MARYLAND ASSOCIATION of COUNTIES
Summer Conference

WINDS OF CHANGE

AUGUST 14-17, 2019
Roland Powell Convention Center
Ocean City, MD
Worcester County

PROGRAM OF EVENTS

2,800 INFLUENTIAL PARTICIPANTS
250 INNOVATIVE EXHIBITORS
90 INSPIRATIONAL SPEAKERS
40 INFORMATIVE SESSIONS
SAFE. SMART. CONNECTED.
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Share your MACo Conference experience by using this Twitter hashtag: 
#MACoCon

Follow MACo on Twitter: @MDCountsies
MARYLAND ASSOCIATION of COUNTIES

OFFICERS
President: Barry Glassman, Harford County
First Vice President: Sharon Green Middleton, Baltimore City
Second Vice President: Wilbur Levengood, Caroline County
Secretary: Laura Price, Talbot County
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Past President: Jan Gardner, Frederick County

BOARD of DIRECTORS
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James Hinebaugh, Garrett County
Marc Elrich, Montgomery County
Angela Alsobrooks, Prince George's County
Jack Wilson, Queen Anne's County
Bob Culver, Wicomico County

AFFILIATE PRESIDENTS
Administrators: Wayne Strausburg, Wicomico County
Aging: Cathy Willis, Queen Anne’s County
Attorneys: Thomas Yeager, Kent County
Budget & Finance: Ted Zaleski, Carroll County
Corrections: TD Reece, Calvert County
Emergency Managers: Richard Brooks, Cecil County
Engineers: Erv Beckert, Prince George’s County
Environmental Health: Leigh Broderick, Carroll County
Health: Maura Rossman, Howard County
Human Resources: Kim Frock, Carroll County
Human Services: Dave Trulio, Cecil County
Information Technology: Mark Ripper, Carroll County
Parks & Recreation: Kathy Burley, Harford County
Planners: Phil Hager, Anne Arundel County

CHAPTER ORGANIZATION PRESIDENTS
Maryland County Officials Diversity Caucus:
Craig Rice, Montgomery County
Maryland Large County Coalition
Mel Franklin, Prince George’s County
Maryland Rural County Coalition:
Jack Wilson, Queen Anne’s County
Women of MACo:
MC Keegan-Ayer, Frederick County

CONVENIENCE PLANNING COMMITTEE
Chair: Wilbur Levengood, Caroline County
John Olszewski, Baltimore County
Kimberly Frock, Carroll County
Reuben Collins, Charles County
Todd Turner, Prince George’s County
LaMonte Cooke, Queen Anne’s County
Laura Price, Talbot County

STAFF
Executive Director, Michael Sanderson
Legislative Director, Natasha Mehu
Legal & Policy Counsel, Leslie Knapp Jr.
Research Director, Robin Clark Eilenberg
Associate Director, Kevin Kinnally
Member Services Director, Virginia White
Admin. & Finance Director, Leslie Velasco
Administrative Coordinator, Allison Valliant
Communications Coordinator, Heather Legg

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Communications Coordinator, Heather Legg
Thank You for Your Support of Maryland’s Counties!

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Nationwide Retirement Solutions  World Wide Technology (WWT)

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Chesapeake Employers’ Insurance Company  UnitedHealthcare
Cigna

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NORESCO, LLC

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Maryland Environmental Service  Presidio
NAIOP Maryland, Inc.  PrimeCare Medical, Inc.
Panasonic  The Northeast Maglev
Pepco/Delmarva Power Energy Savings for Business  Wellpath
Zelenkofske Axelrod LLC

County governments are always looking for new ways to deliver efficient and effective services to their constituents. In 2009, the MACo Corporate Partner Program was established to provide a forum for companies and organizations to market themselves to county decision-makers. Through the exchange of ideas and information, lasting partnerships have been formed.

For additional information, visit www.mdcounties.org/CorporatePartners or contact our Communications Coordinator, Heather Legg, at hlegg@mdcounties.org or at 410.269.0043.
Thank You, Sponsors!

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- Comcast
- Constellation
- Copper River Information Technology
- Crown Castle
- Davenport & Company
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- Exelon
- Fortinet
- Google Cloud
- Kaiser Permanente
- Law Office of Thomas Yeager
- LGIT Health
- Local Government Insurance Trust (LGIT)
- Manis Canning
- Marriott International
- Maryland Chamber of Commerce
- Maryland Building Industry Association
- Maryland Center of Excellence on Problem Gambling
- Maryland Department of Housing and Community Development
- Maryland Environmental Service (MES)
- Maryland Relay
- MD-DE-DC Beverage Association
- MidAtlantic Farm Credit
- Miles & Stockbridge
- Moser Consulting & Red Hat
- Motorola
- NAIOP Maryland, Inc.
- Nationwide Retirement Solutions
- Nitor Partners
- NORESCO
- Panasonic
- Pepco/Delmarva Power
- PNC Bank
- Potomac Edison, A FirstEnergy Company
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- Remington & Vernick Engineers, Inc.
- Rifkin Weiner Livingston LLC
- Skipjack Wind Farm
- TelaForce
- The North East Maglev (TNEM)
- The Traffic Group
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- UnitedHealthcare
- U.S. Census and MD Census, MD Department of Planning
- Urban Grid
- Verizon
- Verra Mobility
- Washington Gas
- Washington Suburban Sanitary Commission
- Wellpath
- WGL Energy Services, Inc.
- World Wide Technology (WWT)
- Zelenkofskes Axelrod LLC

Sponsor & Exhibitor descriptions and contact information:
www.mdcounties.org/SC19Sponsors | www.mdcounties.org/SC19Exhibitors
Or, available on the mobile app!
Early Birds Get the Worm  
*Or in this case - GIFT CARDS!*

What are Early Attendance Prizes??
At the beginning of each conference session, a ticket is drawn and the winner receives either $25 (in an affiliate session) or $50 (in a general session).

Where do I get the tickets?
“Prize tickets” can be found in your conference registration materials. Please fill out the “name” field on the ticket. MACo staff will collect the tickets prior to the beginning of the session.

How is it awarded?
MACo staff draws a name and the gift card is awarded right there on the spot. The remaining tickets are discarded.

Arrive early - the drawing does not wait!
The speakers and your fellow audience members will appreciate the courtesy of less disruption.

Welcome Session Drawing - Thursday
Arrive on time to the Welcoming Session at 9:00 am on Thursday in the Performing Arts Center to be eligible to win a $250 gift card!

Thank You Golf Tournament Sponsors!

**Golf Hole Sponsors**
- Aetna
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*Continental Breakfast:*
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*Golf Tournament Giveaways & Prizes:*
- Captain's Table - $50 Gift Certificate
- Hotel's at Fager's Island - Off Season hotel stay
- KCI - Snack bags and Gift Baskets
- LGIT - Bags, Umbrellas & Hats
- Ocean City Golf Club - Round of Free Golf
- Princess Royale Oceanfront - 2 night stay
- Seacrets - $25 gift certificate
MACo, MML, and LGIT, in partnership with the University of Maryland School of Public Policy are sponsors of the Academy for Excellence in Local Governance (Academy).

The Academy is a voluntary training program designed to help local government officials, especially newly elected officials, meet the challenges of governing. County officials may enroll in the “county track” and earn a certificate after completing comprehensive training on local governance.

WHO IS ELIGIBLE?
All county elected or appointed officials may attend Academy courses and register for the Academy to receive an Academy certificate.

WHAT ARE THE EDUCATION REQUIREMENTS?
To receive the Academy Certificate, local officials must register and complete 8 required Core classes and an additional 6 elective units of their choosing.

<table>
<thead>
<tr>
<th>County Core Classes</th>
<th>County Elective Classes</th>
</tr>
</thead>
<tbody>
<tr>
<td>(all 8 required)</td>
<td>(choose any 6 topic areas)</td>
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<tr>
<td>· County Financial Management</td>
<td>· Land Use Planning</td>
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<tr>
<td>· Ethics</td>
<td>· Communications</td>
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<tr>
<td>· Conducting Effective Meetings</td>
<td>· Legal &amp; Liability Issues</td>
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<tr>
<td>· Consensus &amp; Team Building</td>
<td>· Technology</td>
</tr>
<tr>
<td>· Open Meetings</td>
<td>· HR &amp; Personnel Adm.</td>
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<tr>
<td>· Public Information Act</td>
<td>· Intergovernmental Relations</td>
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<tr>
<td>· Employment Issues</td>
<td>· Personal Development</td>
</tr>
<tr>
<td>· Basics of Risk Management</td>
<td>· Finance</td>
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<tr>
<td></td>
<td>· Service Delivery</td>
</tr>
<tr>
<td></td>
<td>· Econ. Dev. &amp; Tourism</td>
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<td></td>
<td>· Environmental Issues</td>
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</tbody>
</table>

HOW LONG WILL IT TAKE?
Participants are encouraged to complete the requirements within three years, but may take up to five years.
WHAT IS THE COST?
Academy registration is a one-time fee of $250. Attending academy courses is included with conference registration. For elected officials only: upon request, MACo will pay a $150 stipend toward the registration fee. Conference or other seminar fees are additional fees paid by the participant.

WHERE ARE “COUNTY TRACK” COURSES OFFERED?
Classes are offered at MACo, MML, and LGIT conferences and course trainings.

WHICH COURSES ARE OFFERED AT THIS CONFERENCE?
Look for the Academy symbol that signifies an Academy credit course.

QUESTIONS?
The University of Maryland School of Public Policy is the program administrator, providing registration, transcripts, and general support. Contact the School of Public Policy at 301.314.2641 or awashin1@umd.edu or visit the Academy Information Center on the second floor of the convention center.

WHAT’S NEXT?
There’s an Academy Graduate Program, too. Fellows who have completed the Academy certificate can further enhance their local governance training by becoming a Torchbearer. Stop by the Academy Information Center on the second floor of the Convention Center for more details!

2019 SUMMER CONFERENCE ACADEMY SESSIONS:

WEDNESDAY, AUGUST 14, 2019
11:00 am - Noon: New Look 9-1-1 – Everything Will Change...Except the Numbers
1:15 pm - 2:15 pm: Maryland’s Small Cell Roll Out: Making 5G a Reality
1:45 pm - 3:15 pm: Conducting Effective Meetings (Core)
2:30 pm - 3:30 pm: Held Hostage: Protecting Your Data from Cyberattacks
3:30 pm - 5:00 pm: Public Information Act (Core)
3:45 pm - 4:45 pm: Conduit Street Podcast Live with US Census

THURSDAY, AUGUST 15, 2019
2:00 pm - 3:00 pm: Family First: Child Welfare & Foster Care Under the New Federal Law
3:30 pm - 4:30 pm: Serving and Supporting Our Veterans

FRIDAY, AUGUST 16, 2019
1:00 pm - 2:00 pm: Beyond the Classifieds: Finding and Keeping the Employees You Need
2:15 pm - 3:15 pm: Delicious or Deadly? A Food Safety Update

SATURDAY, AUGUST 17, 2019
8:30 am - 10:00 am: Active Shooter Response Training
9:00 am - 10:00 am: Stoke the Fire: Volunteer Recruitment and Resources
10:15 am - 11:15 am: Sound the Siren: Maryland’s Fire Service Needs Help
# Meetings At-A-Glance

## WEDNESDAY, AUGUST 14, 2019

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<th>Event</th>
<th>Location</th>
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<tr>
<td>9:00 AM - 11:00 AM</td>
<td>County Information Technology Directors*</td>
<td>Room 217</td>
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<tr>
<td>10:00 AM - 11:00 AM</td>
<td>County Emergency Managers*</td>
<td>Room 209</td>
</tr>
<tr>
<td>10:30 AM - 4:30 PM</td>
<td>MACHO - Maryland Association of County Health Officers*</td>
<td>Room 213</td>
</tr>
<tr>
<td>Noon - 1:00 PM</td>
<td>County Engineers Association of Maryland (CEAM)*</td>
<td>Room 217</td>
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</tbody>
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## THURSDAY, AUGUST 15, 2019

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<th>Time</th>
<th>Event</th>
<th>Location</th>
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<tr>
<td>8:00 AM - 9:00 AM</td>
<td>Large County Coalition Meeting and Breakfast*</td>
<td>Room 217</td>
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<tr>
<td>8:00 AM - 9:00 AM</td>
<td>Rural County Coalition Meeting and Breakfast*</td>
<td>Room 209</td>
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<tr>
<td>8:30 AM - 11:30 PM</td>
<td>MASSD Meeting*</td>
<td>Room 208</td>
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<tr>
<td>9:00 AM - 11:00 AM</td>
<td>Rural Broadband Task Force Meeting*</td>
<td>Room 201</td>
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<td>10:00 AM - 11:00 AM</td>
<td>Clean Chesapeake Coalition Meeting</td>
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<td>11:30 AM - 12:30 PM</td>
<td>County Administrators Affiliate Meeting*</td>
<td>Room 213</td>
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<td>11:30 AM - 12:30 PM</td>
<td>County Public Information Officers &amp; Communications Professionals Lunch*</td>
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<tr>
<td>11:30 AM - 12:30 PM</td>
<td>Maryland County Officials Diversity Caucus Lunch (Thursday Lunch Ticket Required)</td>
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<td>Noon - 2:00 PM</td>
<td>MACo ECC Subcommittee Affiliate Lunch Meeting*</td>
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<td>7:30 AM - 8:45 AM</td>
<td>County Elected Officials Forum, Breakfast, and Business Meeting (special ticket required)</td>
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<td>Noon - 1:00 PM</td>
<td>MACo Budget and Finance Officers Affiliate Lunch*</td>
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<td>Noon - 1:00 PM</td>
<td>MACo County Attorneys Affiliate Lunch*</td>
<td>Room 214</td>
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<tr>
<td>Noon - 1:00 PM</td>
<td>MACo Human Resources Affiliate Lunch*</td>
<td>Room 213</td>
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<tr>
<td>Noon - 1:00 PM</td>
<td>Upper Shore, Mid Shore, and Lower Shore Regional Council Lunch*</td>
<td>Room 209</td>
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<tr>
<td>Noon - 1:00 PM</td>
<td>Women of MACo Luncheon</td>
<td>Room 217</td>
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*Private Meeting—please see the program listing for attendee details.  
ALL lunch meetings require a conference lunch ticket FOR THAT DAY*
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<td>Don’t Be Tempted to Be Preempted</td>
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<td>MAT to the Max: Opioid Treatment in Local Jails</td>
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<td>New Look 9-1-1: Everything Will Change...Except the Future</td>
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<td>Emergency Managers</td>
<td>Reaching Your Residents When Every Moment Counts</td>
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<td>Sound the Siren: Maryland’s Fire Service Needs Help</td>
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<td>Stoke the Fire: Volunteer Recruitment and Resources</td>
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<td>Engineers</td>
<td>Change Your Building’s Tune...And Save Big Bucks</td>
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<td>Engineers</td>
<td>Reduce, Reuse...Now What?</td>
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<td>Environmental Health</td>
<td>Delicious or Deadly? A Food Safety Update</td>
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<td>Health Officers and Health Services</td>
<td>The Climate-Health Connection Will Blow You Away</td>
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<td>Beyond the Classifieds - Finding &amp; Keeping the People</td>
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<tr>
<td>Human Resources</td>
<td>Sky’s the Limit: Untapped Potential of Apprenticeships</td>
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<td>Human Services</td>
<td>Family First: Child Welfare and Foster Care Under the State</td>
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<td>Human Services</td>
<td>Women and Children Are Dying. What Are We Doing</td>
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<td>Driving Digital Forward: Next Steps for County Services</td>
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<td>IT Directors</td>
<td>Maryland’s Small Cell Rollout: Making 5G a Reality</td>
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<td>Parks &amp; Recreation</td>
<td>Play Ball: What You Need to Know About Natural and</td>
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<td>Planners</td>
<td>Breaking Barriers and Building Consensus Around</td>
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<td>Planners</td>
<td>Walking the Agritourism Tightrope: Balancing Between</td>
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*A = Academy for Excellence in Local Governance Elective course*
THIS EVENT’S CARBON FOOTPRINT HAS BEEN OFFSET

THANKS TO WGL ENERGY.

WGL Energy is happy to donate Green-e® Climate certified carbon offsets to counterbalance greenhouse gas emissions from the Maryland Association of Counties (MACo) conference. It’s part of our commitment to protecting the environment.

To learn how our green product solutions can help you enhance your sustainability efforts, stop by Booth 700 or visit us online at WGLEnergy.com
**WEDNESDAY, AUGUST 14, 2019**

<table>
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<tr>
<th>7:30 AM - 3:00 PM</th>
<th>REGISTRATION CENTER</th>
<th>Main Foyer</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Sponsored by the MD Dept. of Housing &amp; Community Development (DHCD)</strong></td>
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</table>

<table>
<thead>
<tr>
<th>9:00 AM - 11:00 AM</th>
<th>AFFILIATE MEETING</th>
<th>Room 217</th>
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</thead>
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<tr>
<td><strong>MACo County Information Technology Directors Affiliate Meeting (private)</strong></td>
<td></td>
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<tr>
<td>Only county information technology professionals may attend.</td>
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</tbody>
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<table>
<thead>
<tr>
<th>9:00 AM - NOON</th>
<th>SPECIAL SESSION</th>
<th>Room 215</th>
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</thead>
<tbody>
<tr>
<td><strong>Planning Board, Planning Commissioner, and Board of Appeals Members Training</strong></td>
<td></td>
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</tr>
<tr>
<td>This FREE course satisfies a training requirement that was part of the Smart and Sustainable Growth Act of 2009, which requires Planning Commission, Planning Board, and Board of Appeals members to complete an education course within 6 months after appointment to the Commission or Board. The Maryland Department of Planning (MDP) and the Maryland Planning Commissioners Association (MPCA) is offering this course to all those who have not yet completed it. The Course covers topics such as foundations of planning, the role of the comprehensive plan, standards for special exceptions and variances and implementing ordinances such as zoning and subdivision and adequate public facilities, planning law, ethics and the latest legislative and policy developments concerning planning in Maryland.</td>
<td></td>
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<tr>
<td><strong>Speakers:</strong></td>
<td></td>
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<tr>
<td>- Tracey Gordy, Regional Planner, Lower Eastern Shore Regional Office, MDP</td>
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<td>- Joseph Griffiths, Manager, Local Assistance and Training, MDP</td>
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<td>- Charles Boyd, Director of Planning Coordination, Planning Services Division, MDP</td>
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<td>- Rieyn Delony, Deputy Counsel, MDP</td>
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<tr>
<th>9:00 AM - 4:00 PM</th>
<th>GOLF TOURNAMENT</th>
<th>Ocean City Golf Club</th>
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</thead>
<tbody>
<tr>
<td><strong>SPONSORS:</strong></td>
<td></td>
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<tr>
<td>Tournament: Aetna, AT&amp;T, BGE, CareFirst BlueCross BlueShield, Chesapeake Employers’ Insurance Company, CIGNA, Comcast, Kaiser Permanente, Local Government Insurance Trust (LGIT), MD-DE-DC Beverage Association, Motorola Solutions, Nationwide Retirement Solutions, UnitedHealthcare, WGL Energy, World Wide Technology (WWT)</td>
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<tr>
<td><strong>Breakfast: Nationwide Retirement Solutions</strong></td>
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<tr>
<td>Separate registration required. Join fellow attendees along with exhibitors and sponsors in a friendly 18-hole, scramble format tournament.</td>
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<thead>
<tr>
<th>10:00 AM - 11:00 AM</th>
<th>AFFILIATE MEETING</th>
<th>Room 209</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>MACo Emergency Managers Affiliate Meeting (private)</strong></td>
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<tr>
<td>Only county emergency managers may attend.</td>
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<tr>
<th>10:30 AM - 4:00 PM</th>
<th>AFFILIATE MEETING</th>
<th>Room 213</th>
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</thead>
<tbody>
<tr>
<td><strong>MACo Health Officers/MACHO Affiliate Meeting (private)</strong></td>
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<tr>
<td>Only county health officers may attend.</td>
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<tr>
<th>11:00 AM - 3:00 PM</th>
<th>AMERICAN FIDELITY</th>
<th>Room 210</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>ATTENDEE LOUNGE &amp; CYBER CAFE</strong></td>
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<tr>
<td>Need a place to take a phone call? Answer emails? Take a quick meeting with new contacts? This is your space to do just that! Pop in and make use of this great space.</td>
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*Sponsored by American Fidelity*
Build. Modernize. Scale.

Infrastructure modernization

Migrate and modernize workloads on Google's global, secure, and reliable infrastructure.

Stop by Google Cloud Booth #435 to learn more!
**TECH EXPO**

<table>
<thead>
<tr>
<th>Time</th>
<th>Session</th>
<th>Room</th>
</tr>
</thead>
<tbody>
<tr>
<td>11:00 AM - 4:00 PM</td>
<td>TECH EXPO EXHIBITS AND SESSIONS</td>
<td>201-206</td>
</tr>
</tbody>
</table>

**Lead Sponsor: Google Cloud**  
**Co-Sponsors: Check Point Software Technologies, Earth Data Incorporated, Fortinet**

Don't miss this chance to chat with technology vendors! See live demonstrations of tech that can save you time and money. This is a ONE-DAY ONLY tradeshow - so be sure you get here Wednesday to check it out! Our Tech Expo sessions run alongside the exhibits and cover NG911, 5G, drones, and data privacy!

<table>
<thead>
<tr>
<th>Time</th>
<th>DEEP DIVE SESSION</th>
<th>Room</th>
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</table>
| 11:00 AM - NOON | **New Look 9-1-1: Everything Will Change...Except the Numbers**  
Hosted by MACo’s Emergency Managers Affiliate  
Maryland’s legislators heard the call of county governments and other stakeholders and voted this year to modernize Maryland’s 9-1-1 system. This landmark legislation will update state laws—and the 9-1-1 financing system—to provide the flexibility and resources needed for the deployment of statewide Next Generation 9-1-1 (NG911). But the legislation is only the first step in ensuring a timely, well-coordinated, consistent, and secure rollout of a statewide NG911 network. Cybersecurity, emerging technologies, interconnectivity, and records retention are just some of the issues on the 2019 agenda for the Commission to Advance Next Generation 9-1-1 Across Maryland. Attend this session to learn how Maryland is accelerating its move toward NG911, harnessing public safety industry leadership and expertise, and focusing on effective coordination with communications providers to deliver these essential services equitably across the state.  
**Speakers:**  
- John Markey, Director, Emergency Management Division, Frederick County  
- Robert Coates, Public Safety Manager, Harford County  
- William Ferretti, 9-1-1 Director, Montgomery County Police  
- Anna Sierra, Deputy Director of Emergency Services, Caroline County  
**Moderator:** The Honorable Cheryl Kagan, MD State Senate |
| 11:45 AM - 1:15 PM | **BUFFET LUNCH** (Wednesday ticket required) | 201-203 Foyer |

**Sponsored by Motorola Solutions**

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<tr>
<th>Time</th>
<th>DEEP DIVE SESSIONS</th>
<th>Room</th>
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</table>
| 1:15 PM - 2:15 PM | **Drone Dilemma: Flying Under the Radar**  
A statewide report recently documented incidents of drones flying too near to persons or property, flying into restricted or prohibited airspace, flying too near airports or aircraft, being used for voyeurism or spying, and hindering public safety operations. These activities fly in the face of county governments, whose public duties and responsibilities include shielding county critical infrastructure from illegal surveillance, preventing drone interference with police, fire, and emergency response missions, and protecting the privacy of their residents. This session will describe federal drone regulations that can help county governments protect residents' rights and shield public interests. Panelists will also share opportunities for law enforcement education and collaboration with other state and federal partners.  
**Speakers:**  
- Robert Campbell, Airspace Security Officer, United States Capitol Police  
- Kenny Maldonado, Investigator, Federal Aviation Administration  
- Captain Keith McMinn, Assistant Commander, MD State Police Aviation Command  
**Moderator:** The Honorable Michael Jackson, MD House of Delegates |

MORE TECH EXPO ON THE NEXT PAGE!
Thank you LGIT Members

Town of Accident
City of Annapolis
Baltimore County
Town of Barre
Town of Barneville
Town of Barneburg
Town of Bel Air
Town of Berlin
Town of Berwyn Heights
Town of Betterton
Town of Bladensburg
Town of Brandywine
City of Bowie
Town of Brentwood
Town of Brookville
Town of Broadview
City of Brunswick
Town of Burkittsville
Calvert County
Calvert Library
City of Cambridge
Cambridge Municipal Utilities Commission
Town of Capitol Heights
Caroline County
Caroline County Public Library
Carroll County
Carroll County Humane Society
Carroll County Public Library
Industrial Development of Carroll Co.
Carroll Transit System
Cecil County
Town of Cecil
Town of Centreville
Charles County
Town of Charles Town
Town of Chesapeake Beach
Town of Chesapeake City
Town of Chestertown
Town of Cheverly
Town of Chevy Chase
Village of Chevy Chase - Sec. 3
Village of Chevy Chase - Sec. 5
Town of Chevy Chase Village
Town of Church Creek
Town of Church Hill
Corporation of Clear Spring
City of College Park
Town of Colmar Manor
Town of Cottage City
City of Crisfield
City of Cumberland
Town of Deer Park
Town of Denton
City of District Heights
Dorchester County
Dorchester County Sanitary District
Town of Eagle Harbor
Town of East New Market
Town of Easton
Town of Edmorton
Town of Eldorado
Town of Elkton
Town of Emmitsburg
Town of Fairmount Heights
Town of Frederick
Town of Forest Heights
Town of Friendsville
City of Frostburg
City of Gaithersburg
Town of Galena
Town of Galveston
Garrett County
Garrett County Community Action Comm.
Ruth Enlow Library of Garrett County
Town of Garrett Park
Town of Glen Echo
Town of Glenarden
Town of Goldsboro
Town of Grantsville
City of Greenbelt
City of Greensboro
City of Hagerstown
Town of Hampstead
Town of Hancock
City of Havre de Grace
Town of Hebron
Town of Henderson
Town of Highland Beach
Town of Hillside
Howard Community College
Howard County
Howard Co. Economic Development Auth.
Howard County Housing Commission
Howard County Library
Town of Hurlock
City of Hyattsville
Town of Indian Head
Corporation of Keedysville
Town of Kensington
Kent County
Kent County Public Library
Town of Kitzmiller
Town of La Plata
Town of Landover Hills
City of Laurel
Town of Laytonsville
Town of Leonardtown
Local Government Insurance Trust
Town of Loch Lynn Heights
Town of Longview
Town of Lutherville
Town of Manchester
Town of Mandeville Springs
Village of Martins Addition
Town of Maryland
Maryland Association of Counties
Maryland Municipal League
Mid-Shore Regional Council
Town of Middletown
Town of Millington
Town of Morningside
Town of Mount Airy
City of Mount Airy
City of Mount Rainier
Town of Myersville
City of New Carrollton
Town of New Market
Town of New Windsor
Town of North Beach
Town of North Brentwood
Village of North Chevy Chase
Town of North East
Northeast Maryland Waste Disposal Auth.
Town of Oakland
Town of Ocean City
Town of Oxford
Town of Perryville
Town of Pikesville
City of Poconos
Town of Poolesville
Town of Port Deposit
Port Tobacco Village
Town of Preston
Town of Princess Anne
Town of Queen Anne
Queen Anne's County
Town of Queenstown
Town of Ridgely
Town of Rising Sun
Town of Rivardale
Town of Rock Hall
City of Rockville
Village of Rosemont
City of Salisbury
City of Seat Pleasant
County
Town of Silver Hill
Town of Silver Spring
Town of Sharpstown
Town of Smithsburg
Town of Snow Hill
Town of Somerset
Somerset County
Somerset County Library System
Somerset County Sanitary District
St. Mary's County
St. Mary's County Metropolitan Commission
Town of St. Michaels
Town of Sudlersville
Town of Sykesville
City of Takoma Park
Talbot County
City of Taneytown
Town of Thurmont
Town of Trappe
Tri County Council - Lower Eastern Shore
Tri County Council for Southern Maryland
Town of Union Bridge
Town of University Park
Town of Upper Marlboro
Town of Vienna
Town of Walkersville
Washington County
Town of Washington Grove
Town of Westminster
Wicomico County
Town of William Eston
Town of Williamsport
Worcester County
Worcester County Public Library
Maryland’s Small Cell Rollout: Making 5G a Reality

Room 208

Hosted by MACo’s Information Technology Affiliate

5G wireless technology is on the horizon and small cell infrastructure is the path forward. Don’t get caught flat-footed. It’s time to act now—the Maryland way. Make sure your county is deploying this infrastructure and preparing for this technology on the best terms for your communities. In this session hear from experts in the field who will help you sort fact from fiction and properly deploy 5G small cells in accordance with federal law and local authority.

Speakers:
- Andrew Afflerbach, PhD, PE, CEO and CTO, CTC Technology and Energy
- Victor Tervala, Chief Solicitor, Baltimore City
- John Seefried, PE, Deputy Chief, Bureau of Engineering, Howard County Public Works

Moderator: The Honorable Brian Feldman, MD State Senate

The Underappreciated Upside of Unmanned Aircraft Systems

Room 207

Unmanned Aircraft Systems (commonly known as "drones") offer exciting possibilities for local government. Drones can assist county governments in a wide array of areas, including public safety surveillance, natural disaster and environmental assessments, planning reviews, and transportation information, among others. Panelists will discuss the current state of drone technology, discussing the potential benefits of local government applications, and sharing insight into appropriate program parameters and expectations, adherence to FAA regulations, start-up and training costs, and proper assessment of vendor and contractor qualifications.

Speakers:
- Alicia McConnell, PE, UAS Program Manager, Michael Baker International
- Erick Quintanilla, Senior Surveyor, Maryland Environmental Service
- Samuel Stanton, GIS Coordinator, Queen Anne's County
- Michael Boldosser, Emergency Management Specialist, Montgomery County
- John Mongan, Video Services Manager, Frederick County
- Captain Dwight Sommers, Frederick Police Department

Moderator: Matthew Scassero, Director, Unmanned Aircraft Systems (UAS) Test Site, UMD

Held Hostage: Protecting Your Data From Cyberattacks

Room 208

Ransomware, a malicious malware of cryptovirology, threatens to publish secure and sensitive data or perpetually block access to computer systems unless a ransom is paid. Cyber threats are commonplace now, and governments—including counties—are prized prey for these cyber criminals. As elections, public safety, and healthcare systems employ more sophisticated technology, they become even more attractive targets—the more interconnected these systems are, the greater the potential fallout. In this session, state and county IT experts will share best practices in data protection and data handling, and share next steps in protecting vulnerabilities.

Speakers:
- Michael Leahy, Secretary, MD Department of Information Technology
- Keith Young, Enterprise Information Security Official, Montgomery County
- Kyle Bryans, Program Specialist, MS-ISAC, Center for Internet Security
- John Contestabile, Director of Public Safety Solutions, Skyline Technologies

Moderator: The Honorable C.A. Dutch Ruppersberger, U.S. House of Representatives

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The National Association of Counties (NACo) and Nationwide® are unified in our mission to help county leaders find better retirement solutions for their employees. Throughout our 38-year partnership, we’ve served more than 1.5 million county employees and retirees in the United States.

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For more information, contact:
Debbie Turner
704-258-5054
tuned11@nationwide.com

Scott Wamboldt
410-274-9568
wamboldt@nationwide.com

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Nationwide Retirement Solutions (Nationwide) partners with the National Association of Counties (NACo) to provide counties and their employees with a competitive deferred compensation program. As part of this partnership, Nationwide pays a fee to NACo in exchange for NACo’s exclusive endorsement, marketing support and program oversight of Nationwide products made available under the program. For more information, including fees paid, Nationwide encourages you to visit NRSforum.com.

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NRM-15280AO-NK.3 (07/19)
2020 Census: Get Trained to Get Your County Counted

Hosted by the U.S. Census and MD Census, MD Department of Planning

The stakes are high for the 2020 census - every uncounted Marylander costs $18,210 over the ten-year federal budget cycle. These funds support critical, life-saving programs throughout Maryland's counties, including Medicaid, CHIP, SNAP and Head Start. Be trained on how to create a Complete Count Committee (CCC) and how to train local organizations to set up their own CCC. Every jurisdiction should prioritize a full and accurate count for the 2020 census.

Speakers:
- Robert McCord, Secretary, MD Department of Planning
- Ronald Brown, Partnership Coordinator, U. S. Census Bureau

11:00 AM - NOON  SPECIAL SESSION  Room 207

Ensuring Small Businesses Excel

What are the specific challenges facing small businesses in your district? How can you help them excel? In this session, we will explore the preliminary findings of the MD Senate's Small Business Working Group, a bipartisan collaboration between legislators and state and local chambers to help small businesses adjust to the recent changes in labor laws. Come roll up your sleeves and provide feedback on potential opportunities to access capital, improve workforce recruitment and training, reduce red tape, improve healthcare, navigate rising costs, and access tax credits. Leave with great insights to share with your local business community!

Speakers:
- The Honorable Mary Beth Carozza, MD State Senate
- Paul Bardack, Executive Director, MDSBDC
- Len Lucchi, Esq., Maryland Workforce Alliance
- Mike O'Halloran, State Director, Maryland and Delaware, NFIB

Moderator: The Honorable Katie Fry Hester, MD State Senate

Curious about the Academy for Excellence in Local Governance? Need to know how many credits you need to complete your Academy Fellowship certificate? Are you an Academy Graduate and want to learn more about our Graduate Torchbearers designation? Stop by!

MACo Engineers/CEAM Affiliate Lunch (private)

Only county engineers may attend.

The Skipjack Wind Farm - Change Is In The Air

Hosted by Skipjack Wind Farm

The Skipjack Wind Farm is one of two approved offshore wind farms off the coast of Delmarva. Based nearly 19 miles off the coast of the Maryland and Delaware border, the Skipjack Wind Farm will provide clean energy to roughly 35,000 homes on the Eastern Shore and will establish Maryland as a regional hub for offshore wind and clean energy incentives. This means big gains for Maryland - not just in clean, renewable energy, but in boosting job creation and our state economy. Join this session to learn more about this clean energy source, how it became an option for Maryland, and what it means for our state...and your county.
WE'VE GOT GREAT ENERGY

For over 20 years, we've been providing competitive electricity and natural gas supply, renewable energy and carbon offsets to state and local governments across the Mid-Atlantic.
WEDNESDAY, AUGUST 14, 2019

12:15 PM - 12:45 PM  SOLUTIONS SHOWCASE SESSION  Room 209

Securing the Mobile Workforce in a Mobile World
Hosted by Check Point Software Technologies

Check Point will walk you through some of the user borne risks to your data, how the hackers are using that data as well as how to solve the issue. Included will be information about some of the latest high tech attacks like Agent Smith and hacks of instant messaging solutions. Join this session to learn and get secure!

Speaker: Scot Kight, Mobile Threat Security Expert, Check Point Software Technologies LTD

1:00 PM - 1:30 PM  SOLUTIONS SHOWCASE SESSION  Room 210

Healthworx: Innovation and Partnerships at CareFirst
Hosted by CareFirst BlueCross BlueShield

Healthworx, the corporate venture and corporate development arm of CareFirst BlueCross BlueShield is building a portfolio of investments and strategic partnerships that both address the needs of CareFirst and its members today and that have the potential to make a substantial impact in healthcare in three to five years. Through alignment with innovative providers like LifeBridge Health, CareFirst is supporting initiatives that have the highest potential to impact patient care. Join this session to learn more about how Healthworx is implementing a strategy for innovation and hear some examples of ongoing Healthworx projects, including working with social determinants of health.

Speaker: Michael Batista, Director, Healthworx, CareFirst BlueCross BlueShield

1:30 PM - 2:00 PM  NETWORKING & COFFEE BREAK  Room 201-203 Foyer

Sponsored by AmWINS Group, Inc.

1:45 PM - 3:15 PM  ACADEMY SESSION  Room 215

Academy Core: Conducting Effective Meetings

Conducting public business requires managing the issues that come before a public body. Building an agenda, promoting useful discussion, and providing a structure for decision-making are key goals for an effective meeting and for effective public officials. The instructor will also cover the proper use of organized rules of order - known as parliamentary procedure - which allow all voices to be heard but with debate that remains focused and civil. Academy Fellows will earn a Core credit for attending this course and completing the evaluation form, but the course is open to all conference participants.

Speaker: Jack Gullo, Jr., Attorney, Gullo Law Firm

Moderator: The Honorable Jessica Fitzwater, Council Member, Frederick County

2:45 PM - 3:15 PM  SOLUTIONS SHOWCASE SESSION  Room 210

Beneath the Surface – How GPR Can Help Analyze Your Infrastructure
Hosted by the Maryland Environmental Service

Ground penetrating radar (GPR) is an emerging technology that can positively impact the budgets of local jurisdictions through applications such as collecting bridge and roadway data, detecting possible sewer line intrusions, pinpointing water main breaks, and more. All of these potential uses help localities identify and respond to critical situations and plan their budgets accordingly. Join this session to learn how using GPR can help your county analyze infrastructure better, faster, and with an eye on your budget.

Speaker: C. Jason Gillespie, Managing Director, Environmental Services, Maryland Environmental Service
Aetna is proud to support Maryland Association of Counties.

Marcus Duckworth | Vice President of Client Management
Aetna Public Sector and Labor
DuckworthM@aetna.com
770-685-9877

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2017305
**WEDNESDAY, AUGUST 14, 2019**

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<th>Time</th>
<th>Session</th>
<th>Room 210</th>
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<tr>
<td><strong>3:30 PM - 4:00 PM</strong></td>
<td><strong>SOLUTIONS SHOWCASE SESSION</strong></td>
<td>Room 210</td>
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<td><em>Why 5G is Crucial for the Smart Government of Tomorrow</em></td>
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<td><strong>Hosted by Verizon</strong></td>
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<td>5G is poised to have a massive impact on how we live, work, learn, and play. But the potential of 5G doesn't stop at the front door of our homes, schools or workplaces. The blazing speeds and low network latencies brought by 5G can enhance the functionality of local governments. Whether it's helping fight traffic congestion, improving the ways local governments monitor and manage vital services, or enabling autonomous mobility, 5G will become an ever more critical tool in the local government arsenal. Pairing Verizon's industry-leading network with ever-smarter data analytics tools and computing speed, communities will be empowered to drive efficiencies, spur economic growth and, most importantly, improve quality of life for their residents. <strong>Speaker:</strong> Pedro Romero, Manager, Strategy and Business Development, Verizon Network Engineering &amp; Technology</td>
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<tr>
<td><strong>3:30 PM - 5:00 PM</strong></td>
<td><strong>ACADEMY SESSION</strong></td>
<td>Room 215</td>
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<td><em>Academy Core: Public Information Act</em></td>
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|            | What kind of information should be released to the public upon request? This class helps officials and staff at all levels who must deal with the public by informing them about the requirements of Maryland law on the handling of public records. This class includes real-life scenarios to further illustrate appropriate responses to request from the public or the press. Academy Fellows will earn a Core credit for attending this course and completing the evaluation form, but the course is open to all conference participants. **Speakers:**  
  - Jeffrey Hochstetler, Assistant Attorney General, MD Office of the Attorney General  
  - The Honorable David Carey, Associate Judge, Harford County District Court  
  **Moderator:** The Honorable Amanda Fiedler, Council Member, Anne Arundel County |
| **3:45 PM - 4:45 PM** | **SPECIAL SESSION**                          | Room 217 |
|            | *"Stayin' Alive" - Learn to Save a Life with Naloxone Training for Opioid Overdoses and Hands-Only CPR* |          |
|            | **Hosted by MACo’s Health Officers Affiliate** |          |
|            | Receive in-person, hands-on training and certification in recognizing and responding to opioid overdose with Naloxone. This prescription medication can safely and effectively reverse an opioid overdose. Participants will receive a certificate and a kit containing educational materials and the medication. Participants will also receive training in hands-only CPR. Bystander CPR can double or triple a cardiac arrest victim’s chances of survival. Get certified today – and find out how the classic disco song "Stayin' Alive" can help you keep someone alive. All conference attendees, speakers, sponsors, and exhibitors are invited to attend – this session is also offered on Saturday, to give participants scheduling flexibility. **Speaker:** Gregory Branch, MD, MBA, CPE, FACP, Health Officer/Director, Baltimore County |
|            | Visit Room 210 to discover the American Fidelity Attendee Lounge, Sponsored by American Fidelity  
  Take in a Sponsor Showcase Session, have a quick meeting, or use the computers and printers in the Cyber Café!
Mobilizing Maryland

Connected communities are strong communities. By advancing our technologies and services, we're helping to create the opportunities that make a better Maryland.

When we all work together, we keep our community connections strong.
### WEDNESDAY, AUGUST 14, 2019

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<thead>
<tr>
<th>3:45 PM - 4:45 PM</th>
<th>SPECIAL SESSIONS</th>
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<tbody>
<tr>
<td><strong>Conduit Street Live Podcast with US Census</strong></td>
<td>Room 209</td>
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<td>Hosted by MACo's Aging Affiliate</td>
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<td><strong>Sponsored by the 2020 Census and the MD Dept. of Planning</strong></td>
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<td>The US Census plays an essential role in American democracy. Most fundamentally, it ensures that communities get the right representation in government. Less obviously, it plays a critical role in distributing hundreds of billions of federal dollars for a wide range of public services – including education, health, transportation, housing, community services, and job training. In this session, Maryland coordinators for the United States Census will join a live recording of the Conduit Street Podcast, as a fast-paced Q&amp;A-style discussion of our &quot;complete count&quot; efforts. Attendees will learn about state and local resources and best practices to promote the most accurate 2020 Census.</td>
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<td><strong>Speakers:</strong></td>
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<td>Robert McCord, Secretary, MD Department of Planning</td>
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<td>Ronald Brown, Partnership Coordinator, U. S. Census Bureau</td>
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<td><strong>Podcast Hosts:</strong></td>
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<tr>
<td>Kevin Kinnally, Associate Director, Maryland Association of Counties</td>
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<td>Michael Sanderson, Executive Director, Maryland Association of Counties</td>
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<th>4:15 PM - 4:45 PM</th>
<th>SOLUTIONS SHOWCASE SESSION</th>
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<tr>
<td><strong>Cybersecurity Forum</strong></td>
<td>Room 208</td>
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<td><strong>Sponsored by BAI &amp; Carahsoft</strong></td>
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<td>Attend this session to hear from the new State Chief Information Security Officer about the Administration’s cybersecurity initiatives. Give feedback on challenges and issues in your county and participate in a forum discussion on what’s next for securing data in Maryland.</td>
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<td><strong>Speaker:</strong> John Evans, Chief Information Security Officer, MD Dept of Information Technology</td>
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<th>4:30 PM - 5:30 PM</th>
<th>SPECIAL SESSION</th>
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<tr>
<td><strong>Open Data Roundtable with the Governor's Office of Performance Improvement</strong></td>
<td>Room 213</td>
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<td>Open data – the sharing of government budgets, statistics, and other public information in digestible formats – continues to be a hot topic as new sharing platforms emerge. In Maryland, some counties invest heavily in data and stat programs through dedicated staff and focused initiatives, while others steadily improve their county website offerings with snapshots of annual budgets and status reports on major projects. Alongside the work of local governments, the Maryland Governor's Office of Performance Improvement continuously expands available datasets from State agencies and other sources on the Maryland Open Data Portal, improving transparency and bolstering a potential resource for county governments. Whether your county has an open data initiative or you're interested in hearing more about what's happening statewide, you are welcome to join this discussion.</td>
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<tr>
<td><strong>Speaker:</strong> Michael Morello, Director, Governor's Office of Performance Improvement</td>
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energy
for a stronger Maryland.

As Maryland’s largest utility, BGE plays a vital role as an employer, energy efficiency partner, and corporate citizen—contributing $5.4 billion annually to the central Maryland economy*. To see what BGE can bring to your business or hometown, visit BGE.COM/EconomicDevelopment.

* Economic Alliance of Greater Baltimore (EAGB) 2017 economic impact study
**THURSDAY, AUGUST 15, 2019**

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<tr>
<th>Time</th>
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| 7:30 AM - 4:00 PM | **REGISTRATION CENTER**  
*Lower Level Foyer*  
*Sponsored by the MD Dept. of Housing & Community Development (DHCD)* |              |
| 7:30 AM - 4:00 PM | **AMERICAN FIDELITY**  
*ATTENDEE LOUNGE & CYBER CAFE*  
*Sponsored by American Fidelity* | Room 210     |
| 8:00 AM - 9:00 AM | **CHAPTER ORGANIZATION MEETING**  
*Both of these events are for MACo members only. County officials of any size jurisdiction* |              |
| 8:00 AM - 3:30 PM | **BAYFRONT EXHIBIT HALL OPEN**  
*Our County Exhibits await! Explore Maryland by visiting our county booths and learning more about their initiatives, tourism, and economic development opportunities!* | Bayfront Hall |
| 8:00 AM - 9:30 AM | **CONTINENTAL BREAKFAST WITH THE COUNTIES**  
*Sponsored by the Washington Suburban Sanitary Commission (WSSC)* |              |
| 8:15 AM - 8:45 AM | **SOLUTIONS SHOWCASE SESSION**  
*Hosted by TelaForce* | Room 210     |
| 8:30 AM - 11:30 AM | **MEETING**  
*MD Association of Social Services Directors (MASSD) Meeting (private)* | Room 208     |
| 9:00 AM - 10:00 AM | **WELCOMING SESSION & KEYNOTE SPEAKER**  
*Shift Your Brilliance - Leading Through Change*  
*Keynote Sponsored by the Local Government Insurance Trust (LGIT)*  
*Welcoming Session Sponsored by Constellation, NORESCO, Panasonic, Potomac Edison (A FirstEnergy Company), Presidio, The North East Maglev (TNEM), Zelenkofske Axelrod LLC* | Performing Arts Center |

**Large County Coalition Meeting and Breakfast**  
Room 217
MACo's Large County Coalition strives to inform and serve county officials from the state's larger, more metropolitan jurisdictions. This Chapter Organization will meet to discuss major transportation issues facing Maryland in the years to come, with a broad discussion on road, transit, and alternatives that lie ahead for Maryland residents.

**Rural County Coalition Meeting and Breakfast**  
Room 209
The Rural County Coalition is a Chapter Organization of MACo that represents the concerns and interests of Maryland's rural organizations. At this meeting, the Coalition will be updated on: (1) education reform in Maryland, including the 2019 "Blueprint for Maryland's Future" legislation and the Kirwan Commission; and (2) the recent Court of Appeals holding that local governments are preempted by the state in the siting of solar facilities.

**The Modern Next Generation 311 Solution**  
Hosted by TelaForce
Discover how the latest technology can substantially transform how you serve your citizens with our modern next generation 311 solution. Telaforce’s dynamic cloud based platform with natural language portals, optimized mobile experiences, easy integration with legacy systems, and intelligent knowledge base will provide your county with the state of the art solution and user experience.

**MD Association of Social Services Directors (MASSD) Meeting (private)**
Only members of MASSD are invited to attend.

**Shift Your Brilliance - Leading Through Change**
Keynote Sponsored by the Local Government Insurance Trust (LGIT)
Welcoming Session Sponsored by Constellation, NORESCO, Panasonic, Potomac Edison (A FirstEnergy Company), Presidio, The North East Maglev (TNEM), Zelenkofske Axelrod LLC
Change moves at the speed of light. To keep pace, leaders must raise the bar on their performance and reset their mindset. The leadership skills of yesterday will not carry into today's continually evolving landscape. As the political and business climates change in the midst of gender parity, #MeToo, pay equity, diversity, and inclusion, we, too, must change.

With keynote speaker Simon T. Bailey, explore a groundbreaking concept to disrupt what is comfortable and convenient so you can embrace what needs to emerge to remain relevant,
Supporting a Healthier Tomorrow

We're proud to partner with nonprofit organizations throughout our community to improve access to quality and affordable health care.

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in innovative, and responsive. You must shift and embrace new methodologies to help your county thrive through the ever-changing governmental, demographic, technological, and regulatory changes taking place every day. No one is immune. Attend this session to learn how to perform a mindset reset, maintain clarity and confidence during transition, and develop the vision needed to be a leader of the future.

**Speaker:** Simon Bailey, Chief Executive Officer, Simon T. Bailey International

**Moderator:** The Honorable Barry Glassman, County Executive, Harford County

### 9:00 AM - 4:30 PM  
**ACADEMY INFORMATION CENTER**  
**Second Floor Foyer**

Curious about the Academy for Excellence in Local Governance? Need to know how many credits you need to complete your Academy Fellowship certificate? Are you an Academy Graduate and want to learn more about our Graduate Torchbearers designation? Stop by!

### 10:00 AM - 10:30 AM  
**SOLUTIONS SHOWCASE SESSION**  
**Room 210**

**Strategies to Reduce Your Retiree Health Liabilities**

**Hosted by Aetna**

Recent changes in accounting standards have increased the OPEB liability of local government health plans. Aetna is a leader in helping local governments reduce their short-term costs and long-term retiree healthcare liabilities. Join us to discuss how we can help your county better manage its retiree costs.

**Speakers:**
- Elizabeth Sampo, Group Medicare Sales Vice President, Aetna
- Rachel McCormick, Group Medicare Underwriting Director, Aetna

### 10:00 AM - 11:00 AM  
**MEETING**  
**Room 213**

**Clean Chesapeake Coalition Meeting**

The Clean Chesapeake Coalition’s mission is to raise awareness of and pursue improvement to the water quality of the Chesapeake Bay in the most prudent and fiscally responsible manner possible – through research, coordination, and advocacy. Attend this meeting for an overview of the Coalition's FY20 priorities, including efforts to raise public awareness of litigation and remediation opportunities around the trapping capacity failure at the Conowingo Dam, efforts to increase the wild oyster population as a BMP in the Chesapeake Bay, and assorted other issues related to improving the health of the nation's largest estuary.

### 10:00 AM - 4:30 PM  
**EXHIBIT HALL AB OPEN**  
**Hall AB**

Visit with state, federal, commercial, and non-profit exhibitors to discover new partnerships!

**Sponsored by Pepco/Delmarva Power Energy Savings for Business Program**

Drop by Pepco's booth (#229/230 in Hall AB) to use the lockable charging station for all of your mobile devices!

### 10:00 AM - NOON  
**WGL ENERGY’S SPLASH BREAK!**  
**Booth 700 (Hall AB)  
**Room 208/209 Foyer**

**Sponsored by WGL Energy**

Create your own fruit-infused water and enjoy a special reusable water bottle!

### 10:15 AM - 11:15 AM  
**SPECIAL SESSION**  
**Room 215**

**MACo’s Book Club: “We Don’t Make Widgets”**

MACo's "good government" Book Club features readings focusing on public service, government, leadership or other tools that might benefit conference participants. Read the book in advance and arrive ready to discuss key points or attend to listen to the conversation. This year's selection is Ken Miller's "We Don't Make Widgets: Overcoming the Myths That Keep Governments from Radically Improving."

**Moderator:** Michael Sanderson, Executive Director, MACo
Together, we can lower the cost of health care.
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THURSDAY, AUGUST 15, 2019

10:45 AM - 11:15 AM  SOLUTIONS SHOWCASE SESSION  Room 210

Next Generation 9-1-1 Core Services - What are the Latest Developments and What Does This Mean for Maryland?

Hosted by Motorola Solutions, Inc.

The Winds of Change are bringing amazing progress with Next Generation 9-1-1 in Maryland. Join Motorola Solutions to explore Next Generation Core Services (NGCS) updates and trends throughout our state. Explore the value of leveraging NGCS technology and the VESTA 9-1-1 Call Handling solution and learn more about its positive impact on public safety answering points (PSAPs) as a paired offering. In addition, we will explore NG911 industry trends and the impact on Maryland public safety agencies.

Speaker: Chris Knights, NG911 Regional Sales Manager, Motorola Solutions, Inc.

11:15 AM - 12:30 PM  WORKING LUNCH BUFFET  (Thursday lunch ticket required)  Room 208/209 Foyer

This buffet is ONLY for those participating in the Working Lunch Meetings listed below. All other participants are asked to access the lunch buffets in the Bayfront or AB exhibit halls.

11:30 AM - 12:30 PM  WORKING LUNCH MEETINGS

- County Public Information Officers & Communications Professionals*  Room 214
- MACo County Administrators Affiliate*  Room 213
- MACo County Human Services Affiliate*  Room 208
- MACo ECC Subcommittee Meeting (ends at 2:00 pm)*  Room 209
- Maryland County Officials Diversity Caucus  Room 217

*only county professionals in these specific service areas are invited to attend

11:30 AM - 1:30 PM  BUFFET LUNCH  (Thursday lunch ticket required)  Both Halls

Sponsored by Motorola Solutions

11:30 AM - NOON  SOLUTIONS SHOWCASE SESSION  Room 210

Affordability and WSSC: Supporting Our Neighbors

Hosted by the Washington Suburban Sanitary Commission (WSSC)

As critical discussions about housing affordability grow throughout the state, water utilities are designing programs to help promote equity and access. Customer affordability is a social justice issue that connects to the broader role of public service. Learn about the Washington Suburban Sanitary Commission’s (WSSC) world-class affordability programming, and the balance between social responsibility and the fiscal interests of both the utility and the customer.

Speakers:
- Karyn Riley, Esq., Director, Intergovernmental Relations, WSSC
- Crystal Knight-Lee, Director, Customer Service, WSSC

12:15 PM - 12:45 PM  SOLUTIONS SHOWCASE SESSION  Room 210

Using Innovative Partnerships to Save the Bay: WGL Energy and Chesapeake Bay Foundation

Hosted by WGL Energy

Since 2010, WGL Energy has partnered with the Chesapeake Bay Foundation to improve air and water quality in the D.C., Maryland, Virginia area. By investing a portion of our carbon offset purchases, as well as participating in environmental restoration projects like tree and shrub plantings, we are actively helping to save the Chesapeake Bay. Learn more about how WGL Energy is using creative ways to monetize Carbon Offsets and deliver market-based pathways to fund the restoration of the Bay.

Speaker: Samir Das, Director of Marketing and Analytics, WGL Energy
Beyond Fast is technology that makes business boom.

There was a time when megabits per second was all that really mattered. Which is why Comcast built the nation’s largest Gig-speed network to deliver unrelenting speed to more businesses in more places.

Now we’re going beyond.

**Beyond** connecting businesses. To helping you create experiences that anticipate what customers and employees want.

**Beyond** network complexity. To zero-touch, one-box solutions that simplify your network and amplify your performance.

**Beyond** the best for your money. To the best solutions for your business at an even greater value.

We’re taking our relentless speed and adding smart technologies and advanced applications that enable your business to do what you never imagined—at speeds you never thought possible.

**Take your business beyond.**

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Restrictions apply. Not available in all areas. Maximum download 940 Mbps when hardwired via Ethernet. Actual speeds vary and are not guaranteed. ©2018 Comcast. All rights reserved.
THURSDAY, AUGUST 15, 2019

12:45 PM - 1:45 PM  GENERAL SESSION  Performing Arts Center

The Changing Face of Maryland Education

The “Blueprint for Maryland’s Future,” passed by the General Assembly in the 2019 Session, is the result of years of study and effort from the Kirwan Commission. It will change how Maryland approaches public education. In addition to mandates and funding for pre-K, special education, student mental health, and teacher pay, this ground-breaking legislation draws up a list of goals and priorities and outlines a new accountability structure. How will the Blueprint’s aspirational goals affect current education policy? What will be the impact on state and county budgets? And what role will the new Education Inspector General play in the new plan? Join this session for perspective on what’s happening and what’s to come as Maryland redesigns the statewide commitment to public education.

Speakers:
- The Honorable Craig Rice, Council Member, Montgomery County
- Karen Salmon, PhD, State Superintendent of Schools, MD Department of Education
- William Kirwan, PhD, Chair, Commission on Innovation and Excellence in Education, University System of Maryland

Moderator: The Honorable Barry Glassman, County Executive, Harford County

1:00 PM - 1:30 PM  SOLUTIONS SHOWCASE SESSION  Room 210

The State of Health in Maryland

Hosted by UnitedHealthcare

Maryland is not Texas. It's not Michigan. It's not California. Maryland is...MARYLAND! That's why you need information specific to your state and your county to improve the wellness and healthcare decisions of your members. UnitedHealthcare has partnered with community health resources to present a detailed snapshot of the overall health of Maryland residents. Our wealth of analytics will highlight the prevalence of chronic diseases, unique utilization patterns, and the powerful impact of social determinants of health within your communities. We'll discuss ways to change your members' healthcare decisions and increase wellness throughout the state. Let's focus on Maryland together.

Speaker: Jen Fino, Advanced Analytic Scientist, UnitedHealthcare Center for Advanced Analytics

1:00 PM - 2:00 PM  SPECIAL SESSION  Room 208

Maryland Public Service Commission - Meet the Commissioners

The Maryland Public Service Commission invites all participants to a 'meet-and-greet' session with the Commissioners for informal discussions about issues and policies of importance to local government officials and other stakeholders. Bring your business card to be entered into a drawing for a door prize!

1:45 PM - 2:00 PM  NETWORKING & COFFEE BREAK  Room 201-203 Foyer

Sponsored by AmWINS Group, Inc.

2:00 PM - 2:30 PM  EXHIBITOR COSTUME CONTEST JUDGING  Bayfront Hall Entrance

Exhibitors participating in our Superheroes costume contest should gather at the entrance to Bayfront Hall to meet the judges. Prizes will be awarded on Friday for the contest winners!

2:00 PM - 3:00 PM  AFFILIATE SESSIONS  Room 202

Play Ball! What You Need to Know About Natural and Synthetic Turf

Hosted by MACo’s Parks & Recreation Affiliate

Your residents expect athletic fields and playground areas as part of the public services you provide. Done right, they can enhance the quality of life and health of your residents. Done wrong, they can cause a loss of investment and result in angry residents. Both natural and synthetic turf fields offer certain advantages and drawbacks. Regardless of your choice, you also need to have a heat policy in place to keep your residents safe while they play. Panelists
Your vision for a better Maryland is just what the doctor ordered.

We thrive when business and government leaders share ideas, insights, and information to make a difference in the communities we serve.

See for yourself why Kaiser Permanente is the right choice for your business and your employees at kp.org/choosebetter.

VISIT US AT BOOTH 609

Kaiser Foundation Health Plan of the Mid-Atlantic States, Inc. 2101 E. Jefferson St., Rockville, MD 20852 2019ML1203 MAS 7/25/19-9/1/19
Play Ball! What You Need to Know About Natural and Synthetic Turf

Room 202

Play Ball! What You Need to Know About Natural and Synthetic Turf

will present the latest information about synthetic and natural turf, the importance of having a heat policy, and best practices for heat policies.

Speakers:
- Rick Anthony, Director, Recreation & Parks, Anne Arundel County
- Jeremy Kortright, Director, Parks and Recreation Division, Frederick County

Moderator: The Honorable Mary Lehman, MD House of Delegates

Family First: Child Welfare and Foster Care Under the New Federal Law

Room 204

Hosted by MACo’s Human Services Affiliate

This year has seen enormous changes in the way child welfare services may be delivered in the United States due to the passage of the Family First Preservation Services Act (FFPSA). When a child is identified as a "candidate" for foster care, the new law assists troubled families by engaging them in substance abuse and mental health treatment, alongside in-home parenting services. However, the single greatest change is the creation of a federal funding mechanism to prevent the need for children to enter into foster care. This new child welfare redesign requires collaboration between county and state governments and collateral community partners (specifically local mental health and drug treatment providers). It is imperative that all stakeholders individualize services and organize providers for their specific communities in a way that will maximize their ability to pull down federal funding. Learn more about the FFPSA and local collaborations at this session.

Speakers:
- Martha Okafor, Region 3 Administrator, HHS - Administration for Children & Families
- Keith Fanjoy, Chief Executive Officer, San Mar Family & Community Services
- Rebecca Jones-Gaston, Executive Director, Social Services Administration, MD Department of Human Services
- Michael Piercy, Jr., Director, DSS, Washington County

Moderator: The Honorable Mary Beth Carozza, MD State Senate

The Climate-Health Connection Will Blow You Away

Room 205

Hosted by MACo’s Health and Enviro Health Affiliate

Variable weather patterns and climate changes are increasingly affecting animal populations, water tables, septic systems and the ecosystems that support them. As a result, more cases of waterborne illnesses such as salmonella, dysentery and vibrio as well as diseases carried by fleas, ticks and mosquitoes such as Lyme disease, Dengue Fever and West Nile virus, have been diagnosed. Coupled with increased focus on development and managing its impact on humans, animals and the environment, the connection between climate and health has never been more ripe for evidence-based intervention. This session will discuss what indicators jurisdictions are seeing and opportunities for mitigation that public health and other critical partners can implement.

Speakers:
- Sara Trescott, Program Director of Environmental Health, Washington County
- Thomas Burke, Professor, Johns Hopkins University
- Amir Sapkota, Professor, University of Maryland School of Public Health
- Robyn Nadolny, PhD, Biologist & Program Coordinator, Tick-Borne Disease Laboratory, Army Public Health Center

Moderator: The Honorable Andrew Cassily, MD House of Delegates

Be Courteous!

Please Silence ALL mobile devices for sessions & meetings!
Beverage companies are working with local leaders and environmental groups nationally to **reduce plastic waste, cut our carbon footprint, conserve vital resources** and keep the places we live and work litter-free. Industry and government can work together on the environment.

We’re producing **aluminum, plastic & glass containers** that are **100% recyclable** — even the caps can be recycled.
**Reaching Your Residents When Every Moment Counts**

*Hosted by MACo's Emergency Managers Affiliate*

Your county is in crisis. It’s a flood...a hurricane...or another dangerous event where connecting quickly counts - residents need your help and need to know what to do to be safe. What’s your county’s plan? This hands-on exercise will put you into the shoes of a county decision-maker so you can learn from the "boots on the ground" experience. Planning, outreach, and cross-agency coordination are all part of your response – but how do you bring it all together when the chips are down?

**Speakers:**
- Brittany Higgins, Public Relations Coordinator, Washington County
- David Hays, Director, Emergency Services, Washington County

**Moderator:** The Honorable Jefferson Ghrist, MD House of Delegates

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**Don’t Be Tempted to Be Preempted**

*Hosted by MACo’s Attorneys Affiliate*

When it is not explicit in law, Maryland courts have developed a test called "implied preemption" to determine when local governments are prohibited from passing regulations or laws in a subject area. Given that implied preemption can only be established through litigation, this creates an unnecessary level of uncertainty and expenses for local governments. Counties have had their authority challenged over their right to site solar facilities and gravel pits, regulate tobacco products, and limit pesticide usage in areas frequented by children. Speakers will provide an overview of the implied preemption doctrine, discuss specific examples where county authority has been challenged, and explain the results of those court cases and what that means for your county.

**Speakers:**
- Christopher Drummond, Attorney, Queen Anne’s County
- Kim Haddow, Director, Local Solutions Support Center
- Edward Lattner, Chief, Division of Government Operations, Montgomery County Attorney’s Office

**Moderator:** The Honorable Andrea Fletcher Harrison, MD House of Delegates

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**ICE CREAM & FRUIT BREAK**

*ticket required*

**Solutions Showcase Session**

*Hosted by Comcast*

As government agencies and departments strive to increase economic development and cultivate local business, high-performance network connectivity is key to enhancing the delivery of citizen services...and managing costs. Comcast Business can help with an advanced, far-reaching network and broad services portfolio. Learn how Comcast Business can help the important work of government work more efficiently.

**Speaker:** Edward Rowan, Jr., Senior Director of Sales Operations, Comcast Business

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**Sustainable Materials Management Maryland (SM3) Coalition Meeting**

SM³ is an adhoc coalition of private and public sector organizations working collaboratively with the leadership of Maryland’s Departments of the Environment, Commerce, Agriculture, Transportation, and Energy to support and advance the goals and implementation of Governor Hogan’s Executive Order (EO-01.01.2017.13), Waste Recovery and Reduction Plan. All conference participants are invited to attend this meeting.
COME SEE US AT BOOTH #602/603

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THURSDAY, AUGUST 15, 2019

3:30 PM - 4:30 PM  AFFILIATE SESSIONS

Keeping Clean Energy Green Energy  Room 202

Hosted by MACo's Administrators Affiliate
Maryland has embarked on a path toward more and more clean energy sources. With the passage of the Clean Energy Jobs Act of 2019 and Governor Hogan's call for a 100% clean energy goal, our state must now navigate through the various benefits and policy pitfalls clean energy poses. These policy challenges will have profound consequences on local governments, especially in the areas of infrastructure, land use, and agriculture. Panelists will discuss issues that the state and counties need to consider as they approach a green energy future.

Speakers:
- Ben Grumbles, Secretary, MD Department of the Environment
- Jason Stanek, Chairman, MD Public Service Commission
- Mary Beth Tung, Esq., PhD, Director, MD Energy Administration
- Lael Campbell, Vice President, Governmental and Regulatory Affairs, Exelon

Moderator: The Honorable Debra Davis, MD House of Delegates

Driving Digital Forward: Next Steps for County Governments  Room 203

Hosted by MACo's Information Technology Affiliate
The remarkable mix of cloud computing, ever-smarter mobile gadgets, and collaboration tools is changing the consumer landscape and bleeding into local government as both an opportunity and a challenge. New expectations require county governments to be ready to deliver and receive digital information and services anytime, anywhere, and on any device. Panelists will discuss ways in which digital transformation can help local governments to better understand resident needs, provide services more efficiently and effectively, and engage with external partners to develop new and innovative delivery methods.

Speakers:
- Patrick Callahan, GIS Manager, Office of Information Technology, Prince George's County
- Christine Nizer, Administrator, MVA, MD Department of Transportation
- Andrea Berstler, Executive Director, Carroll County Public Library
- Calvin Bowman, Deputy Homeland Security Advisor, Governor's Office of Homeland Security

Moderator: The Honorable Matthew Morgan, MD House of Delegates

Women and Children are Dying. What are We Doing About It?  Room 205

Hosted by MACo's Human Services Affiliate
Maternal and infant deaths are on the rise nationwide. According to recent reports, a woman in the U.S. faces a 50% higher risk of dying in childbirth than did her mother. The mortality rates also show persistent health disparities. In Maryland, black infants are almost twice as likely to die before their first birthday as white infants. This panel will provide an update on recent legislation and provide an overview of several innovative and evidenced-based programs that are underway in Maryland to expand access to women's health services, promote health equity, and help reduce maternal and infant mortality.

Speakers:
- Megan Renfrew, Government Affairs and Special Projects, MD Health Care Commission
- Cathy Costa, MSW, MPH, Director of Strategic Initiatives, Maternal and Child Health, Baltimore City
- Russell Moy, Health Officer, Harford County
- Allan Anderson, MD, Chair, Maryland Community Health Resources Commission

Moderator: The Honorable Dereck Davis, MD House of Delegates
The Maryland Center of Excellence on Problem Gambling (the Center) promotes healthy and informed choices regarding gambling and problem gambling through:

PUBLIC AWARENESS activities, including traditional and digital campaigns; community outreach, printed materials and a help seeker website – helpmygamblingproblem.org.

CLINICAL TRAINING and EDUCATION PROGRAMS provided free of charge, covering all regions of the state to increase clinical competency in assessment and treatment of problem gambling.

TECHNICAL ASSISTANCE to the mental health and behavioral health care systems within Maryland to enhance TREATMENT capacity to address the issue of problem gambling and gambling addiction.

Maintain a REFERRAL LIST of qualified PROBLEM GAMBLING TREATMENT PROVIDERS.
Manage the **MARYLAND PROBLEM GAMBLING HELPLINE, 1-800-GAMBLER** offering 24/7, free and confidential crisis and referral services in multiple languages.

**PEER RECOVERY SUPPORT** that assists individuals dealing with at risk and problem gambling and connect them to the treatment and recovery resources they need.

**PREVENTION PROGRAMS** offered to target the full age continuum including diverse populations and at risk groups.

**PUBLIC POLICY** efforts that provide information regarding strategies to address the impact of gambling on Public Health within Maryland.

**RESEARCH INITIATIVES** that provide evidence based data on public health aspects of gambling disorders and evaluate and develop evidence based strategies for prevention and intervention.

**NO COST TREATMENT** is now available for anyone (individuals and family members) seeking help for a gambling problem regardless of insurance coverage, financial status or ability to pay.

Funding through the state Problem Gambling Fund managed by the **Maryland Department of Health’s Behavioral Health Administration** supports the Center and this effort to remove barriers to treatment for anyone with a gambling disorder.

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For more information about the Center’s initiatives, please contact:

Mary Drexler, MSW, Program Director
667-214-2120
mdrexler@som.umaryland.edu
www.mdproblemgambling.com
Stepping up
in support of Maryland counties

UnitedHealthcare is proud to recognize and support the Maryland Association of Counties. Thank you for helping the state’s counties to provide effective county governance to the people of Maryland since 1951.

UnitedHealthcare has expertise and resources dedicated to serving public sector employees and their families. Contact Bill Deal at william.deal@uhc.com.
THURSDAY AUGUST 15, 2019

3:30 PM - 4:30 PM AFFILIATE SESSIONS (continued)

Serving and Supporting Our Veterans Room 204

Hosted by MACo's Aging Affiliate
Veterans in your community are properly a priority for targeted services. Your county may need to develop cross-agency strategies to help locate and serve these citizens who have served us all. This session will cover county- and state-level efforts to stand up for veterans, review some public-private collaboration best practices, and introduce the Veterans Services Specialist (VSS) Program in State Government.

Speakers:
- The Honorable Angela Alsobrooks, County Executive, Prince George's County
- Dana Burl, Outreach Director, MD Department of Veteran Affairs
- Kimberley Huerta, Sr. Director of Compensation, Chair, Veterans Associate Resource Group, Perdue Farms

Moderator: The Honorable Douglas Peters, MD State Senate

Walking the Agritourism Tightrope: Balancing Between "Yes" and "No" Room 206

Hosted by MACo's Planners Affiliate
Agritourism remains an ongoing challenge for county governments. While counties recognize the value of agritourism in preserving and enhancing traditional farm operations, significant challenges remain over acceptable land uses, infrastructure and building code requirements, and health and safety protections. Panelists will provide an update on how both the state and counties continue to develop and evolve their policies to address agritourism issues.

Speakers:
- Kevin Atticks DCD, Founder/CEO, Grow & Fortify
- Joseph Bartenfelder, Secretary, MD Department of Agriculture
- Lucille Walker, Executive Director, Southern Maryland Heritage Area

Moderator: The Honorable Charles Otto, MD House of Delegates

3:30 PM - 4:30 PM BAYFRONT EXHIBIT HALL CLOSED Bayfront Hall
The county exhibit hall will close briefly so exhibitors can prepare for the Taste of MD Reception. Visit Hall AB while you wait!

4:30 PM - 6:30 PM EXHIBIT HALL AB CLOSED Hall AB

4:30 PM - 6:30 PM TASTE OF MARYLAND RECEPTION (ticket required) Bayfront Hall
Sponsored by MidAtlantic Farm Credit
Join us in the Bayfront Exhibit Hall to sample Maryland's local food and beverage bounty! Wine, cheese, and more will be featured from Maryland vendors as we celebrate our state's tourism industry.

4:30 PM - 6:30 PM KIDS' PARTY (pre-registration required) Room 208
Taste of Maryland Reception participants must be at least 21 years old. The Kids' Party gives the children of our attendees (potty-trained, ages 3 - 15) a fun place to spend time while their parents or guardians enjoy the reception. Childcare and snacks will be provided, but pre-registration is required. Contact avalliant@mdcounties.org for more information.
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For more information please contact:

Michele Keplinger
michelek@lgit.org
443.561.1700

Mark Kunkle
mkunkle@benecon.com
717.618.9944

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County Elected Officials (County Executives, Council Members, and Commissioners) are invited to attend this breakfast and business meeting to conduct the Association’s official business and share best practices with their peers.

7:30 AM - 2:30 PM  REGISTRATION CENTER  Lower Level Foyer
*Supported by the MD Dept. of Housing & Community Development (DHCD)*

7:30 AM - 4:30 PM  AMERICAN FIDELITY ATTENDEE LOUNGE & CYBER CAFE  Room 210
*Supported by American Fidelity*

Need a place to take a phone call? Answer emails? Take a quick meeting with new contacts? This is your space to do just that! Pop in and make use of this great space.

8:00 AM - 2:00 PM  BAYFRONT HALL OPEN  Bayfront Hall

Our County Exhibits await! Explore Maryland by visiting our county booths and learning more about their initiatives, tourism, and economic development opportunities!

8:00 AM - 9:30 AM  CONTINENTAL BREAKFAST WITH THE COUNTIES  Bayfront Hall
*Supported by the Washington Suburban Sanitary Commission (WSSC)*

Visit our county exhibitors in Bayfront Hall on the second floor for continental breakfast.

9:00 AM - 10:15 AM  GENERAL SESSION  Performing Arts Center

*From Protest to Policy*

Every movement has its voice to drive change. In today’s world of social media and 24-hour news cycles, those voices are less centralized and more diverse. So how do you channel collective appeals into coordinated action that makes a difference and allows all voices to be heard? At this session, learn how grassroot advocates and government leaders are tapping into the energy of community members to generate legislative change.

**Speakers:**
- Brian Griffiths, Editor-in-Chief, RedMaryland.com
- Cheryl Bost, President, Maryland State Education Association
- Toni Holness, Public Policy Director, ACLU of Maryland

**Moderator:** The Honorable Calvin Ball, County Executive, Howard County

9:00 AM - 2:00 PM  EXHIBIT HALL AB OPEN

Visit with state, federal, commercial, and non-profit exhibitors to discover new partnerships!

9:00 AM - 2:00 PM  PEPCO MOBILE DEVICE CHARGING STATION  Booth 229/230 (Hall AB)
*Supported by Pepco/Delmarva Power Energy Savings for Business Program*

Drop by Pepco’s booth (#229/230 in Hall AB) to use the lockable charging station for all of your mobile devices!

9:00 AM - 3:30 PM  ACADEMY INFORMATION CENTER  Second Floor Foyer

Curious about the Academy for Excellence in Local Governance? Need to know how many credits you need to complete your Academy Fellowship certificate? Are you an Academy Graduate and want to learn more about our Graduate Torchbearers designation? Stop by!
Our members BUILD BUSINESS

Please visit us on the web at www.naiopmd.org

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THE FUTURE BEGINS IN MARYLAND!
FRIDAY, AUGUST 16, 2019

10:00 AM - 10:30 AM SOLUTIONS SHOWCASE SESSION Room 210

Switch on the Savings
Hosted by Pepco/Delmarva Power Energy Savings for Business
Did you know that lighting accounts for 30% of a typical office building's total operating costs? Pepco and Delmarva Power's Energy Savings for Business Program can help your organization stretch its dollar and increase its bottom line by reducing electrical consumption and energy bills, one light bulb at a time. This session covers program benefits, eligibility, energy savings tips and how to get instant lighting discounts through our network of distributors. Join us to learn more about the ways Pepco and Delmarva Power's Energy Savings for Business Program can help local government customers save energy and money, and become an efficient community.

Speakers:
- Vincent Wynne, Program Manager, Pepco Holdings
- Jocelyn Brink, Program Manager, Pepco Holdings

10:15 AM - 10:30 AM NETWORKING & COFFEE BREAK Room 208/209 Foyer, Hall AB

Sponsored by AmWINS Group, Inc.

10:30 AM - 11:30 AM GENERAL SESSION Performing Arts Center

Town Hall Forum with U.S. Senator Cardin
In a town hall setting, Senator Cardin will give an update on legislation in the 116th Congress and speak with county elected officials about their top priorities. Senator Cardin is the ranking member of the Small Business Committee and has been a national leader on health care, retirement security, and fiscal issues as a member of the U.S. Senate and House of Representatives. He is also a leading advocate for the Chesapeake Bay - the economic, historical, and cultural heart of Maryland. Senator Cardin was first elected to the U.S. Senate in 2006. He is a senior member of the Environment & Public Works Committee (EPW) and Small Business & Entrepreneurship Committee and serves on the Senate Finance Committee.

Speaker: The Honorable Ben Cardin, U.S. Senate
Moderator: The Honorable Jan Gardner, County Executive, Frederick County

10:45 AM - 11:15 AM SOLUTIONS SHOWCASE SESSION Room 210

Tools to Help You Prepare For and Live in Retirement
Hosted by Nationwide Retirement Solutions
Explore how the Nationwide Retirement Solutions "Interactive Retirement Planner" can make sure you’re on the right path and what actions are needed today to ensure a financially secure future.

11:30 AM - NOON SOLUTIONS SHOWCASE SESSION Room 210

American Fidelity: Introduction to MACo Endorsed Member Services
Hosted by American Fidelity
One of the primary keys to attracting top talent and maximizing retention and current workforce engagement is through a competitive and clearly communicated benefit package. As the newest MACo endorsed program focused on benefits communication and administrative solutions, come see how over 20% of Maryland counties are already taking advantage by eliminating administrative costs, streamlining services, as well as providing a more strategic approach to employee education and engagement.

Speaker: Dave Dunlap, Government Markets Manager, American Fidelity

11:30 AM - 1:00 PM BUFFET LUNCH Both Halls
(Friday lunch ticket required)

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Answers to tough problems come in many forms

Every single thing you bring to the job should solve a problem. That's why TOUGHBOOK® belongs in your workday. Our solutions answer specific problems you face, because we collaborate with officers like you when developing them. You could say our work is made better by the work you do.

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Panasonic

Make energy-saving upgrades a reality

Looking for ways to reduce costs? We offer cash incentives that can cover 40%–70% of project costs to municipal and government customers interested in making energy efficiency upgrades. Swing by our booth to learn more.

Tag along on a behind-the-scenes tour of the Ocean City Convention Center, and we'll show you how to use incentives to improve energy efficiency and maximize savings.

Breakout session:
Change Your Building's Tune
Friday, August 16, 2019 | 2:15pm–3:15pm

EmPOWER Maryland

Offer valid for Pepco or Delmarva Power commercial customers in Maryland only. This program supports the Empower Maryland Energy Efficiency Act. © Pepco and Delmarva Power, 2019
FRIDAY, AUGUST 16, 2019

NOON - 1:00 PM  WORKING LUNCH MEETINGS

Buffet opens at 11:45 am and is only for participants of the following meetings:

<table>
<thead>
<tr>
<th>Meeting</th>
<th>Room</th>
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<tbody>
<tr>
<td>MACo County Attorneys Affiliate*</td>
<td>214</td>
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<tr>
<td>MACo Budget and Finance Officers Affiliate*</td>
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<td>Sponsored by Davenport &amp; Company</td>
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<td>MACo Human Resources Affiliate *</td>
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<td>Sponsored by American Fidelity</td>
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<tr>
<td>Upper Shore, Mid Shore, and Lower Shore Regional Council *</td>
<td>209</td>
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</tbody>
</table>

*only county professionals in these specific service areas are invited to attend

NOON - 1:00 PM  WOMEN OF MACo LUNCH

Room 217

All conference participants are invited to attend from the first woman to serve as Speaker of the Maryland House of Delegates

Speaker: The Honorable Adrienne Jones, Speaker of the MD House of Delegates

NOON - 2:00 PM  KIDS IN THE HALL

Exhibit Hall AB

Usually, MACo’s exhibit halls are for adults conducting business. For these 2 hours, we also invite children of registered attendees and exhibitors to tour our exhibit hall!

12:15 PM - 12:45 PM  SOLUTIONS SHOWCASE SESSION

Room 210

Rural Broadband: What We’ve Done and Where We’re Going

Hosted by the Maryland Department of Housing and Community Development

The Governor’s Office of Rural Broadband will present on what has been accomplished so far in Maryland to expand high-speed internet access across the state. County officials will learn about funding opportunities and what the future holds for rural broadband in the state.

Speaker: Kenrick Gordon PE, Director, Governor’s Office of Rural Broadband

1:00 PM - 2:00 PM  AFFILIATE SESSIONS

Reduce, Reuse...Now What?  Room 202

Hosted by MACo’s Engineering Affiliate

Maryland's recycling industry is experiencing new challenges and changes. Ongoing market difficulties, composting of food waste, and new regulations for recycling facilities are changing how recycling functions – and how much it costs county governments. Panelists will discuss emerging trends, market problems, and new requirements on county recycling facilities.

Speakers:
- Lori Scozzafava, Recycling Division Chief, MD Environmental Service
- Kaley Laleker, Director, Land and Materials Administration, MDE
- Julie Ufner, Associate Legislative Director, National Association of Counties

Moderator: The Honorable Sarah Elfreth, MD State Senate

Breaking Barriers and Building Consensus Around Affordable Housing  Room 203

Hosted by MACo’s Planners Affiliate

Affordable housing is a major issue for most counties, but too often discussions become debates pitting key stakeholders against each other - government versus housing providers, housing providers vs. residents, residents vs. the government, and on and on. This session will highlight recommendations for consensus-building among key stakeholders in order to achieve the mutually desirable goal of creating and preserving affordable housing.

Speakers:
- Nicola Whiteman, Sr. VP of Government Affairs, Apartment & Office Building Association (AOBA) of Metropolitan Washington
- Erin Bradley, Vice President of Government Affairs, MD AOBA
- Todd Turner, Chair, County Council, District 4, Prince George’s County
- Duane Yoder, President, Community Action Committee, Garrett County

Moderator: The Honorable Pamela Beidle, MD State Senate
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FRIDAY, AUGUST 16, 2019

1:00 PM - 2:00 PM AFFILIATE SESSIONS (continued)

**Room 205**

**MAT to the Max: Opioid Treatment in Local Jails**

**Hosted by MACo’s Corrections Affiliate**

Providing inmates with access to medication-assisted treatment (MAT) for substance use disorders is the latest frontier in jail services. The Maryland General Assembly recently passed legislation requiring all county jails and the Baltimore City Detention Center to provide their inmates with access to the full range of MAT (e.g. buprenorphine, methadone, naltrexone) within the next few years. How will it affect the future of county jail operations and the delivery of services? What does this mean for the health and welfare of inmates? What challenges and solutions are in store? Panelists will discuss these issues and more as we look at the future of MAT in jails.

**Speakers:**
- Mary Lou McDonough, Director, Department of Corrections, Prince George's County
- Jack Kavanagh, Director, Department of Corrections, Howard County
- Mary Ann Thompson, Asst Warden, Detention & Rehabilitation Center, St. Mary's County
- Todd Haskins, RN, BSN, CCHP, Chief Operating Officer, PrimeCare Medical, Inc.
- Tom Weber, Esq., Chief Executive Officer, PrimeCare Medical, Inc.

**Moderator:** The Honorable Christopher West, MD State Senate

**Room 204**

**A Perfect Storm for County Budgets? (Spoiler: Yes)**

**Hosted by MACo’s Administrators and Budget & Finance Affiliates**

A storm is brewing. Rising costs, revenue write downs, unfunded mandates, and greater demand for services all signal turbulent times ahead for county government budgets. Economic instability, shifting demographics, and a looming uncertainty around the ambitious, multi-billion-dollar overhaul of Maryland's education system only exacerbate the growing pressure on county budgets. In this session, panelists will present a realistic economic outlook, share best practices for planning, budgeting, and forecasting, and discuss strategies for how counties can best prepare for future fiscal uncertainties.

**Speakers:**
- Ted Zaleski III, Director of Management & Budget, Carroll County
- Robert Sandlass, Jr., Treasurer, Harford County
- Andrew Schaufele, Director, Bureau of Revenue Estimates, MD Office of the Comptroller

**Moderator:** The Honorable Adelaide Eckardt, MD State Senate

**Room 206**

**Beyond the Classifieds: Finding and Keeping the Employees You Need**

**Hosted by MACo's Human Resources Affiliate**

As a recruitment tool, the newspaper is no longer enough...and neither are the traditional methods of retention. Faced with generational change and evolving workplace cultures, today's county human resources officers are reaching out across many platforms and breaking open new ways to entice and position top employees. What's cool about county service to Millennials and Generation Z? How do county benefits deliver for Gen Xers? And, how can a county draw from those in their second or third careers? In this session, learn the best ways to find and keep excellent government employees across all generations, including recruitment tactics and changes to human resources policies.

**Speakers:**
- Samantha O'Neil, Senior Advisor, Baltimore County
- Shelley Heller, County Administrator, Kent County
- Richard Brooks III, Director, Department of Emergency Services, Cecil County
- J. David Johnson, MBA, Vice President and Senior Consultant, Segal Consulting

**Moderator:** The Honorable Tawanna Gaines, MD House of Delegates

2:00 PM - 2:15 PM NETWORKING & COFFEE BREAK Room 201-203 Foyer

*Sponsored by AmWINS Group, Inc.*
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<th>Time</th>
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<tr>
<td>2:15 PM</td>
<td>New Tools for Tracking and Treating Opioid and Mental Health Crises</td>
<td>Room 203</td>
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<td>Hosted by MACo's Administrators Affiliate</td>
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<td>Overdose deaths continue to rise at alarming rates, but not without hope for change - innovative and valuable work is being done to slow down and treat this epidemic. Recently, Maryland became the first state with a complete Overdose Detection Mapping Application Program (ODMAP) - a tool developed by the Washington/Baltimore High Intensity Drug Trafficking Area that allows real-time reporting of suspected overdoses. To ease the burden on emergency rooms admissions, Baltimore City is piloting the Maryland Crisis Stabilization Center, which provides short-term crisis stabilization and sobering services for people under the influence of drugs or alcohol. Learn about how stakeholders are thinking outside of the box to generate solutions.</td>
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<td>Speakers:</td>
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<td></td>
<td>Jeff Beeson, Deputy Director, Washington/Baltimore HIDTA</td>
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<td>Adrienne Breidenstine, Vice President, Policy &amp; Communications, Behavioral Health System Baltimore</td>
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<td>Glenn Fueston, Jr., Executive Director, Governor's Office of Crime Control &amp; Prevention</td>
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<td>Harriet Smith, Executive Director, Baltimore Harm Reduction Coalition</td>
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<td>Moderator: The Honorable Antonio Hayes, MD State Senate</td>
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<td>3:15 PM</td>
<td>Delicious or Deadly? A Food Safety Update</td>
<td>Room 205</td>
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<td>Hosted by MACo's Environmental Health Affiliate</td>
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<td>Food safety is a critical function of local health departments. Improperly prepared food and unsafe kitchen practices have caused the deaths of Maryland residents. The 2019 Legislative Session saw the passage or consideration of various legislation changing food safety requirements. Panelists will discuss the state's ban on polystyrene for food containers, potential restrictions on plastic straws, changes to cottage food products, and reduced restrictions on private kitchens.</td>
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<td>Patricia Vauls, Chief, Office of Food Protection, MD Department of Health</td>
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<td>Jessica Speaker, Assistant Commissioner, Environmental Health, Baltimore City Health Department</td>
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<td>The Honorable Sara Love, MD House of Delegates</td>
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<td>Moderator: The Honorable Paul Pinsky, MD State Senate</td>
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<tr>
<td>3:15 PM</td>
<td>Sky’s the Limit: The Untapped Potential of Apprenticeships</td>
<td>Room 206</td>
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<td>Hosted by MACo's Human Resources Affiliate</td>
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<td>Public and private sector entities are using a variety of innovative strategies to incorporate apprenticeships as part of their workforce development and recruitment programs. For instance, apprenticeships are being used in communities struggling with vacancies in the changing healthcare industry. These types of job training and employment programs also restore purpose and meaning to members of the community. In this session, learn about recent developments and best practices that have been used to create successful apprenticeship programs.</td>
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<td>Speakers:</td>
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<td>Walter Simmons, President &amp; CEO, Employ Prince George's, Inc.</td>
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<td>James Rzepkowski, Assistant Secretary, Workforce Development and Adult Learning, MD Department of Labor</td>
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<td>Tamara Robinson, Director, 1199SEIU Training and Upgrading Fund MD/DC</td>
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<td>Moderator: The Honorable Ben Kramer, MD State Senate</td>
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FRIDAY, AUGUST 16, 2019

2:15 PM - 3:15 PM  AFFILIATE SESSIONS (continued)

**Endgame: Can Our Phase III WIP Meet Our Bay Restoration Goals?**  
Room 202  
*Hosted by MACo's Administrators Affiliate*

We are entering the final Phase of the Chesapeake Bay Total Maximum Daily Load (TMDL) and Maryland has drafted its final plan to meet 2025 nutrient reduction goals. Panelists will provide an update on Bay TMDL progress and discuss state and county responsibilities under the Phase III Watershed Implementation Plan (WIP).

**Speakers:**
- Ben Grumbles, Secretary, MD Department of the Environment
- Alison Prost, Maryland Executive Director, Chesapeake Bay Foundation
- Lisa Ochsenhirt, Attorney, AquaLaw, PLC
- Mark Hoffman, Maryland Director, Chesapeake Bay Commission

**Moderator:** The Honorable Kumar Barve, MD House of Delegates

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**Change Your Building’s Tune...And Save Big Bucks**  
Room 204  
*Hosted by MACo’s Engineering Affiliate*

Energy performance can either save money...or waste it. In this session, participants will go on a behind-the-scenes tour of the Ocean City Convention Center as we explore the mechanical and electrical systems that keep a building running. The hands-on demonstration will show you how to maximize your building’s energy performance with cash incentives and a focus on low- and no-cost upgrades.

**Speakers:** This walk-through session will be guided by professionals in facility design and energy efficiency, who will show you what facets make the Convention Center a “smart” building and a smart investment.

**Moderator:** The Honorable Jack Wilson, Commissioner Vice President, Queen Anne’s County

---

3:15 PM - 4:15 PM  GOVERNOR’S CABINET RECEPTION  
Dockside Exhibit Hall

*Sponsored by AARP, BioEnergy DevCo, Crown Castle, Marriott International, Nitor Partners, PrimeCare Medical*

Join Members of the Governor’s Cabinet, fellow attendees, and exhibitors and sponsors for this casual reception. Network with all stakeholders in local government and meet the leaders of the State departments.

---

5:00 PM - 8:00 PM  CRAB FEAST  
South Parking Lot

*ticket required*

**Sponsors:**

- Crab Feast: Aetna, AT&T, BGE, CareFirst BlueCross BlueShield, Chesapeake Employers’ Insurance Company, Comcast, Kaiser Permanente, MD-DE-DC Beverage Association, Nationwide Retirement Solutions, UnitedHealthcare
- Crab Mallets: Skipjack Wind Farm
- Beverage Carts: Rifkin Weiner Livingston, LLC
- Lemonade & Water Stands: Maryland Environmental Service
- Ice Cream: Miles & Stockbridge and The Traffic Group

A highlight of MACo’s conference, this all-you-can-eat steamed Maryland blue crab buffet is a "can’t miss" event! Picnic fare will be served in addition to the all-Maryland crabs! The Klassix will be on the stage for your listening pleasure and Lollipop the Clown will entertain the young and the young-at-heart with face-painting, crafts, games, and balloon animals!
POST-65 HEALTH INSURANCE TAILORED TO YOUR RETIREES

Access to affordable health insurance is a necessity for fixed-income seniors. Local Government Insurance Trust (LGIT) has partnered with AmWINS Group Benefits to offer a voluntary retiree health insurance program, featuring:

- Medicare Supplemental Insurance (Parts A & B)
- Prescription Drug Insurance (Part D—with no donut hole)
- Dental and Vision Plans
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This is a fully voluntary program, so organizations can feel comfortable offering a comprehensive program to their retirees with no insurance liability and no cost to the employer.

Currently providing a subsidized plan? AmWINS can also assist groups with alternative solutions, including adding a voluntary program for employees who may not be eligible for subsidized benefits.

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Ready to learn more?
Contact: Michele Keplinger
LGIT Communications & Member Services Manager
MicheleK@lgit.org | Office: 443.561.1700
### Registration Center

**8:00 AM - 10:30 AM**

- **Sponsored by the MD Dept. of Housing & Community Development (DHCD)**

### American Fidelity

**8:00 AM - 10:30 AM**

- **Sponsored by American Fidelity**

### Attendee Lounge & Cyber Cafe

**8:00 AM - 10:30 AM**

Need a place to take a phone call? Answer emails? Take a quick meeting with new contacts? This is your space to do just that! Pop in and make use of this great space.

### Full Buffet Breakfast

**8:00 AM - 9:00 AM**

- **Room 209**

### Continental Breakfast

**8:00 AM - 9:30 AM**

- **Room 201-203 Foyer**

### General Session

#### Active Shooter Response Training

Active shooter situations are unpredictable and evolve quickly. While an active shooter scenario may unfold in various locations, public and government settings are particular targets. These terrifying events are often over within 10 to 15 minutes, so individuals must be prepared both mentally and physically to survive the situation before law enforcement arrives. In this deep-dive session, a public safety expert will share the best way to prepare for the worst-case scenario with take-away lessons in safety for all attendees.

**Speaker:** Thomas Wehrle, Sniper Team Coordinator, Special Operations Division, Harford County Sheriff’s Office

**Moderator:** The Honorable Amanda Stewart, Commissioner, Charles County

### General Session

#### Stoke the Fire: Volunteer Recruitment and Resources

Hosted by MACo’s Emergency Managers Affiliate

According to the National Fire Department Registry from the Federal Emergency Management Agency, more than 60% of Maryland’s firefighters are volunteers. Persistent and worsening staffing shortages threaten these critical partners in fire response statewide. This session will examine staffing levels of volunteer fire companies and rescue squads in the state, and explore best practices for recruitment and retention of volunteers, including the efforts of other states to address and combat volunteer fire company and rescue squad staffing shortages.

**Speakers:**
- Joseph Woods, Vice President, County Council, District B, Harford County
- Kate Tomanelli, Executive Director, Maryland State Firemen’s Association
- Tracey Johnston, Fire & EMS Commission Administrative Support, Queen Anne’s County

**Moderator:** The Honorable Mike McKay, MD House of Delegates

### Special Session

#### "Stayin’ Alive" - Learn to Save a Life with Naloxone Training for Opioid Overdoses and Hands-Only CPR

Hosted by MACo’s Health Officers Affiliate

Receive in-person, hands-on training and certification in recognizing and responding to opioid overdose with Naloxone. See full description on page 23—this session is offered twice to give attendees maximum scheduling flexibility.

**Speaker:** Gregory Branch MD, MBA, CPE, FACP, Health Officer/Director, Baltimore County

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Each year mobile devices are holding more and more of our most trusted government, personal, and corporate data. Handling of this data is being left to these unsupervised devices, and without highly advanced security management systems which could keep our users and the data safe.

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Stop by **Check Point’s Booth #43** to learn about our Mobile Threat Solutions. [https://www.checkpoint.com/products/mobile-threat-defense/](https://www.checkpoint.com/products/mobile-threat-defense/)
Sound the Siren: Maryland's Fire Service Needs Help

Hosted by MACo's Emergency Managers Affiliate

The Maryland State Firefighters Association advises that there are 362 volunteer fire companies and approximately 28,000 volunteer firefighters in the state. Staffing and funding shortages among volunteer companies are not limited to one or two jurisdictions – they are statewide and worsening. This session will explain the landscape of volunteer and career fire service in Maryland. And, even as the idea of a full-fledged transition from volunteer to paid service may raise alarm, panelists will examine the contours of challenges faced in rural, suburban, and metropolitan volunteer fire companies and rescue squads and discuss the best path toward resiliency for each.

Speakers:
- The Honorable Stephen Wantz, Commissioner President, Carroll County
- Samuel Goldwater, Strategic Planning Chief, Singerly Fire Company, Elkton, MD
- Johnie Roth, Jr., Legislative Chairman, Past President, MD State Firemen's Association
- Pete Mellitts, Past President, Prince George's County Volunteer Fire and Rescue Assoc., Prince George's County Fire Commissioner, 5th District - Morningside

Moderator: The Honorable Andrew Serafini, MD State Senate

Better Together: Community Choice Electricity Purchasing

Maryland’s de-regulated market for electricity purchasing has untapped potential. Your residents have freedom to buy from any seller, but the market is opaque and complex. “Opt out” aggregation by your county might be the key to unlock the potential gains here – saving money, or going green. Hear the arguments for this innovation and next steps in advocating to unlock the hidden promise of electric markets.

Speakers:
- The Honorable Lorig Charkoudian, Maryland House of Delegates
- Lily Hawkins, Maryland Organizer, Food and Water Watch
- William Kress, Esq., Capital Law Firm

Moderator: The Honorable Steuart Pittman, County Executive, Anne Arundel County

Maglev & Maryland: Innovation, Opportunity, and Green Transportation

Hosted by The Northeast Maglev

Maryland has a long history of being the first in the nation - the pioneering stimulus. The superconducting maglev project provides an opportunity for Maryland to once again lead the nation in transportation innovation. Bringing thousands of jobs and economic opportunities, and replacing millions of automobile trips, the superconducting maglev is poised to, once again, make Maryland a leader. A leader in green transportation.

Speaker: David Henley, Project Director, Northeast Maglev

SAVE THE DATE
MACo Winter Conference—December 4-6, 2019
Hyatt Regency Chesapeake Bay Hotel, Cambridge, MD
Energy Efficiency & Sustainability Services

Stephanie D. Bridgeforth, JD
SENIOR ACCOUNT EXECUTIVE

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Economic Development Manager
jsanford@washgas.com
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Upcoming MACo Conference Dates

WINTER CONFERENCE
December 4-6, 2019
Hyatt Regency
Cambridge, MD

SUMMER CONFERENCE
August 19-22, 2020
Roland Powell Convention Center
Ocean City, MD

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Authorized by Nancy Greene, Chairman
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- AT&T Services, Inc. (#34)
- Avaya (#9)
- BIS Digital, Inc. (#27)
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- CDW-G (#15)
- Center for Internet Security (#28)
- Century Engineering, Inc. (#17)
- Check Point Software Technologies (#43)
- Chesapeake Conservancy (#13)
- CMS, Inc. (#5)
- Comcast - Beltway Region (#46)
- Commvault (#48)
- Data Networks of America (#20)
- EA Engineering, Science, and Technology, Inc. (#32)
- Earth Data Incorporated (#21)
- ePlus Technology Inc. (#42)
- Exabeam (#54)
- Fortinet, Inc. (#40)
- FuelMaster/Syntech Systems, Inc (#33)
- Fujitsu America, Inc. (#24)
- General Code (#3)
- Google Cloud (#39)
- IndigoVision (#56)
- Juniper Networks (#51)
- LB Water (#60)
- Marco Technologies (#62)
- MD Center for School Safety (#12)
- MD Dept. of General Services (#30)
- MD Dept. of Information Technology (#23)
- MD Dept. of Natural Resources (#7)
- MD Fire Chiefs (#16)
- MD Libraries (#49)
- MD Ready Mix Concrete Association (#8)
- MD Relay (#6)
- Mid-Atlantic Regional Council on the Ocean (#19)
- Moser Consulting & Red Hat (#41)
- Motorola Solutions, Inc. (#44)
- National Vision Administrators (NVA) (#29)
- Networking For Future, Inc (NFF) (#57)
- NGEN (#18)
- Octagon Services, Inc. (#47)
- OpenGov (#31)
- PFM Solutions LLC (#38)
- Point and Pay (#22)
- Presidio (#50)
- Prosys Information Systems (#36)
- RAUCH inc. (#2)
- Skyline Technology Solutions (#14)
- Sol Systems (#11)
- Splunk (#37)
- SUAS (#58)
- Sunrise Solutions Inc. (#63)
- Tanium Inc. (#35)
- Target Marketing Group (#45)
- The Canton Group, LLC (#55)
- University of MD University College (#1)
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- Workday (#52)
- World Wide Technology (WWT) (#10)

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- Blue Oyster Environmental (#537)
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- Caliber Public Safety (#404)
- Calvert County (#805)
- Carefirst BCBS Dental (#430)
- CareFirst BlueCross BlueShield (#429)
- Caroline County (#801)
- Carousel Industries (#318)
- Carroll County (#817)
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- IndigoVision (#101)
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- Juniper Networks (#432)
- Kaiser Permanente (#609)
- KCI Technologies, Inc. (#501)
- Kent County (#829)
- Keystone Purchasing Network (#424)
Thank you, Exhibitors!

- Kronos (#608)
- LeafFilter Gutter Protection (#620)
- LGIT Health (#601)
- Local Government Insurance Trust-LGIT (#600)
- Luck Ecosystems (#311)
- Manns Woodward Studios (#614)
- Marco Technologies (#411/412)
- Maritime Conference Center (#423)
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- MD Agricultural & Resource-Based Industry Development Corporation (#615)
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- Musco Sports Lighting (#303)
- National Association of Counties (#526)
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- National Vision Administrators, LLC (#405)
- Nationwide Retirement Solutions (#527/528)
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- Worcester County (#826)
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- WSSC (#710)
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## GIS Discovery Zone

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## FOYER REGISTRATION AREA

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