

# VACo 87th Annual Conference

## Exhibitors List

### **AES**

**Booth 503**

With our global headquarters in the Commonwealth, we are prepared to help Virginia to achieve its goal of producing 100 percent of its electricity from carbon-free sources by the year 2050.

**Helen Humphreys**, Community Relations Manager

4200 Innslake Drive, Suite 302, Glen Allen, VA 23060

412.583.9281

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

### **Aetna**

**Booth 1003**

Our dedicated Public Sector team provides health care solutions that focus on long-term cost sustainability, innovative benefits and improved experiences for active and retired employees.

**Jenni Kim**, Project Manager

3190 Fairview Park Drive, Suite 500, Falls Church, VA 22042

410.596.0391

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

### **Altumint, Inc.**

**Booth 312**

Altumint provides autonomous visual intelligence solutions.

**Michael Phelan**, Commercial GM Eastern Region

4600 Forbes Boulevard, Suite 203, Lanham, MD 20706

301.552.6201

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

### **American Kennel Club**

**Booth 205**

AKC provides informational and educational resources to assist counties in promoting responsible dog ownership and developing strong, effective community laws that protect both dogs and responsible dog owners.

**Charley Hall**, Legislative Analyst/Community Outreach

8051 Arco Corporate Drive, Raleigh, NC 27617

919.816.3971

[www.akc.org](http://www.akc.org)

### **American Public University**

**Booth 209**

American Public University provides quality education through 200 + degree and certificate programs. Access starts with affordable tuition, monthly program starts, and 100% online courses.

**Buster Nicholson**, Senior Manager, Public Sector Outreach

111 West Congress Street, Charles Town, WV 25414

304.919.9051

[www.apu.apus.edu](http://www.apu.apus.edu)

**Aqua Virginia Inc.****Booth 301**

Aqua Virginia owns and operates water and wastewater systems in 37 counties throughout the Commonwealth of Virginia.

**John J. Aulbach II**, PE, President

2414 Granite Ridge Road, Rockville, VA 23146

804.852.2977

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

**Asset Protection Group, Inc./Benefinder**

Insurance Employee Benefits, Health Insurance

**Monty Dise**, President AP Group

14021 Charter Park Drive, Midlothian, VA 23114

804.423.7700

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

**Assura****Booth 203**

Cybersecurity uncompromised. Democratizing cybersecurity through affordable managed security and consulting services.

**Karen Cole**, President / CEO

7814 Carousel Lane, Suite 202, Richmond, VA 23294

804.767.4521

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

**Baker Tilly US, LLP****Booth 1007**

Baker Tilly, a leading provider of custom classification and compensation studies, offers SurveyNavigator™ as a value-added service to our public sector client base.

**Steve Miner**, Managing Director

8219 Leesburg Pike, Suite 800, Tysons Corner, VA 22182

804.562.2383

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

**Blue Line Solutions****Booth 612**

Our program provides a complete approach to reduce speeding with public information and education.

**Holly Miller**, Communications Specialist

423.321.2933

[www.bluelinesolutions.org](http://www.bluelinesolutions.org)

**Bolton****Booth 602**

We are a full-service employee benefits, actuarial, investment and compensation consulting firm with 40 years of public sector consulting.

**Michael Beczkowski**, Senior Consultant

36 S. Charles Street, Suite 1000, Baltimore, MD 21201

443.573.3901

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

**Bowman****Booth 308**

Delivers expert land development, energy & infrastructure solutions to the public & private sectors. Key services include water / wastewater, civil engineering, planning, landscape architecture & more.

**Spencer M. Francis**, Executive Vice President

3951 Westerre Parkway, Suite 150, Richmond, VA 23233

804.616.3240

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

**cashVest® by three+one®****Booth 104**

A NACo and VACo best practice, cashVest® by three+one® brings operational efficiencies to liquidity management for public-finance officers. cashVest is the approved analytical tool that helps public entities maximize the value of public funds—and provides greater peace of mind in the process. Our work with public entities has brought back over \$400 million to the communities we serve.

**Beau Blevins**, Director, Business Development

180 Office Park Way, Pittsford, NY 14534

585.484.0311 X714

[www.threeplusone.us](http://www.threeplusone.us)

**CGI, Technologies & Solutions****Booth 507**

Founded in 1976, CGI is among the largest IT and business consulting services firms in the world. We are insights-driven and outcome-based to help accelerate returns on your IT and business investments. In all we do, our goal is to build trusted relationships through client proximity, providing industry and technology expertise to help you meet the needs of your customers and citizens.

**Andrew Jennison**, Director

11325 Random Hills Road, Fairfax, VA 22030

571.279.7715

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

**ColonialWebb Contractors****Booth 610**

We install, maintain and service mechanical and electrical systems for our community's most important buildings so great things can happen.

**Jonathan Clark**, Account Executive

2820 Ackley Avenue, Richmond, VA 23228

540.840.8430

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

**Crabtree, Rohrbaugh & Associates****Booths 305 & 406**

Founded in 1984, Crabtree, Rohrbaugh & Associates offers a client-oriented approach to architectural services by focusing on the specific goals that each client has for their project.

**Joshua Bower**, AIA, Principal

250 W. Main Street, Suite 200, Charlottesville, VA 22902

434.975.7262

[www.cra-architects.com](http://www.cra-architects.com)

**DePorter Dominick Associates (DDA)****Booth 508**

An outdoor lighting manufacturing representative for municipal, state, and DOT utilities.

**Randy Dominick**, Principal

7390 Merritt Park Drive, Suite 160, Manassas, VA 20109

703.530.9255

[www.ddallc.com](http://www.ddallc.com)**Dewberry****Booth 409**

Architecture, engineering consulting services

**Brian Bradner**, Vice President

551 Piney Forest Road, Danville, VA 24541

434.549.8519

[www.dewberry.com](http://www.dewberry.com)**DJG Inc.****Booth 501**

DJG Inc. is an experienced, multi-discipline firm. We offer decades of experience providing the range of design services under one roof including: Architecture, Interior Design, Civil/Mechanical/Electrical Engineering, Landscape Architecture, Renovation Experts & Construction Admin Services.

**Marci Parrish**, Marketing Director

449 McClaws Circle, Williamsburg, VA 23185

757.621.7444

[www.djginc.com](http://www.djginc.com)**Dominion Energy****Booth 1008**

Dominion Energy is an electric utility and energy company.

**Bill Murray**, VP State & Electric Public Policy

701 E. Cary Street, Richmond, VA 23219

804.771.3802

[www.dominionenergy.com](http://www.dominionenergy.com)**Draper Aden Associates****Booth 402**

Engineering, surveying, environmental services

**Deborah Flippo**, Economic Development Program Manager

2206 S. Main Street, Blacksburg, VA 24060

540.557.1310

[www.DAA.com](http://www.DAA.com)**EA Engineering, Science, and Technology, Inc.****Booth 306**

EA is a 100% employee-owned public benefit corporation that provides environmental, compliance, natural resources, and infrastructure engineering and management solutions to a wide range of public and private sector clients.

**Melissa Smith**, Vice President

4429 Bonney Road, Suite 430, Virginia Beach, VA 23462

443.465.2997

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

**End to End Computing, LLC****Booth 1001**

IT services such as: Cybersecurity, Business Transformation, Systems Engineering &amp; Innovation

**Carlton Harris**, Partner & CTO

1800 Diagonal Road, Suite 600, Alexandria, VA 22314

833.720.7770 Ext 110

[www.eecomputing.com](http://www.eecomputing.com)**English Construction****Booth 310**

English has been a benchmark of excellence and diversity in construction to include highways/bridges, water and wastewater plants, public safety, correctional facilities, courthouses, historic renovations, and power plants.

**Contessa Hancock**, Corporate Secretary

615 Church Street, Lynchburg, VA 24504

434.455.3151

[www.englishconst.com](http://www.englishconst.com)**ECS Mid-Atlantic, LLC****Booth 600**

ECS delivers value added solutions through our core service line: Geotechnical Engineering, Environmental Consulting, Construction Materials Testing / Inspection, and Facilities Engineering and Consulting. "Setting the Standard for Service" is our corporate philosophy that permeates everything we do.

**Michael Galli**, Regional Manager

14026 Thunderbolt Place, Suite 100, Chantilly, VA 20151

757.564.5234

[www.ecslimited.com](http://www.ecslimited.com)**Enterprise Fleet Management****Booth 103**

Enterprise Fleet Management provides hands-on management, award-winning technology, and the infrastructure and expertise of Enterprise, the world's largest fleet operator, we'll show you how far an exceptional fleet program can take your organization while saving you thousands.

**Eddy R. Simon**, Senior Account Executive

223 Water Country Parkway, Williamsburg, VA 23185

757.329.3211

[www.efleets.com](http://www.efleets.com)**First Financial Group of America****Booth 303**

First Financial provides supplemental health insurance benefits and financial services that help protect employees and their families.

**Mindy Tart**, Eastern Region Manager

3904 Oleander Drive, Suite 200, Wilmington, NC 28403

910.620.7506

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

**FirstNet, Built with AT&T****Booth 607**

FirstNet is the only nationwide wireless broadband communications platform dedicated to America's first responders and public safety community. This reliable, highly-secure communications platform brings reliability to public safety agencies and first responders. FirstNet is different from other carriers - it has a dedicated public safety core that routes FirstNet traffic.

**Paul Hunt**, FirstNet Sales Consultant

208 S. Akard, Dallas, TX 75202

800.574.7000

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

**Fortinet****Booth 601**

Fortinet secures the largest enterprise, service provider, and government organizations around the world and empowers its customers with intelligent, seamless protection across the expanding attack surface and the power to take on ever-increasing performance requirements of the borderless network—today and into the future.

**Natalie Spaniol**, Southeast Field Marketing Manager

899 Kifer Road, Sunnyvale, CA 94086

734.718.5738

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

**Froehling & Robertson, Inc.****Booth 411**

Established in 1881, F&R exists to advance the stability and quality of every project we touch in order to protect people and property. We assist clients in meeting their goals through providing a high caliber of geotechnical engineering, construction materials testing and inspections and environmental consulting services.

**Paul Bryan**, VP, Marketing & Business Development

3015 Dumbarton Road, Richmond, VA 23228

540.278.1864

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

**Gallagher Benefit Services, Inc.****Booth 506**

Top 4 insurance brokerage, consulting and risk management firm specializing in the public sector; providing out of the box solutions to help public sector clients contain healthcare costs.

**Cheri Herschman**, Area Senior Vice President

702 King Farm Boulevard, Suite 210, Rockville, MD 20850

443.864.7131

[www.ajg.com/us](http://www.ajg.com/us)

**General Code****Booth 502**

General Code is a recognized leader in the creation of custom digital solutions that clearly present municipal, building and zoning code information so communities can more effectively support development opportunities.

**LoriAnn Shura**, Account Manager

781 Elmgrove Road, Rochester, NY 14624

585.328.1819

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

**GovDeals****Booth 906**

GovDeals is the leading provider in government surplus auctions.

**Chris Lassiter**, Mid-Atlantic Representative

100 Capitol Commerce Boulevard, Suite 110, Montgomery, AL 36117

334.387.0532

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

**Govolution by Deluxe****Booth 208**

Govolution, a subsidiary of First American by Deluxe, is a full-service payment solutions provider with more than 25 years of experience focusing on the development, installation and operation of credit and debit card services for governments. Govolution offers rapid deployment to process payments simply, securely, and efficiently.

**Emily Barr**, Director, Payment Innovation

2000 N. 14<sup>th</sup> Street, Suite 600, Arlington, VA 22201

301.991.5071

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

**HBA Architecture & Interior Design****Booth 105**

Provides architecture, interior design, master planning, facility consulting and sustainable design.

**Joseph A. Miller**, AIA, DBIA, Vice President

One Columbus Center, Suite 1000, Virginia Beach, VA 23462

757.323.2216

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

**HDH Associates, P.C.****Booth 509**

Architectural/Engineering/Environmental

**Robin H. Liebal**, VP

1305 Radford Street, Christiansburg, VA 24073

540.381.7999

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

**HURT & PROFFITT****Booth 210**

H&P is a full service, employee-owned engineering and surveying firm providing Civil Engineering, Surveying, GIS, Environmental, Geotechnical, Construction Testing & Inspections, Grant Writing and Administration, Cultural Resources and Closed-Circuit Television (CCTV) of Underground Pipelines. Our professional engineers, surveyors, environmental scientists, field technicians are based in five locations throughout the state including Lynchburg, Blacksburg, Roanoke, Richmond and Wytheville.

**Brian Cossman**, Vice President

2524 Langhorne Road, Lynchburg, VA 24501

434.847.7796

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

## **Keystone Information Systems**

**Booth 605**

Comprehensive integrated software suite for county financials, human resources, revenue and tax administration.

**Judson B. Van Dervort, Jr.**, President

1000 Lenola Road, Maple Shade, NJ 08052

856.722.0700

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

## **LaBella Associates**

**Booth 202**

Founded in 1978, LaBella Associates (LaBella) is a nationally recognized Design Professional Corporation. Today, our wheelhouse is broad, with four key service offerings: Buildings, Energy, Infrastructure, and Environmental. Our staff of over 1,200 team members is spread across more than 30 office locations—but our impact is seen, felt, and experienced around the world.

**Kristi Hooper**, Regional BD & Marketing Manager

1604 Ownby Lane, Richmond, VA 23231

804.502.3173

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

## **Luck Companies**

**Booth 1002**

Through three generations of family leadership, Luck Companies has been building strong communities for nearly 100 years. Luck Companies' three business units, Luck Stone, Luck Ecosystems and Luck Real Estate Ventures, make the products that serve as the foundation for the bridges, roads and buildings that keep our economy moving and protect our environment. Luck Companies believes in making a positive and enduring impact in the lives of their associates, valued customers and in the communities they serve.

**Doug Quarles**, Land Use Development Director

515 Stone Mill Road, Manakin-Sabot, VA 23103

804.350.8401

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

## **Lumos**

**Booth 407**

Fiber Broadband company providing high-speed internet, wall-to-wall Wi-Fi, voice and streaming services to residential and business customers across VA and NC.

**Cat Mosley**, Director, Market Development - VA

1 Lumos Plaza, Waynesboro, VA 22980

434.942.5750

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

## **Mark43**

**Booth 110**

With our public safety software, Mark43 provides a refreshing, battle-tested, enterprise implementation experience and product for over 120 public safety agencies of all sizes.

**Justin Rowe**, Regional Account Executive

250 Hudson Street, New York, NY 10016

212.651.9154

[www.mark43.com](http://www.mark43.com)

**Moseley Architects****Booths 901 & 902**

Architecture, engineering, planning and interior design.

**Tony Bell**, AIA, LEED AP, Vice President

3200 Norfolk Street, Richmond, VA 23230

804.794.7555

[www.moseleyarchitects.com](http://www.moseleyarchitects.com)**Multi-Bank Securities, Inc.****Booth 604**

Multi-Bank Securities, Inc. (MBS) is a fixed-income securities broker-dealer that has been serving counties and other municipal investors since 1988. We offer an array of fixed-income products and value-added services, including our proprietary online investment platform, eConnectDirect®.

**Greg Pagans**, Vice President

1000 Town Center, Suite 2300, Southfield, MI 48075

866.330.0859

[www.mbssecurities.com](http://www.mbssecurities.com)**Municode powered by CivicPlus****Booth 405**

For over 70 years, Municode has worked with over 4,300 local governments, creating integrated technology solutions purpose-built to make civil management easier.

**Scott Horton**, Senior Account Manager

P.O. Box 2235, Tallahassee, FL 32316

800.252.2633

[www.municode.com](http://www.municode.com)**Musco Sports Lighting****Booth 206**

Musco has shaped the history of sports lighting since 1976. The company's TLC for LED™ technology delivers unmatched light quality, control, efficiency, and reliability.

**Steve Wiley**, Sales Representative100 1<sup>st</sup> Avenue W, Oskaloosa, IA 52577

641.676.2942

[www.musco.com](http://www.musco.com)**National Association of Counties (NACo)****Booth 104**

The National Association of Counties (NACo) provides members with a non-partisan voice in Washington to drive federal policy and fights unfunded mandates. NACo membership also delivers value to county officials and staff through networking opportunities, leadership experiences and cost-saving solutions.

**Maxx Silvan**, Membership Associate

660 North Capitol Street NW, Suite 400, Washington, DC 20001

202.942.4224

[www.naco.org](http://www.naco.org)

## **Nationwide Retirement Solutions**

**Booth 102**

Nationwide Retirement Solutions is a leading provider in public sector retirement plans, specifically the 457b Deferred Compensation Plan. We partner with plan sponsors, participants, financial professionals, business partners and endorsement partners to help American workers plan for and live in retirement through workplace retirement savings plans.

**Lynn Robinette**, Retirement Specialist

10 W Nationwide Boulevard, Columbus, OH 43215

434.534.5673

[nrsforu.com](http://nrsforu.com)

## **NBC Benefits Inc**

**Booth 307**

Section 125 cafeteria plans; employee benefits & voluntary supplemental benefit plans

**Douglas E. Faulk**, President

4020 Shipyard Blvd, Wilmington, NC 28403

910.619.3410

[www.nbc007.com](http://www.nbc007.com)

## **OMNIA Partners**

**Booth 100**

OMNIA Partners Public Sector is the nation's largest and most experienced cooperative purchasing organization dedicated to public sector procurement in areas important to local government.

**Chris White**, Regional Manager, Mid-Atlantic

660 N. Capitol St. NW, Ste. 400, Washington, DC 20001

919.738.6098

[www.omniapartners.com/publicsector](http://www.omniapartners.com/publicsector)

## **P3 Cost Analysts**

**Booth 403**

P3 Cost Analysts has been helping companies across the nation determine if their spending on utility, telecom, waste and recycling, uniform/linen, and managed print expenses are correct and cost effective since 1991. Our services aim to uncover the vendors' hidden errors and overcharges while determining if there is a more cost-effective way for you to be billed.

**Schuyler Koven**, Franchise Owner

4651 Sweetwater Avenue, Powder Springs, GA 30127

404.764.8951

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

## **Pierce Group Benefits**

**Booth 907**

Pierce Group Benefits is a full service benefits consulting company that builds comprehensive benefits packages for public sector employees. We specialize in Group Benefits, Section 125 Plans, and Supplemental Benefits. We provide a consultative, comprehensive approach to our clients.

Donna Nixon, Vice President Group Benefits

4928 Linksland Dr., Holly Springs, NC 27540

540.940.7176

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

**Pierce Insurance Agency, Inc****Booth 511**

We provide comprehensive supplemental employee benefit programs along with section 125 services to VA and NC Government entities.

**Lonnie Pierce, CEO**

3766 S Main Street, Farmville, NC 27613

252.725.3064

[www.pierceins.com](http://www.pierceins.com)**PMA Architecture****Booth 909**

Architecture/Planning/Urban Design

**Jeff Stodghill, President**

10325 Warwick Boulevard, Newport News, VA 23601

757.596.8200

[www.pmaarchitecture.com](http://www.pmaarchitecture.com)**Qualtrics XM****Booth 207**

Qualtrics is a government research platform that collects data from 3 billion people a year to provide feedback on everything from community engagement, the government services they utilize and how they interact with government agencies. That's billions of data points on the beliefs, emotions and sentiments that drive their decisions. Qualtrics makes it easy for you to turn data into insights and design experiences that engage and serve the public.

**Jeff Steinberg, Account Executive**

333 W River Drive, Provo, UT 84604

386.290.4222

[www.qualtrics.com](http://www.qualtrics.com)**Republic Services****Booth 204**

Solid waste, recycling collection and disposal services

**Chris Wilson, Manager, Municipal Services**

18500 North Allied Way, Phoenix, AZ 85054

919.669.8515

[www.republicservices.com](http://www.republicservices.com)**Robinson, Farmer, Cox Associates, PLLC****Booth 1006**

Accounting, auditing and consulting

**Matthew McLearn, Managing Director**

P.O. Box 6580, Charlottesville, VA 22906

434.973.8314

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

**Salesforce/Carahsoft****Booth 510**

Salesforce provides government trailblazers with the fastest and safest path to the cloud. By enabling agencies with the tools they need to connect data, resources, and customers, we empower our customers to meet the demands of modern missions.

**Maureen Hagen**, Regional Vice President

11493 Sunset Hills Road, Reston, VA 20190

561.706.4852

[www.carahsoft.com/salesforce](http://www.carahsoft.com/salesforce)

**S.B. Ballard Construction Company****Booth 505**

A General Contracting/Construction Management firm based in Virginia Beach, VA. Performing services throughout the State of Virginia & greater Mid-Atlantic. Employing sustainable business practices, our mission is to provide unmatched customer service by constructing superior quality projects delivered on time and on budget. Above all, we take pride in our reputation. We are committed to the companies and communities we serve and deliver the highest levels of quality and craftsmanship in the industry today.

**Diana Hurst**, Business Development/Marketing

2828 Shipp's Corner Road, Virginia Beach, 23453

757.440.5555

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

**Schneider Electric****Booth 401**

Schneider Electric provides integrated solutions that enable our clients to achieve long term infrastructure and technology goals.

**Chris Dellinger**, Account Executive

2400 Old Brick Road, Suite 70, Glen Allen, VA 23060

804.330.5660 Ext 110

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

**SERCAP, Inc.****Booth 608**

Non-profit that brings clean, safe drinking water, environmentally sound waste water facilities, affordable housing, community development, and environmental justice solutions.

**Cherry Wilson**, Housing Manager

347 Campbell Avenue, SW, Roanoke, VA 24016

540.345.1184 Ext. 127

[www.sercap.org](http://www.sercap.org)

**Shentel****Booth 109**

Shentel provides fiber optic Internet, Data Services, Dark Fiber Leases, Voice, and Video Services.

**James Funkhouser**, Manager, Strategic Sales

500 Shentel Way, Edinburg, VA 22824

540.975.0751

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

**Shockey****Booth 512**

Shockey provides a wide range of construction services for negotiated, public-private and bid projects, serving as general contractor, design-builder or construction manager. Shockey serves the institutional, commercial, healthcare, senior living, industrial and parking markets throughout Virginia.

**Bill Wiley**, Business Development

1057 Martinsburg Pike, Winchester, VA 22603

540.327.0449

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

**Siemens Industry, Inc.****Booth 408**

Siemens works with communities of all sizes to identify solutions that help make existing resources more efficient, while identifying financing and structuring performance guarantees that help them remain a viable, sustainable community that positively impacts the economy and environment.

**Jim Wood**, Account Executive, Local & Regional Governments

208 Ash Avenue, Suite 101, Virginia Beach, VA 23452

757.478.1607

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

**Southland Industries****Booth 603**

As a division of Southland Industries, Southland Energy is a national provider of performance-based energy and infrastructure solutions. Connected to one of the nation's largest MEP building systems companies, Southland Energy leverages integrated engineering, construction, and service expertise with a self-performance project delivery model to drive resiliency, cost-savings, and efficiency.

**Melanie Miller**, Business Consultant

22340 Dresdon, Suite 177, Dulles, VA 20166

301.802.2100

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

**Spatial Data Logic (SDL)****Booth 304**

SDL Connect is an integrated software solution that includes everything a jurisdiction needs to connect with and serve its citizens online.

**Nick Fuentes**, Account Representative

285 Davidson Avenue, Suite 302, Somerset, NJ 08873

732.357.1280

[www.sdlconnect.net](http://www.sdlconnect.net)

**Strata Clean Energy****Booth 410**

Strata Clean Energy is a leading provider of utility-scale solar and battery storage project development, EPC, and O&M.

**Dan Michaud**, Development Manager

800 Taylor Street, Durham, NC 27701

303.330.9363

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

**Sun Tribe****Booth 211**

Sun Tribe is one of the fastest growing clean energy companies in the mid-atlantic region, with a comprehensive group of in-house experts in solar development, engineering, financial, regulatory, procurement, and construction.

**Bobby Jocz**, Senior Project Developer, Permitting Lead

107 5<sup>th</sup> Street, Charlottesville, VA 22902

800.214.4579

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

**The Berkley Group****Booth 1000**

The Berkley Group is a local government consulting firm with experts specializing in administration, executive recruitment, organizational assessment, planning, zoning, environmental program support, finance, public works, project management, community involvement, public safety and more. We bring a collaborative approach to our projects and an array of professional resources. What doors can we open for you?

**Drew Williams**, AICP, CEO

P.O. Box 181, Bridgewater, VA 22812

434.981.2026

[www.bglc.net](http://www.bglc.net)

**The Supply Room****Booth 101**

The Supply Room is the 2nd largest independently owned office supplier in the country, 3rd generation family owned and operated, with multiple purchasing options through The Commonwealth of Virginia Office Supplies Contract, the Omnia Partners Office Supplies Contract, and custom programs designed specifically for your county. We offer free, next day delivery.

**Dutch Jones**, Executive Vice President of Sales

14140 Washington Highway, Ashland, VA 23005

804.412.1200 ext. 2748

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

**The Teneo Group****Booth 309**

Established in 2007, The Teneo Group is a cyber-security engineering firm. TTG is a solutions integrator that designs, deploys and helps to manage our customers' network and information technologies. The Teneo Group provides service across a variety of industries, ranging from Fortune 500 companies, to local government organizations, to small private technology start-ups.

**John Warnagiris**, SVP Operations

1725 I Street, Suite 300, Washington, DC 20006

570.656.6055

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

**Timmons Group****Booths 201 & 302**

Civil engineering, environmental, GIS/geospatial technology, landscape architecture & surveying.

**Robert Roop**, Principal

1001 Boulders Parkway, Suite 300, Richmond, VA 23225

804.200.6500

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

## **Tobacco Region Revitalization Commission**

**Booth 504**

TRRC is a 28-member body that promotes economic growth and development in formerly tobacco-dependent communities in Southern and Southwest Virginia.

**Jordan Butler**, Public Relations Director

701 E. Franklin Street, Suite 510, Richmond, VA 23219

757.692.0878

[www.revitalizeva.org](http://www.revitalizeva.org)

## **Truist**

COMMERCIAL, CORPORATE & INSTITUTIONAL

Our expertise runs deep. Our focus never wavers. We roll up our sleeves to take care of your business—now and for the long haul.

**David Skolnick**, SVP Institutional & Government Banking

150 West Main Street, 14th Floor, Norfolk, VA 23510

757.624.5473

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

## **TSI - Your Technology Partner**

**Booth 106**

TSI is a managed IT service provider and value added reseller providing all your IT needs.

**Justin Holroyd**, Business Development Manager

2525 Pointe Center Court, Suite 200, Dumfries, VA 22026

703.596.0022

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

## **VACORP**

**Booths 903 & 905**

VACORP is the leading provider of property, liability, cyber, and workers' compensation coverage and related risk management services for Virginia public entities and schools. As a group self-insurance risk pool founded by counties, owned and led by its member-entities, we provide the most comprehensive and responsive coverage and risk solutions at stable pricing year over year.

**Stephanie Heintzleman**, Member Services Director

1819 Electric Road, Suite C, Roanoke, VA 24018

540.986.2706

[www.vacorp.org](http://www.vacorp.org)

## **Virginia American Water**

**Booth 108**

Virginia American Water is the largest water company in the state, serving approximately 325,000 people in 25 communities. Our 120 highly skilled professionals are dedicated to providing safe, reliable drinking water and wastewater service.

**John R. Fidler, Jr.**, Superintendent of Operations

621 Oldhams Road, P.O. Box 1150, Warsaw, VA 22572

804.238.2641

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

## **Virginia Cooperative Extension**

**Booth 412**

Virginia Cooperative Extension brings the resources of Virginia's land-grant universities, Virginia Tech and Virginia State University, to the people of the Commonwealth. We are a dynamic organization that stimulates positive personal and societal change, leading to more productive lives, families, farms, and forests as well as a better environment.

**Nicole Martin**, VCE Coordinator

250 Drillfield Drive, 101 Hutchinson Hall, Blacksburg, VA 24061

540.231.5299

[www.ext.vt.edu](http://www.ext.vt.edu)

## **Virginia Housing**

**Booth 107**

Mortgage financing and technical assistance to local governments in addressing their housing needs.

**Chris Thompson**, Director of Strategic Housing

601 South Belvidere Street, Richmond, VA 23220

804.343.5692

[VirginiaHousing.com](http://VirginiaHousing.com)

## **Virginia Resources Authority**

**Booth 404**

The Virginia Resources Authority (VRA) was established in 1984 to provide an additional source of funding for local infrastructure projects. Projects eligible for VRA financing include water, wastewater, public safety, transportation, broadband, parks & recreation, local government buildings, energy, among others. An eleven member Board of Directors, appointed by the Governor, oversees VRA operations and provides strategic guidance to the Executive Director. Since its inception, VRA has funded more than 2,000 critical projects across the Commonwealth for investments exceeding \$10 billion.

**Stephanie Hamlett**, Executive Director

1111 East Main Street, Suite 1920, Richmond, VA 23219

804.644.3100

[www.virginiaresources.org](http://www.virginiaresources.org)

## **Virginia Risk Sharing Association**

**Booth 606**

VRSA is here to protect our members and their employees so they may effectively serve their communities. We are positioned to deliver on this promise.

**Marcus Hensel**, Deputy Managing Director

11243 Nuckols Road, Glen Allen, VA 23059

804.237.7324

[www.vrsa.us](http://www.vrsa.us)

## **VML/VACo Finance**

**Booth 1005**

Financial services of the Virginia Association of Counties, including financing, municipal advisory and accounting services; Virginia Investment Pool and Pooled OPEB Trust.

**Robert Lauterberg**, Managing Director

8 East Canal Street, Suite 100, Richmond, VA 23219

804.648.0635

[www.valocalfinance.org](http://www.valocalfinance.org)

**Waste Management of Virginia, Inc.****Booth 311**

Comprehensive solid waste and recycling services from collections, processing, and disposal.

**Rob Clendenin**, Public Sector Representative

3016 Yadkin Road, Chesapeake, VA 23323

757.449.1182

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

**Wiley | Wilson****Booth 1004**

Wiley | Wilson, a 100-percent employee-owned firm, provides a wide range of architectural, engineering and technology systems design services. Since its founding in 1901, the firm has built a solid reputation for producing innovative yet practical solutions to its clients' most complex challenges. Today, Wiley | Wilson offers the robust capabilities needed to help our County customers address their building, energy, and water resource needs.

**Fred Armstrong**, P.E., Chairman & CEO

127 Nationwide Drive, Lynchburg, VA 24502

434.947.1629

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

**Witt O'Brien's****Booth 611**

Witt O'Brien's helps governments at all levels plan and prepare for disasters—and, when the inevitable crisis strikes, we partner with our clients to respond effectively. Our team of former federal, state, and local emergency responders brings decades of front-line experience to support clients' recovery from disasters and rebuild communities. From hurricanes and wildfires to terrorist attacks to the global pandemic, we've successfully led response and recovery efforts for virtually every major U.S. disaster for more than 20 years and we are well positioned to support your crisis needs no matter the geography.

**Courtney Ring**, VP Capture Management

1201 15<sup>th</sup> Street NW, Suite 600, Washington, DC 20005

713.898.6114

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

**Zencity****Booth 609**

Zencity is a cross-channel community insights and analytics platform that helps local government leaders leverage their residents' input and hear from all corners of their community so they can better connect to their community's heartbeat.

**Rory Vinokor**, Director of Business Development

1313 N. Market Street #5100, Wilmington, DE 19801

516.817.2484

[www.zencity.io](http://www.zencity.io)