

VACo 88th Annual Conference

Sponsors List

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Actions Speak Louder

DOMINION ENERGY

Sunday Evening Opening Reception

Dominion Energy

Booth 303

Dominion Energy is an electric utility and energy company.

Bill Murray, VP State & Electric Public Policy

600 Canal Street, 8th Floor South, Richmond, VA 23219

804.771.3802

www.dominionenergy.com



BLUE LINE SOLUTIONS, LLC

Board of Directors Meeting

Blue Line Solutions, LLC

Booth 405

We are a mission-focused organization founded on the principles of giving back and honoring the fallen. We offer photo speed enforcement solutions that includes state-of-the-art technology to drive down the number of speeders in school and work zones. Our mission is "Striving for Zero." Zero crashes Zero injuries Zero fatalities in our school zones, focusing on education instead of citations.

Melissa Parsons, Sales Manager – Virginia

mparsons@bluelinesolutions.org

6031 Century Oaks Drive, Chattanooga, TN 37416

540.818.0650

www.bluelinesolutions.org

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ROBINSON, FARMER, COX ASSOCIATES
President's Reception

Robinson, Farmer, Cox Associates, PLLC
Accounting, auditing and consulting

Booth 102

Matthew McLearen, Managing Director
mmclearen@rfca.com
P.O. Box 6580, Charlottesville, VA 22906
434.973.8314 www.rfca.com



THE TENEO GROUP
AV Sponsor

The Teneo Group

Booth 115B

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
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570.656.6055 www.theteneogroup.com

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- **Larry Cummings**, Marketing Leader and Strategic Partnerships, Trane,
larrycummings@trane.com

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
BILT Group is an international, business and tax law firm.

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STRATA CLEAN ENERGY
Monday Deli Luncheon

Strata Clean Energy

Booth 414

Strata Clean Energy is a vertically integrated utility-scale developer, EPC and Services company for clean energy technologies including solar and battery energy storage systems.

Dan Michaud, Senior Development Manager

dmichaud@stratacleanenergy.com

800 Taylor Street, Durham, NC 27701

919.960.6015 x340

www.stratacleanenergy.com



ENERGIX RENEWABLES
Monday Deli Luncheon

Energix Renewables

Booth 118

Energix Renewables is one of the leading utility-scale solar developers and long-term project owners in the Commonwealth. Headquartered in Arlington, VA, we leverage our financial strength and extensive industry experience to build sustainable, renewable energy projects that not only generates revenue for localities, but also delivers reliable electricity to consumers. We are passionate about protecting the environment, and our projects provide financial security to our landowner partners. We are proud to live and work in Virginia!

Allie Ondash, Project Development Associate

alexis.ondash@energixrenewables.com

1201 Wilson Boulevard, Suite 220, Arlington, VA 22201

703.965.4176

www.energixrenewables.com

PLATINUM SPONSORS



AES

Monday Deli Luncheon

AES

Booth 506

With our global headquarters in the Commonwealth, we are accelerating the energy future through greener, smarter technologies.

Chanel Guidry, Stakeholder Relations Analyst

chanel.guidry@aes.com

4200 Innslake Drive, Glen Allen, VA 23060

804.536.5633

www.AES.com



AMAZON WEB SERVICES

Monday Deli Luncheon

Amazon Web Services

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

404.275.2888

DIAMOND SPONSORS

P M A

A R C H I T E C T U R E

PMA ARCHITECTURE

Banquet Red & White Wine

PMA Architecture

Booth 106

Architecture/Planning/Urban Design

Jeff Stodghill, Principal/President

tjs@pmaarchitecture.com

10325 Warwick Boulevard, Hilton Village, VA 23601

757.596.8200

www.pmaarchitecture.com



COLONIALWEBB

Banquet Red & White Wine

ColonialWebb Contractors

Booth 220

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

Jonathan Clark, Senior Account Executive

Jonathan.Clark@ColonialWebb.com

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Sunday Afternoon Social - Beverages and
Refreshments | Conference Tote Bags

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Booths 402/501

Architecture, engineering, planning and interior design.

Tony Bell, AIA, LEED AP, Vice President

tbell@moseleyarchitects.com

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804.794.7555

www.moseleyarchitects.com



AETNA

Name Badge Lanyards

Aetna

Booth 406

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, Senior Analyst, Project Management

kimj5@aetna.com

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410.596.0391

www.aetna.com

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PIERCE GROUP BENEFITS
Marriott Hotel Key Cards

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.

Sarah Struckmann, Client Relations Specialist

sstruckmann@piercegrouppenefits.com

4928 Linksland Drive, Holly Springs, NC 27540

540.940.7176

www.piercegrouppenefits.com



TSI - YOUR TECHNOLOGY PARTNER

Elevator Wrap at the Marriott

TSI

Booth 111

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

Rickey Augustoski, Client Support

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ABM BUILDING SERVICES
Elevator Wrap at the Marriott

ABM Building Services

Booth 105

ABM works with Virginia local governments to implement energy efficient upgrades that create guaranteed savings to use as a revenue source for community wide improvements to facilities, infrastructure, and opens the door for innovative community improvements. Our guaranteed energy savings programs help localities address aged infrastructure needs in existing buildings and infrastructure. Our programs support communities long term sustainability and technology goals while being budget neutral and not increasing taxpayer burden.

Christina Sherriff, Infrastructure Funding Specialist

christina.sherriff@abm.com

3711 Saunders Avenue, Richmond, VA 23227

804.572.1718

www.abm.com



**ALL POINTS
BROADBAND**

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ALL POINTS BROADBAND

Opening General Session

All Points Broadband

All Points Broadband is Virginia's largest and fastest growing rural-facing Internet service provider and is the broadband deployment partner for more than 20 Virginia counties. Over the last two years, All Points has been one of the nation's most successful rural broadband companies and has been awarded more than \$300 million in grant funding.

Kyle Rosner, Director of Government Affairs

krosner@allpointsbroadband.com

1021 E. Cary Street, Suite 1150, Richmond, VA 23219

540.514.8317

www.allpointsbroadband.com

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

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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

100 Gateway Centre Parkway, Suite 200 Richmond, VA 23235

804.396.9103

www.amtengineering.com

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ENERGIX RENEWABLES
Marriott Hotel Welcome Sign

Energix Renewables

Booth 118

Energix Renewables is one of the leading utility-scale solar developers and long-term project owners in the Commonwealth. Headquartered in Arlington, VA, we leverage our financial strength and extensive industry experience to build sustainable, renewable energy projects that not only generates revenue for localities, but also delivers reliable electricity to consumers. We are passionate about protecting the environment, and our projects provide financial security to our landowner partners. We are proud to live and work in Virginia!

Allie Ondash, Project Development Associate

alexis.ondash@energixrenewables.com

1201 Wilson Boulevard, Suite 220, Arlington, VA 22201

703.965.4176

www.energixrenewables.com

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Greater Richmond Convention Center
Welcome Sign

lumos

lumos provides 100% Fiber Optic Internet, Total Home Wi-Fi, voice, and streaming services, to nearly 200,000 homes and businesses across North Carolina and Virginia.

Cat Mosley, Director, Market Development

Cat.Moseley@lumosfiber.com

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434.942.5750

www.LumosFiber.com

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and Technology, Inc., PBC

**EA ENGINEERING, SCIENCE, AND
TECHNOLOGY, INC., PBC**
The Exhibit Hall Lounge

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

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

443.465.2997

www.eaest.com



OneDigital

The Exhibit Hall Lounge | Banquet Wine

OneDigital

Booth 307

Insurance, financial services and HR consulting

Debbie Stocks, Principal, Senior Client Executive

debbie.stocks@onedigital.com

200 Galleria Parkway, SE, Suite 1950, Atlanta, GA 30339

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Waypoint360

Booth 203

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Darren Coffey, Managing Partner

darren@bgllc.net

434.981.2026

www.waypt360.com



AMERICAN WATER

VIRGINIA AMERICAN WATER

Sunday Afternoon Coffee Break

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

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AQUA VIRGINIA, INC.

Monday Morning Coffee Break

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@aquaaamerica.com

2414 Granite Ridge Road, Rockville, VA 23146

804.852.2977

www.waterbyaqua.com



Draper Aden, Now TRC

Monday Morning Coffee Break

Draper Aden Associates, now TRC

Booth 308

Environmental/Infrastructure/Energy

Michael D. Lawless, CPG, PG, Principal

MLawless@trccompanies.com

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540.557.1319

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Nationwide[®]
Retirement Solutions

NATIONWIDE RETIREMENT SOLUTIONS

Monday Afternoon Coffee Break

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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Rx 'n Go

Monday Afternoon Coffee Break

Rx 'n Go

Booth 315

Rx 'n Go provides an alternate pharmacy option to self funded plans which reduce costs and improve benefits.

Robert Gilmore, President/CEO

rob@rxngo.com

250 E Fifth Street, Suite 1500, Cincinnati, OH 45202

630.415.9421

www.rxngo.com