

VACo 89th Annual Conference

Exhibitors List

ABM Building Services, LLC

Booth 208

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, Funding Specialist and Regional Account Executive

christina.sherriff@abm.com

3711 Saunders Avenue, Richmond, VA 23227

804.572.1718

www.abm.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.

Marcus Duckworth, Vice President, Client Management

duckworthm@aetna.com

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770.685.9877

www.aetna.com

All Points Broadband

No Booth

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. We have been one of the nation's most successful rural broadband companies and have been awarded more than \$300 million in grant funding. We design, build, and operate networks that extend 10 Gbps-capable fiber-to-the-home to all unserved/underserved locations.

Kyle Rosner, Director of Government Affairs

krosner@allpointsbroadband.com

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

703.554.6609

www.allpointsbroadband.com

Amazon Web Services (AWS)**Booth 206**

AWS is the world's most comprehensive and broadly adopted cloud, offering fully featured services from data centers globally.

Laurie Tyson, Manager, External Affairs, AWS Economic Development

tysonlm@amazon.com

404.275.2888

www.aws.amazon.com

American Kennel Club**Booth 503**

AKC provides informational and educational materials that benefit responsible dog owners, dog breeders, sportsmen, and their dogs.

Charles "Charley" Hall, Regional Manager, Mid-Atlantic - GR

Charles.Hall@akc.org

8051 Arco Corporate Drive, Suite 100, Raleigh, NC 27617

919.816.3791

www.akc.org

Aqua Virginia Inc**Booth 301**

As a regulated water services company, Aqua Virginia provides reliable, quality water and wastewater services to localities throughout the Commonwealth. Aqua Virginia owns and operates water and wastewater systems in 37 counties across Virginia.

Mike Mee, Director, Business Development

mamee@aquaaamerica.com

2414 Granite Ridge Road, Rockville, VA 23146

757.817.0335

www.waterbyaqua.com

Asset Protection Group, Inc./Benefinder**No Booth**

Insurance Employee Benefits, Health Insurance

Monty Dise, President AP Group

mdise@apgroupinc.com

14021 Charter Park Drive, Midlothian, VA 23114

804.423.7700 X 309

www.apgroupinc.com

Assura Inc.**Booth 407**

Cyber security services

Kirsten Denton, Business Development Coordinator

kirsten.denton@assurainc.com

7330 Staples Mill Road, #292, Richmond, VA 23228

804.516.8377

www.assurainc.com

Backlight Photography

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Jesse Peters, Professional photographer

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Booth by the bay windows

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Baker Tilly

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Anne Lewis, Managing Director

anne.lewsi@bakertilly.com

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Benefit Plan Administrators, Inc (BPATPA)

Booth 402

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Morris Masinter, President

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Judy Franke, Director of Marketing

info@bisdigital.com

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Gena Sullivan, Communications Specialist

gsullivan@bluelinesolutions.org

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www.bluelinesolutions.org

Bowman Consulting Group, LTD**Booth 308**

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jjackson@bowman.com

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Michael.freeman@branchgroup.com

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karenrjackson2010@gmail.com

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757.869.7129

www.centerforlocalpolicy.org

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Booths 305 & 406

Architecture, Interior Design and Planning Services

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rdavis@cra-architects.com

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www.cra-architects.com

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Booth 606

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Margo Waisanen, Business Development Manager

mwaisanen@crowderusa.com

1111 Burma Drive, Apex, NC 27539

919.367.2055

www.crowderusa.com

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Booth 409

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dkeeler@dewberry.com

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804.205.3321

www.dewberry.com

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Booth 101

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Bill Murray, VP State & Electric Public Policy

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804.771.3802

www.dominionenergy.com

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Tim Harms, Managing Principal

tharms@downeyscott.com

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504.272.7503

www.downeyscott.com

DRC Emergency Services

Booth 107

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Kristy Fuentes, Vice President

kfuentes@drcusa.com

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504.220.7682

www.drcusa.com

EA Engineering, Science, and Technology, Inc., PBC **Booth 103**

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.

Abbie Smith, PE, Vice President

absmith@eaest.com

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

970.590.1812

www.eaest.com

Edmunds GovTech

Booth 104

Edmunds GovTech (EGT) provides cloud and on-prem ERP software to nearly 2,000 local governments across the nation. EGT offers a variety of solutions including an integrated suite of 26 different modules, web portals, mobile applications, and other technological services.

John Wray, Regional Sales Director

jwray@edmundsgovtech.com

301 Tilton Road, Northfield, NJ 08225

609.645.7333

www.EdmundsGovTech.com

Energix Renewables LLC

Booth 303

Energix Renewables is an independent power producer (IPP) that is active in the Mid Atlantic. Energix has invested over 1 billion dollars in the United States.

Katie Hernandez, External Affairs Manager

info@energixrenewables.com

1201 Wilson Boulevard, Suite 2200, Arlington, VA 22209

703.851.2927

www.energixrenewables.com

ESG – Energy Systems Group

Booth 408

ESG focuses on energy efficiency, resiliency, and sustainability within communities while overcoming infrastructure and facility needs through creative energy solutions. Our experts work hand-in-hand with county leaders to holistically assess needs and engineer customized turnkey solutions. From aging building systems to deferred maintenance, we address challenges head-on through a combination of cutting edge technology and financing options like Energy Savings Performance Contracting where the savings are guaranteed.

Cheryl Midkiff, Account Executive

cmidkiff@esg.email

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434.333.5025

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Booth 105

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Pete Hatcher, Client Solutions Executive

pete.hatcher@att.com

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LoriAnn Shura, Account Manager

lshura@generalcode.com

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Brad Blase, Senior Geologist

brad.blase@geosyntec.com

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stefanieb@velocitybiogroup.com

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Brian Cossman, PE, Vice President

bcossman@handp.com

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Lynn Taylor, Access Director, Criminal Justice Systems

lynn.taylor@indivior.com

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Kristie Hooper, Director of Business Development

khooper@labellapc.com

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Linwood Thomas, Director, Mid-Atlantic Greenfield Development

Linwood.thomas@luckcompanies.com

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jbinner@motorolasolutions.com

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Booth 604

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GPagans@mbssecurities.com

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www.musco.com

National Association of Counties - NACo

Booth 102

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.

Kimberly Hall, Director of Membership

KHall@naco.org

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Nationwide

Booth 100

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Debbie Turner, Program Director

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Booth 1008

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Sarah Struckmann, Business Development Executive

Sarah.struckmann@onedigital.com

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dciesla@republicservices.com

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mmclearen@rfca.com

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Chris Dellinger, Account Executive

Chris.Dellinger@se.com

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Cherry Wilson, Housing Manager

cwilson@sercap.org

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Booth 510

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Jason Daniel, President

jdaniel@techdynamism.com

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Drew Williams, Chief Executive Officer

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Robbie Cornett, Project Manager

rcornett@t-l.com

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Booth 102

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Kevin Teborek, Business Development Officer

kat@threeplusone.us

180 Office Park Way, Pittsford, NY 14534

312.805.6471

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Timmons Group, Inc.**Booths 201 & 302**

Founded in 1953, our firm has grown to provide multidiscipline services from four operating units – infrastructure, public and private land development, geospatial technology, and field operations.

Paul Trapp, PE, Principal

paul.trapp@timmons.com

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Urban grid, a leading independent power producer, facilitates a rapid and sustainable energy transition by developing high-quality renewable energy projects, fostering community partnerships, and serving as a good land steward.

Reeve Ashcraft, Economic Development Manager

reeve.ashcraft@urbangridco.com

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VAcorp

Booths 1004 & 1005

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ccarey@riskprograms.com

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Matt Ogburn, State & Local Government Affairs - Virginia

matthew.ogburn@verizon.com

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Virginia American Water

Booth 106

Water/Wastewater Owner and Operator

John R. Fidler, Jr. (J.R.), Supt. of Operations, Business Development Lead

john.fidler@amwater.com

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www.amwater.com/vaaw

Virginia Cooperative Extension

Booth 412

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Lonnie Johnson, Director of Field Operations

lojohns2@vt.edu

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Virginia Housing

Booth 210

Virginia Housing helps Virginians attain quality, affordable housing. We support our local government partners by providing resources to help with land use analysis, housing market research, site and master planning, and more.

Chris Thompson, Director of Strategic Housing

chris.thompson@virginiahousing.com

601 South Belvidere Street, Richmond, VA 23220

804.343.5692

www.virginiahousing.com

Virginia Institute of Government

Booth 403

Michael Scheid, Training Coordinator

ms6d@virginia.edu

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

434.297.5941

www.vig.coopercenter.org

Virginia Opioid Abatement Authority

Booth 108

Grants to cities, counties, and state agencies for efforts designated to abate and remediate the opioid epidemic in Virginia.

Anthony E. McDowell, Executive Director

tmcdowell@voaa.us

701 E. Franklin St., Suite 803, Richmond, VA 23219

804.500.1808

www.voaa.us

Virginia Resources Authority

Booth 404

Virginia Resources Authority (VRA) provides cost-effective, responsible, and innovative financial solutions for borrowers to support vibrant and resilient communities. Infrastructure projects eligible for VRA funding include water, wastewater, public safety, transportation, broadband, parks and recreational, and more.

Stephanie Jones, Director of Compliance and Policy

sjones@virginiaresources.org

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

804.616.3443

www.virginiaresources.org

VRSA - Virginia Risk Sharing Association

Booth 203

We are a group self-insurance pool that is member owned and governed. VRSA is here to protect our members and their employees so they may effectively serve their communities.

Peter Stephenson, Local Government Specialist

pstephenson@vrsa.us

804.363.8186

www.vrsa.us

Virginia Tobacco Region Revitalization Commission Booth 610

The Tobacco Region Revitalization Commission provides economic development grants and loans across Southern and Southwest Virginia using proceeds of the tobacco master settlement agreement.

Jordan Butler, PR Director & TROF Program Manager

jbutler@revitalizeva.org

701 E. Franklin Street, Suite 501, Richmond, VA 23219

804.894.9652

www.revitalizeva.org

VML/VACo Finance

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Robert Lauterberg, Managing Director

rlauterburg@valocalfinance.org

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Joe Lotts, CEO

joe.lotts@gmail.com

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Waste Management of VA, Inc.

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Rob Clendenin, Sr. Account Executive, Public Sector

rclenden@wm.com

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