

VACo 88th Annual Conference

Exhibitors List

A. Morton Thomas and Associates, Inc.

Booth 119

Civil Engineering/Surveying/Landscape Architecture/Environmental Services/
Construction Management/Construction Engineering and Inspection

Jeff McKay, PE, Associate

jmckay@amtengineering.com

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ABM Building Services

Booth 105

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christina.sherriff@abm.com

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Booth 506

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Chanel Guidry, Stakeholder Relations Analyst

chanel.guidry@aes.com

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ashley.dejesus@aisn.net

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Casey.stephens@altumint.com

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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

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Mike Beczkowski, Senior Consultant

mbeczkowski@boltonusa.com

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Jonathan Jackson, Principal – Branch Manager

jjackson@bowman.com

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Chris.mccann@civicplus.com

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

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Allie Ondash, Project Development Associate

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Maxx Silvan, Membership Associate

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Established in 2007, we are a cyber-security engineering firm and a solutions integrator that designs, deploys and helps to manage our customers' network and information technologies. We provide 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

John.warnagiris@theteneogroup.com

1725 I Street, Suite 300, Washington, DC 20006

570.656.6055

www.theteneogroup.com

three+one®**Booth 309**

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.

Tyler Frame, Senior Relationship Analyst

tdf@threeplusone.us

180 Office Park Way, Pittsford, NY 14534

585.484.0311

www.threeplusone.us

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

Matt East, SLED Account Manager | meast@thundercattech.com

1925 Isaac Newton Square E. Suite 180, Reston, VA 20190

www.thundercattech.com

Timmons Group**Booths 214/313**

Civil engineering, environmental, GIS/geospatial technology, landscape architecture and surveying

Paul Trapp, Principal

paul.trapp@timmons.com

1001 Boulders Parkway, Suite 300, Richmond, VA 23225

804.200.6500

www.timmons.com

T-Mobile**Booth 601**

Voice and data connectivity solutions for schools, counties, and first responders. These solutions include phone, tablet, hotspot, connected Chromebooks IoT/Smart City, and fleet management solutions.

Adam Walthall, Government Account Executive

steven.walthall1@t-mobile.com

804.406.8847

www.t-mobile.com

Trane/GreeneHurlocker/BILT Group**Booth 317**

Comprehensive Energy Services & Business Energy & Regulatory Attorneys

Larry Cummings, Trane, Regional Comprehensive Energy Solutions Leader,

Larry.Cummings@trane.com

Eric Hurlocker, GreeneHurlocker, Attorney, ehurlocker@greenehurlocker.com

Greg Bryant, BILTGroup, Managing Partner, gbryant@biltgroup.net

Truist

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David Skolnick, Senior Vice President, Not-for-Profit and Government Banking

David.Skolnick@truist.coam

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

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www.truist.com

TSI**Booth 111**

A managed IT service provider and value-added reseller providing all IT needs.

Rickey Augustoski, Client Support

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

703.596.0022

www.tsiva.com

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

P.O. Box 4981, Chesterfield, VA 23832

804.614.2563

www.upvoteva.org

Urban Grid**Booth 217**

Utility scale renewable energy project developer.

Reeve Ashcraft, Stakeholder Relations Field Coordinator

reeve.ashcraft@urbangridco.com

337 Log Cabin Circle, Stevensville, MD 21666

804.362.8702

www.urbangridsolar.com

VAcorp**Booth 302/401**

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

sheintzleman@riskprograms.com

1819 Electric Road, Suite C, Roanoke, VA 24018

540.986.2706

www.VAcorp.org

Virginia American Water**Booth 620**

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 & wastewater service.

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

john.fidler@amwater.com

2223 Duke Street, Alexandria, VA 22314

804.333.9353 x 1011

www.amwater.com

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

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

540.231.5299

www.ext.vt.edu

Virginia Housing**Booth 602**

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

Virginia Institute of Government**Booth 618**

Mike Scheid, Training and Research Coordinator

ms6d@virginia.edu

11 South 12th Street, Suite 225, Richmond, VA 23219

434.297.5941

vig.coopercenter.org

Virginia Resources Authority**Booth 416**

Since 1984, Virginia Resources Authority (VRA) has provided local governments with infrastructure financing. VRA's authorized project areas include water, sewer, local government buildings, transportation, parks and recreation, and energy, among others.

Shawn B. Crumlish, Executive Director

scrumlish@virginiaresources.org

Stephanie Jones, Director of Compliance and Policy | sjones@virginiaresources.org

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

804.644.3443

www.virginiaresources.org

Virginia Risk Sharing Association

Booth 513

VRSA is here to protect our members and their employees so they may effectively serve their communities. We provide stable rates and dependable coverages to the most cities, counties, and towns in Virginia.

Marcus Hensel, Deputy Managing Director

Mhensel@vrsa.com

11243 Nuckols Road, Glen Allen, VA 23059

804.237.7324

www.vrsa.us

Virginia Tobacco Region Revitalization Commission Booth 507

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

jbutler@revitalizeva.org

701 E. Franklin Street, Richmond, VA 23219

757.692.0878

www.revitalizeva.org

VML/VACo Finance

Booth 305

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

rlauterburg@valocalfinance.org

8 East Canal Street, Suite 100, Richmond, VA 23222

804.648.0635

www.valocalfinance.org

Waste Management of VA, Inc.

Booth 114

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

Rob Clendenin, Public Sector Representative

rclenden@wm.com

3016 Yadkin Road, Chesapeake, VA 23323

757.449.1182

www.wm.com

Wiley | Wilson**Booth 201**

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.

Dennis W. Knight, Jr., Chairman

dknight@wileywilson.com

127 Nationwide Drive, Lynchburg, VA 24502

434.947.1617

www.wileywilson.com

Witt O'Brien's**Booth 407**

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

cring@wittobriens.com

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Wolf Vision**Booth 616**

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Jason.dovel@wolfvision.us

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