

COUNTIES GOVERNING THE NEW NORMAL

VACo 88th Annual Conference November 13-15, 2022 Greater Richmond Convention Center



2025 2025 2024



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President's Welcome

It's my honor to welcome you to VACo's 88th Annual Conference. It is always a highlight of the year for me to spend time with my colleagues from across the state, and I hope you will take full advantage of this opportunity to exchange ideas with your peers.



As our conference theme so aptly describes the current situation in county government, we are indeed working in a "new normal," with considerable economic uncertainty, as well as changing expectations among our constituents and the county workforce that require us to be nimble and adaptable as we plan for the future. Fortunately, we have a strong community of county leaders, and we can learn from each other as we strive to improve the services that we deliver to our communities every day. I know my county has benefitted from other leaders' willingness to share their successes, as well as their lessons learned, and VACo provides a great forum for these discussions.

As President this year, I had the opportunity to spend time with local leaders from across the state, and I continue to be inspired by your creativity in solving problems and your deep love for your communities. I am confident that the Commonwealth will continue to rise to the challenges of the future with such dedicated public servants leading the way.

I would like to extend my appreciation to the VACo staff, who have been working for the last several months to make sure the conference is a valuable experience for you. I am grateful as well to all of our sponsors and exhibitors – we could not hold this event without their support. Please make sure to visit with them in the Exhibit Hall.

It has been an honor to serve as VACo President this year. I thank you for your support and your commitment to public service.

Enjoy the conference!

Meg S. Bohnhe

Meg G. Bohmke VACo President

Virginia is made up of 95 counties.

And we look forward to working for the benefit of each one.

Thanks in large part to local incentives—as well as to state incentives, extensive infrastructure, and location—Virginia consistently ranks among the nation's top states to conduct business. And our counties lead the way.

That's why we're dedicated to partnering at the local level, to drive economic growth, job creation, innovation, and more. Because we know it's only by working closely with each other that true and lasting progress can be made.



Actions Speak Louder

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47

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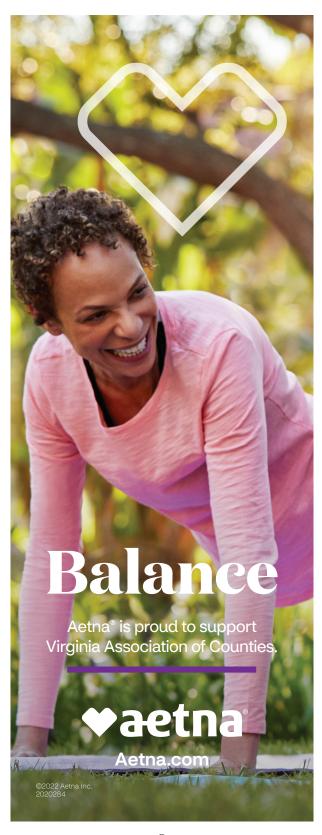
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Conference Information

Registration

Everyone attending the conference must register. This includes members, their families, guests, exhibitors, and news media representatives. No one will be admitted to any business or social function without a conference badge.

Registration will take place:

- 10 a.m. to 5 p.m. | Sunday, November 13
- 8 a.m. to 2 p.m. | Monday, November 14

VACo staff and volunteers will be at the registration desk during the hours listed above and will be happy to assist you. Notices are posted on a message board at the conference registration desk and in a marquee in the main lobby.

Legislative Program

VACo's annual legislative program is finalized and adopted during the conference. The eight steering committees meet Sunday afternoon, the Resolutions Committee meets Monday morning, and the membership acts on the 2023 Legislative Program during the annual business meeting on Tuesday morning.

The Preliminary Legislative Program was emailed to VACo members in October. Proposed amendments to the program should be available by Noon on Monday, November 14 at the Registration Desk. Proposals should go through the steering committee process. Additional copies are also available at the Annual Business Meeting on Tuesday morning.

Other Information

Voting Credentials

Article VI of the VACo bylaws provides that each county is to designate a representative of its Board of Supervisors to vote at the annual business meeting. However, the bylaws allow a county to designate a proxy to vote if a member of the Board of Supervisors cannot be present for this meeting. Counties should have received voting credential forms and proxy forms by mail in September. If you did not return your form to VACo in the mail, you can submit it to the VACo Credentials Committee at its meeting on Monday, November 14 at 1 p.m. in Room B16. You can also drop it off at the conference registration desk before the Credentials Committee meeting.

Election of Officers

The election of VACo Officers and Board members will take place at the annual business meeting Tuesday morning.



VACo 2023 Calendar

Rural Caucus Reception

January 18 | Omni Richmond Hotel

VACo Board of Directors Meeting

January 19 | Omni Richmond Hotel

VACo/VML/VAPDC Local Government Day

January 19 | Omni Richmond Hotel

VACo/VML Legislative Reception

January 19 | Omni Richmond Hotel

Board Chairpersons' Institute

January 20-21 | Omni Richmond Hotel

NACo Legislative Conference

February 11-14 | Washington Hilton | Washington, D.C.

VACo Regional Meetings

April to September | TBA

VACo Board of Directors Meeting

May 21 | TBA

NACo 2022 Annual Conference & Exposition

July 21-24 | Travis County | Austin, Texas

VACo County Officials' Summit

August 17 | TBA

VACo Board of Directors Meeting

August 18 | TBA

VACo 88th Annual Conference

November 12-14 | The Omni Homestead

VACo Board of Directors Meeting

November 12 | The Omni Homestead

Conference Sponsors

VACo thanks the following companies that have contributed to the conference through their sponsorship.

Platinum Sponsors



Actions Speak Louder

DOMINION ENERGY

Sunday Evening Opening Reception



BLUE LINE SOLUTIONS, LLC

Board of Directors Meeting



ROBINSON, FARMER, COX ASSOCIATES

President's Reception



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Opening General Session



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Greater Richmond Convention Center Welcome Sign

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The Exhibit Hall Lounge



OneDigital

The Exhibit Hall Lounge | Banquet Wine



WAYPOINT360

Fresh Artesian Spring Water Bottled at the Source by Virginia Artesian Bottling Co.



VIRGINIA AMERICAN WATER Sunday Afternoon Coffee Break





Draper Aden, Now TRC Monday Morning Coffee Break



NATIONWIDE RETIREMENT SOLUTIONS

Monday Afternoon Coffee Break



Rx 'n Go

Monday Afternoon Coffee Break

Exhibit Hall

The exhibit hall will be open from **2 p.m. to 5:30 p.m.** on Sunday, November **13** and will reopen at **8:30 a.m.** on Monday, November **14**.

Please take this opportunity to thank, network, and speak with our knowledgeable exhibitors in the Exhibit Hall.

The Exhibitor Drawing is at 1:45 p.m. on Monday. You must be present to win, so make time in your schedule to attend. To enter, have the card in your registration packet marked by each exhibitor and place your completed card in the drum at the back of the Exhibit Hall by 1:30 p.m. on Monday. Exhibitors not participating are indicated on the drawing card.

Immediately following the Exhibitor Drawing, the name of one lucky exhibitor will be drawn for a free booth at the 2023 annual conference. The exhibitor must be present to win.

Wilhi

Enjoy free basic WiFi access throughout the Greater Richmond Convention Center for email and basic web browsing. VACo Premier Partner, Aetna, is sponsoring the Wifi at the Marriott Hotel. Visit **Aetna** at Booth 406.



Conference Schedule

Saturday, November 12

Tours of Regional Projects

2 p.m.

VACo Budget Committee Meeting

4 p.m. • Room B16

VAcorp Board of Directors Meeting

5 p.m. • Room B15a

Sunday, November 13

Nondenominational Worship Service

7:30 a.m. - 8:30 a.m. • Room B16

Exhibitor Setup

8 a.m. - 2 p.m. • Grand Ballroom BC

VACo Board of Directors

9 a.m. • Room B15a

Sponsored by Blue Line Solutions, LLC

Sponsored by National Association of Counties

VAcorp Annual Business Meeting

10 a.m. • Room B17

Annual Conference Registration

10 a.m. - 5 p.m. • Grand Ballroom B21B

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Sunday, November 13

Marriott Elevator Wrap: ABM Building Services

Marriott Hotel Welcome Sign: Energix

Renewables

Greater Richmond Convention Center

Welcome Sign: LUMOS

Floor Directional Decals to Breakout Sessions:

A. Morton Thomas and Associates, Inc.

Sunday Afternoon Refreshment Break

1 p.m. - 4:15 p.m. • Grand Ballroom BC **Sponsored by** Virginia American Water

Steering committee meetings

1 p.m. - 2:30 p.m.

- Education Room B15a
- Economic Development and Planning Room B15b
- Environment and Agriculture Room B17
- Finance Room B15c

Sunday Afternoon Social - Beverages & Refreshments

2 p.m. - 5 p.m. • Grand Ballroom BC **Sponsored by** Moseley Architects

Exhibit Hall Opens

2 p.m. - 5:30 p.m. • Grand Ballroom BC

Lounge Sponsored by EA Engineering, Science, and Technology, Inc., PBC

Lounge Sponsored by OneDigital

Steering committee meetings

2:45 p.m. - 4:15 p.m.

- Energy Room B15b
- General Government Room B15a
- Health and Human Resources Room B15c
- Transportation Room B17

Sunday, November 13

Regional Caucuses to Nominate Representatives to VACo Board of Directors

4:30 p.m. - 5:30 p.m.

Region 1 • Room B15c

Region 3 • Room B15b

Region 5 • Room B11

Region 6 • Room B12

Region 7 • Room B14

Region 8 • Room B15a

Region 10 • Room B16

Region 11 • Room B13

Region 12 • Room B17

Sunday Evening Opening Reception

5:30 p.m. - 6:30 p.m. • Marriott Capital Ballroom **Sponsored by** Dominion Energy

Banquet

(Must have ticket to attend)
6:30 p.m. • Marriott Grand Ballroom
Sponsored by ColonialWebb Contractors
Sponsored by PMA Architecture
Sponsored by OneDigital

PRESIDING: The Honorable **Meg G. Bohmke**, President, Virginia Association of Counties, and Supervisor, Stafford County

Sponsors Hospitality Suites

8 p.m.

SHOWCASE SOLUTIONS

Platinum Sponsors Showcase
Solutions Series
Location - Governor's Room/B20
Date - November 13 & 14

Resolutions Committee

7 a.m. - 8:15 a.m. • Room B15a

Exhibit Hall Opens

7:30 a.m. • Grand Ballroom BC

Lounge Sponsored by: EA Engineering, Science,

and Technology, Inc., PBC

Lounge Sponsored by: One Digital

Breakfast

7:30 a.m. • Grand Ballroom BC

Annual Conference Registration

8 a.m. - 2 p.m. • Grand Ballroom B21B Foyer

Monday Morning Coffee Break

8:15 a.m. • Grand Ballroom BC

Sponsored by Aqua Virginia, Inc.

Sponsored by Draper Aden, now TRC

OPENING GENERAL SESSION

8:30 a.m. - 9:45 a.m. • Grand Ballroom B21A **Sponsored by** All Points Broadband

PRESIDING: The Honorable **Meg G. Bohmke**, President, Virginia Association of Counties, and Supervisor, Stafford County

COLOR GUARD PRESENTATION: Chesterfield County Sheriff's Honor Guard

TOP 3 ACHIEVEMENT AWARDS

KEYNOTE SPEAKER: The Honorable **Denise Winfrey** NACo President, and Member, Joliet
Township Board, Illinois

 KEYNOTE SPEAKERS 3 STORIES OF HOW LOCAL PROGRAMS **IMPACTED THE LIVES OF 3 LEADERS**

MODERATOR: Dean Lynch. Executive Director.

Virginia Association of Counties

SPEAKERS PANEL: The Honorable Mike Sturgill, Supervisor, Smyth County; Bryan Hill, County Executive, Fairfax County; James A. Smith Jr., Director of Parks, Recreation and Tourism, Louisa County

There are countless stories of how local programs have improved and positively altered the lives of many of our youth and residents. These are 3 such stories. Each member of the panel benefitted from local programs that helped propel them to the successes they earned along the way. Those early lessons, the people who taught them, and the love and support they provided, steered





our panel members to a work life of local government service. They returned to give back.

CONCURRENT SESSIONS

10 a.m - 11:15 a.m.

AV Sponsors: Trane/GreeneHurlocker/BILT Group and The Teneo Group

STATE BUDGET PREVIEW: NAVIGATING A **CHANGING ECONOMIC LANDSCAPE | Grand**

Ballroom B21A

MODERATOR: The Honorable Jim Icenhour,

Supervisor, James City County

SPEAKER: James J. Regimbal, Jr., Principal, Fiscal

Analytics

What should counties expect in the

revisions to the biennium budget that will be under discussion next session? This session offers a preview of the key elements under consideration, as well as an analysis of the economic factors that will underpin state revenue forecasts and spending decisions.

TRANSFORMATIONS IN AGRICULTURE AND FORESTRY | Room B20

MODERATOR: The Honorable Terri T. Catlett,

Vice Chair, Clarke County

SPEAKERS: Joseph Guthrie, Commissioner, Virginia Department of Agriculture and Consumer Services; and **Rob Farrell,** State Forester, Virginia Department of Forestry

Virginia agriculture and forestry have a combined annual economic impact of over \$91 billion and provide more than 334,000 jobs, comprising 9.5 percent of the state's total gross domestic product. This session will explore how Virginia's number one industry is positioning itself to keep these sectors vibrant through initiatives to expand both infrastructure and markets. Additionally, speakers will address how the state can accommodate competing demands for new development, including large-scale solar facilities, without compromising the ability of Virginia's landscape to provide food and fiber products.

TRANSPORTATION IN THE COMMONWEALTH | Room B15b

MODERATOR AND SPEAKER: The Honorable Phil C. North, Supervisor, Roanoke County SPEAKERS: W. Sheppard (Shep) Miller III, Secretary of Transportation, Commonwealth of Virginia, and Chair, Commonwealth Transportation Board; The Honorable Kevin P. Carroll, Supervisor, Chesterfield County,

and Member, Central Virginia Transportation Authority

Connection is everything in today's world. Connection with friends, family, and things we love to do. What is transportation if not connection? As Virginia grows and continues to be the best place to visit, live and raise a family, our transportation needs are constantly changing. Please join us in a discussion highlighting the local, regional and Commonwealth wide view of transportation. The discussion focuses on where transportation stands today, and where it may be going.

MEDIATORS, FACILITATORS, AND OTHER CONSULTANTS – WHY DO I NEED THEM? | Room B15c

MODERATOR: Dean Lynch, Executive Director, Virginia Association of Counties

SPEAKERS: Suzette Denslow, Consultant and Mediator; **Cynthia E. Hudson**, Esquire, Sands Anderson PC; and **Charles Hartgrove**, Director, University of Virginia Institute of Government

In the normal course of running a government, there are many situations that come up that you don't have the expertise to handle. How do you know when you should gather the best minds in the government building or the community to tackle the situation, and when you should look to outside experts to help? Why would you hire a mediator? When would you ask for help from a neighboring jurisdiction? Would a state University be able to help? Listen to our three panelists discuss the pros and cons of hiring "outside experts" as they offer some practical advice and guidance.

CONCURRENT SESSIONS

11:30 a.m - 12:45 p.m.

TAX POLICY, THE STATE BUDGET, AND THE STATE-LOCAL PARTNERSHIP: LEGISLATIVE PERSPECTIVES

| Grand Ballroom B21A

MODERATOR: The Honorable **Dan Storck**, Supervisor, Fairfax County

Supervisor, Fairlax County

SPEAKERS: The Honorable **George L. Barker**, 39th Senate District; The Honorable **Emmett W. Hanger, Jr.**, 24th Senate District; The Honorable **Terry G. Kilgore**, House Majority Leader and 1st House District

Tax policy is expected to remain a topic of major focus during the 2023 legislative session. This session will feature legislative leaders who will shape these conversations, as well as decisions about spending priorities in crafting amendments to the biennium budget.

MEETING THE NEED FOR HOUSING | Room B20

MODERATOR: The Honorable Libby Garvey,

Member, Arlington County

SPEAKERS: The Honorable **Barbara A. Favola**, 31st Senate District; and **Susan Dewey**, Chief Executive Officer, Virginia Housing

Prior to the current crunch in housing supply, Virginia has been investing and employing strategies to meet a range of housing needs in terms of affordability and livability for various groups, including low-income, workforce, and special needs communities. Inflation, material shortages, and lack of skilled labor have contributed to a situation that now affects all Virginians in the ability to attain and sustain living space. This session will explore the policy and strategy options for addressing these needs, and the role counties can play in partnering with federal, state, and private sector partners in meeting them.

SPORTS TOURISM BOOMS IN VIRGINIA | Room B15b

MODERATOR AND SPEAKER: The Honorable **Christopher M. Winslow**, Chair, Chesterfield County

SPEAKERS: Dennis Bickmeier, Executive Director, Henrico County Sports and Entertainment Authority; and Michael Rojas, Sports Tourism Manager, Prince William County, and Member, SportsNOVA

It doesn't matter whether it's summer or winter or spring or fall – it's always sports season in Virginia. Sporting events are driving tourism in the Commonwealth and some counties are investing in that trend. See what counties are doing to bring sports excitement – and dollars – to their community.

EMERGING CHALLENGES IN CYBERSECURITY |

Room B15c

MODERATOR: The Honorable Victor S. Angry, Supervisor, Prince William County

SPEAKERS: Aliscia Andrews, Deputy Secretary of Homeland Security, Commonwealth Virginia; Chris Carey, Administrator, VAcorp; John Harrison Director of Information Technology, Franklin County, and President, VaLGITE

In the past three years, there has been a 100% increase in cybersecurity incident claims. In 2021 alone, risk insurers paid out claims on more than 8,100 incidents. Legislation enacted during the 2022 session of the General Assembly now requires public bodies to report cybersecurity incidents to the Virginia Fusion Center within 24 hours from when the incident was discovered. This panel will discuss emerging trends in cybersecurity and the challenges facing local governments and ways in which they can protect themselves.

Deli Luncheon

12:45 p.m. - 1:45 p.m. • Grand Ballroom BC Sponsored by AES Sponsored by Amazon Web Services Sponsored by Energix Renewables Sponsored by Strata Clean Energy

VLGMA Luncheon

12:45 p.m. - 1:45 p.m. • Room B15a (Must have ticket to attend)

SPEAKER: Todd Weinstein, Chief Deputy

Director, Department of Housing and Community

Development

Credentials Committee

1 p.m. • Room B16

Monday Afternoon Break

1 p.m. • Grand Ballroom BC

Sponsored by Rx 'n Go

Sponsored by Nationwide Retirement Solutions

Exhibitor Drawing

1:45 p.m. • Grand Ballroom BC

CONCURRENT SESSIONS

2:45 p.m - 4 p.m.

K-12 EDUCATION FUNDING AND INITIATIVES |

Grand Ballroom B21A

MODERATOR: The Honorable Kathy Smith,

Supervisor, Fairfax County

SPEAKERS: The Honorable Jennifer L.

McClellan, 9th Senate District; The Honorable

Terry Kilgore, Majority Leader, House of

Delegates, and 1st House District; The Honorable

Carrie E. Coyner, 62nd House District.

Funding for k-12 education often constitutes the plurality, if not the majority of a county government's budget. Issues like school

construction and modernization, teacher and school staff salaries, funding for support positions, and early childcare options are all important in ensuring that students across the Commonwealth have access to a quality public education. Come join this panel of state legislators as they discuss recent education related actions by the General Assembly and preview the 2023 session.

THE NEW ENERGY INFRASTRUCTURE | Room B20

MODERATOR: The Honorable Billy W. Martin,

Supervisor, Botetourt County

SPEAKERS: The Honorable Richard C. (Rip)
Sullivan, Jr., 48th House District; William L.
"Bill" Murray, Senior Vice President—Corporate
Affairs & Communications, Dominion Energy

The electric grid, from power to transmission and distribution, will undergo an historic transformation in the decades ahead. Large scale solar and wind installations, as well distributed sources of renewable such as rooftop solar, will necessitate significant investments and upgrades to electric lines, switching stations, and substations. Additionally, this new infrastructure must accommodate the expected rise in electric vehicles (EVs), with the need to provide ubiquitous charging stations and increased power demands during traditionally off-peak hours when EVs will be charging. This session will provide an overview along with expected impacts, challenges, and opportunities.

KEY ISSUES IN SOCIAL SERVICES: CHALLENGES AND OPPORTUNITIES | Room B15b

MODERATOR: The Honorable Pamela Carter,

Supervisor, Augusta County

SPEAKERS: Dr. Danny TK Avula, Commissioner, Virginia Department of Social Services; **Carl**

Ayers, Deputy Commissioner for Human Services, Virginia Department of Social Services; Mira Signer, Special Advisor, Safe and Sound Task Force; Rebecca J. Morgan, M.Ed., Director, Middlesex Department of Social Services and President, Virginia League of Social Services Executives

Important efforts are underway to improve how Virginia meets the needs of some of its most vulnerable residents, including significant work to ensure that children in foster care are placed with families. At the same time, local departments of social services are struggling with staff recruitment and retention. Join state and local leaders for a discussion of the challenges facing local departments as well as potential solutions under discussion to support local staff and enhance service delivery.

VACo/VSBA COLLABORATIVE LEADERSHIP IN EDUCATION | Room B15c

MODERATOR: The Honorable Ruth Larson,
Second Vice President, Virginia Association of
Counties, and Supervisor, James City County
SPEAKERS: The Honorable Meg Bohmke,
President, Virginia Association of Counties, and
Supervisor, Stafford County; The Honorable
Teddy D. Martin II, President, Virginia School
Boards Association, and Vice Chairman, Henry
County School Board; Jeremy R. Bennett,
Director of Intergovernmental Affairs, Virginia
Association of Counties; J.T. Kessler, Director
of Legislative Services, Virginia School Boards
Association

Local Government and elected officials are responsible for managing and funding K-12 education throughout Virginia. This panel discussion will focus on the unique relationship between local governing bodies and school

boards, as well as the partnership and collaboration between the Virginia Association of Counties and Virginia School Boards Association as they advocate on behalf of their members to improve the quality of education.

Nominations Committee

4 p.m. • Room B17

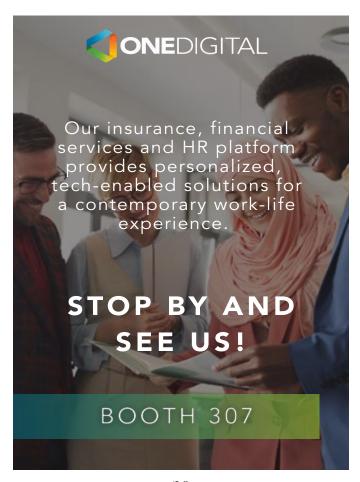
President's Reception

5:45 p.m. - 7 p.m. • Marriott Grand E

Sponsored by Robinson, Farmer, Cox Associates

Sponsors Hospitality Suites

8 p.m.



Tuesday, November 15

Breakfast

7:30 a.m. • Grand Ballroom B21A

Tuesday Morning Coffee Break

8:45 a.m. • Grand Ballroom B21A Foyer

Sponsor: VAcorp

Sponsor: VML/VACo Finance

CLOSING GENERAL SESSION

9 a.m. • Grand Ballroom B21A

PRESIDING: The Honorable **Meg G. Bohmke**, President, Virginia Association of Counties, and Supervisor, Stafford County

KEYNOTE SPEAKER • Bob Holsworth, Managing Partner, DecideSmart

Prior to joining the firm, Bob was the Founding Director of the Center for Public Policy and the L. Douglas Wilder School of Government and Public Affairs



at Virginia Commonwealth University. He also served as Dean of the College of Humanities and Sciences – the largest unit of the 31,000-student university.

Bob serves on the VCU Board of Visitors. He received his BA from Seton Hall University and his PhD from the University of North Carolina at Chapel Hill.

ANNUAL BUSINESS MEETING

10 a.m. • Grand Ballroom B21A

Adoption of Legislative Program

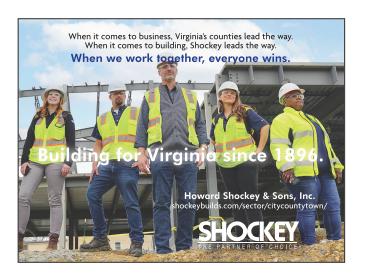
Election of New VACo President and Officers

ADJOURNMENT/CHECK OUT

WE KEEP LIFE FLOWING

Virginia American Water is the largest water company in the state, serving approximately 339,000 people in 26 communities. Our 135 highly-skilled professionals are dedicated to providing safe, reliable drinking water and wastewater service. Learn more at virginiaamwater.com.









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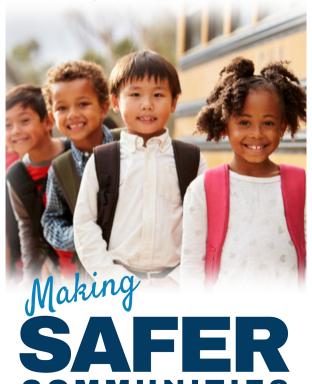






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Steering Committees

Members are listed in order by their VACo region. (C)-Chair; (VC)-Vice Chair

ECONOMIC DEVELOPMENT AND PLANNING

1	Susan Seward	Sussex County
1	Jeffrey Stoke	Prince George County
2	Ashley Chriscoe	Gloucester County
2	Lud Kimbrough	Middlesex County
2	Ruth Larson	James City County
2	Melissa Mason	Mathews County
2	Sheila Noll	York County
3	Daniel Schmitt	Henrico County
4	Belinda Astrop	Greensville County
4	Harrison Moody	Dinwiddie County
4	Douglas Stanley	Prince Edward County
5	Thomas Miles-VC	Buckingham County
7	Annie Cupka	King George County
7	Anthony Toigo	Stafford County
8	Pete Candland	Prince William County
8	Michael Turner	Loudoun County
8	Margaret Franklin-C	Prince William County
9	Casey Armstrong	Rockingham County
9	Jeremy Bryant	Amherst County
9	Gerald Garber	Augusta County
9	James Griffith	Alleghany County
10	Steven Sandy	Franklin County
10	Lorie Smith	Franklin County
11	Mickey Johnson	Bedford County
11	Phil North	Roanoke County
12	Ronnie Collins	Carroll County
12	Eric Workman	Bland County
13	Michael Hatfield	Grayson County
	1 2 2 2 2 2 2 3 4 4 5 7 7 8 8 8 9 9 9 10 11 11 12 12 12 12 12	1 Jeffrey Stoke 2 Ashley Chriscoe 2 Lud Kimbrough 2 Ruth Larson 2 Melissa Mason 2 Sheila Noll 3 Daniel Schmitt 4 Belinda Astrop 4 Harrison Moody 4 Douglas Stanley 5 Thomas Miles-VC 7 Annie Cupka 7 Anthony Toigo 8 Pete Candland 8 Michael Turner 8 Margaret Franklin-C 9 Casey Armstrong 9 Jeremy Bryant 9 Gerald Garber 9 James Griffith 10 Steven Sandy 10 Lorie Smith 11 Mickey Johnson 11 Phil North 12 Ronnie Collins 12 Eric Workman

EDUCATION

1	Donald Hart	Accomack County
2	Jason Bellows	Lancaster County
2	Sidney Johnson	Essex County
2	Ruth Larson	James City County
3	Frank Thornton	Henrico County
4	Belinda Astrop	Greensville County
4	Mark Moore	Dinwiddie County
4	Odessa Pride-VC	Prince Edward County

4 Alfonzo Seward **Brunswick County** 5 **Donald Bryan Buckingham County** 5 **Ernie Reed Nelson County** 5 Mike Sheridan Fluvanna County 6 **Robert Wells** Frederick County 6 **Timothy Taylor** Shenandoah County 7 **Jeffrey Black** Caroline County 7 Meg Bohmke Stafford County **Richard Granger** 7 King George County Matt de Ferranti **Arlington County** 8 8 Margaret Franklin Prince William County 8 **Kathy Smith-C** Fairfax County 9 William Kyger **Rockingham County Scott Seaton** Augusta County 9 10 Mary Biggs Montgomery County 11 Martha Hooker Roanoke County 12 Adam Kidd **Bland County**

ENERGY

1	Susan Seward	Sussex County
2	Sherrin Alsop	King & Queen County
2	Ashley Chriscoe	Gloucester County
3	Canova Peterson-VC	Hanover County
4	Tracy Gee	Lunenburg County
5	Ann Mallek	Albemarle County
6	Amber Foster	Madison County
6	Beverly McKay	Clarke County
7	Cathy Binder	King George County
7	Jeff Black	Caroline County
7	Jim Crozier	Orange County
8	Matt de Ferranti	Arlington County
8	Dan Storck	Fairfax County
9	Gerald Garber	Augusta County
9	Sallie Wolfe-Garrison	Rockingham County
10	April DeMotts	Montgomery County
10	Lauren Yoder	Floyd County
11	Gary Larrowe	Botetourt County
11	Billy Martin	Botetourt County
13	J.H. Rivers	Wise County
13	Charles Stacy-C	Tazewell County

ENVIRONMENT AND AGRICULTURE

4	Taylor Harvie	Amelia County
4	Dexter Jones	Amelia County
4	Harrison Moody	Dinwiddie County

5	Ann Mallek	Albemarle County
5	Ernie Reed	Nelson County
6	Robert Wells	Frederick County
7	Cathy Binder	King George County
7	Jeff Stonehill	King George County
8	Gwen Kennedy	Loudoun County
8	Jeanine Lawson	Prince William County
8	Michael Turner-C	Loudoun County
9	Dewey Ritchie	Rockingham County
9	Michael Shull	Augusta County
9	Sallie Wolfe-Garrison	Rockingham County
10	April DeMotts	Montgomery County
10	Clifton Tweedy	Campbell County
11	Billy Martin	Botetourt County
12	John Fant	Grayson County

FINANCE

2	Ashley Chriscoe	Gloucester County
2	James Icenhour, JrV	C James City County
3	Christopher Harris	Chesterfield County
3	Brandon Hinton	Henrico County
4	Sherman Vaughn	Nottoway County
6	Robert Wells	Frederick County
7	Christian Goodwin	Louisa County
8	Michelle Attreed	Prince William County
8	Juli Briskman	Loudoun County
8	Matt de Ferranti	Arlington County
8	Dan Storck-C	Fairfax County
9	Trish Davidson	Rockingham County
9	Butch Wells	Augusta County
9	Jennifer Whetzel	Augusta County
10	Clyde DeLoach	Patrick County
10	Craig Meadows	Montgomery County
10	Christopher Whitlow	Franklin County

GENERAL GOVERNMENT

1	Joel Acree	Isle of Wight County
3	Patricia O'Bannon	Henrico County
3	Christopher Winslow	-C Chesterfield County
4	Walter Biley	Charlotte County
4	Harrison Moody	Dinwiddie County
4	Alfonzo Seward	Brunswick County
4	Charlette Woolridge	Greensville County
5	Eric Dahl	Fluvanna County
6	Bradley Pollack	Shenandoah County

7	Lee Frame	Orange County
7	Jeff Stonehill	King George County
7	Ted Voorhees	Orange County
8	Victor Angry-VC	Prince William County
8	Penny Gross	Fairfax County
8	Koran Saines	Loudoun County
9	Thomas Miller	Rockingham County
9	Jeffrey Slaven	Augusta County
10	Linda DeVito	Floyd County
13	JH Rivers	Wise County

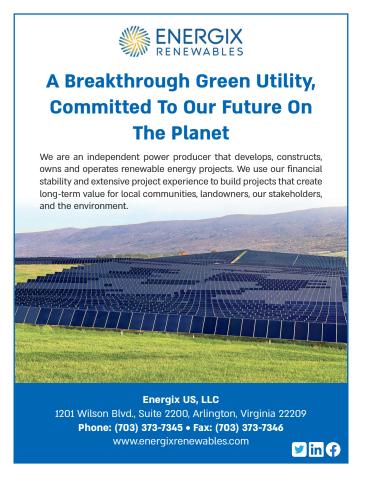
HEALTH AND HUMAN RESOURCES

1	Judy Lyttle-VC	Surry County
2	Sherrin Alsop	King and Queen County
2	Rebecca Morgan	Middlesex County
3	Dr. James Worsley	Chesterfield County
4	Belinda Astrop	Greensville County
4	Brenda Ebron-Bonner	Dinwiddie County
4	Helen Simmons	Nottoway County
7	Meg Bohmke	Stafford County
7	Lee Frame	Orange County
8	Andrea Bailey	Prince William County
8	Elijah Johnson	Prince William County
8	Phyllis Randall	Loudoun County
9	Mike Breeden	Rockingham County
9	Pam Carter-C	Augusta County
9	Rick Chandler	Rockingham County
9	Suzanne Adcock-Nicel	y Alleghany County
10	Clyde DeLoach	Patrick County
11	Andy Crawford	Bedford County
11	Lana Mullins	Scott County

TRANSPORTATION

	1	Floyd Brown	Prince George County
	1	T.J. Webb	Prince George County
	3	Tyrone Nelson	Henrico County
	3	Canova Peterson	Hanover County
4	4	William Chavis	Dinwiddie County
4	4	Glanzy Spain, Jr.	Mecklenburg County
4	4	Douglas Stanley	Prince Edward County
(6	Robert Wells	Frederick County
•	7	Jim Crozier	Orange County
	8	Kristen Umstattd-VC	Loudoun County
	8	James Walkinshaw	Fairfax County

8	Ann Wheeler	Prince William County
9	Tim Fitzgerald	Augusta County
9	Stephen King	Rockingham County
9	Steve Morelli	Augusta County
10	Jerry Boothe	Floyd County
10	Steven Sandy	Franklin County
11	Richard Caywood	Roanoke County
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13	Robert Adkins	Wise County



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 Ruth Larson
 Matt de Ferranti
 Billy Kyger
 Craig Meadows
 Accomack County
 James City County
 Arlington County
 Rockingham County
 Montgomery County

CONFERENCE PLANNING

Jason Bellows
 Ruth Larson
 Sheila Noll
 Meg Bohmke-C
 Mary Biggs
 Lancaster County
 James City County
 York County
 Stafford County
 Montgomery County

NOMINATIONS

1 **Judy Lyttle** Surry County 2 **Sherrin Alsop** King and Queen County 3 **Frank Thornton** Henrico County **Harrison Moody** 4 **Dinwiddie County** Mike Sheridan 5 Fluvanna County **Tony Carter** 6 Warren County 7 Meg Bohmke Stafford County 8 **Penny Gross-C** Fairfax County 9 **Billy Kyger Rockingham County** 10 Mary Biggs Montgomery County 11 Phillip North Roanoke County 12 Saul Hernandez Washington County 13 Larry Mosley Lee County

RESOLUTIONS

1 **Donald Hart Accomack County** 2 **Jason Bellows** Lancaster County 2 **Judy Lyttle** Surry County 2 James Icenhour James City County 2 **Ruth Larson** James City County 3 **Canova Peterson Hanover County Christopher Winslow Chesterfield County** 4 **Odessa Pride** Prince Edward County 5 **Ann Mallek** Albemarle County 5 **Buckingham County Thomas Miles** 7 Meg Bohmke Stafford County

8 **Victor Angry** Prince William County 8 **Margaret Franklin** Prince William County Jeff McKay 8 Fairfax County 8 Kathy Smith Fairfax County 8 **Dan Storck** Fairfax County 8 Michael Turner Loudoun County 8 Kristen Umstattd Loudoun County 9 Pamela Carter **Augusta County** 11 Phil North Roanoke County

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PICTURED Rivermont Fire Station, Warren County; Young-Laine Courts, Isle of Wight County; McLean District Police Station and Governmental Center, Fairfax County.



Is your County looking for a simple way to lower Pharmacy costs while improving benefits?

Rx 'n Ge works with Self-Funded Counties to provide a benefit with ~1,300 maintenance medications at \$0 copayment, shipped right to members' homes! Rx 'n Go does not replace your existing PBM program, rather, it wraps around to provide another great benefit option to help with budgetary cost containment.

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Compliment to existing PBM



COMPLIANCE

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Rx 'n Co provides prescription drug cost savings to both the employer and employees. Employer only pags when the propose are not enterpressed to the propose are no set up costs or administration fees, or PPM costs associated with the Rx 'n Co Program Rx' 'n Cow Illiago provided marketing materials such as email campaigns, posters, home mailers, presentations free of charge at the Client's require.

As an increasing number of employers are implementing consumer driven health plan designs implementing consumer driven health plan designs implemented to the consumer of the

Studies show that people using home delivery for their prescription medication needs are generally more compliant. Increased medication compliance leads to improved employee productivity, lower absenteeism, and most importantly, fewer emergency room visits / hospital admissions.

Are you frustrated with seeing the cost of prescriptions go up each year? Interested in learning if Rx 'n Go is a good fit for your County?

Rx 'n Go can work with your Benefit Consultant and County Team to provide a Savings Analysis to show what the impact to the budget would be compared to existing Rx spend. We find County HR teams are exciting to provide better benefits to members with \$0 copayment for maintenance medications!

<u>Contact:</u> Robert Gilmore, CEO, <u>rob@rxngo.com</u> or Claire Gilmore, Account Management <u>Claire@rxngo.com</u>



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At-A-Glance 2022

Sunday, November 13

Nondenominational Worship Service

7:30 a.m. - 8:30 a.m. • Room B16

Exhibitor Setup

8 a.m. - 2 p.m. • Grand Ballroom BC

VACo Board of Directors

9 a.m. • Room B15a

Sponsored by Blue Line Solutions, LLC

Sponsored by National Association of Counties

VAcorp Annual Business Meeting

10 a.m. • Room B17

Annual Conference Registration

10 a.m. - 5 p.m. • Grand Ballroom B21B Foyer

Name Badge Lanyards Sponsor and Wi-Fi Sponsor:

Aetna

Conference Tote Bags Sponsor: Moseley Architects Marriott Key Cards Sponsor: Pierce Group Benefits

Hilton Key Cards Sponsor: Truist

Artesian Spring Water Bottles Sponsor: Waypoint360

Marriott Elevator Wrap: TSI - Your Technology Partner

Marriott Elevator Wrap: ABM Building Services
Marriott Hotel Welcome Sign: Energix Renewables

Greater Richmond Convention Center Welcome Sign:

lumos

Floor Directional Decals to Breakout Sessions: A.

Morton Thomas and Associates, Inc.

Wi-Fi (Marriott): Aetna

Sunday Afternoon Refreshment Break

1 p.m. - 4:15 p.m. • Grand Ballroom BC

Sponsored by Virginia American Water

Steering Committee Meetings

1 p.m. - 2:30 p.m.

- Education Room B15a
- Economic Development & Planning Room B15b
- Environment & Agriculture Room B17
- Finance Room B15c

Sunday, November 13

Sunday Afternoon Social - Beverages & Refreshments

2 p.m. - 5 p.m. • Grand Ballroom BC

Sponsored by Moseley Architects

Exhibit Hall Opens

2 p.m. - 5:30 p.m. • Grand Ballroom BC

Exhibit Hall Lounge Sponsored by EA Engineering,
Science, and Technology, Inc., PBC

Exhibit Hall Lounge Sponsored by OneDigital

Steering Committee Meetings

2:45 p.m. - 4:15 p.m.

- Energy Room B15b
- General Government Room B15a
- Health & Human Resources Room B15c
- Transportation Room B17

Regional Caucuses to Nominate Representatives to VACo Board of Directors

4:30 p.m. - 5:30 p.m.

Region 1 • Room B15c

Region 3 • Room B15b

Region 5 • Room B11

Region 6 • Room B12

Region 7 • Room B14

Region 8 • Room B15a

Region 10 • Room B16

Region 11 • Room B13

Region 12 • Room B17

Sunday Evening Opening Reception

5:30 p.m. - 6:30 p.m. • Marriott Capital Ballroom Sponsored by Dominion Energy

Banquet

(Must have ticket to attend)

6:30 p.m. • Marriott Grand Ballroom

Sponsored by PMA Architects

Sponsored by ColonialWebb

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8 p.m.

Monday, November 14

Resolutions Committee

7 a.m. - 8:15 a.m. • Room B15a

Exhibit Hall Opens

7:30 a.m. • Grand Ballroom BC

Breakfast

7:30 a.m. • Grand Ballroom BC

Annual Conference Registration

8 a.m. - 2 p.m. • Grand Ballroom B21B Foyer

Monday Morning Coffee Break

8:15 a.m. • Grand Ballroom BC

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OPENING GENERAL SESSION

8:30 a.m. • Grand Ballroom B21A

Sponsored by ALL POINTS BROADBAND

PRESIDING: The Honorable **Meg G. Bohmke**, President, Virginia Association of Counties, and Supervisor, Stafford County

KEYNOTE SPEAKERS

Chesterfield County Sheriff's Honor Guard Presentation

The Honorable **Denise Winfrey**, NACo President, and Member, Will County (IL)

Top 3 Achievement Awards Recognitions

3 Stories of How Local Programs Impacted the Lives of 3 Leaders

CONCURRENT SESSIONS

10 a.m - 11:15 p.m.

AV Sponsors: Trane/GreeneHurlocker/BILT Group and The Teneo Group

STATE BUDGET PREVIEW: NAVIGATING A
CHANGING ECONOMIC LANDSCAPE • Grand
Ballroom B21A

Monday, November 14

TRANSFORMATIONS IN AGRICULTURE AND FORESTRY • Room B20

TRANSPORTATION IN THE COMMONWEALTH • Room B15b

MEDIATORS, FACILITATORS, AND OTHER
CONSULTANTS - WHY DO I NEED THEM? ● Room
B15c

CONCURRENT SESSIONS

11:30 a.m - 12:45 p.m.

TAX POLICY, THE STATE BUDGET, AND THE STATE-LOCAL PARTNERSHIP: LEGISLATIVE PERSPECTIVES

Grand Ballroom B21A

MEETING VIRGINIA'S NEED FOR HOUSING ● Room B20

SPORTS TOURISM BOOMS IN VIRGINIA • Room B15b

EMERGING CHALLENGES IN CYBERSECURITY • Room B15c

Deli Luncheon

12:45 p.m. - 1:45 p.m. • Grand Ballroom BC Sponsored by AES Sponsored by Amazon Web Services Sponsored by Energix Renewables Sponsored by Strata Clean Energy

VLGMA Luncheon

12:45 p.m. - 1:45 p.m. • Room B15a (Must have ticket to attend)

The VLGMA Luncheon is a ticketed event for county managers and key members of their management teams.

SPEAKER: Todd Weinstein, Chief Deputy Director, Department of Housing and Community Development

Monday, November 14

Credentials Committee

1 p.m. • Room B16

Monday Afternoon Break

1 p.m. • Grand Ballroom BC

Sponsored by Rx 'n Go

Sponsored by Nationwide Retirement Solutions

Exhibitor Drawing

1:45 p.m. • Grand Ballroom BC

CONCURRENT SESSIONS

2:45 p.m - 4 p.m.

K-12 EDUCATION FUNDING AND INITIATIVES •

Grand Ballroom B21A

THE NEW ENERGY INFRASTRUCTURE • Room B20

KEY ISSUES IN SOCIAL SERVICES: CHALLENGES AND OPPORTUNITIES • Room B15b

VACo/VSBA COLLABORATIVE LEADERSHIP PROGRAM ◆ Room B15c

Nominations Committee

4 p.m. • Room B17

President's Reception

5:45 p.m. - 7 p.m. • Marriott Grand E

Sponsored by Robinson, Farmer, Cox Associates

Sponsors Hospitality Suites

8 p.m.

Tuesday, November 15

Breakfast

7:30 a.m. • Grand Ballroom B21A

Tuesday Morning Coffee Break

8:45 a.m. • Grand Ballroom B21A Foyer

Sponsor: VAcorp

Sponsor: VML/VACo Finance

CLOSING GENERAL SESSION

10:30 a.m. • Grand Ballroom B21A

PRESIDING: The Honorable **Meg G. Bohmke**, President, Virginia Association of Counties, and Supervisor, Stafford County

KEYNOTE SPEAKER •

Bob Holsworth, DecideSmart

ANNUAL BUSINESS MEETING

9 a.m. • Grand Ballroom B21A

PRESIDING: The Honorable **Meg G. Bohmke**, President, Virginia Association of Counties, and Supervisor, Stafford County

Adoption of Legislative Program

Election of New VACo President and Officers

ADJOURNMENT/CHECK OUT

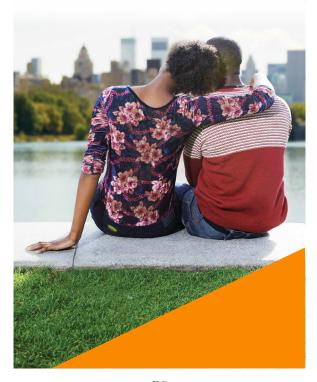




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We are committed to the US economy and therefore procure the majority of our equipment here in the U.S.



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ENVIRONMENTAL PROTECTION

In addition to providing necessary clean energy to protect our planet, we also take extraordinary measures to preserve local cultural resources, wildlife, and critical habitats. We also guarantee decommissioning and site



EXPERIENCED PARTNER

Energix has over 6GW of renewable energy projects currently in its pipeline. That is enough carbon-free energy to power more than 1.5 million homes. Our growth has given us great financial stability, making us an excellent partner with a substantial business network.



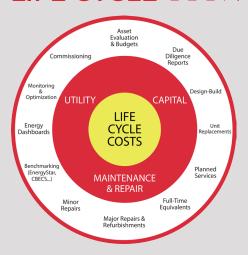
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Booth 105

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Booth 318

Altumint brings AI to automated traffic law enforcement, traffic monitoring and forensic investigations, with Pro ATE™ -automated detection and processing citations, Pro AVR™ − real time vehicle recognition with alerts, and Pro ABD™ − automated behavior analysis with multi feature person detection and multi camera tracking, to your jurisdiction, full-service from equipment installation to cloud based operations.

Casey Stephens, Director of Business Administration <u>Casey.stephens@altumint.com</u>

4600 Forbes Boulevard, Suite 203, Lanham, MD 20706

301.552.6201

www.altumint.com

Amazon Web Services

Laurie Tyson, Manager, External Affairs, AWS Public Policy, Economic Development

404.275.2888

American Kennel Club

Booth 510

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

Charles.Hall@akc.org

8051 Arco Corporate Drive, Raleigh, NC 27617 919.816.3971 <u>www.akc.org</u>

American Public University Booth 216

American Public University system provides quality, affordable education to municipal employees through 200 + online degree and certificate programs.

Buster Nicholson, Senior Manager, Workforce Learning Solutions

anicholson@apus.edu

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Aqua Virginia

Booth 408

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

John J. Aulbach II, PE, President

jjaulbuch@aquaamerica.com

2414 Granite Ridge Road, Rockville, VA 23146 804.852.2977 <u>www.waterbyaqua.com</u>

Asset Protection Group, Inc./Benefinder

Insurance Employee Benefits, Health Insurance **Monty Dise**, President AP Group

mdise@apgroupinc.com

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Assura, Inc.

Booth 205

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Hallie Gibson, Business Development Coordinator hallie.gibson@assurainc.com

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Baker Tilly US, LLP

Booth 206

Baker Tilly has been advising public sector organizations for over 90 years, providing more than 3,100 governmental entities with financial, operational, risk, human capital, executive recruitment and compliance services.

Jada Kent, Senior Manager jada.kent@bakertilly.com

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Bank Design & Equipment (BD&E) Booth 509

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Thomas R. Bright, COO

tbright@bankdesign.net

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Blue Line Solutions, LLC

Booth 405

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Greg Hogston, Sales Manager - Virginia ghogston@bluelinesolutions.org 6031 Century Oaks Drive, Chattanooga, TN 37416 276.759.8064 www.bluelinesolutions.org

Bolton Booth 219

Bolton is a full-service actuarial, employee benefits, compensation, and investment consulting firm with 40 years of experience providing consulting services to clients in the public and corporate sectors, nonprofit organizations, and the Federal Government.

Mike Beczkowski, Senior Consultant mbeczkowski@boltonusa.com

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

410.375.4655 www.boltonusa.com

Bowman Consulting

Booth 413

Civil, Environmental, Traffic, M.E.P., Structural Engineering, Surveys

Jonathan Jackson, Principal – Branch Manager <u>jjackson@bowman.com</u>

3951 Westerre Parkway, Suite 150, Richmond, VA 23233

804.616.3240 <u>www.bowman.com</u>

CivicPlus Booth 208

At CivicPlus®, our mission is to help make local governments work better. We deliver technology that enables municipalities to optimize the experiences they deliver to residents. Over 7,500 local governments use our solutions when serving their 340 million residents. We deliver the industry's only Civic Experience Platform. It enables local governments to drive more revenue, operate more efficiently, and generate positive recognition for the many services they provide every day.

Chris McCann, Account Executive

Chris.mccann@civicplus.com

302 South 4th Street, Suite 500, Manhattan, KS 66502

785.564.4020 <u>www.civicplus.com</u>

Cloudpermit Inc.

Booth 316

Cloudpermit provides community development software for building permitting, planning & zoning, and code enforcement.

Peter Rotenberg, Director of Sales

Peter.rotenberg@cloudpermit.com

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Booth 220

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Jonathan.Clark@ColonialWebb.com

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Crabtree, Rohrbaugh & Associates

Booths 310 & 409

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jbower@cra-architecture.com

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Dewberry Engineers Inc.

Booth 417

Architecture, engineering consulting services **Kristen Costello**, Market Segment Leader kcostello@dewberry.com

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DJG Inc. Booth 508

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Marci Parrish, Marketing Director

mparrish@djginc.com

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Dominion Energy

Booth 303

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Bill Murray, VP State & Electric Public Policy 600 Canal Street, 8th Floor South, Richmond, VA 23219

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Downey & Scott, LLC

Booth 314

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Taylor@DowneyScott.com

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Draper Aden Associates, now TRC Booth 308

Environmental/Infrastructure/Energy

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DRC Emergency Services, LLC Booth 121

Disaster Debris Removal Services, Logistics, Marine Debris

Kristy Fuentes, Vice President

MLawless@trccompanies.com

kfuentes@drcusa.com

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EA Engineering, Science, and Technology, Inc. Booth 319

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

masmith@eaest.com

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443.465.2997 <u>www.eaest.com</u>

Energix Renwables

Booth 118

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Allie Ondash, Project Development Associate alexis.ondash@energixrenewables.com
1201 Wilson Boulevard, Suite 220, Arlington, VA 22201 703.965.4176 www.energixrenewables.com

Enterprise Fleet Management Booth 108

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.

Hannah Addie, Account Executive hannah.a.addie@efleets.com 10571 Telegraph Road, #200, Glen Allen, VA 23059 540.422.1615 www.efleets.com

Fortinet Booth 608

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.

Jasmine Davis, Field Marketing Manager, SLED Southeast

davisj@fortinet.com

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Froehling & Robertson, Inc. Booth 419

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General Code Booth 505

General Code is a nationwide leader in codification services. Our innovative code-centric solutions help communities effectivley address common challenges and support growth opportunities.

LoriAnn Shura, Account Manager

<u>lshura@generalcode.com</u>

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GovDeals Booth 306

Online Government Surplus Auctions **Chris Lassiter**, Business Development Manager Mid-Atlantic

classiter@govdeals.com

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

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Granite Booth 109

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Esteban Dobles, SLED Account Manager – VA EDobles@granitenet.com
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HDH Associates, P.C. Booth 516
Architectural/Engineering/Environmental
Robin H. Liebal, Vice President
rliebel@hdhassociates.com
1305 Radford Street, Christiansburg, VA 24073
540.381.7999 www.hdhassociates.com

Howard Shockey & Sons, Inc. Booth 520

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, 540.327.0449

bwiley@howardshockey.com

Andrea Fitch, Business Development, 703.217.8246 afitch@howardshockey.com Winchester, VA I Richmond, VA

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HURT & PROFFITT

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Booth 207

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.

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Booth 101

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Jon Riley, GM of Luck Real Estate Ventures jriley@luckstone.com

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Moseley Architects

Booths 402/501

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Craig Inglish, Senior Account Manager
Craig.Inglish@motorolasolutions.com
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Musco Sports Lighting

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National Association of Counties (NACo)

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 msilvan@naco.org

660 North Capitol St. NW, Suite 400, Washington, DC 20001

202.942.4224 <u>www.naco.org</u>

Nationwide Retirement Solutions Booth 107

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
lynn.robinette@nationwide.com
10 W Nationwide Boulevard, Columbus, OH 43215
434.534.5673
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OMNIA Partners

Booth 210

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.

Mike Leishman, Regional Manager, Mid-Atlantic mike.leishman@omniapartners.com
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OneDigital

Booth 307

Insurance, financial services and HR consulting **Debbie Stocks**, Principal, Senior Client Executive debbie.stocks@onedigital.com

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PaveDrain

Booth 213

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Pierce Group Benefits

Booth 103

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.

Gray Spivey, Client Relations Specialist
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Pierce Insurance Agency, Inc Booth 522

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Donna Pierce, Business Development

donna@pierceins.com

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PMA Architecture

Booth 106

Architecture/Planning/Urban Design

Jeff Stodghill, Principal/President

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Booth 209

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Dan Ciesla, Manager, Municipal Services dciesla@republicservices.com

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Robinson, Farmer, Cox Associates, PLLC Booth 102

Accounting, auditing and consulting Matthew McLearen, Managing Director mmclearen@rfca.com

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RRMM Architects, PC

Booths 619/621

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Brian Wolf, Senior Associate, Architect bwolf@rrmm.com

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Rx 'n Go Booth 315

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Robert Gilmore, President/CEO

rob@rxngo.com

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Salesforce Booth 515

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Chelsea Gregory, Account Executive

cgregory@salesforce.com

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Booth 410

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Chris Dellinger, Account Executive

Chris.Dellinger@se.com

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SERCAP, Inc.

Booth 609

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

cwilson@sercap.org

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Shentel | Glo Fiber

Booth 116

Fiber Optic Internet, Voice and Video Services

James Funkhouser, Manager, SLED/Strategic Sales

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540.975.0751 www.shentel.com

Siemens Industry, Inc.

Booth 418

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

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Spatial Data Logic (SDL)

Booth 218

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

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rpelliconi@spatialdatalogic.com

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Steramist

Booth 320

Brittany Buchman, VP of Marketing
bbuchman@tomimist.com
8430 Spires Way, Suite N, Frederick, MD 21701
301.732.4278 www.tomimist.com

Strata Clean Energy

Booth 414

Strata Clean Energy is a vertically integrated utilityscale developer, EPC and Services company for clean energy terchnologies including solar and battery energy storage systems.

Dan Michaud, Senior Development Manager dmichaud@stratacleanenergy.com
800 Taylor Street, Durham, NC 27701
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Tarkett Booth 606

Manufacturer of Commercial Flooring Products

Kristen Inghram, Account Executive

Kristen.Inghram@Tarkett.com

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The Berkley Group

Booth 203

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Drew Williams, AICP, CEO

drew@bgllc.net

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The Supply Room

Booth 115

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Tyler Frame, Senior Relationship Analyst tdf@threeplusone.us

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ThunderCat Technology

Booth 122

ThunderCat Technology is a Service-Disabled Veteran-Owned Small Business that delivers technology services and solutions to the federal and local government.

Erik Schroeder, SLED Account Manager eschroeder@thundercattech.com

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908.392.5013 www.thundercattech.com

Timmons Group

Booths 214/313

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paul.trapp@timmons.com

1001 Boulders Parkway, Suite 300, Richmond, VA 23225

804.200.6500 www.timmons.com

Trane, GreeneHurlocker, BILT Group

- Larry Cummings, Marketing Leader and Strategic Partnerships, Trane, <u>larrycummings@trane.com</u>
 Trane is an ESCO offering comprehensive energy solutions.
- Erick Hurlocker, Co-Managing Partner, GreeneHurlocker, ehurlocker@greenhurlocker.com GreeneHurlocker is a leading solar and renewable energy law firm in Virginia.
- Greg Bryant, Managing Partner, BILT Group, gbryant@biltgroup.net

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UpVote Virginia

Booth 518

Nonpartisan, nonprofit organization that works to educate voters about democracy reform innovations like Ranked Choice Voting.

Mary-Margaret Park, Deputy Director mary-margaret.park@upvoteva.org

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Stephanie Heintzleman, Member Services Director sheintzleman@riskprograms.com

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Virginia American Water Booth 620

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John R. Fidler, Jr. (J.R.), Superintendent of Operations

john.fidler@amwater.com

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Virginia Cooperative Extension Booth 420

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

martinn@vt.edu

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Virginia Housing

Booth 602

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Virginia Resources Authority Booth 416

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Shawn B. Crumlish, Executive Director scrumlish@virginiaresources.org

Stephanie Jones, Director of Compliance and Policy | <u>sjones@ virginiaresources.org</u>

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804.644.3443 www.virginiaresources.org

Virginia Risk Sharing Association Booth 513

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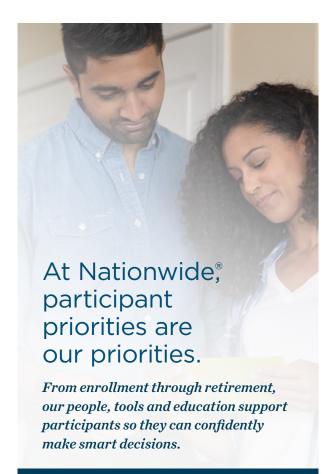




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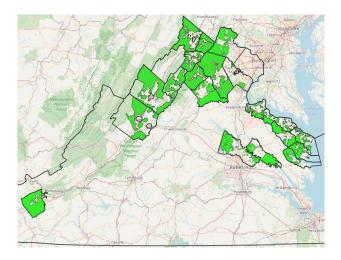
About the development and adoption of VACo's annual legislative program

- 1. In January the VACo President appoints VACo members to the eight VACo steering committees and names chairs and vice chairs. The eight steering committees are Economic Development and Planning, Education, Energy, Environment and Agriculture, Finance, General Government, Health and Human Resources, and Transportation.
- **2.** VACo members are invited to attend regional meetings held April-September throughout the VACo regions in the Commonwealth to identify and discuss key legislative issues.
- 3. The steering committees meet once in late summer and again in November during the annual conference. The Steering Committees develop their position statements for the annual Legislative Program, based in part on information received during the regional meetings.
- **4.** In early Fall, prior to the annual conference, the membership receives a Preliminary Legislative Program. This draft is revised during the annual conference.
- **5.** The VACo Resolutions Committee oversees the development of the annual Legislative Program. It meets during the annual conference in November. The Resolutions Committee includes the six members of VACo's Executive Committee and the chairs and vice chairs of VACo's eight steering committees. VACo's President-Elect chairs the Resolutions Committee.
- **6.** The VACo membership adopts the new Legislative Program during the annual business meeting on the last day of the annual conference in November.



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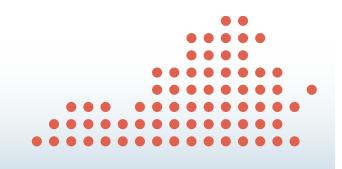


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