



2026 Local Government Day Draws 250 Local Leaders to Advocate

On February 5, VACo brought together officials from across the Commonwealth for Local Government Day — a statewide advocacy and engagement event that united leaders in Richmond to advance local priorities during the 2026 General Assembly session. Governor Abigail Spanberger spoke at the evening reception.

Purpose & Participation

The event served as a central opportunity for county supervisors, administrators, and staff to connect with state legislators and VACo colleagues, discuss legislative policy concerns, and advocate on behalf of communities and county governance interests. The day's activities reinforced VACo's core mission of supporting counties in educating policymakers, protecting local authority, and promoting sound public policy.

Agenda Highlights

- **Morning Session:** VACo Board of Directors convened, followed by registration and lunch.
- **Noon Briefings:** Participants heard updates on key legislative issues shaping county operations and budgets during the 2026 session.
- **Afternoon Advocacy:** County leaders moved to the General Assembly to meet directly with Delegates and Senators about their legislative priorities.
- **Evening Reception:** A VACo legislative reception provided additional time for networking with legislators and reinforcing local positions.

Outcomes & Focus Areas

Attendees emphasized issues such as local decision-making authority, funding for core county services, and state budget implications impacting land use, infrastructure, and service delivery. The day's interactions helped elevate county voices and strengthen relationships with policymakers at the State Capitol — a critical step in shaping policies that affect counties across Virginia.



Savi and VACo to Help County Employees Reduce or Eliminate Student Loan Debt

Virginia county employees now have access to an easy-to-use student loan benefits platform paired with personalized navigator support through VACo's partnership with Savi. With default rates rising and new repayment rules arriving this year, county staff need clear guidance to protect paychecks and retirement savings.

Why this matters

With about 1,000,000 borrowers in Virginia holding \$50.8 billion in student debt, Savi has already identified roughly \$34 million in savings for state borrowers, but much more relief is needed. Borrowers in default have already taken credit-score hits, and wage garnishment is expected to resume this year; when it does, the Department of Education can withhold up to 15 percent of disposable pay per paycheck and collections can begin quickly and are difficult to reverse. With Virginia's 23.5 percent delinquency rate, roughly 235,000 residents are at risk. County leaders and employees should act now by contacting HR about VACo's Savi benefit or enrolling for navigator-assisted help to check eligibility, prepare paperwork, and respond to notices.

The Savi solution

Savi simplifies access to federal and state loan forgiveness and repayment options, including Public Service Loan Forgiveness. VACo members get tiered service options, from a free plan to discounted comprehensive support for staff. Savi reports more than \$5 billion in identified savings for users and an average annual reduction of \$2,244 in loan payments.

How to enroll:

- **For County Leaders:** To enhance your employee benefits package and foster financial well-being, contact John Nelson, Business Development Representative at Savi, at johnnelson@bysavi.com.
- **For County Employees:** To access this valuable benefit, please reach out to your organization's Department Head or Human Resources office.

Webinar: [The Current State of Student Debt and Forgiveness for HR and County Leadership with NACo Edge](#)

First Thursday of every month, 2:00 PM EST. Student loan expert Tony Raffa will review policy updates and how Savi can partner with counties to help employees secure savings and forgiveness.

Car Tax Legislation Fails to Advance; Study Resolution Awaits Action in the Senate



A subcommittee of House Finance tabled [**HB 566 \(McNamara\)**](#), the last remaining proposal to enact changes to the car tax, on Tuesday afternoon. As presented to the subcommittee, the bill would have required localities to functionally exempt the first \$5,000 of value of qualifying vehicles from taxation by reducing the tax rate to a fraction of a cent, beginning in tax year 2027. Under the bill, the state would reimburse localities for the lost revenue associated with this reduction. Beginning in tax year 2028, in any year in which a locality's revenues grow by 5 percent or more, the functional exemption would increase by an additional \$5,000 in value until the tax-exempt value equaled \$20,000. The patron explained that his intention was for the state to revisit the issue and develop a solution to replace lost revenue as the tax exemption phased in to the full \$20,000. VACo spoke during the subcommittee hearing and cautioned members to ensure that localities were held harmless as the value of the tax exemption increased in the out-years, should the bill move forward.

[**SB 799 \(Durant\)**](#), which would have removed the cap on the state's car tax reimbursement to localities and required localities to functionally eliminate the car tax by reducing the local tax rate on qualifying vehicles to a fraction of a cent, was heard in a subcommittee of Senate Finance and Appropriations earlier in the session and recommended to be passed by indefinitely over concerns about the state's capacity to reimburse localities.

[**HJ 34 \(Franklin\)**](#), which directs the Department of Taxation to study options for abolishing the car tax, has passed the House and will be heard in the Senate Finance and Appropriations Committee. This resolution requires the Department to determine the financial repercussions for localities of eliminating the tax and to examine potential alternative revenue streams to keep localities whole. VACo and VML would be consulted as part of the study. VACo is supporting the study as a means of gathering comprehensive data to inform further discussions about this issue, to include options for how localities can be held harmless. A companion resolution, [**SR 6 \(Marsden\)**](#), was continued to 2027 in the same committee last week.

VACo Contact: [**Katie Boyle**](#)

VACo Supports Legislation Extending Sunset of the Commission on School Construction and Modernization



VACo supports [HB 544 \(Askew\)](#) and [SB 498 \(Aird\)](#), which would eliminate the expiration date of the Commission on School Construction and Modernization, which, pursuant to current law, is set to expire on July 1, 2026. Both bills passed their respective chambers unanimously and have been referred to each chamber's Committee on Rules. VACo testified in support of this legislation. The Commission has been instrumental in studying and developing policy and legislative recommendations to address the issue of aging school infrastructure in Virginia, such as HB 334 (Rasoul) and SB 607 (Lucas), as reported [here](#).

The bills also direct the Commission to (i) meet at least four times each year and post notice of the date, time, and location of each meeting on the central, publicly available electronic calendar maintained by the Commonwealth in accordance with applicable law; (ii) update annually the statewide needs estimate for construction and modernization of school facilities; (iii) develop and deliver by November 1, 2026, a 10-year capital roadmap; and (iv) collaborate with early childhood care and education Ready Regions and comprehensive community colleges in the Commonwealth to collect and evaluate data relating to Ready Region and comprehensive community college facility usage, availability, and needs. Finally, the bill directs the Department of Education, in order to assist the Commission with its work, to update and make available to the Commission an inventory of all public school facilities in the Commonwealth by September 1, 2026.

VACo also supports [HB 264 \(Simonds\)](#), which is legislation limited to extending from July 1, 2026, to July 1, 2029, the sunset date for the Commission on School Construction and Modernization. This bill was referred from the House floor to the House Rules Committee.

VACo supports additional state resources and additional statewide funding options for localities for capital and school construction costs, including expanding dedicated local sales and use tax authority first given to select counties by the General Assembly in 2019 as well as continuing to fund the School Construction Grant Program and School Construction Assistance Program. Funds from these latter two programs should be as accessible as possible.

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



Celebrating Virginia's History:

Montgomery County celebrates 250 years,
'Revolution to Revolutionary'

Visit Montgomery County!



Montgomery County is one of two localities in the Commonwealth of Virginia also celebrating its 250th anniversary in 2026. From its roots in the American Revolution to the nation's first drone delivery, Montgomery County embodies the theme "Revolution to Revolutionary." Established in 1776, Montgomery County was itself a revolutionary idea, created as one of only three new Virginia counties formed that year. The county was named for Gen. Richard Montgomery, a hero of the American Revolution. Initial settlement in the area dates to the 1740s.

Read more: <https://montva.com/1/news/n/2026/02/03/montgomery-county-celebrates-250-years-revolution-to-revolutionary>

**JANUARY 2026**

January 23 to March 27 | **Supervisors' Certification Program (Budget Module)** | VACo Headquarters

January 14 | **General Assembly Convenes** | Richmond

FEBRUARY 2026

February 5 | **VACo Board of Directors Meeting** | Omni Richmond Hotel

February 5 | **VACo County Government Day at the General Assembly** | Omni Richmond Hotel

February 6-7 | **Board Chairpersons' Institute** | Omni Richmond Hotel and VACo Headquarters

February 21-24 | **NACo Legislative Conference** | Washington, D.C.

APRIL 2026

April to September | **VACo Regional Meetings** | TBA

MAY 2026

May 1 to June 26 | **Supervisors' Certification Program (Land Use and Planning Module)** | VACo Headquarters

TBA | **VACo Board of Directors Meeting** | Prince William County

JULY 2026

July 17-20 | **NACo 2025 Annual Conference & Exposition** | Orleans Parish/New Orleans, LA

AUGUST 2026

August 13 | **VACo County Officials' Summit** | Omni Richmond Hotel

August 14 | **VACo Board of Directors Meeting** | VACo Headquarters

August to October | **Supervisors' Certification Program (Leadership Module)** | VACo Headquarters

NOVEMBER 2026

November 7-10 | **VACo 92nd Annual Conference** | The Omni Homestead

November 8 | **VACo Board of Directors Meeting** | The Omni Homestead



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2026 YWCA RICHMOND
OUTSTANDING WOMEN AWARD

- FAITH IN ACTION
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JOIN OUR 46TH
CELEBRATION
MAY 12

Greater Richmond
Convention Center

OWA!
OUTSTANDING
WOMEN AWARDS
YWCA RICHMOND 46

Since 1980, YWCA Richmond has celebrated local women leading our region and inspiring future leaders through its annual Outstanding Women Awards. We recognize the following women who have been selected as the 46th Outstanding Women Awards honorees in eight different categories:

OWA!
OUTSTANDING
WOMEN AWARDS
YWCA RICHMOND 46

CONGRATULATIONS TO CLASS OF 2026 OUTSTANDING WOMEN AWARDS HONOREES



Daphne Maxwell Reid
ARTS & CULTURE



Sue Davies
BUSINESS



Amanda Lynch
EDUCATION



Vanessa Walker Harris
HEALTH & SCIENCE



Cari Tretina
FAITH IN ACTION &
HUMAN RELATIONS



Martha Shickle
LAW & GOVERNMENT



Angela Patton
NONPROFIT LEADERSHIP



Nannette Shor
VOLUNTEERISM

Henrico County's **Cari Tretina** named by YWCA Richmond to the 2026 Class of Outstanding Women Awards Honorees.

Congratulations Cari!

[Read more here.](#)

Cari Tretina began serving as Executive Director of the Henrico Economic Development Authority in January 2026. She first joined Henrico in 2011 through the county's internship program and became a full-time budget analyst in the Finance Department in 2013. Cari advanced through roles in the County Manager's Office, Henrico Fire, and Recreation and Parks, gaining experience across a broad variety of county operations. In 2019, she was appointed Chief of Staff to the County Manager and later served in an expanded role as Deputy County Manager, where she led various redevelopment, infrastructure, and economic initiatives.

A lifelong Henrico resident and proud graduate of J.R. Tucker High School, Cari earned a Bachelor of Arts in Political Science and Public Relations from Eastern Kentucky University and a Graduate Certificate in Public Management from Virginia Commonwealth University's Wilder Graduate School. She is a graduate of Leadership Metro Richmond, the Metro Richmond Public Safety Leadership Academy, Harvard Kennedy School's Senior Executives in State and Local Government program, and the University of Virginia's LEAD Program.

Pulaski County Hires Its First-Ever Fire Marshal



Pulaski County has hired its first-ever Fire Marshal, marking a significant step forward in strengthening fire prevention, life safety, and community risk reduction efforts countywide.

Zack Dunnigan has been selected to fill the newly established Fire Marshal position, which falls under the Pulaski County Fire and Rescue Department. The creation of this new role reflects the Board of Supervisors' continued commitment to proactive fire prevention, code compliance, and public safety.

As Fire Marshal, Dunnigan will be responsible for conducting fire and life safety inspections of new and existing commercial establishments and multi-family residences; ensuring compliance with county and state fire codes; reviewing and inspecting fire detection and suppression systems; and providing final fire-related approvals for construction projects. The position also includes investigating fire safety complaints and conducting investigations involving fires and hazardous materials.

"This position allows Pulaski County to take a more proactive approach to fire prevention and life safety," said Brandon Hamblin, Pulaski County Chief of Fire & Rescue. "Having a dedicated Fire Marshal enhances our ability to reduce risks before emergencies occur and ensures our growing community meets the highest safety standards."

Dunnigan brings more than 10 years of progressive Fire and EMS experience to the role, most recently serving as a Fire Captain and EMT. His background includes leadership, incident command, fire suppression, public education, and emergency operations. He holds multiple professional certifications, including Certified Fire Investigator, Fire Inspector, and Virginia DHCD Fire Official/Fire Prevention Inspector.

"I'm honored to serve Pulaski County in this new role," Dunnigan said. "Fire prevention and life safety are critical to protecting our residents, businesses, and visitors, and I look forward to working closely with our community and partner agencies to reduce risk and strengthen overall safety."

"The establishment of this career position effectively builds out the second phase of our Pulaski County Fire and Rescue Department, delivering both greater capabilities in fire prevention, as well as providing additional capacity with fire and rescue response," stated Jonathan D. Sweet, County Administrator. "This new position will serve an important role in the residential, commercial and industrial sectors of our community, and ultimately be another step closer to providing the proactive services and emergency response expected of a next-level rural community."



Pulaski County Welcomes New Finance Director

Pulaski County has announced the hiring of Justin Martin as its new Finance Director, bringing extensive experience in local government finance, auditing and public administration to the role.

Martin joins Pulaski County by way of Carroll County, VA, where he has served as their Finance Director since 2021. In that position, he was responsible for overseeing the county's financial operations, budgeting, accounting, and fiscal compliance. Prior to his tenure in Carroll County, Martin worked as an Audit Manager at Radford University, where he gained significant experience in financial oversight, internal controls and institutional accountability.

"I am grateful for the opportunity to serve Pulaski County and to contribute to the important work already underway", Martin said. "I look forward to working collaboratively with county leadership, staff, elected officials and our partners to support the County's goals and long-term financial stability."

Martin holds a Master of Public Administration (MPA) from Liberty University, a Graduate Certificate in Local Government Management from Virginia Tech, and a Bachelor of Business Administration (BA) in Accounting from Radford University. He also holds the designation of Certified Public Accountant (CPA).

"Pulaski County Administration is excited to have Mr. Martin join our team, and we are confident his experience, education and talents as a CPA and MPA will benefit the County and our operations on numerous levels", stated Jonathan D. Sweet, County Administrator. "Justin has seen local government finance from every angle, from conducting preaudits and annual audits, to the development and implementation of county budgets and capital plans, his knowledgeable perspective is going ensure the County remains fiscally well managed."

As Finance Director, Martin will oversee Pulaski County's financial operations, including budget development, financial reporting, accounting functions and long-term fiscal planning. County officials expressed confidence that Martin's strong background in public finance and local government management will support Pulaski County's continued commitment to responsible stewardship of public resources.

Mary Bowman has been selected as Chesterfield's Chief of Emergency Communications



Bowman, who has served as acting chief since June 2025, has 27 years of experience in emergency communications. She joined the county as a 911 dispatcher before rising through the ranks as assistant shift supervisor, training facilitator and operations manager.

"Mary has deep, firsthand knowledge of emergency communications and understands the critical role our ECC staff plays as the public's first contact in the event of an emergency," said Col. Frank Carpenter, chief of the Chesterfield Police Department. "The ECC chief is an essential partner to the leaders of our public safety agencies. Chief Senter, Sheriff Leonard and I have the utmost confidence in Mary's ability to build upon the exceptional customer service our ECC professionals provide to Chesterfield residents every day."

Bowman is known as a steady, thoughtful leader who balances operational excellence and accountability with genuine care for her employees' physical and psychological wellbeing.

"I've been on the front lines of Chesterfield's 911 response and recognize the awesome responsibility of being on the phone with somebody in an emergency situation," Bowman said. "I'm passionate about fostering a positive workplace culture rooted in trust, respect and resilience. Our ECC must be a place where all employees feel valued, supported and empowered to succeed."

Bowman holds certifications as a Communications Center Manager, Emergency Numbers Professional and Commission on Accreditation of Law Enforcement Agencies Accreditation Manager. She's an active member of both the National Emergency Numbers Association and the Association of Public Safety Communications Officials, or APCO, and serves on the Virginia APCO Legislative Committee.



Governor Spanberger visits Local Government Day

VACo President and Prince William County Supervisor **Victor Angry** (left), VACo Executive Director **Dean Lynch** (second on right), and Surry County Supervisor **Cameran Drew** thanked Governor Spanberger for sharing her vision for localities at the VACo Local Government Day.



Thank You to All Who Participated in the Successful Chairpersons' Institute

Following the statewide advocacy and engagement of VACo's Local Government Day, county leaders gathered again on February 6 and February 7 for the VACo Chairpersons' Institute — a dedicated training event designed to strengthen leadership, management, and vital skills for County Board Chairs and Vice Chairs.

Purpose & Focus

The Institute offered a collaborative and peer-to-peer learning environment to help county Board Chairs and Vice Chairs enhance their effectiveness in leading their boards and serving their communities. Sessions centered on practical leadership topics, governance responsibilities, and strategies for facilitating productive board operations.

Program Highlights

- **Two days of interactive training:** Participants engaged in facilitated discussions, skill-building exercises, and shared experiences with fellow board leaders.
- **Practical learning:** Topics targeted core duties of a board chair or vice chair, including meeting management, effective communication, conflict navigation, and consensus building (based on the design focus of the Institute).
- **Networking & peer support:** Attendees had opportunities to build relationships with Chairs and Vice Chairs from across the Commonwealth, exchanging insights and best practices for leadership in county governance.

Event Setting & Participation

The two-day Chairs Institute reinforced the value of continued professional growth as an elected official after Local Government Day at the Capitol.



Capitol Contact

Virginia General Assembly

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

February 2026

- February 10, 2026: **ACTION ITEM:** [Bill to Allow “By-Right” Multi-Family Housing Within One-Quarter Mile of Rail and Transit Stops Passes Senate](#)
- February 5, 2026: [VACo Local Government Day Capitol Contact](#)
- February 3, 2026: **ACTION ITEM:** [VACo Opposes Mandatory Collective Bargaining Bill](#)

JANUARY 2026

- January 29, 2026: [House Finance Committee Considers Local Tax Bills](#)
- January 27, 2026: **ACTION ITEM:** [Call Now to Oppose Bill to Make Utility-Scale Batteries a “By-Right” Use](#)
- January 22, 2026: **ACTION ITEM:** [Call Now to Oppose Bill to Preempt Local Land Use Authority](#)
- January 20, 2026: [Governor Spanberger Addresses General Assembly](#)
- January 15, 2026: [2026 General Assembly Session is Now Underway](#)
- January 14, 2026: [General Assembly Convenes – Look for Capitol Contact on Tuesdays and Thursdays](#)



Part Two – Saturday, April 18

In person at VACo Offices – 1207 E. Main Street, Richmond VA 23219

Join us for briefings by subject matter experts on important topics for Supervisors, including economic development, working with Constitutional officers, and planning and land use, as well as an opportunity to network with fellow Supervisors.

Registration information to follow! Please contact Valerie Russell at vrussell@vaco.org with any questions.

REGISTER TODAY!

Upcoming National PCard Opportunity for Counties and Providers

Counties across the country should be aware of an upcoming national procurement opportunity that will shape the next generation of purchasing card (Pcard) and payable solutions available through NACo's Public Promise Procurement (PPP).

Fairfax County, Virginia—serving as the Lead Public Agency on behalf of Public Promise Procurement—has issued a Request for Proposals to establish a Public Promise Procurement Master Agreement for PCard and Payable Solutions, including associated services and support. The resulting agreement is expected to include multiple awarded providers and will be accessible to counties, states, higher education institutions, and nonprofit organizations nationwide.



County officials are encouraged to inform their current and potential Pcard providers about this opportunity and to monitor the solicitation closely, as it may expand competitive options, improve pricing, and introduce enhanced tools for payment automation, reporting, and compliance.

Key dates include:

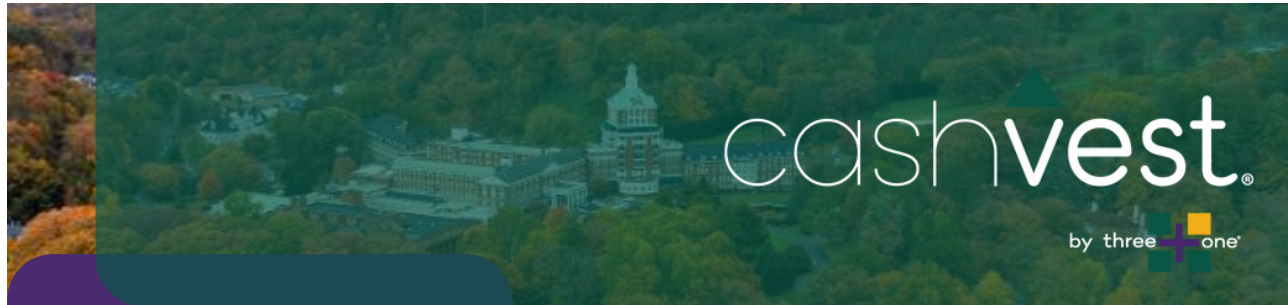
- Issue Date: January 15, 2026
- PreProposal Conference: January 29, 2026
- Proposal Due Date: February 27, 2026



Once awarded, the Master Agreement will offer counties a streamlined, nationally competed contract they can use to modernize purchasing and payable operations with reduced administrative burden.

Additional solicitation details are available [through Fairfax County's procurement portal](#). Counties should watch for future updates from NACo and Public Promise Procurement on award announcements and participation guidance.

[View Solicitation](#)



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CHALLENGES

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SOLUTION

The cashVest portal can solve each of these challenges by bringing solutions to your fingertips, with the **full support of a dedicated team**, allowing you to generate new revenue streams from your cash.

"For public finance departments, the ability to generate new revenue while gaining insights into their financial future is invaluable. This partnership ensures public entities are better equipped to manage uncertainties and prepare their 2026 budgets and beyond."

Matthew Chase

NACo CEO/Executive Director

BENEFITS

See more, so you can do more.

1

View your cash position in one place to make informed investing decisions, no matter the rate environment.

2

Our clients can give you over a billion reasons to use the cashVest portal.

Know with certainty how long each dollar can be invested, allowing more cash to work for your bottom line. View weekly cash projections with future liquidity forecasting to enhance traditional cash flow forecasting. This strategy has returned over one billion dollars to the entities we serve.

3

Innovative financial technology that generates new non-tax revenue.

Easily understand and view banking arrangements/structures in one place. Evaluate all banking services, fees, and earnings credits—in all market cycles—with greater confidence. Benchmark the value of your cash to the marketplace and peers to ensure you are always earning and saving the most possible.

Unlocking New Public Value in 2026

As 2026 begins, public finance leaders face an increasingly complex financial landscape, defined by shifting interest rates, evolving policy mandates, and heightened expectations for transparency and measurable outcomes. In this environment, the [most successful organizations](#) are those that treat liquidity as a strategic asset, not a passive balance.

Every budget decision, debt issuance, and capital plan depends on cash: its timing, accessibility, and potential to earn value safely. What distinguishes today's leading public entities is their ability to leverage precise data and technology to forecast flows, plan with confidence, and align every available dollar with long-term community priorities.

This is where cashVest delivers transformational value.

cashVest provides finance professionals with a data-driven understanding of their overall cash position, empowering informed, policy-compliant decisions that strengthen budgets while maintaining liquidity and security. The platform's methodology, rooted in transparency and disciplined financial stewardship, has already returned over \$4.3 billion to communities nationwide. More importantly, it has redefined how public entities measure performance in cash management.

By integrating seamlessly with existing investment policies and governance structures, cashVest enhances visibility without complexity. Whether navigating volatile markets or stable cycles, finance leaders gain assurance that every dollar has been optimized, with no overlooked opportunity and no unnecessary exposure.

In 2026, leadership in public finance will be defined by balance: preserving trust and prudence while pushing for innovation. cashVest equips public entities to do both, unlocking new value from existing resources, fortifying budgets, and expanding the capacity to serve their communities.

To learn how your organization can uncover new financial and growth opportunities in 2026, contact us today.



VIRGINIA ENERGY SENSE

VALUE YOUR POWER



No tricks, just energy savings! Unplug your unused electronic devices to avoid inflating your energy bills with **phantom power**.

Nothing is spookier than receiving a mysteriously high energy bill. The scary suspect may be phantom, or “vampire” energy: electricity consumed by devices that are plugged in but not in use.

Energy usage from idle electronics may cost the average U.S. household as much as \$100 a year. You can save money by unplugging devices you’re not using such as computers, printers, TVs, gaming consoles and speakers.

If your county is looking to further your sustainability goals and support your residents, Virginia Energy Sense is here to help.

Virginia Energy Sense operates under the guidance of the State Corporation Commission as Virginia’s only statewide energy-efficiency education program. Our mission is to empower Virginians with the knowledge and tools they need to:



Drain monthly utility costs



Fend off excessive energy usage



Decrease carbon footprint

We know local government plays a powerful role in charging energy-conscious communities. If your department is involved in sustainability, public outreach or utility services, we’d love to discuss how VES can support your mission.

Visit www.virginiaenergysense.org to view our full library of resources. Connect with us directly via email at EnergySense@scc.virginia.gov. Or, call 804-371-9141 to learn more about collaboration opportunities.

Together, we can help Virginians save energy and money. Scan the QR code with your phone’s camera to get started.





Equipment Lease-Purchase Financing

Equipment Lease-Purchase Financing is a great tool to make your locality's and school division's budget go further!

Contact us for details.

VML/VACo Equipment Lease-Purchase Financing offers:

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Budget less in the current year by spreading payments out over the useful life of the equipment – perfect for school buses, fire engines, and police cars.

CONTACT US TODAY

Questions?

Contact Steve Mulroy
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smulroy@valocalfinance.org





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As a Premier Partner of the Virginia Association of Counties (VACo), Schneider Electric has proudly served as a trusted energy and infrastructure partner across the Commonwealth since 2001. We specialize in supporting school districts, municipalities, higher education institutions, and state agencies in overcoming budget constraints through strategic capital funding solutions.

Recognized as the #1 ranked Energy Services Company (ESCO) since 2017, Schneider Electric delivers comprehensive infrastructure upgrades through performance contracting. Our approach helps clients tackle deferred maintenance by shifting from reactive fixes to proactive, long-term solutions—building resiliency, modernizing facilities, and generating guaranteed energy savings to fund critical improvements.

Join us for our webinar with VACo, where we'll explore the fundamentals of our business model and share real-world examples of how we've helped communities across Virginia achieve impactful renovations.

Abby Weigel | Account Executive | 804.248.0523 | abby.weigel@se.com

Kevin DeLeon | Account Executive | 804.517.2819 | kevin.deleon@se.com

Website: www.se.com/ww/en/about-us/sustainability/



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VACo long-standing partner Nationwide Retirement Solutions, provides these valuable services:

- 457 and 401(a) Plans
- Roth 457 Account
- Protected Retirement Solutions
- Nationwide Retirement Institute
- Social Security

VACo Executive Director, Dean Lynch, recently sat down with Debbie Turner, Charlie Brennan, Lynn Robinette, and David Bazzell to discuss their expertise in assisting counties with comprehensive savings and retirement programs and what sets Nationwide apart.



You are VAcorp

You are not merely a customer of VAcorp; you **are** VAcorp! We are both owned and governed by you – our members! VAcorp is created under 15.2-2700 of the local government code where all assets and surplus belong to the members. In addition, VAcorp is controlled by a Supervisory Board that is elected from and by our members. The Board determines and approves all major risk pool decisions, and as a voting member, you have a voice in the decisions that matter most.

Know Who You Are

Because you are VAcorp itself, we think it is critical that you understand exactly what VAcorp is and why it exists. Many simply think of us as their “insurance carrier” – writing customized coverages and handling claims when they occur – but we are so much more!

Our History

The Birth of Risk Pools

VAcorp is not an insurance company, but rather a Risk Pool.

Unstable economic conditions in the mid-1980s led to a commercial insurance crisis with ballooning premiums and widespread policy cancellations. As a result, Risk Pools began to form as an alternative to volatile traditional carriers, allowing Pool members to exert more control over their coverages and costs. Today, almost all public sector entities throughout the country get their coverage from Risk Pools rather than from commercial insurance companies.

VAcorp's Origin

VAcorp was founded by a handful of Virginia counties in 1993. The ultimate goals of the program were to provide **cost stability**, the most **comprehensive coverages** possible, and **custom services** tailored specifically to the unique needs of our members. While we are pleased by how well our prices compare against the competition, our goal was never to guarantee the lowest cost. Instead, we promised to avoid the wild price swings that we've seen in other providers and provide stable pricing year after year, and that is exactly what we have delivered. VAcorp rates are actually **lower today in 2024 than they were in 1993!**

VAcorp's Growth

Today, VAcorp is the **largest self-insurance risk pool** for public sector entities in the Commonwealth with a membership retention rate of better than 98%. Over the years, we have expanded beyond counties to include municipalities, school divisions, authorities, volunteer fire & rescue companies, state agencies, and non-profits funded by taxpayer dollars. **Over 560 members** have joined VAcorp, including 8 of the 10 largest counties, 8 of the 10 largest cities, and 8 of the 10 largest school divisions. We believe that the extraordinary success of the program can be attributed to our unwavering commitment to our founding principles.

VAcorp Exists to Serve You

VAcorp was created solely to serve Virginia's public sector entities, and from day one until now, we have never lost sight of that purpose. Because we answer only to our members, every decision is designed to benefit the group over the long haul.

VAcorp advocates for local government through a myriad of partnerships with affiliated associations including: VACo, VSBA, VLGMA, VASS, VFGOA, VASBO, LGA, Regional Jail Association, PDC, etc. While there is a cost associated with these partnerships, they add value to the group by aiding in our ability to lobby the General Assembly on behalf of our members.

You may not always see the immediate payoff, but every VAcorp decision is made in alignment with our vision to serve our members and promote the health and longevity of your program.

Take a look at a few of VAcorp's milestones over the years:

- **1993** - VAcorp is established with 12 founding members and less than \$700,000 in annual contribution.
- **1998** - VAcorp terminates service contract with claims administration vendor and hires staff to promote more control and efficiency.
- **1999** - VAcorp offers coverage to K-12 Public Schools across the Commonwealth.
- **2001** - VAcorp begins offering Public Officials Liability coverage in response to VARisk offering limited coverage.
- **2004** - VAcorp begins providing Environmental Liability coverage to all members at no additional cost. Even in 2024, VAcorp is the only provider offering this coverage with a low \$25,000 deductible. Other providers offer this coverage with a \$250,000 deductible.
- **2008** - VAcorp responded to the great recession by freezing rates and providing financial relief with over \$8,000,000 in dividends to members.
- **2011** - VAcorp introduces Line of Duty Act (LODA) coverage, creates the only LODA trust in the state, and absorbs existing LODA losses in response to the state pushing this cost to the local level. VAcorp paid all of its members' 2010 past liability for over \$1,000,000.
- **2013** - VAcorp merges with the VSBA Self-Insurance Group and assumes their liabilities to prevent School Boards from being assessed. This action saves Local Governments in excess of \$5,000,000.
- **2013** - VAcorp becomes the first to offer Cyber Risk coverage in Virginia offering the broadest coverage available to local governments anywhere in the US.
- **2016** - VAcorp offers Student Accident and Catastrophic Accident coverage in order to fill VHSL coverage gaps.
- **2020** - VAcorp provides over \$5,000,000 in rate credits during the COVID pandemic to assist members.
- **2023** - VAcorp includes security risk management coverage (active shooter) for all members (coverage has been included for Schools since 2013).





OneDigital is thrilled to be one of VACo's 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



Ritter Jonas

Senior Business Development Executive
804.393.2122 | rjonas@onedigital.com



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.



The VA250 Mobile Museum: A Classroom on Wheels

Get ready to bring Virginia's history to life! The VA250 Mobile Museum Experience, a hands-on, interactive, and immersive museum on wheels, is coming early 2025. This unique experience will transport students back in time, exploring key stories from every region of the state.

Perfect for:

- **Schools:** Enhance your curriculum with a memorable field trip.
- **Community organizations:** Host a unique event for all ages.
- **Local festivals:** Attract visitors with a fascinating historical exhibit.

Book the museum for your school or community event today! Visit [the VA250 website](#) for more information and to schedule a visit.



Get your VA250 license plates - now available

Are you ready to show your pride in America's 250th anniversary? The VA250 commemorative license plate is now available for purchase! As a symbol of our nation's rich history and bright future, this limited-edition license plate offers a unique opportunity to drive with a piece of history.

By purchasing a VA250 license plate, you're not only adding a stylish touch to your vehicle, but you're also supporting a worthy cause. A portion of the proceeds from each plate sold will be donated directly to VA250, a non-profit organization dedicated to creating educational programs, events, and exhibits to commemorate America's 250th anniversary.

Don't miss out on this opportunity to own a piece of history and support a great cause. [Visit the Virginia DMV website](#) to purchase your VA250 license plate today.

Virginia County Supervisors' Manual 8th Edition



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The Virginia Association of Counties accepts employment ads in a PDF file or a link to a job site. Please include information for applying, and a link to other important information. Please do not fax your employment ad. VACo members are not charged for placing an employment ad. **The cost is \$100 per ad for non-VACo members.** VACo publishes the ad on its website and mobile app as well as the upcoming County Connections issue. If you have any questions or concerns, please email [Valerie Russell](#).

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ADVOCACY

VACo's lobbying efforts have helped stem the tide of unfunded mandates and have saved Counties millions of dollars every year.



EDUCATION

Our educational programs offer County leaders and staff opportunities to become more effective in their communities.



MEMBERSHIP ENGAGEMENT

Some of VACo's best moments are when members convene and work to improve communities all over the Commonwealth.



BUSINESS DEVELOPMENT

Our business development opportunities offer savings and innovative approaches to delivering services at the County level.

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VACo exists to support county officials and to effectively represent, promote and protect the interests of counties to better serve the people of Virginia.

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