MACo Winter Conference
www.mdcounties.org/MACoCon

BUILDING FOR THE FUTURE

Leadership
Education
Partners
Budget
Planning

DECEMBER 4-6, 2019 [Hyatt Regency Chesapeake Bay Hotel | Cambridge, Maryland]

28 INFORMATIVE SESSIONS  60 INNOVATIVE EXHIBITORS  84 INSPIRATIONAL SPEAKERS  600 INFLUENTIAL ATTENDEES

[REGISTRATION BROCHURE]
We’ll take a look at county governance challenges and best practices – from the foundation to the rooftop – that will decide Maryland’s future.

We’re talking school construction and education funding, solar siting, land use, cannabis, traffic safety planning and so much more. Join leaders at the county, state, and legislative levels as we examine local needs and build toward common goals.

If you're involved in local government in any way, you should attend – don't miss your chance to help build Maryland’s future!

Register today!

www.mdcOUNTIES.org/MACoCon
MACo’s Winter Conference will empower you to:

LEARN
Gain knowledge and understanding of the issues facing local governments today.

ENGAGE
Find solutions to important challenges through face-to-face exchanges with county officials, county professionals, and legislators.

COLLABORATE
Save money and increase efficiency through partnerships with stakeholders and vendors.

About MACo:
The Maryland Association of Counties (MACo) is a non-profit and non-partisan organization that serves Maryland’s counties by articulating the needs of local government to the Maryland General Assembly.

The Association’s membership consists of county elected officials and representatives from Maryland’s 23 counties and Baltimore City.

MACo is the only organization serving the needs of county elected officials and governments across Maryland.
### Wednesday, December 4, 2019

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
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<tr>
<td>8:00 am - 4:30 pm</td>
<td>Attendee Registration</td>
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<tr>
<td>9:00 am - 11:00 am</td>
<td>Exhibitor Registration &amp; Set-up</td>
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<tr>
<td>10:30 am - 11:30 am</td>
<td>Roundtable: School Construction</td>
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<tr>
<td>10:30 am - 11:30 am</td>
<td>Roundtable: Opioid Epidemic</td>
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<td>10:30 am - 11:45 am</td>
<td>Academy Core: Risk Management</td>
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<td>11:00 am - 5:00 pm</td>
<td>Attendee Lounge</td>
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<td>11:00 am - 6:30 pm</td>
<td>Exhibit Halls</td>
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<tr>
<td>Noon - 1:00 pm</td>
<td>Lunch Buffet &amp; Working Lunches*</td>
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<tr>
<td>12:15 pm - 12:45 pm</td>
<td>Solutions Showcase Session</td>
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<tr>
<td>1:00 pm - 1:30 pm</td>
<td>Solutions Showcase Session (x3)</td>
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<tr>
<td>1:30 pm - 1:45 pm</td>
<td>Networking &amp; Coffee Break</td>
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<tr>
<td>1:45 pm - 2:45 pm</td>
<td>Affiliate Sessions</td>
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<td>2:45 pm - 3:15 pm</td>
<td>Popcorn Break</td>
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<td>2:45 pm - 3:15 pm</td>
<td>Networking &amp; Coffee Break</td>
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<td>Solutions Showcase Session</td>
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<td>3:15 pm - 4:15 pm</td>
<td>Affiliate Sessions</td>
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<td>3:15 pm - 4:45 pm</td>
<td>Academy Core: Financial Mgmt</td>
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<td>4:30 pm - 5:00 pm</td>
<td>Solutions Showcase Session</td>
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<td>4:30 pm - 5:15 pm</td>
<td>Naloxone/CPR Training</td>
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<td>5:00 pm - 6:00 pm</td>
<td>Women of MACo Reception</td>
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<tr>
<td>6:30 pm - 8:30 pm</td>
<td>Welcoming Banquet &amp; Awards Ceremony*</td>
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<td>8:30 pm - 9:30 pm</td>
<td>Corporate Partners Reception</td>
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<td>9:30 pm - 11:30 pm</td>
<td>Dueling Pianos Reception</td>
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* = ticket required

### Thursday, December 5, 2019

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<th>Time</th>
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<tr>
<td>7:30 am - 3:30 pm</td>
<td>Registration</td>
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<td>7:30 am - 3:30 pm</td>
<td>Exhibit Halls</td>
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<td>7:30 am - 3:30 pm</td>
<td>Cyber Cafe</td>
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<td>7:30 am - 5:30 pm</td>
<td>Attendee Lounge</td>
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<tr>
<td>7:30 am - 8:45 pm</td>
<td>County Elected Officials Forum, Breakfast &amp; Business Meeting*</td>
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<tr>
<td>7:30 am - 9:00 am</td>
<td>Continental Breakfast</td>
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<td>9:00 am - 10:15 am</td>
<td>General Session: Energy Future</td>
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<td>9:30 am - 4:00 pm</td>
<td>Networking &amp; Coffee Break</td>
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<td>10:15 am - 10:30 am</td>
<td>General Session: School Funding</td>
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<td>10:30 am - 11:30 am</td>
<td>Lunch Buffet &amp; Working Lunches*</td>
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<td>11:45 am - 12:45 pm</td>
<td>Solutions Showcase Session</td>
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<td>12:45 pm - 1:15 pm</td>
<td>Solutions Showcase Session (x3)</td>
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<td>12:45 pm - 1:45 pm</td>
<td>MACo Book Club</td>
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<td>1:45 pm - 2:00 pm</td>
<td>Networking &amp; Coffee Break</td>
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<td>2:00 pm - 3:00 pm</td>
<td>Affiliate Sessions</td>
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<td>3:00 pm - 3:30 pm</td>
<td>Chocolate Break</td>
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<td>3:00 pm - 3:30 pm</td>
<td>Networking &amp; Coffee Break</td>
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<td>3:30 pm - 4:30 pm</td>
<td>Affiliate Sessions</td>
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<td>4:45 pm - 5:15 pm</td>
<td>Solutions Showcase Session</td>
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<td>5:00 pm - 6:00 pm</td>
<td>Diversity Caucus Reception</td>
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<td>6:00 pm - 7:00 pm</td>
<td>Inaugural Banquet Reception</td>
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<td>7:00 pm - 8:30 pm</td>
<td>Inaugural Banquet*</td>
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<td>8:30 pm - 9:30 pm</td>
<td>President’s Reception</td>
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<td>9:30 pm - 11:30 pm</td>
<td>Karaoke Reception</td>
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### Friday, December 6, 2019

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<tr>
<td>7:30 am - 10:30 am</td>
<td>Registration</td>
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<td>7:30 am - 10:30 am</td>
<td>Attendee Lounge</td>
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<tr>
<td>7:30 am - 9:30 am</td>
<td>Continental Breakfast</td>
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<tr>
<td>8:00 am - 9:30 am</td>
<td>Academy Core: Employment Issues</td>
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<tr>
<td>8:45 am - 9:15 am</td>
<td>Solutions Showcase Sessions (x3)</td>
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<tr>
<td>9:30 am - 10:45 am</td>
<td>General Assembly Forecast</td>
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<td>10:45 am - 11:00 am</td>
<td>Networking &amp; Coffee Break</td>
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<tr>
<td>11:00 am - Noon</td>
<td>Special Session: OPEB Trust</td>
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<tr>
<td>11:00 am - Noon</td>
<td>Closing General Session</td>
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<tr>
<td>Noon - 12:30 pm</td>
<td>Boxed Lunch*</td>
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Please note that the schedule is tentative and subject to change. Additional events and details are listed on the following pages. Check www.mdcounties.org for updates.
8:00 AM - 4:30 PM | REGISTRATION

10:30 AM - 11:30 AM | OPENING ROUNDTABLES

Change Order: Is a Shift in School Construction Funding on the Way?
The 2020 General Assembly Session promises to be a year of change for school construction. Major legislation, first introduced last year, is likely to return. At the same time, a statewide workgroup will recommend changes to the school construction funding. Join this session for an update from leaders and experts in school construction on a topic that touches the core of constituent interests and county budgets across Maryland.

Foundation of the Future:
The County Role in Combatting the Opioid Crisis
While some gains have been made, much remains to be done about the opioid and substance use epidemic nationwide and right here at home. Attend this session to hear an update on statewide efforts to stem the opioid crisis and join in a discussion on what counties are doing and hope to do as we confront this epidemic together.

10:30 AM - 11:45 AM | ACADEMY CORE COURSE

Basics of Risk Management
One of the main responsibilities of local governments is to protect its residents from risk to themselves and their property. Risk may result from a number of sources, including fire, crime, automobile accidents, harm to the infrastructure, or as a result of waste disposal. This class is designed to sharpen the awareness of officials that local government activities are subject to risks that may result in significant loss. Through learning about steps to reduce and control loss exposure and tools for identifying hazards, government officials can learn how to avoid the consequences of taking unnecessary risk.

11:00 AM - 3:00 PM | AFFILIATE MEETING & LUNCHEON

(Maryland Association of County Health Officers (MACHO)

NOON - 1:00 PM | AFFILIATE & INTEREST GROUP LUNCHES

(Private—only county employees in these professions may attend.

County Emergency Management Directors
County Human Services Administrators
County Information Technology Directors
Upper Shore, Mid-Shore, Tri-County Regional Councils

NOON - 1:00 PM | LUNCH BUFFET (ticket required)

1:00 PM - 1:30 PM | SOLUTIONS SHOWCASE SESSIONS

Save Money with Shared Services
Hosted by Maryland Environmental Service (MES)
Tightening budgets have put a strain on county governments. With nearly 50 years of experience providing a wide range of environmental services, the experts at MES can help you leverage efficiencies and preserve your bottom line. Explore ways to meet your environmental challenges and preserve your fiscal resources by creating cost-effective, sustainable, and innovative solutions for everything from water treatment and stormwater regulations, to recycling and composting, to renewable energy. Attend this informative session to learn from MES how to foster regional partnerships, implement best management practices, and save money!

1:30 PM - 1:45 PM | NETWORKING & COFFEE BREAK

Sponsored by Davenport & Company, LLC

1:45 PM - 2:45 PM | AFFILIATE SESSIONS

Vitals? Check: Taking the Pulse of Maryland’s Emergency Medical Services
Hosted by MACo’s Emergency Managers Affiliate
When the ambulance shows up, the experts take over. But what happens behind the scenes to maintain Maryland’s top notch emergency medical services? Join this session for an overview of Emergency Medical Services (EMS) in Maryland, and a frank conversation regarding current EMS challenges, including paramedic shortages and first responder fatigue. Take a look ahead with insight into best practices in insurance reimbursements and information about local funding opportunities presented by new federal incentives.

50 Shades of Graywater: What Does Water Reuse Mean For Your County?
Hosted by MACo’s Environmental Health Affiliate
Reusing slightly dirty water (aka "graywater") has both environmental and economic benefits. The General Assembly passed legislation in 2019 authorizing graywater reuse in residential settings and now both the state and local governments
must create new regulations and policies. Panelists will discuss the environmental and economic benefits of water reuse for county governments, potential health and safety concerns over water reuse, and pending state regulations.

**It Takes a Village: Building Resilience and Treating Trauma**
*Hosted by MACo’s Human Services Affiliate*

Adverse Childhood Experiences (ACES) are traumatic events such as physical, emotional, or sexual abuse; divorce or family dissolution; and incarceration of parents or guardians. Studies show they play a significant role in childhood learning, health, and overall well-being – with the negative effects lasting well into adulthood. In this session, learn more about ACES and how local governments and community partners are working to build resilience and treat trauma in a child’s life to improve their academic and health outcomes.

**What’s the Plan? Meeting Our Climate Change Goals**
*Hosted by MACo’s Planners Affiliate*

Maryland has committed to reducing its greenhouse gas emissions by 40% by 2030 and the state has developed a Greenhouse Gas Reduction Act (GGRA) plan outlining how the state and local governments will meet this goal. The plan includes new energy, land use, transportation, building, and carbon sequestration requirements. Panelists will outline the plan and discuss the impacts for county governments.

2:45 PM - 3:15 PM | **NETWORKING & COFFEE BREAK**
*Sponsored by Davenport & Company, LLC*

3:15 PM - 4:15 PM | **AFFILIATE SESSIONS**

**Contemplating Our Congestion Crisis**
*Hosted by MACo’s Engineering Affiliate*

Everyone can agree that there is an issue with traffic congestion in Maryland. With new plans and projects being revealed every year, what transportation alternatives should be considered? Join this panel for a discussion on what the future holds. Panelists will discuss transit options and solutions such as telework, bikes, complete streets, and mass transit.

**2020 Census: The Foundation for Our Future**
*Hosted by MACo’s Administrators Affiliate*

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. With the 2020 Census just around the corner, the time to prepare is now. In this session, learn best practices, community engagement strategies, and data tools for increasing response rates and ensuring a fair and accurate 2020 Census.

**Clearing the Air: A Closer Look at Vaping**
*Hosted by MACo’s Health Officers Affiliate*

E-cigarette use has grown exponentially since first entering the market as a tool to quit smoking, being picked up by traditional smokers as well as those who never smoked before. Most alarmingly, youth use has skyrocketed. The recent emergence of deadly and vexing vaping-related illnesses has left public health officials on high alert, the vaping industry on edge, and regulators struggling to keep up. In this session, experts will share the latest on vaping, its public health impacts, and what is being done about it both nationally and locally.

**New Technology, New Policy – The Ever-Shrinking Island of Cable Television**
*Hosted by MACo’s Information Technology Affiliate*

Technological change continues to advance rapidly - public policy needs to catch up. Your county likely has cable television franchise agreements built for the 1980s, but what is your role in the telecommunications market of the 2020s? MACo’s Conduit Street Podcast will record a live episode with guests to talk through these challenges – with guest speakers to discuss regulation, rights-of-way, taxation, community access, and first amendment issues encountered along the way.

Register today! [www.mdcounties.org/MACoCon](http://www.mdcounties.org/MACoCon)
4:30 PM - 5:30 PM | SPECIAL SESSIONS
A Chat with the Smart Growth Subcabinet
The Smart Growth Subcabinet oversees and advises on Maryland’s growth policies and laws. Its members (mostly Cabinet secretaries) will provide updates on land use, environmental, housing, economic development, and transportation issues. County elected officials and staff may submit questions in advance through MACo’s blog, Conduit Street. Open audience discussion will round out the session. Don’t miss your chance to connect directly with agency heads on critical Smart Growth and land use issues.

“Stayin’ Alive” – Learn to Save a Life with Naloxone Training for Opioid Overdoses and Hands-Only CPR
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 actually help you keep someone alive.

5:00 PM - 6:00 PM | WOMEN OF MACo RECEPTION
The Women of MACo chapter organization provides a forum for female elected and appointed officials and professionals to network and discuss topics related to being a female leader. All conference participants are invited to attend this reception and hear from our special guest speaker, Secretary Rona Kramer of the Dept. of Aging.

6:30 PM - 8:30 PM | WELCOMING & AWARDS BANQUET (ticket required)
Hosted by the Local Government Insurance Trust (LGIT)
This event is the highlight of MACo’s Winter Conference. Join us to celebrate MACo’s public service, best practices, and legislative award winners.

8:30 PM - 9:30 PM | DESSERT RECEPTION
Hosted by MACo’s Corporate Partners

9:30 PM - 11:30 PM | WGL DUELING PIANOS RECEPTION
Sponsored by WGL Energy
Back by popular demand, this fun networking event features dueling pianos to help you get energized and refreshed to start the next day’s sessions!
7:30 AM - 8:45 AM | COUNTY ELECTED OFFICIALS FORUM, BUSINESS MEETING, & BREAKFAST (private - ticket required)
County Elected Officials 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 - 9:00 AM | CONTINENTAL BREAKFAST

7:30 AM - 3:30 PM | "LIFE IS ON" ATTENDEE LOUNGE Sponsored by Schneider Electric
Need a quiet space to take a phone call, respond to email, or have a quick meeting? This is the place!

7:30 AM - 3:30 PM | EXHIBITS AND CYBER CAFE OPEN
Visit the exhibits to meet potential partners and learn more about their cost-saving products and services.

7:30 AM - 3:30 PM | REGISTRATION

9:00 AM - 10:15 AM | GENERAL SESSION
Clean and Green: Charting Maryland’s Energy Future
Maryland’s energy paradigm is shifting away from reliance on fossil fuels and towards renewable (solar and wind) and zero-carbon (nuclear and hydro) power sources. This transformation will require changes in land use, fiscal planning, and our power grid. Panelists will discuss new legislative and regulatory energy requirements and what they mean for county governments.

9:30 AM - 4:00 PM | GUEST LUNCH AND TOUR
Walk in the Footsteps of an American Legend
Visit the places where Harriet Tubman lived, worked, and hid before her escape to freedom. Experience the hidden places used by fleeing slaves as you trace Harriet Tubman’s path along the eastern shore. This full-day tour is only open to personal guests of registered conference attendees, sponsors, and exhibitors - lunch is included, registration is required.

10:15 AM - 10:30 AM | NETWORKING & COFFEE BREAK
Sponsored by Davenport & Company, LLC

10:30 AM - 11:30 AM | GENERAL SESSION
Breaking Down the Blueprint: School Funding in Focus
As the generational debate about school funding continues, join our panel for a hearty discussion on Kirwan – its goals, steps, accountability, and costs. Panelists will examine the recommendations that came out of the Commission, how they will translate to legislation in the 2020 Session, what our schoolchildren could expect from this new approach, and the budgetary reality for Maryland’s counties.

11:30 AM - 12:45 PM | BUFFET LUNCH (ticket required)

11:45 AM - 12:15 PM | SOLUTIONS SHOWCASE SESSION
Convergence of Health and Wealth: Health Savings Accounts Hosted by Nationwide Retirement Solutions
Join Nationwide and get a deeper look at using Health Savings Accounts (HSAs) as an additional way to save for retirement. HSAs can be a potential retirement savings vehicle and an effective complement to a 401(k) or 457(b) to help consumers better plan for health care costs in retirement.

11:45 AM - 12:45 PM | WORKING LUNCHES
(Thursday lunch ticket required)
Private—only county employees in these professions may attend.
County Attorneys
County Communications/Public Information Officers
County Engineers
County Human Resources Officers
County Parks and Recreation Administrators

11:45 AM - 12:45 PM | CHAPTER ORGANIZATION MEETINGS
(Thursday lunch ticket required)
Large County Coalition Luncheon
The mission of the Large County Coalition is to promote collegiality and cooperation, share information, and develop strategic alliances among Maryland counties with populations greater than 200,000. The Coalition works to ensure that representation in government is equal for all Marylanders, no matter where they reside. All MACo members (county officials and employees) are invited to attend this meeting to discuss issues of interest to large counties.

Rural County Coalition Luncheon
The Rural County Coalition provides a voice for Maryland’s rural counties, allowing them to offer their unique perspective on important state and federal policy issues. All MACo members (county officials and employees) are invited to attend this meeting to discuss issues of interest to rural counties.

12:45 PM - 1:15 PM | SOLUTIONS SHOWCASE SESSIONS
Next Generation 311 Solution
Hosted by TelaForce
Come discover how the latest modern 311/customer care technology can allow you to better serve the residents in your county or metro area. See how new multichannel customer communications through mobile and chat, modern machine intelligence, easier integrations with your existing technology, efficient GUI based work flow engines, and integrations with cloud phone infrastructures will allow you to better serve the people in your neighborhood while providing efficient total cost of ownership.
12:45 PM - 1:45 PM | SPECIAL SESSION
MACo Book Club: "Deep Work" by Cal Newport
Deep Work is Cal Newport's guide to breaking out of the technology and communications fog, and focusing on your priorities. He says: In short, deep work is like a super power in our increasingly competitive twenty-first century economy. And yet, most people have lost the ability to go deep - spending their days instead in a frantic blur of email and social media, not even realizing there's a better way. MACo's Book Club will discuss Deep Work, and how its ideas apply to public service.

1:45 PM - 2:00 PM | NETWORKING & COFFEE BREAK
Sponsored by Davenport & Company, LLC

2:00 PM - 3:00 PM | AFFILIATE SESSIONS
Are You Prepared? Keeping Your Workplace Safe and Secure
Hosted by MACo’s Human Resources Affiliate
The workplace needs to be safe to be effective – that’s true for both the private and public sectors. But “safe” doesn’t mean what it used to: an uptick in violence and new avenues for stalking now threaten your employees’ safety. Existing OSHA requirements to provide a workplace free from recognized safety and health hazards may include preventing acts of workplace violence. Participants will learn about best practices in needs assessments, visitor requirements, security protocols, violence prevention, abuse leave, critical communications, and weapons rules.

Sharing the Trail: Bicycles, Pedestrians, and Now...E-Scooters?!!
Hosted by MACo’s Parks & Recreation Affiliate
County and state parks continue to expand bicycle and pedestrian access and trail interconnectivity in response to ongoing public demand. However, trails are about to get more crowded as there is increasing public demand to use electric bicycles and scooters. Learn how parks and rec departments are addressing bike and pedestrian needs as well as emerging trends such as E-Scooters and E-Bikes.

Let the Sunshine In: What You Need to Know About Solar Energy Siting
Hosted by MACo’s Planners Affiliate
The siting of large, utility-scale solar facilities in Maryland remains an ongoing concern for county governments. A recent Court of Appeals decision finding that the Maryland Public Service Commission can preempt local zoning on solar siting has created further worry. Panelists will discuss the current law surrounding local zoning for solar projects, best practices, and potential legislation for the 2020 Session.

MACo’s Book Club
Offering an opportunity for professional development and exploration of specific government theories and best practices with peers, MACo’s Book Club has proven to be a beneficial and high-demand offering.

Perfect Storm for County Budgets...Revisited
Hosted by MACo’s Budget & Finance Affiliate
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 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.

3:00 PM - 3:30 PM | NETWORKING & COFFEE BREAK
Sponsored by Davenport & Company, LLC

3:00 PM - 3:30 PM | CHOCOLATE BREAK
**SCHEDULE [THURSDAY, DECEMBER 5, 2019]**

3:30 PM - 4:30 PM | **AFFILIATE SESSIONS**

2 for 1: Flood Prevention (And Cleaner Water, Too!)
**Hosted by MACo’s Emergency Managers Affiliate**
Is flooding an increasing concern in your community? Are you wondering how to pay for your clean water goals? Disaster mitigation funds can be used to prevent flooding and address local water quality issues. Learn how local governments are taking advantage of mitigation funding resources to address multiple water priorities.

Inmate Healthcare: Sorting Fact from Fiction
**Hosted by MACo’s Corrections Affiliate**
Federal law requires counties to provide adequate health care to inmates....a task easier said than done. Many inmates enter the system with chronic health conditions, mental illness, and substance use disorders – add the restrictive federal "inmate exclusion law," and it makes sense that county jails are running low on resources. The big picture is just as bleak: many inmates will return to communities where barriers to continuity of care increase the risk of recidivism, re-incarceration, and in some cases...death. In this session, untangle the complexities of inmate health care and learn how improving inmate health services can decrease short- and long-term costs, reduce recidivism, and improve public safety.

**Hosted by MACo’s Engineering Affiliate**
From Mountain Maryland to the Eastern Shore, from expressways to comfortable conduits, safety on our roadways is essential to connecting all Marylanders to recreational and economic opportunities. Join our panelists to learn about the statewide effort to improve roadway safety with a goal of reaching zero vehicle-related deaths or serious injuries on the roadway by the year 2030. Explore how to make traffic safety an essential piece of your annual planning by developing local Strategic Highway Safety Plans and hear more about the tools available to complete this process.

Short-Term Rental Revolution: What’s Your Game Plan?
**Hosted by Maryland’s County Economic Development & Tourism Professionals**
Lodging is evolving through technology, as many tourists and visitors now seek to stay in shared spaces and other short-term lodging alternatives. How do you fit this shift into your community, and into your marketing, economic development, and tourism plans? Can this be a contributor toward your promotional efforts and what does that mean for your revenue structure? This panel will catch up on the fast-moving marketplace for alternative lodging, and where your county’s oversight and tax systems do and don’t apply.

4:45 PM - 5:15 PM | **SOLUTIONS SHOWCASE SESSION**

Evidence 2.0 – Harnessing the Full Potential of Records Management
**Hosted by Motorola Solutions**
Data and evidence are evolving at an increasing pace with new technology. Being able to ingest photography, video, documents, and voice technologies with efficiency and effectiveness will require modernization to old processes of evidence management. Motorola Solutions can help. Attend this session to learn how to digitize and streamline your evidence to seamless share and collaborate with prosecutors and other agencies.

5:00 PM - 6:00 PM | **AFFILIATE MEETING (private)**

County Administrators

5:00 PM - 6:00 PM | **MARYLAND COUNTY OFFICIALS DIVERSITY CAUCUS RECEPTION**
The mission of the Diversity Caucus is to foster current and future leaders from within the community of elected officials of minority descent and in Maryland county government, and to provide resources and support for Diversity Caucus members and those who share its goals. All conference participants are invited to attend this reception.

6:00 PM - 7:00 PM | **INAUGURAL BANQUET RECEPTION**

Sponsored by Zelenkofske Axelrod

7:00 PM - 8:30 PM | **INAUGURAL BANQUET**

(ticket required)

Sponsored by CareFirst BlueCross BlueShield, United Healthcare
Celebrate the installation of MACo's 2020 Board of Directors. Connect with old friends, meet new ones, and hear from a special guest speaker about the legislative outlook for the year ahead!

8:30 PM - 9:30 PM | **PRESIDENT'S RECEPTION**

MACo’s newly-installed President welcomes all conference participants to attend!

9:30 PM - 11:30 PM | **KARAOKE RECEPTION**

Join us for a fun evening of enjoying the musical talents of your fellow attendees!
7:30 AM - 9:30 AM | CONTINENTAL BREAKFAST

7:30 AM - 10:30 AM | "LIFE IS ON" ATTENDEE LOUNGE
Sponsored by Schneider Electric

7:30 AM - 10:30 AM | REGISTRATION

8:00 AM - 9:30 AM | ACADEMY FOR EXCELLENCE CORE COURSE
Academy Core: Employment Issues
This class provides an overview of preferred employment practices and of the legal restrictions involved in hiring, firing, promoting, and disciplining employees. The instructor addresses how positions should be advertised and interviews conducted. Also included are risk management techniques concerning proper supervision of employees.

9:00 AM - NOON | SPECIAL DEMO
Eastern Shore Mobile Care Collaborative (ESMCC)
The ESMCC at Caroline County Health Department is a Mobile Treatment Unit that aims to increase access to care by providing Medication Assisted Treatment for individuals with opioid use disorders in underserved rural communities. Visit it in the Hyatt parking lot for a tour and demo of this model of life-saving care that can be adopted by other underserved rural areas with similar needs!

9:30 AM - 10:45 AM | GENERAL SESSION
2020 General Assembly Forecast
What’s in store for the 2020 legislative session? From fiscal outlooks to pending policy changes, this is your sneak-peak at what’s next in Annapolis. Attendees will get key insight into need-to-know issues and more from legislative leadership and the Administration.

10:45 AM - 11:00 AM | NETWORKING & COFFEE BREAK
Sponsored by Davenport & Company, LLC

11:00 AM - NOON | CLOSING SESSION
Cannabis Conundrum: Looking Toward Legalization
The State's fiscal picture, and a pending commitment to substantial new education investments, has driven talk of authorizing new activities that carry substantial new revenue potential. Public health, social equity, local reinvestment, tax and license structures, and economic development remain at the forefront of the discussion as state lawmakers consider how to best foster the growth of a responsible and legitimate cannabis industry. Panelists will explain how state legislation may impact county governments, and share best practices for navigating the fast-changing political, social, and regulatory landscape of adult-use cannabis.

11:00 AM - NOON | SPECIAL SESSION
OPEB Investment Trust Meeting
Multiple counties and local entities have banded together to jointly invest today's assets toward tomorrow's retiree health care costs. During this open session, MACo's OPEB Investment Trust will conduct its quarterly business – and you are welcome to join and hear from the investment managers, auditors, and actuaries who make this a great option for your county (or library, or community college) to "plug and play" and get your assets to work!

NOON - 12:30 PM | WRAP-UP BOXED LUNCHES
(ticket required)
Don’t Miss MACo’s Exhibit Show!

Wednesday, December 4, 2019 ............................11:00 am—6:30 pm
Thursday, December 5, 2019 ...............................7:30 am—3:30 pm

Approximately 65 vendors will be present to showcase their cost-saving products and services.

Exhibitor registration is still open, but to give you an idea of who participates,
here’s our list of exhibitors from our last Winter Conference:

- Aetna
- Affiliated Power Purchasers International LLC (APPI)
- American Fidelity
- AT&T Services, Inc.
- Atlantech Online, Inc.
- Bolton
- CareFirst BlueCross BlueShield
- Chesapeake Employers’ Insurance Company
- Cigna
- Comcast
- CVS Caremark/A. Thompson & Associates
- EA Engineering, Science, and Technology, Inc.
- Gallagher Asphalt Hot-in-Place Recycling
- HI-TECH Business Systems
- ITekFed, LLC.
- Juniper Networks
- Kaiser Permanente
- LGIT Health
- Local Government Insurance Trust (LGIT)
- Luck Ecosystems
- Maryland Assoc. of Youth Srvcs. Bureaus
- Maryland Community Action Partnership
- Maryland Department of Transportation
- Maryland Employer Support of the Guard and Reserve
- Maryland Environmental Service
- Maryland Out of School Time Network
- Maryland Small Business Dev. Center
- Maryland State Firemen’s Association
- Maryland Workforce Association
- MD Department of Housing & Community Development
- MD, DE, DC Beverage Assn.
- Motorola Solutions, Inc.
- Musco Sports Lighting
- National Association of Counties
- National Vision Administrators
- Nationwide Retirement Solutions
- NORESCO, L.L.C.
- Oceana
- OSRAM SYLVANIA Lighting Solutions
- Panasonic
- Pepco and Delmarva Power
- PFM
- Phillips Office Solutions
- Pivot Occupational Health
- Presidio
- PRM Consulting Group, Inc.
- Republic Services
- SemaConnect
- Skipjack Wind Farm
- Sony
- Sparks At Play
- Tanium Inc.
- Tenex Software Solutions
- T-Mobile
- Trane Commercial
- U.S. Census Bureau
- UHY
- UnitedHealthcare
- Verizon
- Voya Financial
- Walden - A Pyramid Healthcare Company
- Wexford Health Sources, Inc.
- WGL Energy, Inc.
- Zelenkofske Axelrod, LLC

Register today! www.mdcounties.org/MACoCon
NAME: ___________________________ Name on Badge: ___________________________

Employer: ___________________________

Job Title: ___________________________

Mailing Address: ___________________________ City: ___________________________
State: __________________ Zip: ___________ Tele: __________________ Fax: __________________

Email: ___________________________

Please check appropriate box:

Payment Method: ___________________________

Is this your first MACo Conference?  ❑ Yes  ❑ No

DIETARY PREFERENCES: ❑ Vegan  ❑ Vegetarian  ❑ Gluten-free  ❑ Other/Allergy: ___________________________

I have read and understood the policies and procedures on next page.

REVIEW POLICIES PAGE 2 →

PAYMENT METHOD: Check or Money Order payable to MACo. Your confirmation/receipt will be emailed to the email address on this form.

Please check appropriate box: ❑ Check  ❑ VISA  ❑ MasterCard  ❑ (sorry no AMEX)

Credit Card Number: ___________________________ Expiration Date: ___________________________

REQUIRED—Billing Address: ___________________________ City: __________________ State: ______ Zip: ___________

Signature: ___________________________ Print Cardholder Name: ___________________________

MAIL or FAX completed registration form with payment to:  MACo - Attn: Allison Valliant, 169 Conduit Street, Annapolis, MD 21401 or Fax: 410.268.1775

Questions? avalliant@mdcounties.org PHONE: 410.269.0043

MACo USE ONLY:

Date Paid _____________ Check or PO Number ___________________________ Amount _____________ Source: PDF BROCHURE

February 11, 2019 | Hyatt Regency Chesapeake Bay Hotel | Hotel Reservations: www.mdcities.org/WCD19Hotels

Please check appropriate registration fee:

COUNTY MEMBERS (ELECTED, APPOINTED, OR HIRED)

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OTHER GOVERNMENT (MUNICIPAL, STATE, FEDERAL EMPLOYEES)

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COMMERCIAL (PROFIT & NON-PROFIT)

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MEAL TICKETS

| Wednesday Lunch | $25 | $30 | $35 |
| Wednesday Welcoming Banquet | $75 | $85 | $90 |
| Thursday Lunch | $35 | $40 | $45 |
| Thursday Inaugural Banquet | $90 | $95 | $100 |
| Friday Boxed Lunch | $20 | $25 | $35 |

TOTAL DUE: $__________ $__________ $__________

PDF BROCHURE
ANTI-HARASSMENT POLICY

MACo is committed to ensuring a safe and welcoming environment for all conference participants. Please read the full anti-harassment policy, available at www.mdcounties.org/AntiHarassmentPolicy. MACo expects all participants at MACo’s Winter Conference to abide by this Anti-Harassment Policy in all venues, including ancillary events and official and unofficial social gatherings.

- Exercise consideration and integrity in your speech and actions.
- Do not use demeaning, discriminatory, or harassing behavior and speech.
- Be respectful of your surroundings and of your fellow participants.
- Alert MACo staff if you notice harassment.

IF YOU ARE BEING HARASSED, NOTICE THAT SOMEONE ELSE IS BEING HARASSED, OR HAVE ANY OTHER CONCERNS, CONTACT VIRGINIA WHITE AT 301-659-0311. All reports are confidential.

REGISTRATION

General Policies

- Registration DOES NOT include hotel reservations. Registrants must make their own hotel reservations. Discounted rates at the Hyatt and the Holiday Inn have been arranged.
- Full registrations include meal tickets; one-day registrations do not. Meal tickets may be purchased only if the meal event is on the same day as the purchased one-day registration.
- One-day registrations may be purchased separately, but must be consecutive.
- Payment MUST accompany registration. Registrations received prior to payment will not be processed until payment is received. Amount due will be determined by postmark date on payment.

Spouse or Family Guest Registration

- Spouse or Family Guest registrations are intended for significant others, family, and friends of registered attendees. Participants must be at least 18 years old—for activities involving alcohol, guests must be at least 21 years old.
- Business partners, coworkers, associates, clients, etc., do not qualify for this registration and must register separately.
- MACo reserves the right to refuse the spouse/family guest registration rate if it is not being used correctly.
- Spouse/Family Guest registrations include Wednesday and Thursday Banquets and Thursday guest lunch/tour – the Friday lunch session is not included with the guest registration.

Cancellations/Changes and Refunds

- If a written request for cancellation or change resulting in a refund is received by November 8, 2019, fees will be refunded, less a $75.00 processing fee. After that date, fees are non-refundable.
- Substitutions are accepted at no charge until November 22, 2019.
- On-site substitutions and registration transfers after November 22, 2019, except in cases of extreme emergencies, will result in an additional $150 charge.

SPECIAL EVENTS AT THE CONFERENCE

- Elected Officials Breakfast – Only Maryland County Elected Officials (County Executives, County Council Members, County Commissioners) registered to attend the conference are given tickets to this event.
- Welcoming/Awards Banquet, Lunches, and Inaugural Banquet—these are ticketed events. Tickets are included in full registrations.
- Meal tickets may be purchased in addition to full registrations.
- Meal tickets may be purchased in addition to a daily registration if the meal event occurs on the same day as the registration—for example, a registrant may not purchase a Wednesday Banquet ticket and a Friday daily registration, but may purchase a Wednesday Banquet ticket and a Wednesday daily registration.
- Meal tickets may not be purchased without a registration.

PRESS

Registration

- Members of the press are welcome to attend the MACo Winter Conference. Press registrations are complimentary, however meal tickets are not included and registration is required. Meal tickets may be purchased separately, if desired. Please fill out the press registration form available at www.mdcounties.org.
- Press credentials entitle the bearer to attend and cover sessions, workshops, and other open meetings during the conference. Those holding press credentials are not entitled to participate in the discussions, including Q&A sessions reserved for conference attendees – MACo asks that any individuals seeking to actively participate in the substance of the conference purchase an appropriate event registration to do so.
- Press seeking to participate in the meal events must purchase tickets through MACo to join those events.

Videotaping

- Videotaping is permitted in all of the common areas of the Hyatt if requested in advance. Videotaping is not permitted in any of our private meetings or ticketed meal events. Send videotaping requests to Virginia White at vwhite@mdcounties.org.
- Permission is needed to videotape an educational session. Please send a request to Virginia White at vwhite@mdcounties.org at least one week prior to the start of the conference. MACo must obtain waivers from all speakers involved before a session may be taped.

Requests for Interviews

- Members of the press desiring to interview MACo’s leadership should send a scheduling request to Virginia White at vwhite@mdcounties.org.

DIGITAL RECORDING & PHOTOGRAPHY POLICY

- By registering for the conference, registrants agree that their attendance at and participation in any program may be recorded. No individual or entity may electronically record any portion of any MACo conference without prior written consent from MACo.
- By attending the events and activities, conference registrants agree that their photograph may be used in MACo communications, social media, and promotional materials.
HYATT REGENCY CHESAPEAKE BAY RESORT
100 Heron Blvd, Cambridge, Maryland 21613
The conference will take place at this hotel—book soon as the resort usually sells out!

Discounted Group Rates
(per room, per night, plus applicable taxes)

- Single or Double Occupancy: $145
- Triple/Quadruple Occupancy: $170/$195
- Waterview: $50 additional

(additional fees apply for smoking, pet-friendly, and balcony rooms)

Reservations
By Phone: 800.233.1234
(be sure to request the Maryland Association of Counties Winter Conference discounted rate)

Online:
Rooms may also be reserved online through the Hyatt’s online reservation portal — please visit www.mdcounties.org/WC19Hyatt.

Policies
Room Block Deadline: November 11, 2019
(or while rooms are available)
Please reserve your room before this date.
Room block may fill up prior to deadline.
RESERVE TODAY!
Reservations made after this date will be subject to availability & prevailing rates.
MACo Guests do not pay the $20 Daily Resort Fee.

Hotel Cancelation Policy: Cancellations must be made 72 hours prior to arrival date to receive a full refund. Guests may change date of departure only at check-in to avoid additional fees.

HOLIDAY INN EXPRESS CAMBRIDGE
2715 Ocean Gateway, Cambridge, Maryland 21613
This hotel is less than a mile from the Hyatt—a shuttle will be provided if more than 50 guests book at this hotel.

Discounted Group Rates
(per room, per night, plus applicable taxes)

- Single, Double, or Triple Occupancy: $102

Reservations
By Phone: 410-221-9990
(be sure to request the Maryland Association of Counties Winter Conference discounted rate or group code: MCO)

Online:
Rooms may also be reserved online through the Hyatt’s online reservation portal — please visit www.mdcounties.org/WC19HolidayInn, use group code MCO

Room Block Deadline: while rooms are available
REGISTER TODAY!