

## **Budget Compromise Reached**



Budget negotiators released a compromise proposal on Wednesday, October 14, and both chambers are expected to agree to the budget conference report on Friday, October 16. The conference report recognizes approximately \$280 million in savings and revenue adjustments and includes approximately \$240 million in net new spending above the budget as introduced in August, much of which was used to restore spending items that had been included in the budget as passed by the General Assembly in March, but unallotted in April and proposed to be eliminated in the Governor's August budget. The conference report also directs the use of federal Coronavirus Relief Funds for priority items such as unemployment assistance, support for K-12, child care, and election administration. After passage by the legislature, the Governor will have an opportunity to recommend amendments and veto specific line items.

The conference report includes several items which were requests made by VACo of the conferees, including important actions to protect school divisions against mid-fiscal year reductions in revenues, stabilize the child care system, and enhance access to broadband. An overview of key provisions in the conference report is provided below.

### **K-12 Education**

- Redirects \$8.9 million in federal Governor's Emergency Education Relief fund dollars provided through the CARES Act that had previously been designated for longer-term internet access initiatives to support technology needs and internet access for virtual learning resulting from school closures. ([Item 141 #1c](#))
- Authorizes school divisions to use textbook payments in FY 2021 to address costs related to school reopening or virtual learning and waives local match requirements for these funds. ([Item 145 #1c](#))
- Provides that semi-monthly payments to school divisions would not be reduced in January as a result of potential reductions in September average daily membership counts. This language prevents school divisions from experiencing reductions in state payments in the middle of the fiscal year and allows the issue to be revisited after average daily membership is calculated in March. VACo strongly supported this provision. ([Item 145 #2c](#))
- Provides \$95.2 million in FY 2021 from taxes on "gray machines" ("games of skill" temporarily allowed to continue operations, subject to a monthly tax on each machine) to hold school divisions harmless from losses that would otherwise be incurred as a result of the sales tax reforecast. VACo



## VACo Presents Achievement Awards at Board of Supervisors Meetings

### Augusta County

Augusta County Chairman Gerald Garber (right) and Assistant Commonwealth's Attorney Caleb Kramer (left) celebrated with VACo's Joe Lerch



### Botetourt County

VACo's Chris McDonald presented Botetourt County with two Achievement Awards. Botetourt County Director of Community Development Nicole Pendleton receives the Housing Strategy award. Botetourt County Board of Supervisors Vice Chairman Dr. Mac Scothorn receives the Broadband Strategy award.

### Roanoke County

VACo's Chris McDonald (right) presented Roanoke County with an Achievement Award. Pictured left to right are Eric Vest, Scott Ramsburg, Wendi Schultz, Doug Blount, and Board of Supervisors Chairman David Radford.



### Montgomery County

VACo's Katie Boyle presented representatives from the Meadowbrook Library with an Achievement Award for their 2019 Summer Backpack Program.

## Governor Northam Announces \$30 million in Additional CARES Act Funding for Broadband



On October 7, Governor Ralph Northam [announced](#) an additional \$30 million of Coronavirus Aid, Relief, and Economic Security ([CARES](#)) Act funding for fast-track broadband projects in the Commonwealth. The funding opportunity is available to local governments and utilizes part of the \$3.1 billion in federal funds provided to Virginia under the Coronavirus Relief Fund ([CRF](#)).

Here are some important considerations to note about the program:

- Only localities may apply and be awarded funds. Localities are allowed and encouraged to partner with broadband providers to complete projects, but the locality must be the applicant.
- All of the same conditions that existed for the first and second round of CARES Act allocations to localities continue for this round of allocations. Compliance with the federal guidance is the responsibility of the locality submitting the proposal and failure to do so could result in disallowed expenses - requiring the applicant locality to repay the associated funds to the federal government. Specifically, the CARES Act provides that payments from the CRF only may be used to cover costs that are (1) necessary expenditures incurred due to the public health emergency, (2) were not accounted for in the budget most recently approved as of March 27, 2020, and (3) were incurred during the period that begins on March 1, 2020, and ends on December 30, 2020.
- Proposals will need to be developed and submitted quickly, and projects will be approved on a rolling basis until funds are fully obligated.
- Applicants must certify that all expenses related to these projects will be expended by December 25, 2020 and that the projects will be in-service by that date.
- Applicants must link all proposed projects to expanding connectivity for distance learning and telework needs necessary during the public health emergency.

Full program guidelines and an application form may be accessed [here](#), but can also be downloaded at - <https://www.commonwealthconnect.virginia.gov/COVID-19>.

Questions and completed applications should be sent to: [commonwealthconnect@governor.virginia.gov](mailto:commonwealthconnect@governor.virginia.gov).

**VACo Contacts:** [Jeremy R. Bennett](#) and [Joe Lerch, AICP](#)



# VACo releases 2021 Preliminary Legislative Program



VACo has released its [2021 Preliminary Legislative Program](#), which was drafted through VACo's steering committee process. The document includes a host of important and timely proposed policy statements including language pertaining to K-12 education funding, local taxing authority, stormwater regulations, land use planning, transportation, broadband, health and human resources and other local budget and legislative issues.

Click on the link to read the [2021 Preliminary Legislative Program](#).

The 2021 Legislative Program will be adopted on November 11 during the Annual Business Meeting at the [VACo Annual Conference](#).

VACo's seven steering committees will finalize and adopt their policy sections during virtual meetings. The Board of Directors will serve as the Resolutions Committee this year and will ratify the Legislative Program on November 9. VACo's membership will vote to adopt the Final Legislative Program on November 11.

VACo members are encouraged to continue to add their input to this document by working through their county's legislative process and the VACo steering committee process to put forward suggested changes to VACo's 2021 Legislative Program.

For questions regarding VACo's legislative process, contact Dean Lynch at [dlynch@vaco.org](mailto:dlynch@vaco.org) or 804.343.2511.

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





## Visit Fairfax County and Scott's Run Nature Preserve

### Remarkable Beauty Preserved

Scott's Run Nature Preserve is one of only a few nature preserves in the Fairfax County Park Authority system. It is a remarkable place of rare plants and splendid beauty. Yet that beauty is challenged by urban pollution and human destruction. It is a classic clash of land use between suburban sprawl and natural areas.

Visitors have flocked to Scott's Run for years to witness the spring wildflowers that carpet the forest floor. Trailing arbutus, Virginia bluebells and sessile trillium bloom on steep hillsides and create a small oasis of rare, fragile plants. Remarkable and rare species grow along precipitous cliffs, in steep valleys and throughout a mature, hardwood forest that is comprised of large oak and beech trees, ancient hemlock and wild cherry trees that stand as tall as the oaks.

A grove of ancient hemlocks, whose ancestors migrated here during the last ice age, stands in the nature preserve as a reminder that this region once had a subarctic climate. The park's southern boundary is a major fault zone, a relict geologic feature from a distant past some 520 to 570 million years ago when the rocks were created out of slabs of ocean floor pushed up onto this continent.

**SOURCE:** [Fairfax County Government](#)



# VACo ANNUAL CONFERENCE

MONDAY, NOVEMBER 9, 2020 | NOON



**Governor Ralph Northam**

[REGISTRATION FORM](#) | [ONLINE REGISTRATION](#) | [DRAFT AGENDA](#)

## Virginia Association of Counties 2020 Annual Conference Virtual Agenda

### Monday, November 9

- 9am VACo Board of Directors Meeting
- Noon Governor Ralph Northam
- 2pm Breakout Session: The Budget  
Speaker: Jim Regimbal, Principal, Fiscal Analytics

### Tuesday, November 10

- 9am Breakout Session: Economic Development and Workforce Development – Coming Out of the Pandemic
- 11am Breakout Session: The Future of Education
- 1pm Breakout Session: Broadband
- 3pm Nominations Committee Meeting

### Wednesday, November 11

- 9am Dr. Robert Holsworth | DecideSmart, LLC  
Important federal elections will be decided before VACo's Virtual Annual Conference. Dr. Holsworth will give his smart and stylish analysis on their implications to Virginia.
- 10am Annual Business Meeting





## ABOUT MUNIREVS

MUNIRevs is the first of its kind. It is a secure, cloud-based tax collection and licensing system, which automates counties' and business' workflow through our unique paperless system and services. Our innovative software helps jurisdictions more efficiently collect taxes and process licenses.

With over 18 years of experience as a Financial Director and CPA in the Colorado municipal finance arena, the founder of MUNIRevs Erin Neer, identified firsthand many shortcomings in the technology offerings for counties.

MUNIRevs evolves beyond the solutions that traditional government software provides in their desktop or online payment modules and harnesses the many benefits of secure, paperless, web-based technology to provide the most current and cutting edge solutions for your business revenue collection.

Currently, we process over \$300 million in paperless revenues monthly. These revenues are automatically processed to our counties' bank accounts without any processing time by county staff.

[www.munirevs.com](http://www.munirevs.com)

## BEYOND TAX COLLECTION

### ABOUT LODGINGREVS

LODGINGRevs, powered by MUNIRevs is the industry leader in short term rental compliance, permitting, and tax collection. You can trust that LODGINGRevs, a division of MUNIRevs, is a strong company with the experience to deliver on our promises. Backed by the same high performing team of experts and proven best practices.

The LODGINGRevs team has been delivering vacation rental compliance longer than any other provider, and we work with numerous communities nationwide.

With LODGINGRevs, you benefit from expertise every step of the way. As you learn more about our team and our services, you will see why clients like Washington County, VA; Dallas, TX; Aspen, CO; Hawaii County, HI; and La Quinta, CA, chose LODGINGRevs.

[www.lodgingrevs.com](http://www.lodgingrevs.com)



**VACo Premier Partner Spotlight**

**cashvest by three+one**

**Joseph Rulison**  
CEO and Co-Founder | three+one

**Garrett Macdonald, CTP**  
Vice President | three+one

**Kyle Cline, MPA**  
National Director of Strategic Partnerships  
NACo.-FSC

**Beau Blevins** | Director of Business Development | VML/VACo Finance

**Stephen Acquario, Esq.**  
Executive Director | NYSAC

**Dean Lynch** | Executive Director | VACo

**Karie Walker** | Coordinator of Programs and Development | VACo

The Virginia Association of Counties is proud to introduce cashvest® by three+one®, our newest Premier Partner. cashvest® by three+one® is a financial technology organization that deploys liquidity analysis, to help counties leverage new data resources, to maximize the value of every dollar on deposit. Because cashvest® by three+one® is not a bank, registered investment advisor, nor financial advisor, they provide you with independent, unbiased data from a third-party.

The VACo partnership with cashvest® by three+one® is in conjunction with the National Association of Counties (NACo) and is a COVID-19 resource. cashvest® by three+one® has brought over \$300 million back to the public entities it serves nationwide.

[Click on video](#) to learn more about cashvest by three+one.

**VACo Contact:** [Karie Walker](#)







## Virginia Celebrates Transit Appreciation Month with local Transit Agencies across the Commonwealth

*~ Virginia Department of Rail and Public Transportation dedicates October to the people and agencies keeping Virginia Moving ~*

To highlight the important service transit agencies across the Commonwealth continue to provide throughout the COVID-19 pandemic, the Virginia Department of Rail and Public Transportation (DRPT) is celebrating Transit Appreciation Month this October. Each week, DRPT will highlight the unique features of Virginia's essential transit agencies and help connect riders with mobility service in the Commonwealth.

"During these unprecedented times, transit systems have remained dedicated to providing an essential service, getting people where they need to go in communities across the Commonwealth," said **Virginia Secretary of Transportation Shannon Valentine**. "I want to thank our transit partners for maintaining this lifeline – a critical connection for all Virginians."

Transit Appreciation Activities in October are as follows:

- **October 19-23:** *Your Transit Agency* features different transit agencies and the services they provide.
- **October 26-30:** *Transporting Our Essential Workers* highlights public transit's essential role in the community and how transit keeps the Commonwealth moving.

"We thank our transit partners across Virginia for their commitment to mobility," said **Jennifer Mitchell, Director of the Virginia Department of Rail and Public Transportation**. "DRPT dedicates the month of October to the transit agencies that work diligently day in and day out to transport people to doctor's appointments, critical supplies, employment opportunities, and beyond. Thank you!"

Transit Appreciation Month promotes Virginia's public transit agencies and showcases transit as a safe transportation option for essential travel. Local public transit agencies across Virginia are participating in this initiative. For more information about Transit Appreciation Month visit <http://transitva.org>.

### About the Virginia Department of Rail and Public Transportation

DRPT's mission is to improve the mobility of people and goods while expanding transportation choices in the Commonwealth through rail, public transportation, and commuter services. DRPT is committed to ensuring that no person is excluded from participation in or denied the benefits of its services on the basis of race, color, or national origin as protected by Title VI of the Civil Rights



MIKE STILL — MSTILL@TIMESNEWS.NET

## Project Intersection garners VACO Award

**Wise County Administrator Mike Hatfield, fourth from left, and Virginia Association of Counties Intergovernmental Affairs Director Jeremy Bennett hold the VACO Achievement Award presented to the Lonesome Pine Regional Industrial Facilities Authority at Thursday's Wise County Board of Supervisors meeting. Bennett said the award — one of 21 presented to Virginia local governments in 2020 — recognized the authority's Project Intersection joint commercial site development project. Representatives from LPRIFA's member localities — Wise, Lee, Scott and Dickenson counties and the city of Norton — joined in the presentation ceremony.**

From the Kingsport Times-News





# VACo VIRTUAL ANNUAL CONFERENCE



November 9-11, 2020

1

## WORKING TOGETHER

The Annual Conference provides an opportunity to learn from each other and to discuss issues that affect us all.

2

## KEYNOTE SPEAKERS

Governor Ralph Northam is confirmed to speak. Also Bob Holsworth will analyze the 2020 Elections.

3

## BREAKOUT SESSIONS

From the budget to education to energy - there are an array of breakout sessions sure to interest all attendees.

4

## VACo BUSINESS

The Annual Conference is a time to conduct the business of VACo. Be a part of the process.

# REGISTER TODAY!

COST- \$50 COVERS ALL EVENTS

[REGISTRATION FORM](#) | [ONLINE REGISTRATION](#) | [DRAFT AGENDA](#)





Voting credentials for the 2020 VACo Annual Business Meeting, scheduled for 10am on November 11, have been sent to each county.

Please return the voting credentials at your earliest convenience. You may email the credentials form back to VACo or fax it to 804.788.0083.

If you have questions or need a copy, please contact Valerie Russell at [vrussell@vaco.org](mailto:vrussell@vaco.org).



supported holding school divisions harmless from these potential mid-fiscal year reductions. ([Item 145 #3c](#), [Item 479.10 #1c](#))

- Includes distribution of \$220.1 million in federal Coronavirus Relief Funds to school divisions to assist with costs associated with the pandemic. ([Item 479.10 #2c](#))
- Restores \$35.2 million GF in FY 2022 for the At-Risk Add-On (these funds were included in the budget as passed in March, but unallotted in April and proposed to be eliminated in the August introduced budget). ([Item 482.20 #32c](#))

### **Compensation**

- Provides \$10.9 million GF in FY 2021 for a one-time \$500 bonus payment to state sworn law-enforcement personnel and sworn state-supported local constitutional officers and their staffs and regional jail superintendents and their staffs, to be paid December 1, 2020. (This language does not appear to include local police departments; a separate appropriation, discussed below, is provided to local police departments to assist with recruitment and retention.) ([Item 477 #3c](#))
- Contingent on FY 2021 revenues meeting the forecast, provides \$98 million for one-time bonus payments. State employees would receive a one-time bonus payment of \$1500 on September 1, 2021; includes funding for a one-time bonus of 1.5 percent on September 1, 2021, for constitutional officers and state-supported local employees. Language provides that if there is no downward revision to the revenue projection for FY 2022 and such revenue estimate includes sufficient revenue to provide the bonus payments and a salary increase for SOQ-recognized instructional and support positions, the Governor is directed to include such a salary increase in his introduced budget for consideration by the 2021 General Assembly. ([Item 477 #4c](#))

### **Judiciary/Public Safety**

- Restores \$30.2 million GF in FY 2022 for STEP-VA services, including \$6.8 million for mobile crisis services and \$4.7 million for crisis dispatch to assist in implementation of the Marcus Alert system, which is set out in legislation under consideration by the legislature and seeks to ensure that an appropriate behavioral health response is provided when an individual is experiencing a behavioral health crisis. Provides approximately \$184,000 GF over the biennium in staffing costs for the Department of Behavioral Health and Developmental Services to implement the Marcus Alert legislation, and \$184,000 in staffing costs at the Department of Criminal Justice Services over the biennium. Provides \$3 million GF in FY 2022 to fund community care teams pursuant to the legislation establishing the Marcus Alert system. ([Item 482.20 #17c](#), [Item 320 #2c](#), [Item 404 #1c](#), [Item 322 #2c](#))
- Directs the Secretary of Public Safety and Homeland Security to establish an E-911 Border Response Workgroup to assess deficiencies related to the timely routing of E-911 calls to the appropriate Public Safety Answering Point across state or county borders. ([Item 391 #1c](#))
- Provides \$6.4 million GF in FY 2021 for grants to law enforcement agencies for one-time costs associated with purchasing, operating, and maintaining body-worn camera systems. Provides funding for a coordinator to manage the program. Language stipulates that a local match would be required for grants. ([Item 406 #1c](#))
- Provides \$7.5 million GF in FY 2021 to be distributed to local police departments on December 1, 2020, to be used to attract and retain qualified sworn personnel and support costs associated with criminal justice reform. ([Item 408 #1c](#))
- Restores funding for an executive director and an investigator for the Board of Local and Regional Jails (formerly the Board of Corrections), which had been unallotted in April. ([Item 482.20 #33c](#))
- Restores \$5.7 million GF in FY 2021 and \$7.6 million GF in FY 2022 for district court clerk positions that were unallotted in April. ([Item 482.20 #24c](#))
- Restores approximately \$950,000 GF in FY 2020 and \$5.7 million GF in FY 2022 for additional public defender positions (\$3.8 million in FY 2021 and \$5.7 million in FY 2022 had been unallotted in April). ([Item 482.20 #25c](#))
- Restores \$1.2 million GF in FY 2021 and \$2.3 million GF in FY 2022 for pretrial and probation services.

This funding provides for programs to be established in localities currently lacking such programs, and had been included in the budget as passed in the 2020 regular session, but was unallotted in April. ([Item 482.20 #38c](#))

- Restores \$500,000 GF in FY 2021 and \$1 million GF in FY 2022 for pre-release and post-incarceration services. This funding had been included in the budget as passed in the 2020 regular session, but was unallotted in April. ([Item 482.20 #39c](#))

### **Elections**

- Directs the distribution of \$10 million in Coronavirus Relief Funds to general registrars based on population or need to assist with costs anticipated for the November 3 general election, to include additional printing and mailing costs, drop boxes, temporary staffing, polling place cleaning, and other costs associated with ensuring voter safety during the pandemic. ([Item 479.10 #2c](#))

### **Economic Development/Workforce**

- Directs the Department of Small Business and Supplier Diversity to examine the program eligibility criteria and maximum grant award to ensure that funds allocated to the Rebuild Virginia Grant program are deployed prior to the expiration of the federal Coronavirus Relief Funds, and directs the Department to expand the eligibility criteria to allow small businesses that have already received CARES Act funding from other sources to qualify. Directs \$5 million in federal Coronavirus Relief Funds to increase the grant size for the program and expand the eligibility criteria. ([Item 128 #1c](#), [Item 479.10 #2c](#))
- Directs the Virginia Employment Commission to establish a full-time position responsible for investigating and responding to legislative inquiries. ([Item 131 #1c](#))
- Provides \$2 million GF for workforce programs at the Virginia Community College System and Richard Bland College in partnership with the VA Ready program. ([Item 221 #1c](#))
- Directs \$210 million from the federal Coronavirus Relief Fund in FY 2021 to provide additional support for the state's Unemployment Insurance program, and directs the Governor to work with the Virginia Employment Commission to determine the best use of the funds. ([Item 479.10 #2c](#))
- Provides that if Coronavirus Relief Funds are unspent as of December 18, 2020, the funds are to be transferred to the Unemployment Compensation Fund. ([Item 479.10 #2c](#))

### **Broadband**

- Includes language directing the Broadband Advisory Council to assess allowing public broadband authorities to apply directly for Virginia Telecommunication Initiative funds without a private sector partner. The Department of Housing and Community Development is directed to submit feedback on the potential impacts of this policy change to the chairs of the money committees before the 2021 General Assembly session. ([Item 114 #1c](#))
- Accounts for use of \$30 million in Coronavirus Relief Funds for broadband accessibility, as announced by the Governor last week. ([Item 479.10 #2c](#))
- Retains Governor's restoration of \$16 million GF per year to the Virginia Telecommunication Initiative and provision of an additional \$15 million in FY 2021, for a total appropriation of \$84.5 million over the biennium.

### **Housing**

- Designates \$12.5 million from the Housing Trust Fund in FY 2021 to continue the Virginia Rent and Mortgage Relief Program after the expiration of federal Coronavirus Relief Funds in December 2020; includes language providing that financial assistance may be provided with these funds for past-due rent accumulated prior to April 1, 2020, and allowing landlords and tenants to access the program. ([Item 113 #1c](#))
- Directs \$3 million in Coronavirus Relief Funds to provide emergency housing for homeless individuals. (This funding would supplement the \$8.8 million in Coronavirus Relief Funding already provided for this purpose.) ([Item 479.10 #2c](#))

- Replaces the eviction moratorium language included in the Governor's proposed budget and establishes the terms by which landlords may evict a tenant for nonpayment. The amendment also provides that if a tenant refuses to apply for rental assistance and refuses to cooperate with their landlord in applying for rental assistance through the [Virginia Rent and Mortgage Relief Program](#), the landlord can take action on or before December 31, 2020, to obtain possession of a dwelling unit for non-payment of rent. ([Item 4-14 #2c](#))

### **Aid to Local Public Libraries**

- Provides \$1 million GF in FY 2021 for local libraries to expand broadband access to support job search assistance and virtual learning. ([Item 247 #1c](#))

### **Child Care/Early Childhood**

- Provides \$16.6 million in federal Coronavirus Relief Funds in FY 2021 to supplement the \$16.6 million GF that was proposed in the Governor's August budget to contract with local partners to support child care; provides that the federal funds are to be expended prior to the GF allocation. ([Item 350 #1c](#), [Item 479.10 #2c](#))
- Directs \$60 million in federal Coronavirus Relief Funds to be used to provide stabilization grants to child care providers and local community partnerships, with the goals of preserving the long-term capacity of the child care system during the pandemic and providing additional child care slots in the near term. VACo supported additional resources to enhance access to child care, which has been severely impacted by the pandemic. ([Item 479.10 #2c](#))
- Restores \$37.3 million GF in FY 2022 to increase the Virginia Preschool Initiative per-pupil amount by 10 percent (the budget passed in March included this increase in FY 2021 and an additional increase in FY 2022, but these funds were unallotted in April). ([Item 482.20 #31c](#))

### **Children's Services Act**

- Restores \$250,000 GF in FY 2021 for completion of the rate study for private day placements originally directed by the 2018 General Assembly (this funding was unallotted in April). ([Item 482.20 #11c](#))
- Includes language providing that local Community Policy Management Teams may adjust rates for private day placement services to account for virtual or distance learning so that the rate is commensurate with the level of service being provided. This language is a significant improvement over previous language considered in conference, which would have barred CPMTs from reducing rates for services that are not able to be provided in accordance with local contracts (unless the provider agreed), without requiring that the services provided be comparable to the stipulations of the contract. ([Item 292 #1c](#))

### **Behavioral Health**

- Restores \$2.1 million in FY 2021 and \$4.2 million in FY 2022 for the Virginia Mental Health Access Program (which supports children's access to mental health care). ([Item 482.20 #16c](#))
- Restores \$7.5 million GF in FY 2021 and \$10 million GF in FY 2022 for discharge assistance plans to assist in providing community-based services for individuals at state hospitals who are clinically ready for discharge. ([Item 482.20 #14c](#))
- Restores \$3.75 million GF per year for public-private partnerships to reduce the census in state hospitals (this action would restore half of the funding included in the budget passed in March, but unallotted in April). ([Item 482.20 #1c](#))
- Restores \$3 million GF in FY 2021 and \$17 million GF in FY 2022 for permanent supportive housing. ([Item 482.20 #15c](#))
- Restores \$2.5 million GF in FY 2022 for Medicaid rate increases for mental health services providers. ([Item 482.20 #3c](#))
- Restores \$10.3 million GF in FY 2022 for the redesign of Medicaid behavioral health services. ([Item 482.20 #27c](#))
- Restores \$7.6 million GF in FY 2022 for a Medicaid rate increase for psychiatric residential treatment facilities, effective July 1, 2021. ([Item 482.20 #30c](#))



**Social Services**

- Restores \$8.7 million GF in FY 2022 for prevention services at local departments of social services. (The budget as passed in March contained \$12.5 million in FY 2021 and \$17.4 million in FY 2022 for this purpose, which was unallotted in April.) ([Item 482.20 #46c](#))
- Restores approximately \$580,000 GF in FY 2021 and \$1.2 million GF in FY 2022 to fund a 15 percent increase in the Temporary Assistance to Needy Families cash assistance payment to two-parent families, beginning January 1, 2021 (a similar increase was provided to most TANF families beginning July 1, 2020, but the two-parent cash assistance is funded with GF dollars and the proposed funding was unallotted in April). ([Item 482.20 #18c](#))

**Natural Resources**

- Eliminates language included in the Governor's budget proposing a study to develop a plan for landfill operators to pay a solid waste disposal fee. VACo had opposed this language. ([Item 372 #1c](#))
- Modifies language in the Governor's budget establishing a workgroup to review the long-term sustainability of the water quality enhancement fee. ([Item 377 #1c](#))
- Limits language adopted at the reconvened session in April dealing with mitigation agreements for projects having a potential adverse impact on fish and wildlife so that the authority to require certain mitigation measures is limited to the Hampton Roads Bridge Tunnel Project. ([Item 383 #1c](#))

**Transportation**

- Requires the Secretary of Transportation to report to the Governor and the Chairs of the "money committees" on actions taken by the Commonwealth Transportation Board to reallocate transportation funding among projects due to declining transportation revenues. ([Item 430 #1c](#))

**Utility Disconnection Moratorium**

- Extends utility disconnection moratorium until 60 days after the end of the declared state of emergency, or until the Governor determines that economic and public health conditions have improved, whichever is sooner. For customers more than 30 days in arrears, the utility must offer repayment plans for past due accounts. Such repayment plans shall last a term 6 months to 24 months, as determined by the customer to be most sustainable and affordable. No utility may disconnect customers currently making timely payments under a repayment plan. Utilities and customers may seek debt relief or mitigation from any available resource, may enter into another payment plan offered by the utility, and may renegotiate the terms of the repayment plan. Utilities may seek relief from the disconnection moratorium if their accounts receivable arrearages exceed 1 percent of the utility's annual operating revenue. If relief is granted, disconnections may be resumed for the purpose of forcing a repayment plan. ([Item 4-14 #1c](#))
- Directs the use of \$100 million in federal Coronavirus Relief Funds to provide assistance to utility customers with accounts over 30 days in arrears. Requires the State Corporation Commission to establish an application process in order to distribute funds directly to utilities for the purpose of efficiently providing direct assistance to customers, and directs the SCC to transfer funds to the Department of Housing and Community Development for distribution to utilities that do not fall under the jurisdiction of the SCC. ([Item 479.10 #2c](#))

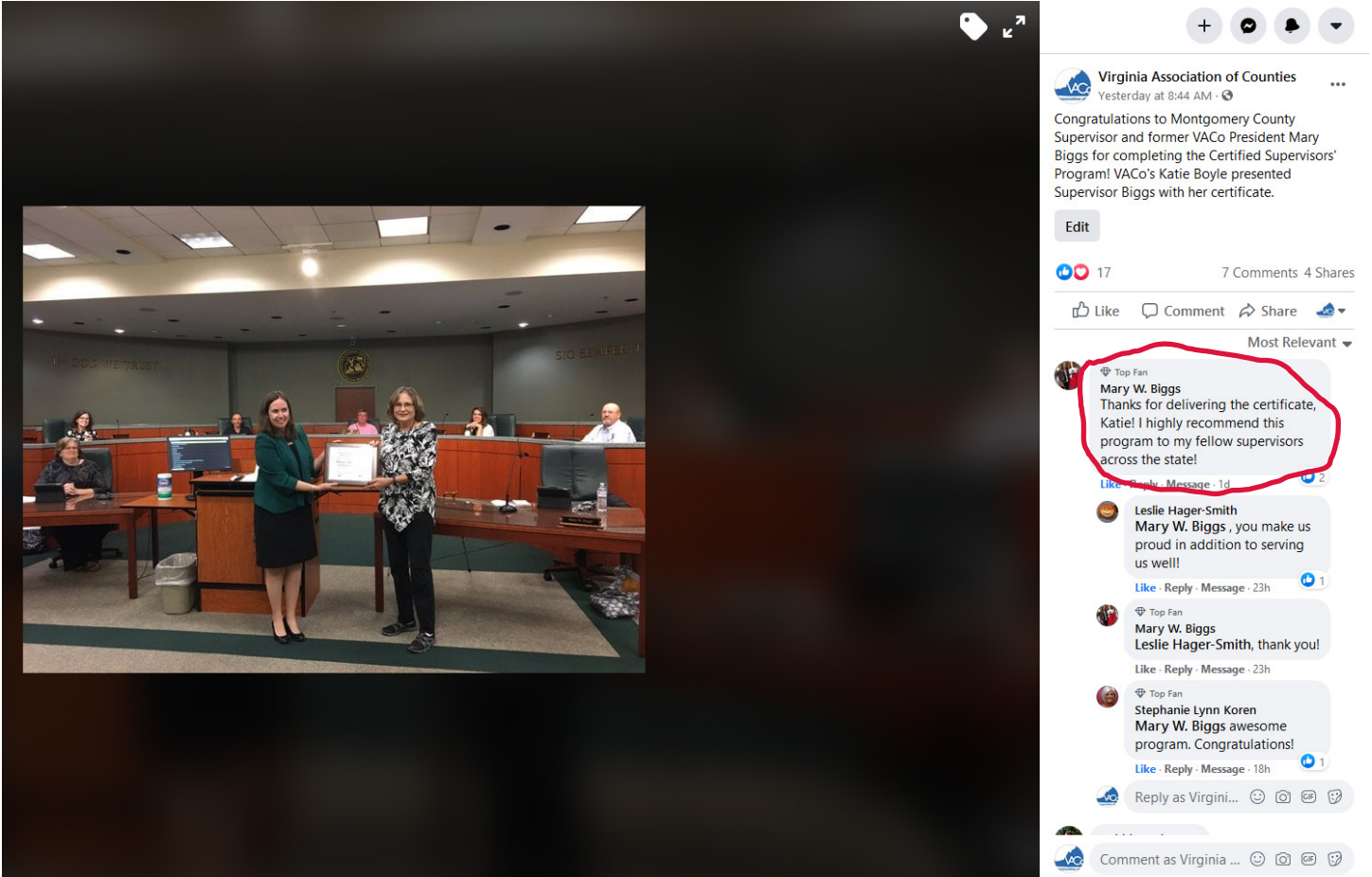
**Reserves**

- Eliminates \$89 million proposed deposit to the Revenue Stabilization Fund in FY 2022 (for the deposit that would be made in FY 2024), and redirects the funds to the Revenue Reserve Fund. ([Item 274 #1c](#) and [Item 275 #1c](#))

**Other**

- Provides that language in the budget as passed in March authorizing remote meetings for public bodies during states of emergency also applies to joint meetings of public bodies. ([Item 4-0.01 #1c](#))

# Become the next graduate of the Virginia Certified County Supervisors' Program



## Mary Biggs

- Montgomery County Supervisor (1996-Present)
- VACo President (2016-17)
- Supervisors' Certification Graduate (2020)
- Awesome Person (her entire life)

# FREEDOM OF INFORMATION FOR LOCAL ELECTED OFFICIALS

November 16, 2020 | 1-3pm | [Webex Invitation](#)

## TRAIN WITH US



As of July 1, 2020, all local elected officials are required to receive FOIA training within two months after assuming the local elected office and thereafter at least once during each consecutive period of two calendar years commencing with the date on which the elected official last completed a training session.

Join VACo as we host this mandatory training. Participants will be able to submit questions that Alan Gernhardt will address in real time during the training.

This FOIA training is tailored specifically for local elected officials, and it covers a broad range of material including information on public records, public meetings, remedies and penalties, and additional resources for further questions.

RSVP to Valerie Russell at [vrussell@vaco.org](mailto:vrussell@vaco.org)



### INSTRUCTOR

ALAN GERNHARDT | EXECUTIVE DIRECTOR OF THE VIRGINIA FREEDOM OF INFORMATION  
ACT ADVISORY COUNCIL

### REGISTRATION INFORMATION

VACo IS HOSTING THIS TRAINING AS A COMPLEMENTARY SERVICE TO OUR MEMBERS

[Click here for Webex Invitation Link](#)





## Leadership Development for your Counties: Learn from the best!

Join the 2,000 county leaders from across the US already benefiting from the [NACo High Performance Leadership Academy](#), the **12-week, online leadership program** led by General Colin Powell.

*"I can say hands-down it was the best leadership training I've ever experienced. Want to know Gen. Colin Powell's 13 rules of leadership? He tells you. Want to know how to communicate and negotiate? He offers his secrets. Want to know how to best-manage people? He drops stories that will give you confidence. And it's not just him. Executives from across the country are invited in as coaches, too. It's an incredible cast of experts."*



Others have described it as *"the most beneficial use of my time as it relates to leadership training,"* *"highly inspirational and reinvigorating,"* and *"a good to great opportunity!"* that has *"impacted my life immensely"* and has been *"a once in a lifetime"* experience.

And, there is more to the lessons than General Powell. More than 150 seasoned executives, coaches, academics, and thought leaders have come together to share their insights, best practices, and wisdom in this Academy. Participating makes existing leaders better and emerging leaders ready for the increasingly complex challenges faced in organizations, agencies, and government today.

Don't miss out! Enroll at [www.naco.org/skills](http://www.naco.org/skills) or contact Craig Patenode at [craigp@pdaleadership.com](mailto:craigp@pdaleadership.com)



## Virginia county leaders complete NACo's Online Leadership Development Academy

**Congratulations goes out to more than 30 Virginia county leaders** for successfully completing the National Association of Counties (NACo) Leadership Academy, a 12-week online program that equips frontline county government professionals with leadership skills to achieve results for county residents.

NACo's High Performance Leadership Academy and Cybersecurity Leadership Academy feature a robust curriculum developed by the Professional Development Academy in partnership with Fortune 1000 executives, public sector leaders and world-renowned thought leaders, including General Colin Powell and Dr. Marshall Goldsmith.

Graduates from Virginia through 2020 include:

Jennifer Mongold, Rockingham County  
Katie Dement, Loudoun County  
Lavita Cobb, King George County  
Travis Self, King George County  
Lisa Braun, Loudoun County  
Michael Burrier, Loudoun County  
Marialid Feliciano, Loudoun County  
Philip Rhodes, Rockingham County  
Elizabeth Phelan, Loudoun County  
Kathleen Rodriguez, Loudoun County  
Steven Sandy, Franklin County  
James Willett, King George County  
Sandra Graham, Chesterfield County  
Shantae Graves, King George County  
Amity Moler, Page County  
Wendy Wickens, Loudoun County

Michelle Nugent, Frederick County  
Patrick Fly, Frederick County  
Scott Varner, Frederick County  
Jeff Taylor, Arlington County  
Marilee Ciechoski, Loudoun County  
Delon Brown, Surry County  
Andy Snead, Roanoke County  
Scott Budd, Pittsylvania County  
Larry Clement, Orange County  
Warren Bowman, Henrico County  
Michael Dent, Fairfax County  
Anne Blair, Campbell County  
Jackie Zetwick, Augusta County  
Catherine Binder, King George County  
Scott Raettig, Louisa County  
Jane Reeve, Spotsylvania County

To date, more than 1,600 emerging and existing leaders from over 1,000 counties nationwide have participated since the launch of the program, and the NACo Board has contributed over \$2,000,000 in scholarships.

Enrollment is now open for the next cohorts starting January 11, 2021. For more details, visit [www.naco.org/skills](http://www.naco.org/skills)

###



# Regional Elected Leaders Initiative



## October 23, 2020 Webinars

**Transportation:** Moving Adults and Schoolkids In a COVID-Impacted Region  
10-11:30AM | [Register Now!](#)

Key questions to be addressed in the Webinar

- What is the immediate and longer-term future of transit in our region?
- Who needs the most help getting around, and by what modes?
- How can schools and county/city governments collaborate to ensure safe access for all and avoid negative consequences?

**Climate Action:** Opportunities and Obstacles for NOVA Schools and Local Governments  
12:30-2PM | [Register Now!](#)

Key questions to be addressed in the Webinar

- How does the VA Clean Economy Act or other legislation help NOVA?
- How can we address environmental justice concerns?
- How can NOVA and Virginia tackle electrification of transportation?
- How are schools taking the lead in tackling climate?
- What is the low hanging fruit for localities? On renewables?
- What action can be taken regionally, with localities working together?

**Price:** \$15/webinar

**Webinars are sponsored by**



Metropolitan Washington  
**Council of Governments**

McGUIREWOODS  
CONSULTING  
Public Affairs Solutions



# 2020 Edition of the Mandates Catalog

Virginia Department of Housing and Community Development (DHCD)



The 2020 edition of the Catalog of State and Federal Mandates on Local Governments has been approved and published by the Commission on Local Government. The Commission approved the 2020 version on September 17, 2020. The Code of Virginia, § 15.2-2903(7), directs the Commission to prepare and annually update a catalog of this nature. The online database catalog was produced with the input of various agencies that administer or have purview over the mandates.

The catalog is available at the Mandates Online Database - <https://dmz1.dhcd.virginia.gov/Mandat.../MandatesSearch.aspx>

And it has also been published to LIS - <https://rga.lis.virginia.gov/Published/2018/RD313>

EQUIPMENT  
LEASING

Looking for a cost-effective, streamlined way  
to finance vehicles & equipment?



## Lease-purchase financing may be the answer.

VML/VACo's Equipment Leasing Program is commonly used by local officials looking for a hassle-free, cost-effective way to finance the acquisition of moveable equipment, public safety vehicles, school buses, communication systems, IT, and energy savings building upgrades. VML/VACo Finance uses a competitive proposal process to identify favorable rates and terms from leading local, regional, and national financial institutions.

With lease-purchase financing, the equipment serves as collateral, so you do not have to provide a general obligation pledge or deal with restrictive covenants. At the end of the term, you own the equipment free and clear.

### VML/VACo Equipment Leasing offers:

- Streamlined lease-purchase financing structure.
- A competitive process to help you identify the lowest rates.
- Minimum financing size around \$75,000. No maximum – we have financed equipment in the tens of millions of dollars.
- Lease terms up to the expected life of the equipment.
- Simple process – we handle the details for you.

### FOR MORE INFORMATION OR TO GET STARTED:

[CLICK HERE](#)

Questions? Contact Taylor Bryant at 804.648.0635 or [tbryant@valocalfinance.org](mailto:tbryant@valocalfinance.org).  
[valocalfinance.org](http://valocalfinance.org)



# Discover the VSAE Health Plan from VACo Premier Partner Asset Protection Group



VACo has been working diligently over the past two years with its partners to develop a unique health insurance plan for members. We are proud to say The VSAE Health Plan is now a reality.

VACo's partnership with the Virginia Society of Association Executives (VSAE) and its member associations has enabled us to join with many other associations in order to achieve volume-based health insurance discounts normally only available to large national and multi-national corporations.

By design and by virtue of the partners we've selected, our plan has been built from the ground up with the express purpose of driving down the cost of care for our county members. With nationally recognized partners such as CIGNA, Gerber, Vitality, MD Live and many others, our plan provides complete transparency and control over claims, data, reporting and cost. Furthermore, our plan provides the ability for employers to retain up to 100% of their unused claim cost dollars. If you are interested in learning more about our plan, please complete our brief survey below.

- 1) Name of County?
- 2) Number of full time (30 hours a week or more) and number of part time employees?
- 3) Name of Current Health Insurer, if Anthem, is it Local Choice?
- 4) Are you fully-insured, level-funded, or self-funded?
- 5) How many employees are enrolled in your plan?
- 6) What is your renewal date?
- 7) Does your County offer a group Medicare Plan?
- 8) Are you interested in receiving more information about the VSAE Health Plan?

If yes, please send your survey answers to VACo Premier Partner and VSAE Health Plan Coordinator, Monty Dise of Asset Protection Group at 804.423.7700 ext. 309 or [mdise@apgroupinc.com](mailto:mdise@apgroupinc.com).

# Resilient Virginia Announces Fall 2020 Resiliency Academy Series

[Resilient Virginia](#) is excited to announce the [Resiliency Academy Fall 2020 series](#), featuring four webinars highlighting the best resiliency planning tools available to help communities build the capacity to maintain critical functionality and vitality in the face of severe disturbances and chronic stressors. While environmental concerns have traditionally been the priority in sustainability planning, the ongoing COVID-19 has highlighted the pressing need to integrate health, social and economic concerns with these plans as well.



Registration for each webinar is just \$20 (\$10 for Resilient Virginia members). More information regarding registration, membership and sponsorship opportunities can be found [here](#).

## October 21 • 1-2:30 PM

### **Community Resilience Planning Guide for Buildings and Infrastructure**

**Chris Clavin, Research Environmental Engineer at the National Institute of Standards and Technology's (NIST) Community Resilience Group**, will present their Community Resilience Planning Guide. This guide was developed with local and state resiliency officials and provides a two-volume set of guidance and practice materials. It not only provides direction on how to plan for and implement measures to improve community resilience in response to disasters, it also introduces science-based tools to measure resilience and to evaluate strategies to achieve it based on economic analysis. You will also hear how the NIST guide has been used in communities across the country. Find out more about this guide [here](#).

## November 10 • 1-2:30 PM

### **Resilient Rural America Project**

**Gwen Griffith, Program Director with the Model Forest Policy Program (MFPP), and Ned Gardiner, NOAA's Climate Visualization Project Manager**, will present the Resilient Rural America Project training. RRAP consists of no-cost online modules to guide rural leaders and consultants through a process of risk assessment, identification of resilience strategies, and taking action. It focuses on helping communities become more resilient to extreme weather and changing climate conditions. Resilient Rural America Project empowers rural leaders by sharing practical resilience action strategies and strengthening the capacity of rural communities and experts to work together. More information on the series of self-guided Training Modules that take rural leaders and consultants through a planning process can be seen [here](#).

Questions about the series? Contact Annette Osso, Managing Director, [osso@resilientvirginia.org](mailto:osso@resilientvirginia.org)

**VACo Contact:** [Chris McDonald, Esq.](#)



Recently, Virginia became the **first state in the country to implement a free COVID-19 exposure notification app** using the Apple/Google Bluetooth Low Energy framework. The app is called [COVIDWISE](https://www.covidwise.org) and was developed in an unprecedented, public-private partnership between VDH, Google, and Apple. Simply put, COVIDWISE allows you to anonymously notify others if you test positive for COVID-19, and notifies you if you've likely been exposed to the virus based on positive reports from other app users.

This effort is an example of Virginia leading the way forward during the most pressing pandemic of our lifetimes, with the goal of reducing the risk for your friends, family, neighbors, and colleagues and helping Virginia stay safe and healthy.

**We are asking you to join us in the effort:**

1. Visit the App Store or Google Play Store and download COVIDWISE
2. Share information about COVIDWISE with your friends, colleagues, and family members. A sample email is attached, along with several graphics.
3. Post & share your support on social media. Sample social media posts are attached.

COVIDWISE was created with both public health and public trust in mind. It's easy to use, protects your privacy, and helps secure the health and safety of our communities. No location data or personal information is ever collected, stored, or transmitted via COVIDWISE. In addition, the use of the app is 100% voluntary and can be deleted at any time.

Join the fight against COVID-19! Together, we will move Virginia forward.



# CYBERSECURITY COLLABORATIVE

a CyberRisk Alliance company



## Cybersecurity Collaborative Benefits

### Solution Merits

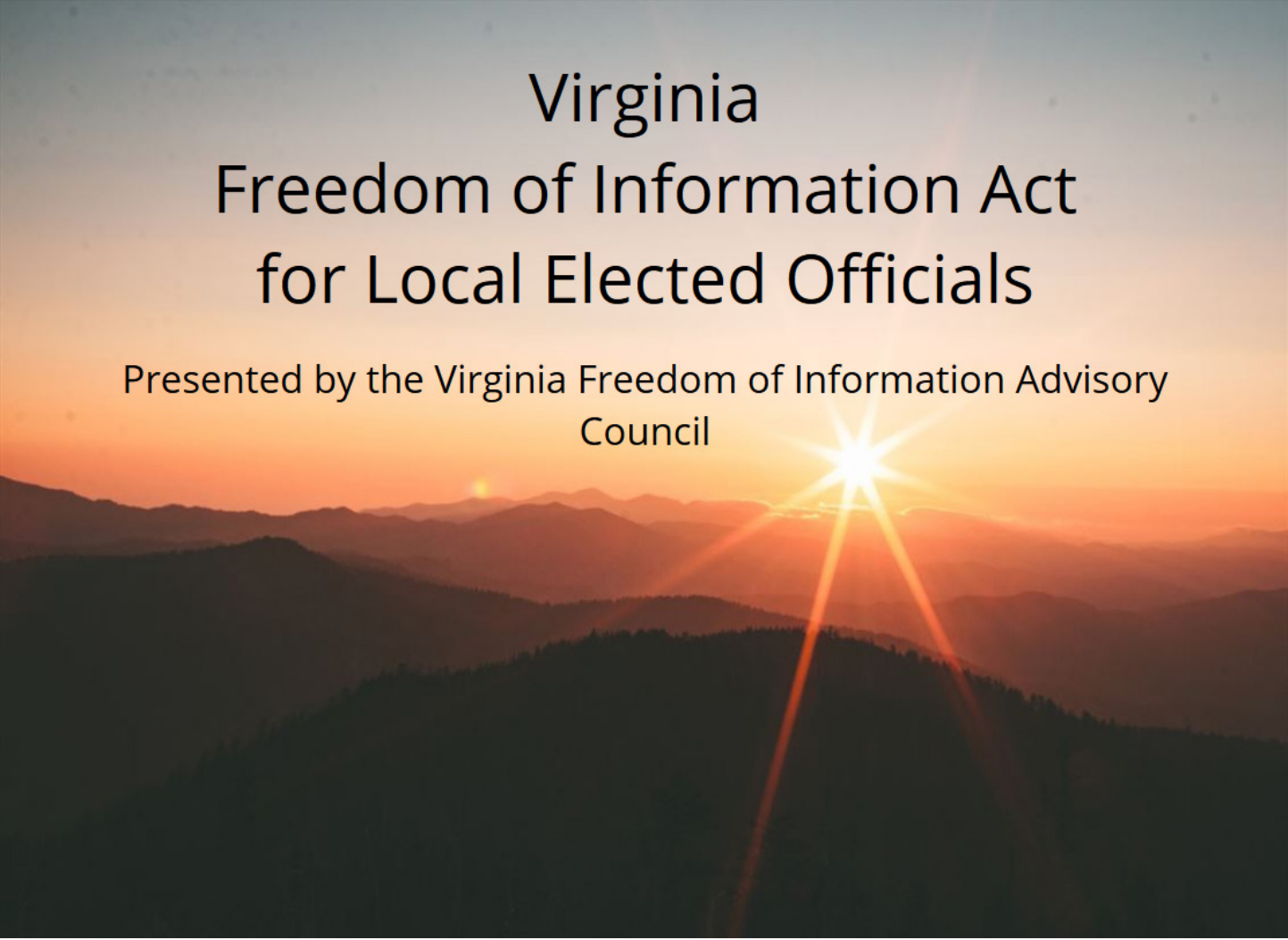
- NACo members will be better equipped and better prepared to deal with cyber incidents
- Provides critical news, intelligence, training, events, and other cyber-risk resources
- Provides access to a trusted network of peers from leading public and private organizations

### Pricing

- Population less than 25,000
- \$625 per month
- Population 25,000-200,000
- \$1,042 per month
- Population greater than 200,000
- \$1,460 per month

## Leverage Industry Leading Expertise Improve Cybersecurity Readiness Resource Saving Collaboration

Feature	Benefit	Resources Saved
Daily Security News Alerts	Aggregated report of the world's most pressing cybersecurity incidents provided at 6:30 AM	Hundreds of hours of research
Task Forces and SWAT Teams	Incident Response (IR) Team comprised of the membership pool to help identify, assess and remediate an incident within 24 hours	\$25,000 with an IR Contract Hundreds of hours of research
Resource Library	Industry leading best practices, policies and procedures that are maintained and curated by the membership	>\$200,000 in consulting fees
Access to membership	Direct communication with industry leading Chief Information Security Officers (CISOs)	>\$100,000 in consulting fees



# Virginia Freedom of Information Act for Local Elected Officials

Presented by the Virginia Freedom of Information Advisory  
Council

## **Local elected officials - § 2.2-3704.3**

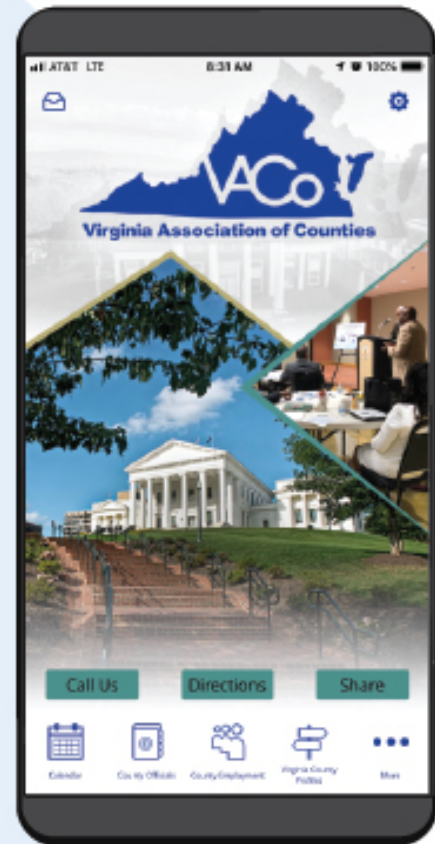
As of July 1, 2020, all local elected officials are required to receive FOIA training “ within two months after assuming the local elected office and thereafter at least once during each consecutive period of two calendar years commencing with the date on which he last completed a training session.” To facilitate this training, we have developed a FOIA training course specifically for local elected officials that should take less than an hour to complete. Note that it covers a broader range of material than the FOIA officers course by including information on public records, public meetings, remedies and penalties, and additional resources for further questions.

Additionally, there is no quiz, but at the end of the course you will be able to generate your own certificate of completion to keep for your records. The law requires that the clerk of a governing body or school board keep such records for five years. For elected officials that have no clerk, we recommend you keep your FOIA training certificates with your other administrative records. Note that there is no requirement to send copies of your certificates to the FOIA Council, and unlike FOIA officers, we do not maintain a list of elected officials who have completed FOIA training.

Click [here](#) to take the FOIA training course for local elected officials.

# DOWNLOAD

our new app



The Virginia Association of Counties (VACo) mobile application is a valuable tool for County officials and staff to better serve their communities. With the VACo mobile app, users can easily stay informed about issues important to Counties with many features, including:

- \* VACo Events Registration and Info
- \* VACo Member Directory
- \* Legislative News and Alerts | Capitol Contact
- \* VACo Chat
- \* County Pulse Podcast
- \* Employment Opportunities

### Downloading the app is easy...

- Scan the QR Code or search "Virginia Assn of Counties" from the iTunes or Google Play Store
- Opt-in for VACo Push Notifications to receive important VACo alerts
- For access to the most features, request an account with your email and a password
- Once your account is approved, members will have access to all the features.



# VIRGINIA COUNTY SUPERVISORS' MANUAL

## EIGHTH EDITION, 2019



ORDER YOURS TODAY  
\$75 EACH

(SHIPPING IS INCLUDED)



## Virginia County Supervisors' Manual 8th Edition - NEW FOR 2019



The Eighth Edition (2019) of VACo's **Virginia County Supervisors' Manual**, is now in stock. The Supervisors' Manual is the number one resource on the framework of county government and the responsibilities of the county board.

### ORDER YOUR ALL-NEW VOLUME NOW

## ORDER FORM

NAME: \_\_\_\_\_ TITLE: \_\_\_\_\_

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## PAYMENT INFORMATION

Manuals are \$75 per copy. Number of Copies \_\_\_\_\_.

☐ Check enclosed for \$\_\_\_\_\_ Make payable to **VACo Services, Inc.**

### CREDIT CARD AUTHORIZATION:

Charge Options: \_\_\_\_\_ American Express \_\_\_\_\_ MasterCard \_\_\_\_\_ VISA

Card No: \_\_\_\_\_ Exp. Date \_\_\_\_\_

Cardholder Name: \_\_\_\_\_

Authorized Signature: \_\_\_\_\_

Email for credit card receipt: \_\_\_\_\_

### Mail completed form to:

Virginia Association of Counties  
1207 East Main Street, Suite 300  
Richmond, VA 23219-3627

Or FAX credit card purchases to 804.788.0083

Questions? Call 804.788.6652.



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).



**HUMAN SERVICE ASSISTANT II** | Montgomery County | Posted October 13



**CONTROLLER OF DEBT & STRATEGIC PLANNING** | City of Chesapeake | Posted October 13



**DIRECTOR OF PUBLIC WORKS** | City of Virginia Beach/GOVHR | Posted October 9



**ECONOMIC DEVELOPMENT PROJECT MANAGER** | Montgomery County | Posted October 7



**FINANCIAL SERVICES DIVISION CHIEF** | Fauquier County | Posted October 7



**COUNTY ASSESSOR** | Montgomery County | Posted October 6



**EMERGENCY COMMUNICATIONS MANAGER** | Surry County | Posted October 6



**UTILITY SUPERVISOR** | Prince George County | Posted October 6



**IT SYSTEMS ENGINEER II OR III** | Hanover County | Posted October 6



**ASSISTANT DIRECTOR FOR ADMINISTRATIVE/BUSINESS SERVICES** | Prince William County | Posted October 6



**POLICE OFFICER** | City of Lexington | Posted October 5



**WASTEWATER OPERATOR** | Amelia County | Posted October 5



**PLANNING ADMINISTRATOR** | Chesterfield County | Posted October 5



**BUILDING OFFICIAL** | Town of Pulaski | Posted October 5



**SPORTS FIELD TECHNICIAN** | Botetourt County | Posted October 2



**GROUNDS MAINTENANCE TECHNICIAN** | Botetourt County | Posted October 2



**TURF MANAGER** | Botetourt County | Posted October 2



**TAX TECHNICIAN I** | Montgomery County | Posted October 2



**CONSTRUCTION COORDINATOR (CD)** | Hanover County | Posted October 2



**IT NETWORK PROJECT MANAGER** | City of Fredericksburg | Posted October 2



**EXECUTIVE DIRECTOR** | Roanoke Regional Partnership | Posted October 1





**DIRECTOR OF FINANCE** | Town of Abingdon | Posted October 1



**DIRECTOR OF HUMAN RESOURCES** | Goochland County | Posted October 1



**FIRE CHIEF** | Warren County | Posted October 1



**VICTIM WITNESS COORDINATOR** | Gloucester County | Posted October 1



**CHIEF DEPUTY TREASURER** | Gloucester County | Posted October 1



**UTILITY OPERATOR** | Montgomery County | Posted September 30



**DEPUTY DIRECTOR OF IT SECURITY** | Frederick County | Posted September 30



**DIRECTOR OF FIRE & EMERGENCY MEDICAL** | Prince George County | Posted September 29



**COMMUNICATIONS OFFICER** | Prince George County | Posted September 29



**CONTROLLER** | Orange County (FiberLync) | Posted September 28



**TRANSPORTATION PLANNER/ENGINEER** | Hampton Roads Transportation Planning Organization | Posted September 28



**MECHANICAL TECHNICIAN III** | Gloucester County | Posted September 28



**CLERK TO THE BOARD/EXECUTIVE ASSISTANT** | Dinwiddie County | Posted September 25



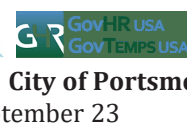
**BENEFIT PROGRAM SPECIALIST II** | Montgomery County | Posted September 24



**COUNTY ADMINISTRATOR** | Floyd County | Posted September 24



**ASSISTANT DIRECTOR OF PUBLIC WORKS** | City of Chesapeake | Posted September 24



**CITY MANAGER** | City of Portsmouth | Posted September 23



**FAMILY SERVICES SPECIALIST** | Montgomery County | Posted September 22



**HVAC TECHNICIAN** | Montgomery County | Posted September 22



**REAL ESTATE APPRAISER II** | Fairfax County | Posted September 21



**DIRECTOR REVENUE COLLECTIONS** | Fairfax County | Posted September 21



**REGIONAL JAIL ADMINISTRATOR** | Middle Peninsula Regional Jail Authority | Posted September 21



**COMMUNITY DEVELOPMENT DIRECTOR** | Rockbridge County | Posted September 21



**TRANSIT PROGRAM ADMINISTRATOR** | Central Shenandoah Planning District Commission | Posted September 21

## VALUE OF VACo



### ADVOCACY

VACo's lobbying efforts have helped stem the tide of unfunded mandates and have saved Counties millions of dollars every year.



### EDUCATION

Our educational programs offer County leaders and staff opportunities to become more effective in their communities.



### MEMBERSHIP ENGAGEMENT

Some of VACo's best moments are when members convene and work to improve communities all over the Commonwealth.



### BUSINESS DEVELOPMENT

Our business development opportunities offer savings and innovative approaches to delivering services at the County level.

## VACo LEADERSHIP



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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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County Connections is a semimonthly publication.

