

Local Financing Authority for School Capital Needs – Call Your Legislators to Support



It makes Cents
to Fund
Virginia's Schools

Join us in improving our
children's future.

YOU decide how your locality funds School
Construction.

Support [HB 600](#), [HB 805](#), & [SB 14](#)

[HB 600 \(Kilgore\)](#), [HB 805 \(Rasoul\)](#), and [SB 14 \(McPike\)](#) would permit any county or city to impose an additional local sales and use tax of up to 1 percent, **if initiated by a resolution of the local governing body and approved by voters at a local referendum.** The revenues of such local tax would be used solely for capital projects for the construction or renovation of schools. Any tax imposed shall expire when the costs for capital projects are to be repaid and shall not be more than 20 years after the date of the resolution passed.

Currently, this authority is limited to the qualifying localities of Charlotte, Gloucester, Halifax, Henry, Mecklenburg, Northampton, Patrick, and Pittsylvania Counties and the City of Danville. [HB 60 \(Wright\)](#) and [HB 193 \(Cole\)](#) would expand this authority to Prince Edward County and Stafford County respectively and are also supported by VACo.

These bills allow counties to exercise a local voter approved option to meet their community needs and are about creating parity between local governments.

[Here is a one-pager](#) that further explains this issue and what the bills would accomplish.

[Here is a short video](#) explaining the legislation and the urgent need.

Contact your legislators today to encourage their support of these measures. Please let VACo know how your legislators respond to your request.

VACo Contact: [Jeremy R. Bennett](#)

Capitol Contact

Virginia General Assembly

Virginia Association of Counties • 1207 E. Main Street, Suite 300 • Richmond, VA 23219
www.vaco.org • 804.788.6652

JANUARY 2024

- **January 18, 2024:** [House Version of Line of Duty Act \(LODA\) Benefits for Campus and Private Police Bill Falters](#)
- **January 16, 2024:** [VACo Opposes Problematic FOIA Bill](#)
- **January 11, 2024:** [2024 General Assembly Convenes](#)
- **January 10, 2024:** [VACo Opposes Legislation Giving Local Land Use Authority to SCC for the Siting of Utility-Scale Solar, Wind, and Energy Storage Projects](#)

2024 General Assembly Convenes Today – Look for Capitol Contact on Tuesdays and Thursdays

The 2024 General Assembly session convenes today as legislators deliberate on many issues of critical importance to local government, including the state budget, taxes, education funding, economic development, public safety, broadband, and other policy matters.

VACo will continually provide updates during the session through [Capitol Contact](#). Capitol Contact will be published every Tuesday and Thursday. In addition, VACo will email Contact Alerts to County Officials on important issues before they are heard by select committees.

Please check [VACo's website](#) and the [General Assembly webpage](#) often to get the latest information and bill updates. Also, be on the lookout for legislative videos with state lawmakers and VACo Staff. VACo will continue to release its newsletter, [County Connections](#), around the first and 15th of each month.

And be sure to attend [Local Government Day](#) on Thursday, February 1 at the Richmond Marriott Hotel. Be a part of the legislative process at the 2024 General Assembly Session.

VACo Contact: [Dean Lynch](#)

House Version of Line of Duty Act (LODA) Benefits for Campus and Private Police Bill Falters

[HB 232 \(Campbell\)](#), which provides employees of contributing nonprofit private institutions of higher education and contributing private police departments with the benefits granted to employees of participating employers under the Line of Duty Act, failed to recommend reporting in the House Public Safety Committee's Public Safety Subcommittee by a 4-2 vote. VACo supported the legislation.

The bill was drafted in response to the death of a Wintergreen Police Officer in the line of duty. There are currently less than 10 private police departments in the Commonwealth, though they provide the same services and duties of public departments. They are currently excluded from protection in [LODA](#). VACo supports changes to LODA that would allow state authorized and trained private law enforcement agencies to participate in and contribute to the LODA program in a manner that does not create an unfunded mandate to local government and testified in support of the legislation.

The Senate companion to this legislation, [SB 466 \(Obenshain\)](#), has been rereferred to the Senate Finance and Appropriations Committee.

VACo Contact: [Jeremy R. Bennett](#)

VACo Supports Swatting Reimbursement to Localities

Legislation supported by VACo, which aims to allow localities to obtain a reimbursement of a "reasonable expense" for any cost incurred in responding to terrorism hoax incident, bomb threat, or malicious activation of fire alarm, was recommended to report from Subcommittee #2 of the House Counties, Cities, and Towns Committee by a vote of 7-1.

[HB 147 \(Reid\)](#) would allow a locality that has an ordinance requiring any person over 18 years of age convicted of false emergency communication to emergency personnel to reimburse such locality at the time of sentencing or in a separate civil action to bill a flat fee of \$2,500 or a minute-by-minute accounting of actual costs incurred. The bill also allows a locality that has an ordinance requiring any person under 18 years of age convicted of false emergency communication to emergency personnel to reimburse such locality at the time of sentencing or in a separate civil action to bill a flat fee of \$2,500 or a minute-by-minute accounting of actual costs incurred, not to exceed \$2,500. Current law allows a flat fee of \$250 or a minute-by-minute accounting of actual costs incurred, in an amount not to exceed \$2,500.

VACo was happy to testify in support of this important update to enacted "swatting" [legislation](#) from last year. The senate companion for this legislation, [SB 656 \(Favola\)](#), has been referred to the Senate Local Government Committee.

VACo Contact: [Jeremy R. Bennett](#)

VACo Supports Photo Speed Enforcement in High-Risk Intersections

[SB 336 \(Roem\)](#) and [HB 521 \(Laufer\)](#) focus on the ability for localities to expand the use of photo speed monitoring within their jurisdiction but take different approaches in enabling the use of this public safety tool.

SB 336 would permit a state or local law enforcement agency to place and operate a photo speed monitoring device at a “high-risk intersection” segment located within the locality. A “high-risk intersection” is defined in the bill as, “... *any highway or portion thereof that is part of or adjacent to an intersection identified in the manner provided in this section as one in which a traffic fatality has occurred since January 1, 2014.*” As the definition states, before operation of the photo speed camera, the state or local law enforcement agency must certify that a traffic fatality occurred in the “high risk intersection” looking to add photo speed enforcement, since January 1, 2014.

HB 521 would allow any locality to authorize, by ordinance, its local law enforcement agency to place and operate photo speed monitoring devices on “locality-designated highway segments.” The bill defines a “locality-designated highway segment,” as any highway or portion thereof designated in a local ordinance where photo speed monitoring devices may be placed and operated.

HB 521 lays out the qualifications that need to be met when localities move toward adopting such an ordinance and are as follows:

- The highway in question has a posted speed limit of 35 miles per hour or greater;
- The ordinance identifies the locality-designated speeding offense to be enforced by the photo speed monitoring device;
- Speeding, crash, or fatality data supports the need for stronger enforcement against speeding;
- In counties and towns whose roads are subject to the control and jurisdiction of the Department of Transportation, the locality-designated highway segment is in the secondary state highway system or is designated as a Virginia byway.

SB 336 and HB 521 are well tailored to localities and increase the ability for local governments to respond to constituent concerns regarding safety on local roadways. VACo is thankful to Senator Roem and Delegate Laufer as well as their respective staffs for bringing these bills forward. **VACo supports SB 336 and HB 521 as a public safety tool** and looks forward to speaking in favor of the bills when heard.

VACo Contact: [James Hutzler](#)



PHOTO SOURCE: [King William County Historical Society](#)

Visit King William County and the King William County Historic Courthouse

Location: 227 Courthouse Lane / Horse Landing Road

Built: 1725 – 1726

Style: Georgian

Architect: Unknown

Contractor: Unknown

Description: The building faces south and is a one story red colored brick laid in Flemish bond and wood structure. The building is “T” shaped. The south front has five arches along the arcade. The recessed entrance is framed with white colored wood and with a small pediment above. The building has a steep hipped. In 1840, the building was enlarged with a unique stile and brick wall to enclose the court green.

Note: The courthouse is the oldest courthouse still in use in the United States. The second oldest courthouses is located in Salem County, New Jersey (1735). The third oldest is in Hanover County, Virginia (1737). The fourth oldest is in Charles City County, Virginia (1740). The fifth oldest is in Richmond County, Virginia (1748).

SOURCE: courthouses.co

SAVE THE DATES!

VACo/VML/VAPDC Local Government Day

**Thursday, February 1, 2024
Richmond Marriott**

VACo/VML Legislative Reception

**Thursday, February 1, 2024
Richmond Marriott**

VACo Chairpersons' Institute

**Friday, February 2, 2024 and
Saturday, February 3, 2024
VACo Headquarters**

Join us for these important events.

Call VACo at 804.788.6652 for more information



V A C o / V M L / V A P D C

LOCAL GOVERNMENT



DAY

THURSDAY, FEBRUARY 1, 2024
RICHMOND MARRIOTT HOTEL

Name

Title

County/Organization

Email

Credit Card Number

Expiration Date

NAME ON CARD

[CLICK HERE TO REGISTER ONLINE](#)

Refund Policy: Requests for registration refunds are honored if received by January 12, 2024. Substitutions are allowed in the event a supervisor is unable to attend. For more information, call 804.343.2507.

EVENT DETAILS

LOCATION | Richmond Marriott Hotel
TIME AND DATE | Thursday, February 1

COST - PLEASE CHECK ONE

- \$100 Day Briefing Only (Noon - 2pm)
- \$100 Reception Only (530pm)
- \$150 Day Briefing and Reception

AGENDA

- 9am** | VACo Board of Directors Meeting
- 10am** | Registration
- 1130am** | Lunch
- Noon** | Local Government Day
- Afternoon** | Visit the Capitol to speak with legislators
- 530pm** | Reception

FAX COMPLETED REGISTRATION FORM WITH CREDIT CARD INFORMATION TO 804.788.0083.

OR PLEASE MAKE CHECK PAYABLE TO VACo. MAIL CHECK AND REGISTRATION FORM TO 1207 EAST MAIN STREET, RICHMOND, VA 23219.

Hotel Reservation Details: Lodging costs are not covered in the registration fee. Local Government Day is held at the Richmond Marriott Hotel, 500 East Broad Street, Richmond, VA 23219. Room rates start at \$179 (single room occupancy). To reserve a hotel room, call 800.228.9290 by January 9, 2024, with this code: **Local Government Day** or reserve a room at this [Richmond Marriott Hotel link](#).

THANK YOU FOR REGISTERING!

CHAIRPERSONS' INSTITUTE



FRIDAY, FEBRUARY 2, 2024 AND SATURDAY, FEBRUARY 3, 2024

\$350 attendee | Breakout Sessions at VACo HEADQUARTERS

Meals and Accommodation at [Richmond Marriott Hotel](#)

Transportation is provided

NAME: _____

TITLE: _____

EMAIL: _____

COUNTY/ORGANIZATION: _____

CREDIT CARD NUMBER: _____

EXPIRATION DATE: _____

NAME ON THE CARD: _____

Hotel Reservation Details: Lodging costs are not covered in the registration fee. Lodging for the Chairpersons' Institute is at the Richmond Marriott Hotel, 500 East Broad Street, Richmond, VA 23219. Room rates start at \$179 (single room occupancy). To reserve a hotel room, call 800.228.9290 by January 9, 2024, with this code: **VACo Local Government Day** or reserve a room at this [Richmond Marriott Hotel link](#).

Fax completed registration form with credit card information to 804.788.0083.

PLEASE CONTACT
VALERIE RUSSELL AT
VRUSSELL@VACO.ORG
WITH ANY QUESTIONS.

Or please make check payable to VACo. Mail check and completed registration form to 1207 East Main Street, Richmond, VA 23219.



Registration Fee: \$350 Attendee | \$175 Guest

Or [click here](#) to register online.



Refund Policy: Requests for registration refunds are honored if received by January 12, 2024. Substitutions are allowed in the event a supervisor is unable to attend. For more information, call VACo at 804.343.2507.

REGISTRATION FORM

— SUPERVISORS' CERTIFICATION PROGRAM



JANUARY 24 - MARCH 27 | COST - \$450

MODULE 1 - BUDGETING

Open to all county supervisors, this exciting course comprises an opening class session, virtual cohort meetings, and a closing class session. As one of the three courses within VACo's Virginia Certified County Supervisors' Program, this course tackles the tough topic of county budgeting led by Class Manager **Suzette Denslow**. Don't miss this opportunity to build relationships with your fellow supervisors, learn from some of Virginia's most experienced local officials, and engage through meaningful discussions and learning materials. **Join the Class of 2024!**

[Supervisors' Certification Program Website](#)

NAME

JOB TITLE

COUNTY

MAILING ADDRESS

EMAIL

PHONE

PAYMENT INFORMATION

CREDIT CARD NUMBER

EXPIRATION DATE (MM/YY)

NAME ON CREDIT CARD

SIGNATURE

EMAIL ADDRESS FOR CREDIT CARD RECEIPT

MODULE 1 - BUDGETING | COST - \$450 | [REGISTER ONLINE](#)

Opening Session - January 24 | Closing Session - March 27

Opening and Closing Sessions will be at **VACo Headquarters**



Fax completed registration form with credit card information to 804.788.0083. Or please make check payable to VACo. Mail check and completed registration form to 1207 East Main Street, Richmond, VA 23219. Or [click here](#) to register online.

THANK YOU FOR REGISTERING!

www.vaco.org

Please return completed form to VACo by January 12, 2024.

REFUND POLICY: Requests for registration refunds are honored if received by January 19, 2024.

Please contact Karie Walker at kwalker@vaco.org with questions.

Gottschalk tapped as Mecklenburg County Administrator

Printed with Permission from [The Mecklenburg Sun](#)

Alex Gottschalk, who has served as Mecklenburg County deputy county administrator for the past two years, was appointed by the Mecklenburg County Board of Supervisors on Monday to fill the post of County Administrator. He takes over effective March 1.

Gottschalk succeeds Wayne Carter, who will retire Feb. 29 after working in the County Administration office for more than 34 years, nearly 20 of them as county administrator.

Gottschalk thanked the Board of Supervisors for the appointment. "I am so honored to be the next County Administrator for Mecklenburg County," he told board members at their monthly meeting in Boynton on Monday.

Gottschalk came to Mecklenburg in December 2021 as deputy administrator to train under Carter. Prior to that, he was legislative policy and budget analyst for the City of Virginia Beach from 2017 to 2021.

Over the past year and a half, Gottschalk assumed greater responsibility for preparation of the county budget and finances as well as several special projects, among them the future use of the former Park View High School campus near South Hill.

He also took in the lead in crafting the county's legislative agenda for the past two years, which focuses on preserving the local sales tax options for counties, state education funding for new elementary schools, and funding for local libraries.

Other priorities which he identified include Lyngbya remediation for Lake Gaston, support for fire and EMS services and the Virginia Alcohol and Safety Program (VASP), and local representation on the Virginia Passenger Rail Authority Board which is charged with expanding high speed rail service between Richmond and Raleigh, N.C.

Gottschalk earned his undergraduate and graduate degrees from the University of North Carolina in Chapel Hill. He graduated in 2014 with a B.A. in American Studies with a concentration on Southern Studies and a B.A. in History. He earned a Master's of Public Administration in 2017.

"When I left the UNC School of Government, I set a goal to be a county administrator or manager in a small rural community. I am beyond humbled to achieve this dream," he said.

As the county's top executive, Gottschalk promised to maintain an open door policy. "I am thrilled to listen to your voices," he said. "Together, we will strive to ensure Mecklenburg is and will be a welcoming, thriving community, with a bright 21st Century existence."



State Revenues on Track as General Assembly Begins Consideration of Governor's Budget

Secretary of Finance Stephen E. Cummings [briefed](#) members of the House Appropriations Committee on January 15 on December revenues and is scheduled to provide a similar update to the Senate Finance and Appropriations Committee on January 16. Secretary Cummings reported that state General Fund revenues are in line with the forecast embedded in the Governor's budget proposals, with fiscal year-to-date General Fund revenues 2.8 percent, or \$363.2 million, ahead of projections. Setting aside nonwithholding collections and refunds, year-to-date revenue collections are \$85.8 million ahead of the forecast. As Secretary Cummings summarized the situation in his remarks, revenues are outperforming the forecast, but the extent of the overperformance is between \$85.8 million and \$363.2 million, with the uncertainty largely due to the timing of payments and refunds under the new Pass-Through Entity Tax. This mechanism allows certain business owners to elect to pay state income tax at the entity level (rather than the entity's income being passed through to the business owner and the owner paying individual income taxes on that income) and then to receive a corresponding refundable income tax credit. On a fiscal year-to-date basis, individual income tax collections are up 6.4 percent, and are ahead of projections by \$436.6 million, while sales and use taxes are slightly below projections.

Secretary Cummings noted that the revenue forecast incorporated into the Governor's budget proposal is intentionally conservative due to uncertainty surrounding domestic and foreign economic conditions. House Appropriations Committee Staff Director Anne Oman suggested that given the ongoing strength in FY 2024 revenue collections, a mid-session revenue reforecast might be possible, depending on January revenue collections; if the forecast were revised, that update would take place in February, in time for legislators to incorporate it into budget deliberations. January collections will provide additional information on holiday season sales tax collections, as well as withholding and nonwithholding income tax collections.

Following Secretary Cummings's presentation, the House Appropriations Committee staff provided an overview of the introduced budget; the presentation may be found at [this link](#). The Senate Finance and Appropriations Committee staff will provide their budget briefing on January 17. The process of proposing amendments to the introduced budget is underway; legislators' deadline to submit amendments to the Governor's budget was January 12, and the full text of all members' amendments will be released later this week. VACo is working on a set of amendments to address county priorities, and will provide details in a future edition of *Capitol Contact* so that members can assist in advocating on behalf of these requests.

VACo Contact: [Katie Boyle](#)



Aetna® Statewide Wellness Campaign Brings Comprehensive Master Planning and Wellness Programming to Your County

Accessible world-class outdoor wellness infrastructure for communities and schools across Virginia is now being made possible thanks to the new sponsorship [announced last month](#) between [National Fitness Campaign](#) and [Aetna®](#). Here's what this means for your County:

- Ability to work with experts on comprehensive wellness master-planning services in alignment with County goals;
- Support with community consensus, to engage people to spend more time outdoors to improve physical and mental well-being;
- Invitation to qualify for grants from a pool of \$350,000 in funding that is now available for municipalities and schools across Virginia to build a wellness culture as part of the Aetna® campaign.



Most recently, the Town of Dumfries and Mayor Derrick Wood [celebrated the first Fitness Court® Studio in the state this past fall](#) after responding to community voices who were asking for enhanced outdoor recreation options in their community. Residents can now walk, jog or cycle to their free Fitness Court® Studio at Ginn Memorial Park. Dumfries joins Loudoun County, Pulaski County and a number of other municipalities as the campaign continues to grow across Virginia.

Grant funding and comprehensive planning services will be allocated to support municipalities, schools, and organizations across the state in joining the growing NFC wellness campaign, an award-winning initiative now celebrating its 500th Healthy Community in America.

VACo is pleased to share this opportunity with our members who may be interested in qualifying for funding and sponsorship. If you would like to learn more about the Aetna® wellness campaign in Virginia and how to qualify, please fill out the short contact form at nationalfitnesscampaign.com/virginia.

Briefings with NFC require attendance from the Park Director, Public Health Director and/or County Manager/Administrator to qualify for funding and participation in Virginia.

Let's build a healthier Virginia, together.

[Learn More About the Campaign in Virginia](#)



Take Your Leadership Skills to the Next Level Through the NACo Leadership Academy

Counties affect the lives of residents every day. When our frontline staff are empowered as leaders, we deliver services more effectively. **The NACo Leadership Academy is a resource that connects your staff with practical leadership training.** The Academy uses an innovative, interactive online learning platform that combines real-time webinars, recorded sessions and small group discussions to deliver effective training without traveling away from the county – saving money and maximizing time.

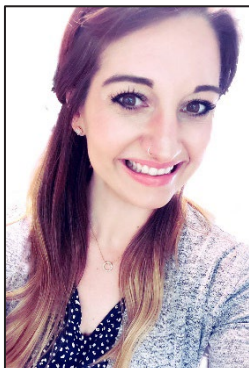
Empowering county government professionals with fundamental, practical leadership skills to deliver results for counties and residents.

With a curriculum developed by the late General Colin Powell and public and private sector leaders, the NACo Leadership Academy gives students the opportunity to learn from world-class faculty. All content is guided by an expert facilitator.

NACo now offers several comprehensive leadership programs, providing a diverse range of fundamental skills and insights for aspiring leaders:

- NACo High Performance Leadership | 12-week online course
- NACo Cybersecurity Leadership | 12-week online course
- NACo Leading On Purpose Leadership | 8-week online course
- NACo Leading In Analytics Leadership | 8-week online course

Find out more at [NACo.org/Skills](https://www.naco.org/Skills) or reach out to Kelly Shearer to register today!



Kelly Shearer
kshearer@pdaleadership.com
D: 971-353-4428

Kelly joined the Professional Development Academy in 2022 as a Director of Enrollment. She collaborates closely with the National Association of Counties (NACo) to support leadership training resources for local government teams as they work to better serve their communities. Her background is specifically in organizational leadership, and as a Virginia native, she's familiar with the unique challenges and opportunities faced by the region's leaders today. In her free time, Kelly loves spending time with her husband and three boys in their Fredericksburg home, traveling when possible--especially to Virginia's beautiful wineries, and winding down with a good book.

National Association of Counties Leadership Development: Learn from the best!

We would like to acknowledge and congratulate the September NACo Leadership Academy graduates from Virginia. They join over 10,000 graduates and current participants from across the country benefitting from the 12-week online program enabling existing and emerging county leaders to achieve their highest potential.

Angel Mateo, Security Analyst, Spotsylvania County
Art Johne, Data Developer, Chesterfield County
Benjamin Goo, Security Administrator, Chesterfield County
Brea Hopkins, Director of Planning & GIS Services, Montgomery County
Brian Hamilton, Economic Development Director, Montgomery County
Jill Parker, Sr. Clinical Services CM/Therapist III, Prince William County
Kristin Alexander, Building Code Enforcement Branch Chief/Manager, Prince William County
Laura Fallon, Assistant Real Estate Assessments Manager, Prince William County
Maureen Anderson, Probation/Pretrial Manager, Prince William County
Nathan Zilke, First Lieutenant, Loudoun County
Renee Wentworth, Security Engineer, Chesterfield County
Thomas Gilligan, Captain, Loudoun County
Travis Wolfe, IT Manager, King William County

Start the new year off with Leadership Development!

Celebrate the 10th Anniversary of the High Performance Leadership Academy with us - each county can enroll 10 leaders for \$15,000 in 2024. Our next cohorts start is April 22nd.

[CLICK HERE TO LEARN MORE AND ENROLL](#)

Developed by General Colin Powell, the Professional Development Academy, and NACo, the High Performance Leadership Academy is an online 12-week program that helps your workforce develop fundamental, practical leadership skills to deliver results for counties and residents.

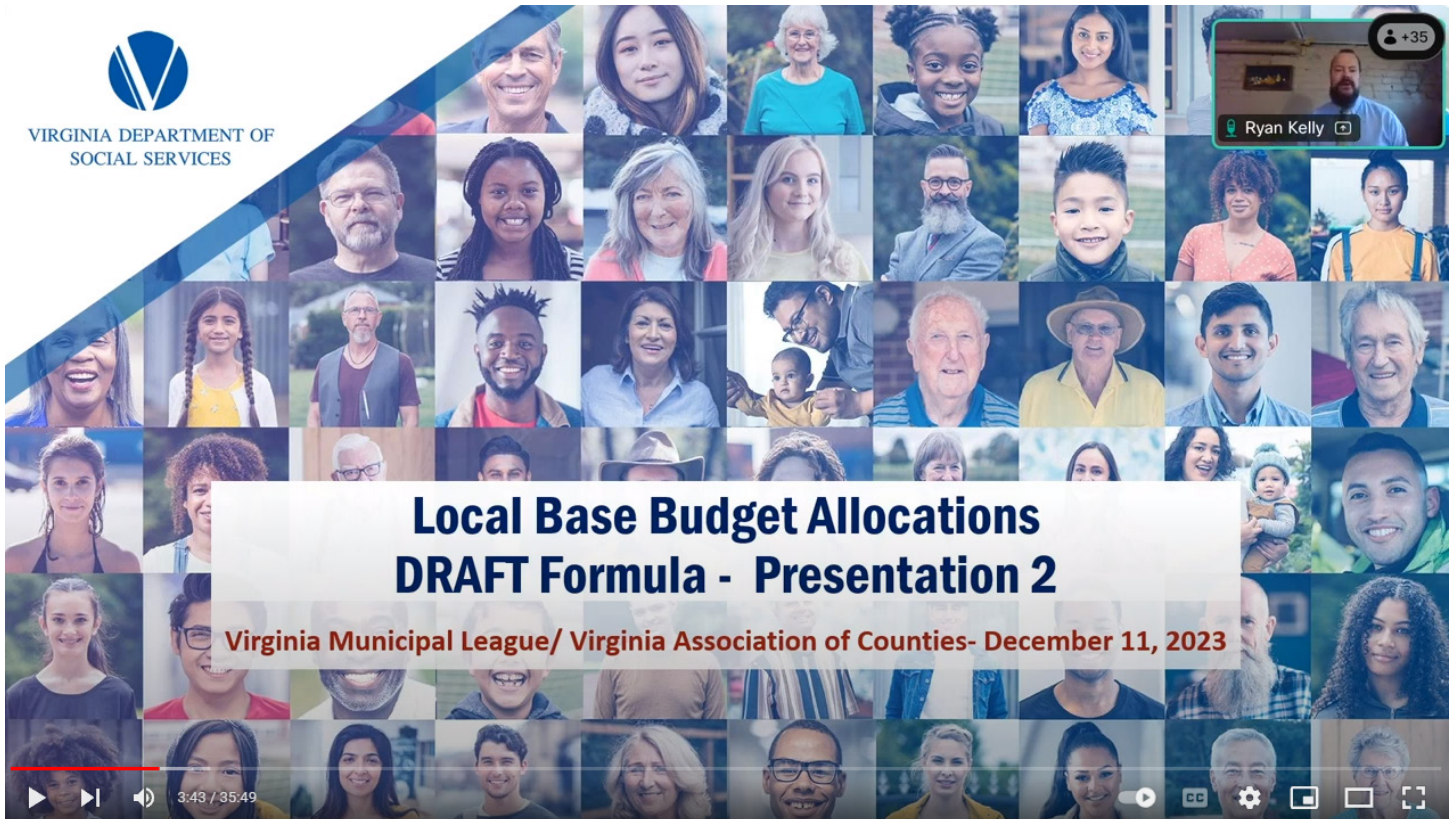
Challenges We Help Finance Officers Solve



Does your finance office have all the support it needs to effectively and efficiently meet the needs of your taxpayers? – The answer to that is probably ‘no’.

And at three+one we’re aware that this is not a unique situation to you and your colleagues. But what if I told you that three+one is much more than a liquidity management solution?; that we are, in fact, a true partner invested in you as much as you are your cash.

<https://threeplusone.us/2024/01/02/challenges-we-help-finance-officers-solve/>

VIRGINIA DEPARTMENT OF
SOCIAL SERVICES

VDSS Webinar on Proposed Alternative Allocation for State Administrative Funding (Part Two)

At the direction of the State Board of Social Services, the Virginia Department of Social Services (VDSS) has been developing a proposed alternative allocation method for state administrative funding to local departments of social services for staff and operations costs that would reflect local department caseloads, poverty, and local ability to pay. Ryan Kelly, Assistant Deputy Commissioner of Policy and Administration at VDSS, joined VACo and VML on December 11 for the second part of a two-part series of webinars to discuss the proposal and solicit initial feedback on the Department's recommendations.

[VDSS PRESENTATION PART 2.](#)

[Click here to watch the Part 1](#) of the VDSS Webinar on Proposed Alternative Allocation for State Administrative Funding



Get to know one of VACo's Premier Partners – Aetna

VACo Premier Partner Aetna believes healthier happens together. Aetna is a leading health care company that takes a holistic approach in partnering with public sector employees and their families to achieve their best health.

Dean Lynch, VACo Executive Director, and Marcus Duckworth, VP, Client Management of Aetna, explore key health benefits in areas important to the public sector.

Part 1 | [Retiree Savings Through Medicare Advantage](#)

Part 2 | [Mental Health Support](#)

Part 3 | [Custom Benefits Solutions for Government Employers](#)

Part 4 | [Community Health](#)



TRUEBLUE PHOTO SPEED ENFORCEMENT

5 THINGS

YOU SHOULD KNOW



04:14

True Blue Photo Speed Enforcement – 5 Things You Should Know

Answers to Frequent Questions About Blue Line Solutions' Photo Speed Enforcement Program

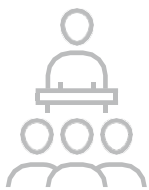
<https://vimeo.com/860454886>

For more information, contact Greg Hogston | Sales Manager – Virginia
ghogston@bluelinesolutions.org | 276-759-8064



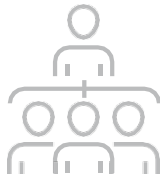
Counties affect the lives of residents every day. When our frontline staff are empowered as leaders, we deliver services more effectively. **The NACo High Performance Leadership Academy is a resource that connects your staff with practical leadership training.** HPLA uses an innovative, interactive online learning platform that combines real-time webinars, recorded sessions and small group discussions to deliver effective training without traveling away from the county – saving money and maximizing time.

THE ACADEMY FOCUSES ON FIVE ESSENTIAL SKILLS:



LEAD:

Engage teams and stakeholders to foster positive climates and exceed common expectations



ORGANIZE:

Plan, lead and execute organizational change more effectively and consistently



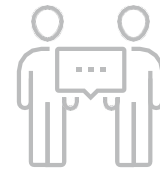
COLLABORATE:

Establish alignment and strong partnerships through building stronger relationships



DELIVER:

Measure projects and processes to deliver results aligned with county and community priorities



COMMUNICATE:

Create clarity, confidence, and community

The NACo High Performance Leadership Academy empowers frontline county government professionals with fundamental, practical leadership skills to deliver results for counties and residents.

NACo Member County cost per enrollee begins at \$1,995.

Additional discounts may apply. Contact us for more details.

With a curriculum developed by the late *General Colin Powell* and public and private sector leaders, NACo High Performance Leadership Academy gives students the opportunity to learn from world-class faculty. All content is guided by an expert facilitator.

Find out more at NACo.org/Skills





OneDigital is thrilled to be one of VACo's newest Premier Partners.

What truly distinguishes OneDigital as a leading **insurance, financial services, and HR consulting advisory firm** is our holistic approach to creating environments that enable people to do their best work and live their best lives. OneDigital understands that counties face rising insurance costs while still struggling to attract/retain talent. This is why we use proprietary software to provide accurate and predictable insurance consulting projections for those core benefits that impact your bottom line and incorporate solutions to improve retention. While voluntary benefits may be the focus of other providers, OneDigital has the expertise in alternative funding strategies, best-in-class analytics, and an in-house actuarial team.

OneDigital has a track record of providing cost-saving solutions to counties. This has been achieved through creative funding strategies, rate holds, and exclusive partnerships with various carriers. One of these exclusive partnerships is through VACORP and Anthem Life. OneDigital is responsible for the inception of the Virginia Local Disability Program (VLDP) which is through the Virginia Retirement System (VRS). Our team of fierce advocates negotiated a 5-year locked rate, including short-term and long-term disability benefits. Your division may already work with us in this capacity, as we currently serve over 270 public sector entities in the VLDP program.



OUR SOLUTIONS FOR EMPLOYERS

MANAGE

- Talent Planning
- Recruiting
- Development & Training

SUPPORT

- Benefits & Compensation
- Total Wellbeing
- Productivity
- Retirement Readiness

ENGAGE

- Culture
- Education & Fiduciary
- Literacy
- Communications

PROTECT

- Compliance
- Workplace Safety
- Operational Continuity
- Cyber Security



Sarah Anne Struckmann
Business Development Executive
 sarah.struckmann@onedigital.com
 434-987-2240



At OneDigital, we harness the power of one to solve complex challenges for businesses and people. Scan the code to the left to watch the video and learn more.



SCHOOL ZONE SAFETY PHOTO SPEED ENFORCEMENT

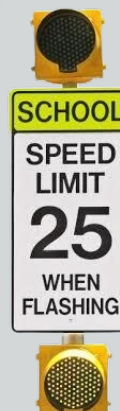


LAW ENFORCEMENT BENEFITS

- * Reduction in dangerous traffic stops
- * Reassignment of Officers to needed areas
- * Reduction of high speed police pursuits
- * No cost to agency or local government

COMMUNITY SCHOOL BENEFITS

- * Traffic Calming
- * Additional tool for SRO's
- * Increased safety for children
- * Changes driver behavior



PUBLIC INFORMATION & EDUCATION

Every effort is made to inform and educate the public through social media and press releases as well as a 30-day warning period.

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