



Budget Amendments Introduced to Support County Priorities

VACo worked with legislators to introduce a package of budget amendments that address key issues of importance to local governments. House members were required to submit their amendments earlier than usual this year due to the compressed short session; the deadline for House amendments was January 8, and the House Appropriations Committee heard budget amendment presentations from House members who do not serve on the committee on January 18. Senators were required to submit their budget amendments by January 15, and the Senate Finance and Appropriations Committee held its budget amendment hearing on the afternoon of Thursday, January 21. The “money committees” are scheduled to report their respective budgets on Sunday, February 7, in advance of the expected adjournment of the 30-day regular session on February 11. Completion of the legislature’s revisions to the Governor’s budget is likely to be one of the tasks awaiting the General Assembly in the special session that is expected to be called in mid-February.

VACo is grateful to the patrons of its budget requests for their efforts to ensure that county priorities are under consideration as the budget process moves forward. A list of VACo’s requested amendments, many of which are joint efforts with the Virginia Municipal League, is provided below.

Scores of amendments were filed in each chamber, including amendments that VACo supports that were introduced at the request of partner organizations. VACo will be highlighting several of these amendments in a future edition of Capitol Contact.

VACo BUDGET REQUESTS

Eligibility for Virginia Telecommunication Initiative Funding

[Item 114 #10 \(Hurst\)](#), introduced at VACo’s request, would broaden eligibility such that a local government or other public entity could qualify for funding from the Virginia Telecommunication Initiative without a private sector

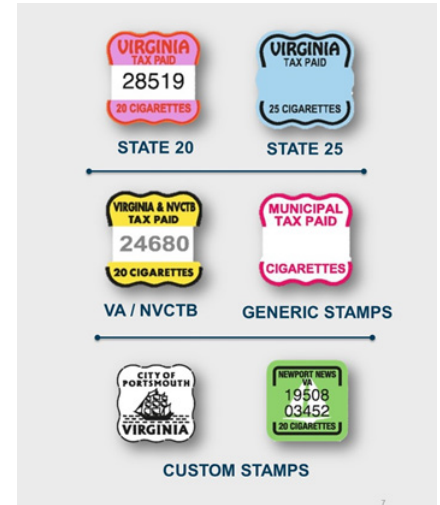
Protect Tax Revenue with SICPA Excise Tax Stamps

For nearly 100 years, SICPA has been a global leader in the security, traceability, and management of regulated products.

Today, [SICPA-Meyercord Revenue](#) provides secure tax stamps to 44 states and more than 160 local jurisdictions, including the current tax stamps used by:

- Virginia Department of Taxation
- The Northern Virginia Cigarette Tax Board (NVCTB)
- 100+ Virginia municipal entities

SICPA Product Security LLC is proud to maintain its U.S. headquarters in Springfield, Virginia. As a Commonwealth-based entity, SICPA works closely with the Department of Taxation, the Virginia Wholesale Distributors Association and local jurisdictions to ensure tax stamps are fully compliant with **Code of Virginia Section § 58.1-3832**.



Sample SICPA-Meyercord tax stamps

We know how important tax revenue is to county budgets. SICPA-Meyercord is excited to join the Virginia Association of Counties as a Premier Partner and we look forward to working alongside you to implement robust tax stamping systems that meet the unique needs of the Commonwealth's counties.

Please contact Alex Spelman at alex.spelman@sicpa.com or 571.492.1308 for more information.

SICPA will present an educational webinar in early February that will explain how the tax stamp process works in localities and regional bodies.

A promotional graphic for Meyercord Revenue Inc. featuring a background of cigarettes and a pack of cigarettes. The text is overlaid on a dark blue rectangular area.

Meyercord Revenue Inc.
A SICPA company SICPA

**YOUR PARTNER FOR
CIGARETTE TAX STAMPS**

Contact: Alex Spelman
alex.spelman@sicpa.com
571-492-1307

Meyercord Revenue, Inc.
475 Village Drive
Carol Stream, IL 60188 USA
info@meyercord.com

Tel: 630-682-6200
Fax: 630-682-6260
www.meyercord.com

2021 Virginia Political Outlook & Legislative Roundtable

**Friday, January 8, 2021
9:00–10:30 a.m.**



Dr. Bob Holsworth, Managing Principal, DecideSmart

Dr. Holsworth will share what can be learned from the 2020 election and what this might mean for the country and the Commonwealth going forward. He will also give a preview of the upcoming General Assembly session.

"The Challenges of Lobbying in a COVID-19 World" Roundtable with Dale Bennett of Virginia Trucking Association and Chris McDonald of Virginia Association of Counties, led by Kyle Shreve, Virginia Agribusiness Council and Government Affairs SIG Leader.



VACo's Chris McDonald participates in the 2021 VSAE Political Outlook and Legislative Roundtable

On January 8, the Virginia Society of Association Executives (VSAE) held their Virginia Political Outlook and Legislative Roundtable. This annual event, held virtually this year, brought together political experts, lobbyists, and over a hundred other association executives for a morning of election analysis, political punditry, and discussions about the 2021 General Assembly session.

Dr. Robert Holsworth, Managing Partner of DecideSmart and a longtime Virginia political analyst, kicked things off, discussing the national election results from last fall, the months of legal challenges that ensued, and the sense of divide that continues to linger. His talk that morning was particularly poignant, coming just days after deadly riots at the United States Capitol. As he always does, Dr. Holsworth finished his talk by focusing on the future, expressing great interest in how a bellwether state like Virginia would react to the new Biden administration, particularly in the looming General Assembly elections this November.

Next came a panel discussion and Q&A about the 2021 legislative session and what it's like to lobby in a virtual environment. The panel was comprised of three lobbyists: Kyle Shreve, Executive Director of the Virginia Agribusiness Council; Dale Bennett, President and CEO of the Virginia Trucking Association; and Chris McDonald, Director of Government Relations for the Virginia Association of Counties. The three spent just under an hour discussing the challenges of government relations in a virtual world, most notably highlighting the effects the remote proceedings have had on public testimony, communications with legislators, and one-on-one interactions with staff and other lobbyists. All three agreed that rigorous preparation coupled with constant contact with your in-house teammates and your outside allies would be the keys to success this session.

As is the case every year, the 2021 VSAE Political Outlook and Legislative Roundtable offered a wealth of helpful information and unique insights, as well as a much-needed chance to take a deep breath before the General Assembly session kicked off. VACo is grateful to have had a chance to participate in this event and looks forward to the 2022 edition.



VACo's Jeremy Bennett participates in 2021 VASS-VASBO Winter Conference Panel Discussion on Collective Bargaining

On January 11, the Virginia Association of School Superintendents (VASS) and the Virginia Association of School Business Officials (VASBO) held their annual winter conference. In conjunction with the start of the Virginia General Assembly's 2021 Legislative Session in Richmond, the virtual event offered a multi-session conference exploring budgetary and policy issues that directly affect the budget planning efforts of School Division Superintendents and their School Business Officials.

Event highlights included an analysis of Governor Ralph Northam's proposed budget by Jim Regimbal of Fiscal Analytics, a legislative panel of General Assembly members discussing potential legislative issues to be considered during the 2021 session, an overview of the impact of COVID-19 unemployment issues on school divisions by Chief Workforce Advisor to the Governor Dr. Megan Healy, and an update on the status of broadband access in Virginia by the Governor's Chief Broadband Advisor Evan Feinman.

Part of the conference also included a panel discussion on collective bargaining and its financial implications for school divisions. The panel was composed of three individuals broadly representing the types of local stakeholders that would need to be involved in any collective bargaining effort within a school division; Brenda Pike, Executive Director of the Virginia Education Association; Stephen DeVita, Divisions Counsel for Loudoun County Public Schools; and Jeremy Bennett, Director of Intergovernmental Affairs for the Virginia Association of Counties. The three discussed the [legislation](#) from the 2020 General Assembly session that beginning May 1, 2021, allows for collective bargaining for local government employees if authorized by a local governing body. The three discussed the issues, steps and considerations that localities need to be aware of before beginning this process, as well as the types of costs for which school divisions should prepare. Given that Virginia is one of only a handful of states with elected and appointed school boards that depend on the local governing body for local funding to schools, the three panelists agreed that any successful effort to engage in collective bargaining in a school division will require extensive communication and coordination between the local governing body, school board, and school board employees.

VACo is grateful to have been afforded the opportunity to participate in this event as well as for the ongoing efforts of VASS and VASBO to guarantee a high-quality public education for Virginia's students and looks forward to the 2022 conference.

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

Visit Highland County and the Sounding Knob Fire Tower

It's easy to elevate your travel experience in Highland, but now you can get even higher. Over 100 steps up the Sounding Knob Fire Tower will give you a lasting memory – and maybe even some wobbly legs! How many mountain ranges can you see?

The tower was constructed in 1934 by the Civilian Conservation Corps, and then it was disassembled and removed from its original location on Sounding Knob in 2002. In 2017, it was restored by the generosity of Skip Jones and Steve Good. It now overlooks Monterey on top of Jack Mountain.

It is located up a gravel drive on Sounding Knob Road just 1.3 miles south of its intersection with Rt. 250. Enjoy one of the best views in Virginia from sunrise to sunset every day. The practice of social distancing is required, and please be sure to exit right when leaving Sounding Knob Road and entering Rt. 250. Vehicles with very low clearance may have difficulty with water breaks on Sounding Knob Road, but most vehicles have no issues.

SOURCE

[Virginia is for Lovers](#)

Photo Credit:
Highland
County, VA
Facebook



Join us for the VACo Virtual CHAIRPERSONS' INSTITUTE



FRIDAY, JANUARY 29, 2021 | \$175 | [AGENDA](#)

NAME: _____

TITLE: _____

COUNTY/ORGANIZATION: _____

EMAIL: _____

CREDIT CARD NUMBER: _____

EXPIRATION DATE: _____

NAME ON THE CARD: _____

Fax completed registration form with credit card information to 804.788.0083.

Or please make check payable to VACo. Mail check and completed registration form to 1207 East Main Street, Richmond, VA 23219.

Or [click here](#) to register online.

Registration Fee: \$175

PLEASE CONTACT
VALERIE RUSSELL AT
VRUSSELL@VACO.ORG
WITH ANY QUESTIONS.





VACo's Associate Membership Program is the most efficient and cost-effective way to showcase your company to decision makers from Virginia's 95 counties. This access can play a major role in your marketing efforts, and it benefits counties by identifying potential suppliers in a broad range of services. See how these four VACo Associate Members can help your county.



Brad Bolyard

Vice President

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[VACo Page Link](#)



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Using CARES Act Funding, TSI Assists Small Businesses in Prince William County

The month of December 2020 was a very busy time for TSI. A Small Business Technical Assistance Program (SBTA) contract was awarded to TSI by Prince William County, VA. Through this contract, TSI partnered with George Mason University Small Business Development Center to provide critical, business-enhancing support to area small businesses.

TSI's role in this CARES Act-funded initiative was to assist eight small businesses with a variety of services including, website design and development, search engine optimization, marketing strategies and materials, Information Technology guidance as well as a Health Insurance Portability Accountability Act (HIPAA) compliance assessment.

"Working with the County and GMU to make a positive contribution to the growth of small businesses is just another way TSI can model our Mission: To Serve" says Tim Jackson, Chief Operating Officer of TSI. "The opportunity to serve PWC and all Virginia Counties as they rebound from the pandemic is something we look forward to in 2021."

About TSI

TSI is an established veteran-owned, small business headquartered in Dumfries, VA offering IT Managed Services, Cybersecurity Services, Voice over IP solutions. Honored to be listed among the Top Managed Service Providers in the world, TSI has ranked in the Channel Futures MSP 501 starting in 2013 and continuing to present. In 2016, TSI was added to the Inc. 5000 list for fastest growing companies in the country and has continued to make the list yearly. TSI looks forward to carrying on the tradition of providing superior MSP service into the next decade and beyond.

TSI is a holder of Virginia Information Technologies Agency (VITA) IT Contingent Labor Services contract, VA 130620-CAI. Contracts for IT services can be awarded directly to TSI without further competition.

For more information about TSI contact Justin Holroyd at jholroyd@tsiva.com or visit our website www.tsiva.com.



SMART SCALE

*Funding the Right
Transportation Projects
in Virginia*

Commonwealth Transportation Board Release Draft SMART SCALE Scores

At its January Meeting, the Commonwealth Transportation Board ([CTB](#)) released scores for the fourth round of transportation projects to be evaluated under the SMART SCALE prioritization [process](#). More than 400 applications were submitted by localities, metropolitan planning organizations, and other regional entities across the state, and 397 have been scored based on several key factors: safety, congestion reduction, accessibility to jobs and businesses, economic development, environmental impacts, and land use.

The funding request for this round of SMART SCALE totaled \$6.3 billion, signaling that there continues to be a significant need for investments to support transportation solutions. SMART SCALE applications are scored based on the benefit of the project relative to the cost. The funding available for this round of SMART SCALE totals \$1.374 billion: \$883.7 million for the District Grant Program and \$490.7 million for the statewide High Priority Projects Program.

Between now and June, there will be public hearings with each transportation district, at which the public may comment on the staff-recommended scenario and any potential revisions. Once projects are selected, they are fully funded through construction. The scores and additional information about the SMART SCALE process can be found at <http://smartscale.org/projects/fy-2022-projects.asp>. The final Six-Year Improvement Program is scheduled to be acted on by the CTB in June 2021.

Appointed by the governor, the 17-member CTB establishes the administrative policies and approves funding allocation for Virginia's transportation system. More information on CTB meeting times access can be found [here](#).

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

partner. An additional amendment, [Item 114 #3s \(Edwards\)](#), would provide similar flexibility for proposals addressing telehealth or telelearning. Several related amendments, [Item 114 #6h \(Tyler\)](#), [Item 114 #2s \(Edwards\)](#), and [Item 114 #9s \(Lewis\)](#), would direct the Department of Housing and Community Development to establish a one-year pilot program in FY 2022 in which public broadband authorities could apply directly for VATI funding, with a cap of 10 percent of total funding available under the pilot program.

Recordation Tax Distribution to Localities

[Item 273 #1h \(McQuinn\)](#), [Item 273 #1s \(Hanger\)](#), [Item 273 #2s \(Deeds\)](#), and [Item 273 #4s \(Vogel\)](#) would make localities whole that would otherwise be affected by the 2020 General Assembly's action to dedicate \$20 million in state recordation tax revenues to Hampton Roads Transit. The amendment would direct \$20 million in additional recordation tax revenues to hold harmless those localities not served by Hampton Roads Transit that previously received distributions of these funds, which could be used for transportation or education needs.

Study of Local Fiscal Impacts of Mandatory Property Tax Exemptions

[Item 114 #7h \(Mugler\)](#) and [Item 114 #4s \(Stuart\)](#) would direct the Commission on Local Government to review the effects of mandatory property tax exemptions on local governments' finances and recommend methods to mitigate these potential impacts. The Commission would report to the Governor, the Joint Subcommittee on Local Government Fiscal Stress, and the "money committee" Chairs by November 1, 2021.

Hold-Harmless for Local Health Department Funding Formula Change

The Governor's budget would update the revenue capacity data in the Cooperative Health Budget funding formula, which would result in increased local match rates for some localities and decreased local matches for others. The Governor's budget includes hold-harmless funding in FY 2022 for localities that would be required to increase their local contributions. [Item 302 #2h \(Hudson\)](#) and [Item 302 #1s \(Deeds\)](#) would phase in the increased local match such that affected localities would contribute half of their required increase in FY 2023 and the full required increase in FY 2024, thus providing some additional time to adjust to the updated contribution requirements. The amendments also require reporting to appropriate legislative committee chairs on future updates to the funding formula (in addition to the introduced budget's requirement to report to the Governor).

Hold-harmless for localities for certain children's psychiatric residential costs

The Governor's budget reflects a change announced by the Department of Medical Assistance Services last fall that costs previously covered by Title IV-E for children in psychiatric residential treatment facilities may no longer be covered by Title-IV-E (which is a state-federal cost-share), and will instead be covered by Medicaid (which requires a local match in these settings). [Item 292 #1h \(Sickles\)](#) would exempt localities from the local match for the costs that would previously have been covered by Title IV-E.

Jail per diems

[Item 69 #3h \(Hope\)](#) would provide an increase for jail per diem payments to reflect the parallel increase in the Consumer Price Index since the current rates were set by the 2010 General Assembly. Jails are expected to incur significant costs to comply with new standards for behavioral health and medical care that are in the process of being adopted the Board of Local and Regional Jails at the direction of the 2019 Session of the General Assembly.

Reimbursement for general registrar and electoral board member compensation

[Item 87 #3h \(Tyler\)](#) and [Item 87 #2s \(Deeds\)](#) would restore full reimbursement for compensation for general registrars and electoral board members, which was included in the budget as passed in March 2020, but unallotted in April and not able to be restored during the 2020 Special Session. In fall 2019, the Department of Elections estimated that the state would reimburse 69 percent of registrar compensation and 81 percent of electoral board member compensation in FY 2020. Several similar amendments would restore full reimbursement for registrars' salaries and also provide a salary increase.

Stormwater Local Assistance Fund (SLAF) and Water Quality Improvement Fund (WQIF)

[Item C-70 #1s \(Hanger\)](#) and [Item C-70 #2h \(Bulova\)](#) provide an additional \$39,792,860 in bond authority for wastewater treatment plant upgrades driven by regulatory requirements from the Department of Environment Quality (DEQ) in order to meet the Chesapeake Bay Phase III Watershed Implementation Plan (WIP). This figure fills the gap between what is currently in the budget and what the DEQ's 2020 WQIF needs assessment calls for. [Item C-70 #2s \(Hanger\)](#) and [Item C-70 #1h \(Bulova\)](#) provide an additional \$50,910,884 in bond authority for the Stormwater Local Assistance Fund (SLAF) in order to meet Virginia's Phase III WIP. This figure fills the gap between what is currently in the budget and what the DEQ's 2020 SLAF needs assessment calls for.

Capitol Contact

Virginia General Assembly

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

The 2021 General Assembly session began last week as legislators deliberated on many issues of critical importance to local government, including the state budget, broadband, education funding, economic development, public safety, taxes 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.

- **January 21, 2021:** [Budget Amendments Introduced to Support County Priorities](#)
- **January 19, 2021:** [Legislation and Budget Amendments Seek to Implement Recommendations of JLARC's CSA Report](#)
- **January 14, 2021:** [Virginia General Assembly Convenes](#)
- **January 12, 2021:** [Virginia General Assembly Convenes Tomorrow](#)

Become a Certified Supervisor

The Virginia Association of Counties offers the Virginia Certified County Supervisors' Program: an opportunity for county supervisors to learn how to more effectively and efficiently lead in their communities.

Since its inception in 2005, more than 80 supervisors representing more than 40 counties have completed this training program, earning credentials as a certified county supervisor. Of greater importance, each supervisor has gained the insight, perspective, and confidence needed to address the challenges and opportunities of the local governance experience.

The Virginia Certified County Supervisors' Program features a five-course curriculum, designed to maximize engagement and enhance scholarship. Each course begins with a six-hour topically driven, classroom session, followed by seven weeks of relevant reading assignments and 90-minute virtual sessions to discuss situation-based exercises. The final component of each eight-week course is a concluding six-hour classroom session, which includes a review of the reading and assignment material.

VACo Contact: [Karie Walker](#)

The Role of Purpose Driven Policy: Deliberations & Decision Making

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

Opening Session | March 12 Location
Virtual Webex

Closing Session | May 7
Location TBA

Registration Deadline | February 17

Inventing Your County's Future: The Role of Community Planning

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

Opening Session | May 28
Location TBA

Closing Session | August 6
Location TBA

Registration Deadline | May 10

Governance in the 21st Century: The Role of Leadership

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

Opening Session | September 10
Location TBA

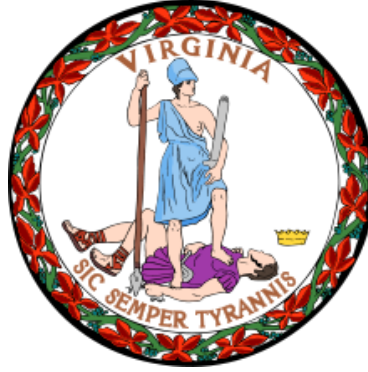
Closing Session | October 29
Location TBA

Registration Deadline | August 13

CONFERENCE PLANNING COMMITTEE



If you are interest in being on the VACo 2021 Conference Planning Committee, please submit your interest to Valerie Russell at vrussell@vaco.org by February 19th.



TRAINING ANNOUNCEMENT

Substantial Damage Estimator Training with Crisis Track

Co-hosted by the Virginia Department of Emergency Management and the Virginia Department of Conservation and Recreation

Following a flood event there are two distinct processes that happen to assess damage. One is to assess the level of damage to a residential or commercial structure to be affected, minor, major, or destroyed for the purpose of seeking a presidential disaster declaration which turns on federal grants and resources. The other process known as the substantial damage estimation process, has to do with the local government's requirement to determine if damages of a structure within the FEMA mapped floodplain met or exceeded 50% of the fair market value of the structure. This 50% threshold determines whether or not the property owner will be required by the local government to bring the structure up to all current codes, which includes floodplain compliance. There will also be discussion on implications of this requirement with regard to equity in recovery and mitigation.

Crisis Track is a web-based tool that VDEM has purchased for local use statewide that provides a solution for both assessments and has an interface with FEMA's substantial damage estimator tool. This is a resource to make both processes more streamline and to reduce the administrative burden of assessing damages.

Course Length: 90 Minutes

Target Audience: Local Floodplain Managers, Emergency Managers, Planning/Permitting Officers, and Building Officials

Registration Instructions: Registration will be done electronically via the Commonwealth of Virginia Learning Center at: <https://covlc.virginia.gov>.

Please register for your region as indicated below, no later than the day before the class. If you need help or have questions, please contact the Help Desk at: LMSHelp@vdem.virginia.gov.

Region 1: February 24, 2021, 2-3:30pm

Region 2: February 25, 2021, 2-2:30pm

Region 3: February 23, 2021, 1:30-3pm

Region 4: February 23, 2021, 10-11:30am

Region 5: February 17, 2021, 2-3:30pm

Region 6: February 24, 2021, 10-11:30am

Region 7: March 2, 2021, 2-3:30pm

VDEM Regional Maps can be found at <https://www.vaemergency.gov/agency/regions>.



Due to COVID-19 restrictions, the Local Assistance Division had to cancel the 2020 Local Programs Workshop. In an effort to continue to provide outreach and training to our local partners and VDOT staff, we will be holding a series of webinars. We will be holding these webinars monthly through February 2021. Below you will find webinar registration for the February 2021 webinar.

Staying on Track with Rail Projects

Wednesday, February 3: 10am – 12pm

VDOT's role in assisting with rail coordination for locally administered and special projects. Discuss responsibilities and best practices on projects that impact both roadway and railroad right of way. Coordination with construction and maintenance projects starting with initial development through construction including rail configuration (future needs), design, agreements, and construction. Develop specifications in support of advertisement of projects with Railroad involvement. Discuss Project Funding, Cost and Closeout.

To register, please fill out the information at the link

<https://www.surveymonkey.com/r/35MHC9M>

The joining information will be sent 24 hours prior to the webinar.

If you have any questions, please contact Michaela McCain (Michaela.McCain@vdot.virginia.gov).

FY 2020 Marcia Mashaw Outstanding Assistant Award Nominations – deadline January 24!



Nominations are open for the FY 2020 Marcia Mashaw Outstanding Assistant Award. The award process was postponed last spring; but an award to cover FY 2020 will be presented during Virginia Local Government Management Association's (VLGMA) winter conference to be held February 10-12, 2021. VLGMA will proceed with the regularly-scheduled FY 2021 award process in the spring with that presentation to be given at the 2021 annual conference in June.

Each year VLGMA presents this award to a deputy or assistant manager or administrator who has demonstrated outstanding performance, particularly with a special project or during a period of unique conditions and circumstances. FY2020 was a year of unique conditions and circumstances so we expect that many members will submit nominations!

This award honors the memory of Marcia Mashaw, who served as assistant town manager of Blacksburg and was very active in VLGMA leadership and activities. VLGMA created this award to honor her and her many accomplishments in local government and as a VLGMA member.

Goochland County Deputy County Administrator Derek Stamey was the 2019 recipient of this award. Stamey is serving as chair of the Mashaw Award Committee this year. Serving with Stamey are Prince George County Deputy County Administrator Jeff Stoke and Roanoke County Assistant County Administrator Richard Caywood.

Nominations for the FY 2020 period are open until midnight, Sunday, January 24, 2021. The award will be presented at the VLGMA Winter Conference, February 10-12 (virtual format).

Please remember that nominees must be VLGMA members. If you are not sure, please email Janet Areson to verify!

A [nominations form](#) is attached for your use. To nominate a candidate, please e-mail this form detailing the nominee's accomplishments and contributions in the workplace to:

Janet Areson | VLGMA Executive Secretary | jareson@vml.org

Please email Janet Areson if you have any questions about the award or nominations process.

[NOMINATIONS FORM](#) | [MARCIA MASHAW AWARD RECIPIENTS](#)

VACo/VML/VAPDC/
Virginia Rural Center

Local Government Day



www.vaco.org

Event Details

VIRTUAL WEBEX

Cost: \$30

TIME & DATE

Thursday, January 28, 2021
9am - 11am

AGENDA

- Introductions
- Governor Ralph Northam
- State Legislators Roundtable
- Team Legislative Reports

FAX COMPLETED REGISTRATION FORM WITH
CREDIT CARD INFORMATION TO 804.788.0083.

OR PLEASE MAKE CHECK PAYABLE TO VACo.
MAIL CHECK AND COMPLETED
REGISTRATION FORM TO 1207 EAST MAIN
STREET, RICHMOND, VA 23219.



REGISTRATION

NAME

TITLE

COUNTY/ORGANIZATION

EMAIL

CREDIT CARD NUMBER

EXPIRATION DATE

NAME ON CARD

[CLICK HERE TO REGISTER ONLINE](#)

January 28, 2021 | Webex | [Registration Form](#) | [Online Registration](#)

Join VACo, VML, VAPDC and the Virginia Rural Center for Local Government Day on Thursday, January 28! This is our day to advocate for local governments at the 2021 General Assembly Session.

Governor Ralph Northam is confirmed to speak, and we're excited to hear how the Governor's legislative agenda will strengthen Virginia's communities. In addition, we've invited legislators to join the discussion. VACo staff also will provide legislative reports on the major issues facing local government in the 2021 General Assembly Session.

CYBERSECURITY COLLABORATIVE

A CyberRisk Alliance Company



A Membership Community Where Leaders Share Experiences, Tools, and Vendor Insights to Solve Their Problems in Real-Time.

Cybersecurity Collaborative's member needs form the foundation of our organization and drive everything we do. We are an extension of your team, understanding your current challenges and using that information to facilitate solution-sharing and help you be successful.

Our platform of collaboration services and our curated library of CISO developed tools are built around three disciplines:

1. Strategic and Technical Insights that improve resiliency and help organizations defend against hyper-evolving adversaries.
2. Cybersecurity Professional Development that better leaders and builds their personal profile to reach their personal career goals.
3. Mission Oriented Advocacy and Engagement to advance the cybersecurity industry and mentor the next generation.

[Sign Up for Your 30-day Morning Security Report Trial](#) & [View 3-Minute Overview Video of Our Benefits](#)

Membership tiers are based on your county's cybersecurity maturity. Tiers and benefits include:

	FREQUENCY	ALL ACCESS	PREMIUM	ESSENTIAL
Morning Security Reports	Daily	Yes	Yes	Yes
Members Portal Resource Library	On-Demand	Yes	Yes	Yes
CISO Virtual Briefings	Monthly	Yes	Yes	Yes
Cybersecurity Leadership Program	12-Week Program	Yes	Yes	Yes
Virtual Secure Collaboration	On-Demand	Yes	Yes	Yes
Complimentary Pass to InfoSec World 2021 at Walt Disney World	Annually	Yes	Yes	Yes
CSC Committee Involvement	-	Yes	Yes	Yes
Speaking & Media Opportunities	-	Yes	Yes	-
Task Force Working Groups	Weekly	Yes	Yes	-
CISO Rapid Response	On-Demand	Yes	-	-
Unclassified Intelligence Briefings	Monthly	Yes	-	-

Please contact Brandon Natsuhara, NACo Program Director, for more information - bnatsuhara@naco.org / 703.896.0981



Nationwide

Nationwide Retirement Solutions is a pioneer in the industry as it played a vital role in the creation of IRC Section 457 three decades ago, and today is considered a market leader in providing public sector deferred compensation services. In addition, they are celebrating their 25th year of partnership with the National Association of Counties (NACo). Known in the industry as The Education Company, Nationwide specializes in educating employees on retirement and the benefits of deferred compensation. The focus on education extends to the plan sponsor as they offer a comprehensive education program that includes quarterly legislative updates, a legal staff dedicated to assisting public sector entities, and a plan sponsor handbook defining the responsibilities of a fiduciary.

Plan Highlights

- Unique retirement education
- Broad range of investment options from numerous investment managers
- Professionally managed asset allocation funds available for various investor types
- Competitive fixed interest rate
- Award-winning Web site with retirement planning tools at www.nrsforu.com
- Morningstar ClearFuture® investment guidance and education tool
- Access to more than 50 NASD Series 6 and 63, Life, Health and Variable Annuity licensed “Reps-on Call” via toll-free phone lines during extended business hours (8 a.m. – 9 p.m.)
- Retirement planning specialists available to assist in developing distribution strategies
- Local retirement specialists who are Registered Representatives of Nationwide Investment Services Corporation, member NASD.

Please contact Debbie Turner at 704.258.5084 or at turned11@nationwide.com, if you have any questions. The unregistered group variable annuity (TSP-556) and group fixed annuity (TSP-557) are issued by Nationwide Life Insurance Company, Columbus, Ohio.

CONDUENT



VACo discusses how Conduent Transportation has helped and supported localities with their transportation needs.



Advancing the transportation landscape

Conduent Transportation has been helping transform the way the world travels for more than 50 years. We've built a rich tradition of partnership and collaboration by customizing and delivering the industry's most innovative technology to customers around the globe.

Our Commitment

While a lot has changed at Conduent Transportation over the years — new brands, new leadership, new ways to adapt to the ever-changing needs of the market and its end-users — one thing has always remained the same: our commitment to our customers.

To make good on that commitment, we're redefining our voice in this industry and revitalizing our efforts to design the cutting-edge technology needed to keep up with a rapidly evolving future to better help you and your constituents. More than ever, we're transforming to take our partnerships to a new level.

Our Mission

We deliver mission-critical photo enforcement, violations processing, and data analytic solutions that reduce and prevent dangerous motorist behavior, improve automation, and provide data to support critical decision-making to streamline operations and encourage change in driver behavior while creating safer communities.

CONTACT

Dan Seid | Senior Sales Executive

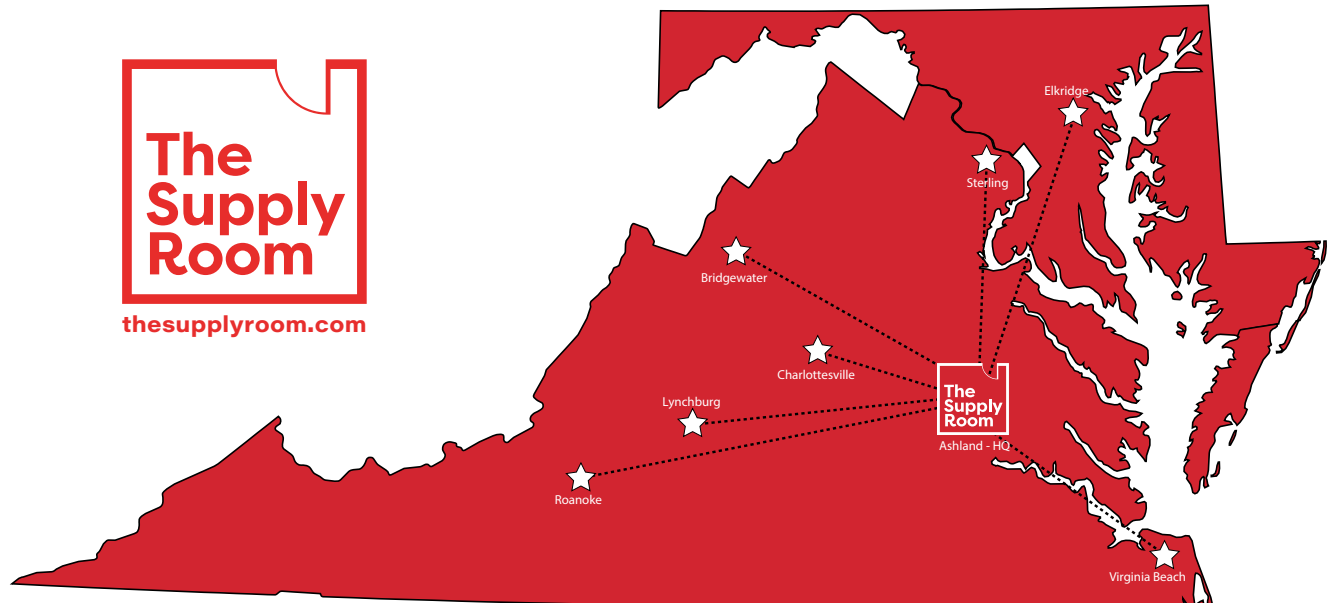
47068 Stillwood Place | Sterling, VA 20165

Phone: 202.345.7131

Email: Daniel.Seid@conduent.com

Website: www.conduenttransportation.com

VACo Premier Partnership established 2020



2020 is a year like no other and **The Supply Room** quickly pivoted to respond to our customers' needs by expanding our janitorial and cleaning offering and sourcing personal protective equipment (PPE) from trusted manufacturers and partners.

So far in 2020, we have provided Virginia's counties, school districts, colleges and universities with more than **1.2 Million** pieces of PPE and carry a wide variety of products in qualified categories for Coronavirus Relief Funds under the CARES Act, including:



3-ply surgical masks

KN & N-95 masks

Branded cloth masks

Face shields

Gloves

Surgical gowns

Desk shields for schools

Touchless thermometers

Barriers & sneeze guards

Air filtration equipment

Social distancing and health & safety signage

Cleaning, sanitizing, & disinfecting chemicals and supplies

Gel and liquid hand sanitizer

Sanitizer stands

Disinfecting wipes



Proudly serving Virginia's counties since 1951

Our partnership with VACo is newly established, but our history in Virginia is not. The Supply Room was founded in Ashland, VA in 1951. Our core product offering includes:

- Personal protective equipment
- Janitorial and cleaning supplies and equipment
- Office and school furniture with full-service interior design capabilities
- Office supplies
- Coffee and breakroom supplies and equipment
- Technology supplies and services
- Promotional and branded products



Who we are:

As a third-generation family-owned and -operated business, we are the second-largest independent office supplier in the country. With 7 locations across the Commonwealth we offer free, next day delivery with no minimum order requirements to our customers. We are a proud SWaM-certified small and woman owned business (WS-6360.) Multiple purchasing options:

- Commonwealth of Virginia Office Supplies Contract - Contract #: E194-72924
- Omnia Partners Office Supplies Contract - Contract #R190301
- Custom program developed specifically for your County





Celebrate National County Government Month this April

Join the National Association of Counties (NACo) in celebrating National County Government Month (NCGM). Held each April, NCGM is an annual celebration of county government and an excellent opportunity for counties, parishes and boroughs to highlight effective county programs and raise public awareness about services provided to the community.

There is no clearer demonstration of this year's theme – Counties Matter – than the public health emergency and economic crisis we are facing. Now more than ever, our residents are seeing firsthand the essential functions counties perform.

This April, we have an opportunity to reinforce the message that counties provide indispensable services and help our communities stay healthy, safe and vibrant.



NCGM TOOLKIT



Celebrate Your County's Most Innovative Programs

2021 NACo Achievement Awards

Applications are now open for the National Association of Counties (NACo) 2021 Achievement Awards. Please join us in celebrating 51 years of county innovation by applying today.

Since 1970, the NACo Achievement Awards have recognized outstanding county government programs and services. Through a non-competitive application process, noteworthy programs receive awards in 18 categories that cover a vast range of county responsibilities. By participating, your county can earn national recognition.

NACo will highlight the 18 “best of category” winners, as well as feature all winners in NACo materials and online. We also provide a customizable press release for you to share the good news with the media and residents.

We encourage all counties, parishes and boroughs to apply.

EARLY BIRD APPLICATION DEADLINE: March 8, 2021 (save \$25 off the application fee)

REGULAR APPLICATION DEADLINE: March 31, 2021

For more information, please review the Achievement Awards online brochure, or email awards@naco.org with any questions.

APPLY TODAY

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.

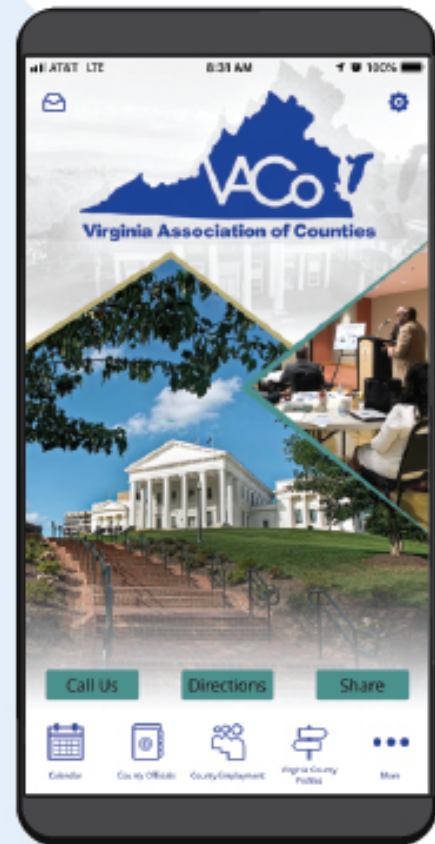
By design and by virtue of the partners we've selected, our plan has been built from the ground up with the express purpose of driving down the cost of care for our county members. With nationally recognized partners such as CIGNA, Gerber, Vitality, MD Live and many others, our plan provides complete 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.

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:

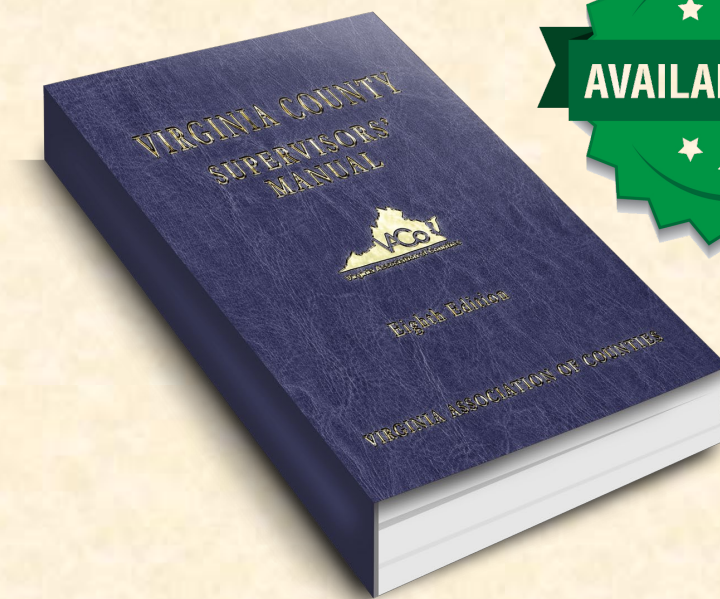
- * VACo Events Registration and Info
- * VACo Member Directory
- * Legislative News and Alerts | Capitol Contact
- * VACo Chat
- * County Pulse Podcast
- * Employment Opportunities

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

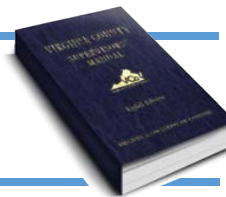


ORDER YOURS TODAY
\$75 EACH

(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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Manuals are \$75 per copy. Number of Copies _____.

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

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Authorized Signature: _____

Email for credit card receipt: _____

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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).



TOWN MANAGER | Town of Rocky Mount
| Posted January 20



ENVIRONMENTAL PLANNER | Berkley Group | Posted January 20



PLANNER | Sussex County Berkley Group |
Posted January 20



OFFICE TECHNICIAN – SCREENER | Montgomery County
| Posted January 20



REAL ESTATE DEVELOPMENT MANAGER |
Chesterfield County | Posted January 18



ENVIRONMENTAL SPECIALIST | Amelia County | Posted January 15



DEPUTY ADMINISTRATOR – ED/HR | Amelia County | Posted January 15



COMMUNICATION OFFICER | NRV Emergency Communications Regional Authority
| Posted January 15



DEPUTY DIRECTOR OF UTILITIES, FISCAL ADMINISTRATION & CUSTOMER RELATIONS | Town of Leesburg
| Posted January 15



POLICE CHIEF | City of Hampton | Posted January 15



OFFICE ASSOCIATE III – DSS | New Kent County | Posted January 15



COMMUNITY DEVELOPMENT COORDINATOR | Accomack-Northampton PDC | Posted January 14



REGIONAL PLANNER | Accomack-Northampton PDC | Posted January 14



CITY ATTORNEY | City of Portsmouth | Posted January 14



PARKS & RECREATION DIRECTOR | City of Winchester | Posted January 14



A-V SPECIALIST (TEMPORARY) | Albemarle County
| Posted January 14



FINANCIAL SERVICES DIVISION CHIEF | Fauquier County
| Posted January 14



UTILITY PROJECT ENGINEER | Prince George County
| Posted January 13



ACCOUNTING MANAGER | Madison County | Posted January 13



VICTIM WITNESS DIRECTOR | Westmoreland County
| Posted January 13



PT CUSTODIAN | Westmoreland County | Posted January 13



DIRECTOR OF INFORMATION TECHNOLOGY | City of Colonial Heights | Posted January 12



TOWN MANAGER | Town of Buchanan | Posted January 11



[ZONING ADMINISTRATOR](#)

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[911 EMERGENCY COMMUNICATOR](#)

| City of Harrisonburg | Posted January 11



[PLANNING DIRECTOR](#)

| Arlington County | Posted January 8



[MANAGER V. SOCIAL SERVICES CASE MANAGEMENT](#)

| Prince George County | Posted January 8



[FIRE & RESCUE CHIEF](#)

| Roanoke County | Posted January 8



[FAMILY SERVICES](#)

[SPECIALIST](#) | Montgomery County | Posted January 8



[DSS CASE AIDE – FAMILY SERVICES](#)

| Montgomery County | Posted January 8



[LEAD BUILDING PLANS](#)

[REVIEWER](#) | Fauquier County | Posted January 8



[PLANNING DIRECTOR](#)

| Frederick County | Posted January 7



[RECYCLING SITE](#)

[ATTENDANT](#) | Montgomery County | Posted January 7



[SHELTER ASSISTANT](#)

[\(PT\)](#) | Montgomery County | Posted January 7



[MAINTENANCE CREW](#)

[LEADER PSA](#) | Montgomery County | Posted January 7



[TRADESWORKER](#)

[ELECTRICIAN](#) | City of Staunton | Posted January 6



[FACILITIES SERVICES-](#)

[REFUSE SUPERINTENDENT](#) | City of Staunton | Posted January 6



[IT DIRECTOR](#)

| Essex County | Posted January 6



[PROJECT MANAGER](#)

| City of Staunton | Posted January 6



[TRANSPORTATION &](#)

[COMMUNITY PLANNER](#) | Central Shenandoah Planning District Commission | Posted January 5



[GENERAL SERVICES](#)

[DIRECTOR](#) | Warren County | Posted January 5



[CONTROLLER](#)

| Town of Leesburg | Posted January 4



[DIRECTOR OF POLICY,](#)

[INTELLIGENCE & OPERATIONS \(ASST DIRECTOR OF ECONOMIC DEVELOPMENT FOR BUSINESS DEVELOPMENT\)](#) | Prince William County | Posted January 4



[UTILITY MECHANICAL](#)

[FOREMAN – WTP](#) | Gloucester County | Posted January 4



[BUDGET MANAGER](#)

| Powhatan County | Posted December 29



[JUDICIAL LAW CLERK](#)

| Montgomery County | Posted December 28



[UTILITY SPECIALIST I](#)

| New Kent County | Posted December 28

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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Fairfax County



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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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