Legislative Program is organized according to VACo's Steering Committees.

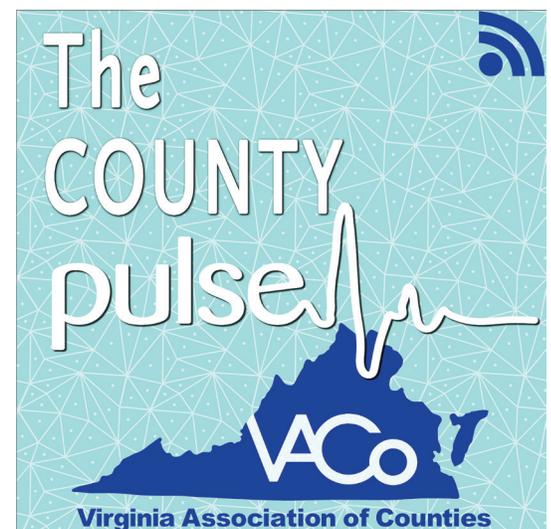
[VACo's 2019 Legislative Program](#) addresses other priorities in the realms of Economic Development and Planning, Education, Environment and Agriculture, Finance, General Government, Health and Human Services, and Transportation.

VACo Contact: [Joe Lerch, AICP](#)

WELCOME TO THE COUNTY PULSE!

Guests share the legislative pulse of Virginia Counties with Host Dean Lynch.

[Click here](#) to listen to the VACo County Pulse Podcast.



OMNIA PARTNERS



Dear Valued Participant,

Earlier this year we announced that U.S. Communities was purchased by OMNIA Partners. The OMNIA Partners, U.S. Communities and National IPA teams have been working closely and expeditiously over the last few months to outline the combined organization and what this means for our participants.

OMNIA Partners continues to make significant resource investments to bring additional value to you and your organization. We believe it is important to continuously communicate with you about key initiatives and the progress for each.

Here are a few of those initiatives:

The Lead Agency Solicitation Process. As a critical component of our approach, we will continue to use the lead agency contracting model. We will also continue to support all existing agreements and anticipate that all current solicitations will remain active. Future solicitations will be issued by a government entity or educational system utilizing the best practices in public procurement.

The OMNIA Partners Teams. The integration of the two organizations has resulted in additional resources that will better position us to support our public agency participants.

- **Account Management.** We offer the largest Account Management team in cooperative purchasing. The Regional Managers (formerly Program Managers for U.S. Communities) assist you in your cooperative strategy. Download the new territory mapping and contact information [here](#). This team will work with our awarded suppliers to drive further value for the state and local government and K-12 education markets. Additionally, we will continue to deploy a Higher Education team solely dedicated to the unique college and university market.
- **Partner Development.** This team works with the leadership teams of our supplier partners to establish strategic initiatives and serves as the liaison to all the OMNIA Partners resources.
- **Marketing and Training.** The combined organization also has the largest and most experienced marketing team in cooperative purchasing. In addition, OMNIA Partners has invested additional resources into the public sector training program. This unique program offers a strategic approach to educating awarded supplier teams on public procurement and cooperative purchasing.
- **Relationship Specialists.** A new investment for OMNIA Partners, this team will expand our capacity to serve more public agencies. **Contracting.** The contracting team of public procurement practitioners offers unprecedented expertise to you. They will serve as the liaison to the lead agencies for contract administration.

Combined Registered Participants. Effective immediately, registration systems for U.S. Communities and National IPA have been combined into one. Current participants for both U.S. Communities and National IPA have been combined into OMNIA Partners Public Sector. Therefore, you now have access to the contract portfolios of BOTH organizations with certain exceptions. If you have any questions, please contact your dedicated Regional Manager.

Plans for 2019

- **The Brand:** In 2019, we will be rebranding U.S. Communities and National IPA as OMNIA Partners, Public Sector. There will be a transition period in which the U.S. Communities and National IPA logos are included with the OMNIA Partners logo. This will ensure the market has time to recognize the change as well as provide our suppliers time to update co-branded collateral.
- **One Consolidated Website:** The U.S. Communities and National IPA websites will be combined into one site in early 2019.
- **Enhanced Online Reporting.** The UConnect reporting system will be replaced with a new platform called OMNIA Partners Connect. This new system has been developed and testing has begun. We anticipate launching the site in phases and will communicate those details as we get closer to going live with this new tool.

While many top-level decisions and activities are underway, we know there is still a lot to do. First and foremost, we remain committed to driving contract value for you under the program. As we have more information we will be sure to communicate it to you. In the meantime, if you have any questions or concerns please let us know via info@omniapartners.com.

employment opportunities



The Virginia Association of Counties accepts employment ads in a PDF file or a link to a job site. Please include information for applying, and a link to other important information. Please do not fax your employment ad. VACo members are not charged for placing an employment ad. The cost is \$50 per ad for non-VACo members. VACo publishes the ad on its website and mobile app as well as the upcoming County Connections issue. If you have any questions or concerns, please email [Valerie Russell](mailto:Valerie.Russell@vacounty.org).



DEPUTY CHIEF OF PUBLIC WORKS | Albemarle County | Posted January 4



CONSTRUCTION PLANS EXAMINER | City of Manassas | Posted January 4



CITY CLERK | City of Manassas | Posted January 4



PUBLIC WORKS DIRECTOR | Town of Clifton Forge | Posted January 4



INSTRUMENTATION & CONTROL SPECIALIST | James City County | Posted January 4



WATER DISTRIBUTION APPRENTICE/SPECIALIST I/SPECIALIST II | James City County | Posted January 4



ANIMAL CONTROL OFFICER | James City County | Posted January 4



MAINTENANCE SPECIALIST | James City County | Posted January 4



DEPUTY CLERK OF COUNCIL | City of Winchester | Posted January 3



WEB PROGRAMMER ANALYST | Albemarle County | Posted January 3



SUPPORT ANALYST | Albemarle County | Posted January 3



COUNTY ADMINISTRATOR | Greenville County | Posted January 3



TOWN MANAGER | Town of Abingdon | Posted January 3



DIRECTOR OF PLANNING | Crater Planning District Commission | Posted January 3

Chesapeake ASSISTANT CITY ATTORNEY II | City of Chesapeake | Posted December 28



PLANNING COORDINATOR | Montgomery County | Posted December 26

New Kent



HEALTH & SAFETY OFFICER | New Kent County | Posted December 26



CHIEF FINANCIAL OFFICER | Stafford County | Posted December 21



DIRECTOR OF ECONOMIC DEVELOPMENT | Spotsylvania County | Posted December 21



ADMINISTRATIVE ASSISTANT PT | Montgomery County | Posted December 21



DEPUTY CHIEF OF FIRE RESCUE FOR VOLUNTEER SERVICES | Albemarle County | Posted December 21

New Kent



BENEFIT PROGRAMS SPECIALIST I/II | New Kent County | Posted December 21



PLANNER – COMMUNITY DEVELOPMENT | King George County | Posted December 20



ECONOMIC DEVELOPMENT COORDINATOR | Fluvanna County | Posted December 20

New Kent



CHIEF DEPUTY CLERK OF THE CIRCUIT COURT | New Kent County | Posted December 20



WASTEWATER FACILITIES APPRENTICE/SPECIALIST I/SPECIALIST II | James City County | Posted December 17



WATERWORKS OPERATOR APPRENTICE I/II/III/IV | James City County | Posted December 14



CHIEF ACCOUNTANT – PAYROLL | Albemarle County | Posted December 13



CODE COMPLIANCE & BUILDING INSPECTOR | Northampton County | Posted December 13



DIRECTOR OF PLANNING AND LAND USE | Lancaster County | Posted December 12



FIRE PROTECTION CODE INSPECTOR I/II/III | City of Alexandria | Posted December 12



PUBLIC UTILITIES OPERATIONS MANAGER | Shenandoah County | Posted December 11



DEPUTY SUPERINTENDENT OF TRAFFIC | City of Fredericksburg | Posted December 11



ENGINEERING PROJECT MANAGER (FT/PT) | Fluvanna County | Posted December 7



PUBLIC WORKS DIRECTOR | Fluvanna County | Posted December 7



PARK ADMINISTRATOR | James City County | Posted December 6



TRANSIT BUS OPERATOR (PT) | James City County | Posted December 6



TRANSIT BUS OPERATOR (FT) | James City County | Posted December 6



RE-ENTRY COORDINATOR | James City County | Posted December 6



LIBRARIAN I (ADULT SERVICES) | James City County | Posted December 6



SYSTEM ANALYST/ DEVELOPER I OR II | Augusta County Services Authority | Posted December 6



ECONOMIC DEVELOPMENT DIRECTOR | City of Bristol | Posted December 6



DIRECTOR OF REAL ESTATE ASSESSMENT | Roanoke County | Posted December 4



PLUMBING/ MECHANICAL NEW CONSTRUCTION MANAGER | City of Alexandria | Posted December 4



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VACo exists to support county officials and to effectively represent, promote and protect the interests of counties to better serve the people of Virginia.

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