



MARYLAND ASSOCIATION of COUNTIES

Summer Conference

August 12-15, 2015 | Roland Powell Convention Center | Ocean City, MD
www.mdcounties.org/MACoCon



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MARYLAND ASSOCIATION of COUNTIES

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Annapolis, MD 21401

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The MACo Corporate Partner Program

MACo would like to acknowledge and express gratitude for the support of our Corporate Partners!

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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 Outreach Coordinator, Kaley Schultze, at kschultze@mdcounties.org or at 410.269.0043.



The Academy for Excellence in Local Governance

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.

HOW LONG WILL IT TAKE?

County Core Classes (all 8 required)

- County Financial Management
- Ethics
- Conducting Effective Meetings
- Consensus & Team Building
- Open Meetings
- Public Information Act
- Employment Issues
- Basics of Risk Management

County Elective Classes (choose any 6 topic areas)

- Land Use Planning
- Communications
- Legal & Liability Issues
- Technology
- HR & Personnel Adm.
- Intergovernmental Relations
- Personal Development
- Finance
- Service Delivery
- Econ. Dev. & Tourism
- Environmental Issues

Participants are encouraged to complete the requirements within three years, but may take as long as needed.

WHAT IS THE COST?

Academy registration is a one-time fee of \$250. For electd officials only: upon request, MACo will pay a \$150 stipend towards 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. Visit the Academy booth on the second floor of the convention center.

2015 SUMMER CONFERENCE ACADEMY SESSIONS:

Wednesday, August 12, 2015

- Noon - 1:00 pm: “Leveraging Private Investment to Capitalize Energy Improvements”
- 1:00 pm - 3:00 pm: “County Financial Management” (Core)
- 3:15 pm - 4:45 pm: “Employment Issues” (Core)

Thursday, August 13, 2015

- 2:00 pm - 3:00 pm: “Building Health and Wealth in Communities: A Sound Investment ”
- 3:30 pm - 4:30 pm: “Catching the Wave: Change Management for Public Sector Leaders”

Friday, August 14, 2015

- 1:00 pm - 2:00 pm: “Tapping Grant Opportunities to Meet Community Needs”
- 2:15 pm - 3:15 pm: “The Basics of Structured Economic Development”

Saturday, August 15, 2015

- 9:30 am - 11:00 am: “Skills to Compete: How Our Schools Are Strengthening Maryland’s Future Workforce”
- 9:30 am - 11:00 am: “MD’s Federal Footprint – Counties Hosting Major Federal Sites”



Thank you, Summer Conference Sponsors!

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- Law Offices of Norman D. Rivera, LLC
- Linowes and Blocher LLP
- Local Government Insurance Trust (LGIT)
- Maryland Broadband Cooperative
- Maryland Building Industry Association
- Maryland Clean Energy Center
- Maryland Department of Housing & Community Development
- Maryland Environmental Service
- Maryland Local Government Health Cooperative
- Maryland-Delaware-District of Columbia Beverage Association
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- Urban Grid Solar
- Washington Suburban Sanitary Commission (WSSC)
- Waste Management
- WGL Energy, Inc.

Early Birds Get the Worm

(Or in this case - CASH!)

What are Early Attendance Prizes??

At the beginning of each conference session, a ticket is drawn and the winner receives either \$20 (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?

The session moderator draws a name and the cash prize 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 Bayfront Ballroom to be eligible to win a \$250 gift certificate!

Thank You Golf Tournament Sponsors!

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Continental Breakfast:

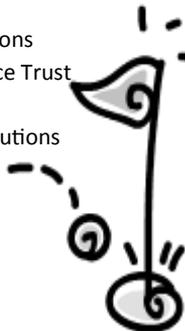
Nationwide Retirement Solutions

Golf Giveaways:

- Local Government Insurance Trust - Bags, Umbrellas, Hats
- URS Corporation - Snack Bags and Door Prize Baskets

Golf Tournament Prizes:

- The Original Greene Turtle & Blue Ox Bar & Grill in North Ocean City - Four \$25 Gift Cards
- Princess Royale Oceanfront Resort Hotel - One complimentary night stay



Meetings At-A-Glance

Wednesday, August 12, 2015

10:30 am - 4:30 pm MACHO - Health Officers Affiliate Meeting (private) Room 215

Thursday, August 13, 2015

8:00 am - 9:00 am Large County Coalition Meeting & Breakfast (private) Room 217

8:00 am - 9:00 am Rural County Coalition Meeting & Breakfast (private) Room 209

Noon - 1:00 pm Maryland County Officials Diversity Caucus Lunch ** Room 217

Friday, August 14, 2015

7:30 am - 8:30 am County Administrators Breakfast Meeting Room 213

7:30 am - 8:45 am County Elected Officials Forum, Breakfast, and Business Meeting* Room 217

12:00 pm - 1:00 pm Budget and Finance Officers Affiliate Lunch **
Sponsored by Davenport & Company Room 207

12:00 pm - 1:00 pm County Attorneys' Affiliate Lunch ** Room 214

12:00 pm - 1:00 pm Human Resources Affiliate Lunch **
Sponsored by Benefitfocus Room 208

12:00 pm - 1:00 pm Human Services Affiliate Lunch ** Room 213

12:00 pm - 1:00 pm Upper Shore, Mid Shore, and Lower Shore Regional Council Lunch ** Room 209

12:00 pm - 1:00 pm Women of MACo Luncheon ** Room 217

***County Elected Officials Breakfast Ticket Required**

****MACo Summer Conference Lunch Ticket Required**

SAVE THE DATE

Summer Conference: August 17-20, 2016
Roland Powell Convention Center, Ocean City, Maryland

Session Schedule by Affiliate

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Administrators	<i>A Catching the Wave: Change Management for Public Sector Leaders</i>	31
Administrators & Economic Development	<i>A The Basics of Structured Economic Development</i>	47
Aging & Human Services	<i>A Tapping Grant Opportunities to Meet Community Needs</i>	41
Attorneys	<i>From Stone Tablets to eTablets – the New Public Information Act & Open Data Reality</i>	29
Budget & Finance	<i>Broadband and Wireless – Connecting All the Dots</i>	29
Budget & Finance	<i>The State Budget, and its County Effects - Where Do We Stand?</i>	45
Corrections	<i>Reinvesting in Reentry – Why It’s Essential to Public Safety</i>	41
Economic Development	<i>Beyond the Ribbon-Cutting – the Power of Placemaking</i>	35
Engineers	<i>Local Infrastructure – Fueling Your Economic Engine</i>	41
Environmental Health	<i>The BRf – A Lifeboat for the Chesapeake?</i>	27
Health Officers	<i>A Building Health and Wealth in Communities: A Sound Investment</i>	27
Health Officers	<i>From the Front Lines: Tackling Opioid Misuse in Maryland</i>	45
Human Resources	<i>Here Comes the Cadillac Tax</i>	43
Parks & Recreation	<i>Turf Wars - The Debate Continues</i>	33
Planners	<i>Planning on Planning? You’ll Need a Plan for That</i>	47
Planners	<i>Today & Tomorrow – An Update from the Maryland Sustainable Growth Commission</i>	43
Planners	<i>What’s in the Box?!?! The Challenges and Opportunities of Big Box Development</i>	33
Police Chiefs & Sheriffs' Association	<i>Body Cameras: Justice Through the Lens</i>	31
Tourism & Economic Development Professionals	<i>Maryland in Miniature</i>	29

A = Academy for Excellence in Local Governance Elective course



Building a Healthier Community

Maryland Association of Counties

CareFirst is proud to partner with nonprofit organizations throughout our community to improve access to quality and affordable health care.

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7:00 am - 3:00 pm **REGISTRATION** **Lower Level Foyer**
Sponsored by the MD Department of Housing & Community Development (DHCD)

8:30 am - 11:30 am **SPECIAL SESSION** **Room 209**

Planning Board, Planning Commissioner and Board of Appeals Members Education Course

This FREE course, required as part of the Smart and Sustainable Growth Act of 2009 passed by the Maryland General Assembly, required Planning Commission, Planning Board, and Board of Appeals members to complete an education course on or before July 1, 2010. For new members, the course is required to be completed 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.

ELECTED OFFICIALS ARE WELCOME AND ENCOURAGED TO ATTEND THIS COURSE

Speakers:

- Chuck Boyd, Deputy Director, Planning Services, MD Department of Planning
- Edgar “Ed” Baker, Former Wicomico County Attorney
- Tracey Gordy, Eastern Shore Regional Planner, MD Department of Planning
- Keith Lackie, Eastern Shore Regional Planner, MD Department of Planning

Moderator: Robert Elliott, Treasurer, MD Planning Commissioners Association

9:00 am - 2:00 pm **2015 GOLF TOURNAMENT** **Ocean City Golf Club**

Sponsored by MACo's Gold & Silver Corporate Partners & Nationwide Retirement Solutions

10:30 am - 4:30 pm **AFFILIATE MEETING (private)** **Room 215**

Maryland Association of County Health Officers (MACHO)

Noon - 5:00 pm **POWER ZONE LOUNGE** **Room 210**
& CYBER CAFE

Power Zone Lounge Sponsored by Maryland Clean Energy Center
Cyber Cafe Sponsored by KCI Technologies, Inc

Visit the Power Zone Lounge to charge your mobile device at the charging station, print materials or check in on social media at the Cyber Cafe, or just use this as a quiet space to regroup or meet in a small group with your peers.



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AARP Maryland: AARP believes age and experience can expand your possibilities. AARP creates and connects you to unique tools and programs, helps saves its members money, and tackles the issues that matter most to individuals, families and the community. What we do might surprise you. **We're all about real possibilities.** Web Address: <http://aarp.org/md> Sponsor of Crab Feast Water & Lemonade Stand Cups

Aetna: Aetna is one of the nation's leading diversified health care benefits companies, serving an estimated 44 million people with information and resources to help them make better informed decisions about their health care. Aetna offers a broad range of traditional, voluntary and consumer-directed health insurance products and related services, including medical, pharmacy, dental, behavioral health, group life and disability plans, and medical management capabilities, Medicaid health care management services, workers' compensation administrative services and health **information technology services.** **Aetna's customers include employer groups, individuals, college students, part-time and hourly workers, health plans, health care providers, governmental units, government-sponsored plans, labor groups and expatriates.** Web Address: <http://aetna.com> Booth # 307 Sponsor of Welcoming Session. Bronze Corporate Partner

American Traffic Solutions, Inc.: ATS delivers next-generation technology products, services, and business solutions and anticipates our customers' future mobility, traffic safety and enforcement needs. Web Address: <http://atsol.com> Sponsor of Inside Front Cover of Program

B&P Environmental: Wastewater & Environmental Management Service
Web Address: <http://bandpenvironmental.com> Sponsor of Half Page Ad

Bank of America Merrill Lynch: Bank of America N.A. Public Sector Banking and Markets Group provides services to meet both short and long term needs of our public sector clients. Included in our scope are credit products, public finance, global commodities, leasing products, risk management, treasury management services, investments, bond proceed investment, cash flow analysis, card services, benefits solutions, and depository products. Please contact Ed Bianchi, Senior Vice President, at 410-547-4272 or ed.bianchi@baml.com for more information. Web Address: <http://bankofamerica.com> Sponsor of Welcoming Session. Bronze Corporate Partner

Benefitfocus: Fifteen years ago, we knew there had to be a better way. Back then choosing benefits meant sifting through piles of paper, not having the resources to understand or compare **plans and then hoping you picked the right one. That's why when we launched Benefitfocus, we had one goal: to give people the knowledge, options and freedom to protect what they love most.** This idea is what has propelled Benefitfocus to become the most trusted benefits management platform **in the world. It's not just technology. It's peace of mind.** Web Address: <https://benefitfocus.com/> Sponsor of Human Resources Affiliate Meeting

BGE: Maryland's largest gas and electric utility with over 3,300 employees delivering power, safely and reliably, to approximately 1.2 million customers in central Maryland. Web Address: <http://bge.com> Booth # 417 Sponsor of Taste of Maryland Reception & Governor's Cabinet Reception. Silver Corporate Partner

BKV Group: BKV Group is a full-service firm founded in 1978, providing architectural, interior design, engineering, and construction administration services to county and municipal clients. BKV's local and national award winning experience combined with our staff's insight, innovation, and inspiration provides successful solutions for all of our clients' projects. BKV's mission, "Enriching Lives and Strengthening Communities" - we strive to create safe and secure solutions of the highest quality that serve communities for the long term. Web Address: <http://bkvgroup.com> Booth # 610 Sponsor of Half Page Ad

Continued on page 16...

Noon - 1:00 pm

BOXED LUNCH SESSION (ticket required)

Leveraging Private Investment to Capitalize Energy Improvements Room 208

Savvy leaders across the country are learning how to leverage private sector investments to “green” facilities and save on energy costs. Find out how your county can successfully use “green bank” lending programs and take advantage of public private partnerships to retain local debt capacity. Speakers will discuss Energy Performance Contracting and Power Purchase Agreements, examine innovative approaches to finance school renovations, and showcase model projects that use Commercial Property Assessed Clean Energy (CPACE) lending.

A

Speakers:

- Wyatt Shifflet, Director of Finance Programs, Maryland Clean Energy Center
- David Lever, Executive Director, Public School Construction Program
- Laura Franke, Managing Director, Public Financial Management, Inc.
- Mike Dow, Esq.; Womble Carlyle Sandridge & Rice LLP

Moderator: The Honorable Sallie Jameson, Maryland House of Delegates

***The Chesapeake Bay Watershed Agreement –
Updating Strategies for Our Biggest Natural Asset***

Room 209

The 2014 Chesapeake Bay Watershed Agreement consolidated commitments from six states and the District of Columbia to develop and follow management strategies for Bay cleanup goals. The voluntary agreement puts Maryland and our neighboring jurisdictions on a path toward Bay cleanup, alongside the other driving forces, notably the EPA’s “Total Maximum Daily Load” mandate and stormwater requirements. This session will focus on the progress so far in developing and implementing these strategies, the roles for county officials and county governments in keeping Maryland on track, and decisions awaiting policymakers here and across the Bay watershed.

Speakers:

- Mark Belton, Secretary of Natural Resources, MD Department of Natural Resources
- Benjamin Grumbles, Secretary of the Environment, MD Department of the Environment
- Janine Burns, Chair, Local Government Advisory Committee and Vice Chair, Mathews County Board of Supervisors, Virginia

Moderator: The Honorable Charles Otto, Maryland House of Delegates



Be Courteous!

Please Silence ALL Noisemakers for Sessions & Meetings!

Your friends, associates, and speakers
will be so much happier if you do!



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CareFirst BlueCross BlueShield: In its 77th year of service, CareFirst BlueCross BlueShield is a not-for-profit, non-stock health services company which, through its affiliates and subsidiaries, offers a comprehensive portfolio of products and administrative services to individuals and groups in Maryland, the District of Columbia and portions of northern Virginia. CareFirst is the parent company of CareFirst of Maryland, Inc., and Group Hospitalization and Medical Services, Inc. CareFirst, Inc., and its affiliates are governed by a Board of Directors and special statutes regulating the company's business in Maryland, the District of Columbia and Northern Virginia. Booth #428 Web Address: <http://carefirst.com> Sponsor of Crab Feast & Golf Tournament Hole. Gold Corporate Partner

Chesapeake Employers' Insurance Company: Chesapeake Employers' Insurance has specialized in providing workers' compensation insurance to Maryland businesses since 1914. (Previously Injured Workers' Insurance Fund - IWIF) Web Address: <http://ceiwc.com> Booth # 528 Sponsor of Mobile App & Crab Feast & Golf Tournament Hole. Golf Corporate Partner

Cigna: Cigna is a global health service company, dedicated to helping the people we serve improve their health, well-being and sense of security. We make this happen through a broad range of integrated health care and related plans and services, and proven health and well-being programs that are targeted to the unique needs of our customers, clients and partners. At Cigna, we understand that people are unique, and so, too, is their health. In a world of many millions, we see each person defining a healthy life on his or her own terms. It's our aim to be part of that journey, helping people achieve better health and peace of mind along the way. Cigna's operating subsidiaries in the United States provide an integrated suite of health services, such as medical, dental, behavioral health, pharmacy and vision care benefits, as well as group life, accident and disability insurance. Cigna maintains sales capability in 30 countries and jurisdictions and has nearly 70 million customer relationships throughout the world. Web Address: <http://cigna.com> Booth # 327 Sponsor of Crab Feast & Golf Tournament Hole. Gold Corporate Partner

Comcast: Comcast Business Class delivers powerful yet affordable High-Speed Internet, Voice and TV services for businesses which are competitively priced to help businesses meet their objectives. **Get download speeds of up to 100Mbps plus Microsoft® Communication Services and Norton™ Security Suite Business Edition at no additional cost.** Business Class Voice, rated #1 in call clarity, includes a host of flexible, time saving capabilities. The entire Comcast Business Class suite is backed by 24/7 customer support with dedicated call centers, local representatives and technicians who are specially trained and certified to provide business-class support. Web Address: <http://comcast.com> Booth # 300/301 Sponsor of Crab Feast & Golf Tournament Hole. Gold Corporate Partner

Constellation: Constellation is a leading competitive retail supplier of power, natural gas and energy products and services for homes and businesses across the continental United States. **Constellation's family of retail businesses serves more than 2.5 million residential, public sector and business customers, including more than two-thirds of the Fortune 100. Baltimore-based Constellation is a subsidiary of Exelon Corporation (NYSE: EXC), the nation's leading competitive energy provider, with 2014 revenues of approximately \$27.4 billion, and more than 32,000 megawatts of owned capacity comprising one of the nation's cleanest and lowest-cost power generation fleets.** Constellation is a full service energy provider with products and services ranging from power and gas supply, energy performance contracting, renewables, and distributed energy to name a few. Web Address: <http://constellation.com> Sponsor of Welcoming Session. Bronze Corporate Partner

Continued on page 18...

1:00 pm - 2:30 pm

SPECIAL SESSIONS

***Have a Policy Challenge or Information Need?
Get Some PALS to Help!***

Room 204

The University of Maryland has created an innovative new initiative – the Partnership for Action Learning in Sustainability (PALS) – to assist local governments in tackling complex policy issues broadly related to economic, social, or environmental sustainability. The program is based on a successful and cost-effective national model. A county simply articulates its needs and University faculty and students from across campus pool their resources and thinking to analyze and address those needs. PALS has been piloted in the Cities of Frederick and College Park, and is about to be implemented in Howard County. Panelists will provide an overview of PALS, discuss how the program has worked so far in Maryland and elsewhere in the nation, and highlight the kinds of issues the program can help address.

Speakers:

- Uri Avin, Planning and Design Center Director and Research Professor, National Center for Smart Growth Research & Education
- Matthew Davis, Division Manager of Comprehensive Planning, City of Frederick
- Jahantab Siddiqui, Deputy Chief of Staff, Howard County

Moderator: The Honorable Jan Gardner, County Executive, Frederick County; Past President, MACo

***Build It and They Will Come: Infrastructure Tools to Attract
Private Investment***

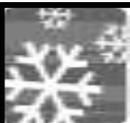
Room 205

Learn how to meet local needs and create opportunities for economic growth by leveraging the Maryland Department of Housing and Community Development's Local Government Infrastructure Financing program and Neighborhood BusinessWorks small business loan program. From improved water treatment to infill development, from commercial rehabs to streetscape improvements and new construction, this session will provide information on the financing tools that can grow existing businesses and attract new investment. The session will highlight specific projects and discuss how county governments can use these programs to impact economic success within their local communities.

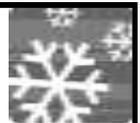
Speakers:

- Michael Haloskey, Director of Business Lending, Division of Neighborhood Revitalization, Maryland Department of Housing and Community Development
- Denis Minihane, Owner, Minihane's Irish Pub & Restaurant
- Charles F.G. Day, Jr., Program Manager, Local Government Infrastructure Finance
- Bill Badger, Director of Economic Development, Worcester County

Moderator: The Honorable Adrienne Jones, Maryland House of Delegates



Join us for our Winter Conference
December 9-11, 2015
Chesapeake Bay Regency Hyatt—Cambridge, MD





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Corvias Solutions: Corvias Solutions helps public sector institutions partner with the private sector to solve their toughest environmental, energy and infrastructure challenges using an inclusive and innovate public-private partnership model (P3) that emphasizes shared interests, performance and long-term sustainable reinvestment. As a proven solutions provider, public enterprises trust us to act as their business partner; to adopt their interest and goals; and, to collaborate on innovate solutions to a range of complex quality-of-life priorities. Corvias Solutions provides program management services as part of a long-term, adaptive management approach to large scale projects, creating strategies founded on measurable milestones and performance-driven accountability. Best of all, our P3 philosophy delivers invaluable long-term benefits to the communities where we live, work and play – a healthier environment for future generations, enhanced economic investment and job growth, and new opportunities for local, small and disadvantaged business. Corvias Solutions is partnering with Prince **George's County on the State of Maryland's first Urban Stormwater Retrofit Community Based Public Private Partnership** to provide an Affordable Green Infrastructure Solution to meet the Urban Stormwater Obligations. Web Address: <http://corvias.com> Sponsor of Tote Bags

Davenport & Company, LLC: Headquartered in Richmond, Virginia and founded in 1863, Davenport & Company is an independent financial advisory firm specializing in the areas of investments, research, asset management, investment banking and advisory services. Web Address: <http://davenportllc.com> Sponsor of Budget & Finance Affiliate Session

Exelon Generation: Exelon Generation is one of the largest competitive power generators in the nation, with owned generating assets totaling more than 34,650 megawatts. With strong positions in the Midwest, Mid-Atlantic, Texas and California. Exelon is the largest owner and operator of nuclear plants in the United States and maintains a growing renewable energy development business headquartered in Baltimore. Web Address: <http://exeloncorp.com> Sponsor of Thursday's Ice Cream and Fruit Break

Funk & Bolton, P.A.: Funk & Bolton, P.A. is a Mid-Atlantic-based law firm practicing primarily in Maryland, the District of Columbia, Virginia and Pennsylvania. The seven practice areas include: insurance benefits litigation, insurance regulation, insurance coverage & claims, government **relations, local government law, creditors' rights and bankruptcy, and environmental law. We are a** professional association of nearly 30 attorneys. We provide counseling, litigation and legislative services to insurers, financial services companies, health maintenance organizations, managed care organizations, health plans, dental plans, counties, municipalities, businesses and trade associations. Web Address: <http://fblaw.com> Sponsor of Taste of Maryland Reception & Golf Tournament Hole. Silver Corporate Partner

Higher Ground Media: Higher Ground Media is a multimedia production and web development company launched in 2007 by Mick Haensler. Lead web developer Matt LaCurts came on board on 2010 to fill the increasing demand for quality affordable web development that our clients were asking for. By combining these two disciplines we are able to offer our clients an "end to end" solution for their online marketing needs. From videography, photography and graphic design, to website design, coding and SEO, Higher Ground Media is a one stop shop for digital marketing. Our clients range from mom and pop businesses and large multinational corporations, to government agencies and non profits. We are a registered vendor with eMaryland Marketplace. Web Address: <http://highergroundmediainc.com/> Sponsor of Photography

KCI Technologies, Inc.: With more than 1,000 employees collaborating on diverse projects, KCI is constantly driven by energy, passion and talent. The firm is among the fastest growing in the architectural, engineering and construction industry, yet Maryland counties are still among our biggest clients companywide. Our staff of experts contributes to a body of knowledge in a variety of fields through training, technical articles, published white papers, and conference presentations. We

Continued on page 22...

**1:00 pm - 3:00 pm ACADEMY FOR EXCELLENCE IN LOCAL GOVERNANCE
CORE CLASS**

County Financial Management

Room 202/203

A challenge faced by new and veteran county officials is understanding and using the government budget process, the Comprehensive Annual Financial Report, and other financial documents effectively as tools for setting priorities and managing the government while maintaining the fiscal integrity of the jurisdiction. Fiscal management can be infused with economic assumptions, technical jargon, and a process that seems foreign to the uninitiated. In this class, veteran public administrators discuss the budget process and financial reporting, as well as giving practical tips for county officials. Academy Fellows must fill out the Academy evaluation form and return it at the end of this course to receive Academy credit.

Speaker: Ted Zaleski, Director, Dept. of Management and Budget, Carroll County

Moderator: The Honorable Laura Price, Council Vice President, Talbot County

**2:30 pm - 3:15 pm COFFEE BREAK Room 203/204
Foyer**

2:45 pm - 3:45 pm SPECIAL SESSION

“Bring Your Own Device” Solutions In the Public Sector

Room 208

In today's ever changing IT environment, it has become typical for users to bring their devices into the workplace. In fact, Bring Your Own Device (BYOD) programs continue to become a common expectation among users. This creates an opportunity to lower capital and operational expenditures; enable flexibility for end users and IT managers; and increase user productivity. Reduced budgets and high user expectations are a driving force behind the need for virtual environments. Learn how BYOD can elevate your organization to the next level, and how your county can navigate issues of security, transparency, and accountability outside the conventional public purchasing and inventory models.

Speakers:

- Chris Merdon, CIO, Howard County
- Greg Yaculak, Chief Information Security Officer, MD Health Benefit Exchange
- Thomas Laskowski, CEO, GANTECH

Moderator: The Honorable Clarence Lam, Maryland House of Delegates

**3:15 pm - 4:45 pm ACADEMY FOR EXCELLENCE IN LOCAL GOVERNANCE
CORE CLASS**

Employment Issues

Room 202/203

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 how interviews should be conducted. Also included are risk management techniques concerning proper supervision of employees.

Speaker: Kevin Karpinski, Partner, Karpinski, Colaresi & Karp, PA

Moderator: The Honorable Jerry Walker, Council Chair, Anne Arundel County;
Treasurer, MACo



***Thanks to MACo's
Bronze Corporate Partners
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Kim Patrick

Vice president, client management

Aetna Public Sector and Labor

443-285-1710

PatrickK@aetna.com

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WEDNESDAY, AUGUST 12, 2015

4:30 pm - 6:00 pm

DISCUSSION AND RECEPTION

***Ripples & Currents: Issues Affecting Workers' Compensation Costs* Room 201**

Many factors are considered in determining workers' compensation costs. Staying on top of the issues involved is the best way for counties as employers to keep costs down and employees safe. Learn about the factors considered in workers' compensation premiums, ways to help reduce workers' compensation costs, and issues currently affecting workers' compensation claims and costs. Panelists will also discuss the effects of presumption laws and proven medical cost containment strategies. The Chesapeake Employers' Insurance Company (formerly the Injured Workers' Insurance Fund – IWIF), invites all county elected officials, administrators, and human resources personnel to join them for a reception and forum to discuss workers' compensation costs. Meet your Chesapeake Employers' Insurance Company representatives over refreshments and then engage a panel of workers' comp experts. Come away with tools and solutions for your county.

Speakers:

- Tammy Johnson, SBU Director, Chesapeake Employers' Insurance Company
- Tina Thomas-Lyght, Senior Underwriter, Chesapeake Employers' Insurance Company
- Carmine D'Alessandro: Assistant Vice President, Chesapeake Employers' Insurance Company
- Dr. Steven Fisher, Director of Health Services, Chesapeake Employers' Insurance Company
- Kristin Klein, Director of Safety Services, Chesapeake Employers' Insurance Company

Moderator: The Honorable Allan Kittleman, County Executive, Howard County

6:00 pm - 8:00 pm CORPORATE PARTNER APPRECIATION DINNER (private)

One of many exclusive benefits for MACo's Corporate Partners, this dinner provides an opportunity for MACo's Board of Directors and elected leadership to thank the Corporate Partners for their support and explore how these relationships can benefit the people of Maryland. For more information on the Corporate Partner Program, visit www.mdcounties.org/CorporatePartners or contact kschultze@mdcounties.org.

THURSDAY, AUGUST 13, 2015

7:00 am - 4:00 pm

REGISTRATION

Lower Level Foyer

Sponsored by the Maryland Department of Housing & Community Development (DHCD)

7:00 am - 4:30 pm

**POWER ZONE LOUNGE
& CYBER CAFÉ**

Room 210

Lounge Sponsored by Maryland Clean Energy Center

Cyber Café Sponsored by KCI Technologies, Inc.

Visit the Power Zone Lounge to charge your mobile device at the charging station, print materials or check in on social media at the Cyber Cafe, or just use this as a quiet space to regroup or meet in a small group with your peers.



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are recognized as an industry leader, employing cutting-edge technologies, management practices and strategic growth initiatives. Our people, projects and organizational success have been honored with awards from some of the trade's most prestigious bodies. KCI ranks #74 on the Engineering News-Record (ENR) annual list of Top 500 Design Firms in the country, as well as #7 on the list of **Top 20 Telecommunications Firms**, and **#48 among the Top 100 'Pure' Designers**. Booth #534/535
Web Address: <http://kci.com> Sponsor of Cyber Cafe

L-3 National Security Solutions: L-3 National Security Solutions (L-3 NSS) provides cybersecurity and complete IT infrastructure support services for federal, state and local government organizations, as well as K-12 and secondary educational institutions. Our innovative solutions in the areas of asset management, mobile device management and student computing initiatives **consistently reduce organizations' IT costs while providing outstanding quality of service**.
Web Address: http://L3stratis.com/state_local Booth # 308 Sponsor of Taste of Maryland Reception & Golf Tournament Hole. Silver Corporate Partner

Law Office of Thomas N. Yeager: The Law Office of Thomas N. Yeager is a full service law firm located in Chestertown, Maryland. A significant portion of the firm's practice is devoted to local governments in the Eastern Shore area. The firm is experienced in representing county commissioners, municipalities, ethics commissions, planning commissions, boards of zoning appeals, and departments of social services as well as businesses and non-profit organizations. Our municipal clients include the towns of Betterton, Cecilton, Chesapeake City, Galena, and Rock Hall. With three attorneys and a professional support staff, we provide personalized, cost-effective, results-oriented legal representation to our clients. Having served as a Deputy State's Attorney and as a County Attorney, Thomas N. Yeager is an accomplished trial attorney who has also handled a wide range of legal matters pertinent to local governments including construction litigation, code enforcement, personnel/employment hearings, environmental matters, and public works projects. Web Address: <http://yeagerlawoffice.com> Sponsor of Inside Back Cover of Program & General Sponsor

Law Offices of Norman D. Rivera, LLC: The Law Offices of Norman Rivera, LLC was formed in August 2012 to focus on my core business, which specializes in land development, government relations and construction. This involves working with citizens, interested parties such as the finance industry and especially local and state government, as well as the federal government on occasion. These relationships lend themselves well in meeting the goals of my clients and the financial community in a heavily regulatory environment. Banks, investors and my clients seek certainty and transparency, which is integral to any business. I represent major developers and local builders, retailers, commercial interests, those in recycling and environmentally based enterprises as well as non-profits, which provide a balanced platform. Redevelopment and Transit-Oriented-Development are also focuses, and are Maryland objectives. MACo is integral to my efforts as the membership consists of those with whom I deal on a regular basis, and your conferences provide relevant feedback and training for myself. The annual conference is a great benefit in terms of reconnecting with individuals in the business and also an opportunity to engage with those I deal with frequently. I look forward to working with MACo as well as my colleagues. Web Address: <https://linkedin.com/pub/norman-rivera-esq/711396/690> Sponsor of Crab Feast Buffet & Half Page Ad

Linowes and Blocher LLP: Linowes and Blocher LLP is a real estate and business law firm with dedicated attorneys striving for client-oriented results. We serve the greater Washington, D.C. Metropolitan area and surrounding Maryland and Virginia jurisdictions. Web Address: <http://linowes-law.com> Sponsor of At a Glance Schedule

Local Government Insurance Trust (LGIT): A non-profit Trust created, owned and governed by Maryland local governments and endorsed by MACo to provide various liability and property insurance and health benefits coverages. Web Address: <http://lgit.org> Booth # 507 Sponsor of

Continued on page 24...

7:30 am - 9:30 am

CONTINENTAL BREAKFAST

**Room 208/209
Foyer**

Sponsored by the Washington Suburban Sanitary Commission

8:00 am - 9:00 am

BREAKFAST MEETINGS

Large County Coalition (private)

Room 217

Rural County Coalition (private)

Room 209

9:00 am - 10:00 am

**Welcoming Session
& Keynote Address**

Bayfront Ballroom

Sponsored by MACo's Bronze Corporate Partners and Exelon Generation

A Day in the Life of a Tech-Savvy County Elected Official

Keynote Speaker: Beth Ziesenis, Your Nerdy Best Friend

Sponsored by the Local Government Insurance Trust (LGIT)

Every county professionals' conference leaves you with innovative takeaways to put into action as soon as you return to your office... if you have the tools to make them happen. This fast-moving, laugh-filled session takes you hour-by-hour through a day in the life of a tech-savvy government professional. You'll learn how a tech-savvy professional solves a security crisis before 10 am, learns to make more of a lunch hour with an extra set of virtual hands, saves money on software before the board meeting, and brings the team together online before the day is done.

- *Understand how technology fits into every part of your day*
- *Learn about technology systems that streamline projects and tasks*
- *Discover dozens of free and bargain apps and online tools that put the ideas from the conference into action!*

Moderator: The Honorable Isiah Leggett, County Executive, Montgomery County; President, MACo

10:00 am

**EXHIBIT HALL
GRAND OPENING**

**Bayfront Ballroom
& Hall A/B Foyer**

Join us for a celebration of the opening of our exhibit halls!

*****Confetti cannons are used during this event and create a loud popping sound*****

10:00 am - 3:30 pm

BAYFRONT EXHIBIT HALL OPEN

Bayfront Hall is our new exhibit hall on the SECOND FLOOR overlooking the Bay and it is home to our county booths, tourism, and economic development booths. Visit Bayfront Hall to see everything Maryland has to offer as a destination and economic driver!



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Keynote Speaker, Neckwallets, Crab Feast, Golf Tournament Hole & Back Cover of Program.
Gold Corporate Partner

Maryland Broadband Cooperative: Maryland Broadband is a statewide Cooperative whose mission is to provide world class high speed internet services to un-served and underserved areas of Maryland through its membership. Web Address: <http://mdbc.us> Sponsor of WiFi Connection & Welcoming Session. Bronze Corporate Partner

Maryland Building Industry Association: The Maryland Building Industry Association is a not-for-profit trade organization representing the interests of over 1,100 member firms and more than 100,000 employees, including home builders, remodelers, developers and affiliate professional and service providers in the Maryland Counties of Anne Arundel, Baltimore, Calvert, Carroll, Cecil, Charles, Harford, Howard, Montgomery, Prince George's and St. Mary's as well as Baltimore City, the Eastern Shore and Washington, DC. Web Address: <http://marylandbuilders.org>
Sponsor of Governor's Cabinet Reception

Maryland Clean Energy Center: The Maryland Clean Energy Center (MCEC) is an instrumentality of the state created with an economic development mission to advance the adoption of clean energy along with energy efficiency products, services and technologies. MCEC works to leverage private sector capital to implement public sector energy goals as well as to help homeowners and businesses save money on their energy bills. Web Address: <http://mdcleanenergy.org> Booth # 232
Sponsor of Power Zone Lounge

Maryland Department of Housing & Community Development: Wednesday, August 12th from 1:00 pm – 2:30 pm, **Charles Day & Michael Holasky from DHCD participate in "Build It and They Will Come: Infrastructure Tools to Attract Private Investment."** Friday, August 14th from 9:00 am – 10:30 am, MD DHCD Secretary Holt participates in the **"Maryland's Next Frontier in Economic Development"** session. The Maryland Department of Housing and Community Development helps build the communities where you want to live by working with diverse partners to finance housing and community development opportunities that change Maryland for the better. Booth #120/121
Web Address: <http://dhcd.maryland.gov> Booth # 120 Sponsor of Registration

Maryland Environmental Service: Maryland Environmental Service is an innovative and leading edge solver of environmental problems, a responsible and successful manager of environmental operations and a great place to work. Our mission is to provide operational and technical services to protect and enhance the environment for the people of Maryland. Web Address: <http://menv.com>
Booth # 127 Sponsor of Welcoming Session. Bronze Corporate Partner

Maryland Local Government Health Cooperative: Maryland Local Government Health Cooperative (MLGHC) - The Maryland Local Government Health Cooperative was established in 2010 by The Benecon Group in partnership with the Local Government Insurance Trust (LGIT) to assist Local Governments in the Self-Funding of their Group Health Insurance program in a safe and secure environment. The Self-Funded Health Insurance Cooperative environment will help employers save precious premium dollars while providing outstanding coverage to their employees. The Maryland Local Government Health Cooperative's mission is to help employers obtain the lowest possible cost option for financing their Health Insurance while providing savings, control, transparency, protection and health navigation/wellness initiatives. When you want the savings and control of a Self-Funded Health Insurance program, turn to the Maryland Local Government Health Cooperative. Web Address: www.LGIT.com Web Address: <http://lgit.org> Booth # 506
Sponsor of Welcoming Session. Bronze Corporate Partner

Maryland-Delaware-District of Columbia Beverage Association: Trade Association representing local soft drink bottlers and distributors. Web Address: <http://ameribev.org/about-aba/other->

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THURSDAY, AUGUST 13, 2015

10:00 am - 4:30 pm

EXHIBIT HALL A/B OPEN

Exhibit Hall A/B houses 200 booths from the State departments, nonprofit organizations, and commercial businesses who are looking to do business with Maryland's counties. Don't miss this opportunity to forge new partnerships to offer innovative services and products or gain substantial cost savings for your county!

11:30 am - 1:30 pm

BUFFET LUNCH
(ticket required)

**Exhibit Hall A/B
& Bayfront Hall**

12:00 pm - 1:00 pm

**MARYLAND COUNTY OFFICIALS
DIVERSITY CAUCUS LUNCH**
(ticket required)

Room 217

1:00 pm - 1:45 pm

SPECIAL SESSION

Medical Cannabis Comes to Maryland

Room 215

The medicinal use of cannabis may be on its way to a community near you. State regulations have undergone public comment and are undergoing approval. An implementation timetable includes application processes for medicinal cannabis growers and dispensaries before the end of the year. Where do counties fit into this picture? What is your county's role in approving, licensing, zoning, and overseeing these state-sanctioned facilities? Members of the Maryland Medical Cannabis Commission and a cannabis expert will discuss the regulations, timetable and the county role in this Q&A style forum built for the county decision-maker.

Speakers:

- Hannah L. Byron, Executive Director, Maryland Medical Cannabis Commission
- Debra Miran, Member, Maryland Medical Cannabis Commission

Moderator: The Honorable John F. Barr, Commissioner, Washington County;
First Vice President, MACo

1:45 pm - 2:00 pm

COFFEE BREAK

**Room 203/204
Foyer**

Future MACo Conference Dates



**ANNUAL WINTER
CONFERENCE**
December 9 - 11, 2015
*Hyatt Regency
Chesapeake Bay Hotel
Cambridge
(Dorchester County)*



**ANNUAL SUMMER
CONFERENCE**
August 17 - 20, 2016
*Roland Powell
Convention Center
Ocean City
(Worcester County)*



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associations/state-associations/ Booth #1000-1007 Sponsor of Taste of Maryland Host

MAXIMUS: For 40 years, MAXIMUS has partnered with state, federal and local governments to provide critical health and human service programs to a diverse array of communities. We leverage our extensive experience and strong commitment to ethics to provide high quality services and solutions. With a passion for public service, our staff of approximately 16,000 employees is dedicated to providing innovative programs that improve the quality of life around the globe. Web Address: <http://maximus.com> Sponsor of Stylus Pens

Motorola Solutions, Inc.: Motorola Solutions, Inc. provides public safety and public service sector integration and communications solutions to the State of Maryland, 16 of its 23 Counties plus the Cities of Baltimore, Salisbury, and Annapolis. Motorola's portfolio of solutions includes wireless voice and 4G data systems, Computer Aided Dispatch, Records & Jail Management Systems, Mobile Data Software, Mobile Computing Hardware, Citizen Response Management (311) Systems, Wireless Broadband Networks, Video Surveillance Systems, and Interoperability Networks. Motorola Solutions is proud to be a Corporate Partner of the 2015 Maryland Association of Counties Conference. For more information on these solutions, please visit Booth #600. Web Address: <http://motorolasolutions.com> Booth # 600 Sponsor of Taste of Maryland Reception & Golf Tournament Hole. Silver Corporate Partner

Musco Sports Lighting: For nearly 40 years, Musco has specialized in the design and manufacture of athletic field lighting. Musco's Light-**Structure Green™**, is a cost-effective sports lighting system offering significant advantages for your budget and the environment - operating costs and off site spill light are cut in half. Web Address: <http://musco.com> Booth # 235 Sponsor of Kids Event

NAIOP Maryland, Inc.: The Maryland Chapters of NAIOP represent more than 700 companies involved in commercial, industrial and mixed use real estate. Established in 1967 as the National Association of Industrial and Office Properties, today NAIOP is the nation's leading advocate for companies involved in commercial construction, land development, brokerage, property management, finance, architecture, engineering and law. For more information, please visit www.naiopmd.org Web Address: <http://naiopmd.org> Sponsor of Welcoming Session. Bronze Corporate Partner

Nationwide Retirement Solutions: On Your Side. Nationwide is a market leader in providing supplemental retirement savings programs for public employees. Nationwide has been serving public sector employees and their families for nearly 40 years. Nationwide's programs include 457 (b), 401(a), and Post-Employment Health Plans, and are comprehensive - incorporating investment, education, and administrative service solutions for governmental employers. Visit or call Retirement representatives are registered representatives of Nationwide Investment Services Corporation, member FINRA. Web Address: <http://nrsforu.com> Booth #526/527 Sponsor of Golf Tournament Breakfast, Crab Feast & Golf Tournament Hole. Gold Corporate Partner

NORESKO, LLC: As one of the largest energy services companies in the U.S., NORESKO utilizes design-build and a variety of performance-based contracting vehicles to deliver energy and maintenance savings and significant infrastructure upgrades to existing facilities. These upgrades can be funded through cost savings that the projects generate, without the need for up-front capital expenditures by the customer. NORESKO has guaranteed more than \$3 billion in energy and operating cost savings at more than 7,000 sites throughout the U.S. and worldwide. Web Address: <http://noresko.com> Booth # 529 Sponsor of Taste of Maryland Reception & Golf Tournament Hole. Silver Corporate Partner

Pepco & Delmarva Power C&I Energy Savings Program: The Pepco and Delmarva Power C&I

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2:00 pm - 3:00 pm

AFFILIATE SESSIONS

The BRF – A Lifeboat for the Chesapeake?

Room 202

Sponsored by MACo's Environmental Health Affiliate

County governments have had to bear the implementation and fiscal brunt of significant water quality mandates for nearly a decade, including the Chesapeake Bay Total Maximum Daily Load, new requirements for stormwater management, and the use of best available technology nitrogen removal (BAT) septic systems. Throughout this, the Bay Restoration Fund (BRF) has been one of the few sources of State financial assistance for upgrading both major wastewater treatment plants and BAT septs. As our water quality targets undergo a major review in 2017 and the BRF completes funding of the major plants, the time is right to also revisit the purpose of the BRF. Panelists will provide an overview and history of the BRF and discuss how the BRF can be revised to better meet county water quality needs for wastewater treatment plants, BAT septic systems, and stormwater management.

Speakers:

- Jag Khuman, Director, Maryland Water Quality Financing Administration, Maryland Department of the Environment
- John Beskid, Kent County Director of Environmental Health
- Erik Fisher, Maryland Land Use Planner, Chesapeake Bay Foundation

Moderator: The Honorable Barbara Frush, Maryland House of Delegates

Building Health and Wealth in Communities:

Room 203

A Sound Investment

Sponsored by MACo's Health Officers' Affiliate

Changes in the Maryland health care delivery and reimbursement systems are creating opportunities for counties to focus on population health management. Leveraging the effects of population health management - the organization and management of the health care delivery system to make it more clinically effective, cost-effective, and safer – will result in savings for the budget and improved services for the community. Local Health Departments are leaders in the field of population health and are prime candidates to leverage public-private partnerships to implement these goals. In this session, panelists will discuss how to use population health management strategies to detect community health needs, identify the roles of community stakeholders, and implement cost-effective programs – all with the return on investment in mind. Learn how public-private partnerships can positively impact the health of your community and the health care costs in your county for maximum collective impact.

Speakers:

- Joe Ciotola, Health Officer, Queen Anne’s County
- Maura Rossman, Health Officer, Howard County
- Meena Brewster, Health Officer, St. Mary’s County
- Henry Taylor, Acting Health Officer, Carroll County
- Frances B. Philips, R.N., MHA, Maryland Health Care Commission

Moderator: The Honorable Sheree Sample-Hughes, Maryland House of Delegates



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(Commercial & Industrial) Energy Savings Program encourages energy efficiency projects, large and small. From changing out light fixtures to replacing major mechanical equipment, Pepco and Delmarva Power provides Maryland customers cash incentives that reduce the initial cost of energy efficiency projects. These equipment and system upgrades improve your efficiencies, lower lifetime operating costs, and reduce your business's impact on the environment. Web Address: <http://cienergyefficiency.pepco.com> Booth # 302 Sponsor of Welcoming Session. Bronze Corporate Partner

PNC Bank, N. A.: Banking, financial services. Web Address: <http://pnc.com> Sponsor of Welcoming Session. Bronze Corporate Partner

Potomac Edison, A FirstEnergy Company: Potomac Edison is proud to provide reliable electric service to 385,000 customers. This includes about 260,000 Maryland customers in all or parts of Allegany, Carroll, Frederick, Garrett, Howard, Montgomery and Washington counties, and 125,000 customers in the Eastern Panhandle of West Virginia. Potomac Edison has about 500 employees to serve its 5,184-square-mile service area. Its \$1.6 billion in assets includes 2,134 miles of transmission lines and more than 16,000 miles of distribution lines. Web Address: <http://firstenergycorp.com> Sponsor of General Sponsor

Presidio: At Presidio, we think, architect, implement and support the practical reality of IT every day. We make it possible for our clients to harness the limitless power of IT to drive their business forward. By taking the time to deeply understand how your business works we architect transparent, enduring technology solutions that meet your immediate needs – and prepare you for tomorrow.

Presidio partners with industry leaders to develop and support the answers to our clients' IT challenges. We've earned the highest certifications from all of our strategic partners. As one of the largest solutions providers in the U.S., we combine experience and stability with regional expertise and service, so you can rest assured we'll be there to help you locally with the ability to cover your global business needs. We are not just trusted partners, we enable new thinking. Web Address: <http://presidio.com> Booth # 508 Sponsor of Welcoming Session. Bronze Corporate Partner

Rifkin, Weiner, Livingston, Levitan and Silver: Law Firm - Government Relations Web Address: <http://rwlls.com/> Sponsor of Beverage Cart & Stands at Crab Feast

Sage Policy Group, Inc.: **On-Time, On Point Analytics. One of the Nation's Leading Economic and Policy Consultancies.** Sage Policy Group, Inc., with offices in three locations, supports the informational requirements of decision-makers in the private, public and non-profit sectors. Our approach involves combining contemporary economic theory, cutting-edge data modeling techniques, in-depth understanding of emerging trends, an appreciation of nuanced political forces and a commitment to developing practical, implementable solutions. We are known for the quality and depth of our analyses, but perhaps enjoy our greatest competitive advantage is embodied in our capacity to effectively and accurately communicate key analytical findings and their policy implications to diverse sets of stakeholders. Our reports are tightly written and our presentations are acclaimed for their focus, thoughtful organization and enlightening statistics. Many of clients come to us when they are operating in politically charged atmospheres. We understand that words matter, and are perpetually vigilant in choosing the right words for any circumstance. Our economists would delight in the opportunity to serve you and the needs of your organization. Web Address: <http://sagepolicy.com> Booth # 311 Sponsor of Full Page Ad

Segal Consulting: Web Address: <http://www.segalco.com/#PublicSector> Booth #423 Sponsor of Human Resources Affiliate Session

Siemens Industry, Inc.: Siemens delivers end-to-end solutions that combine energy supply and demand side offerings with the objective of meeting our partners' energy and sustainability needs.

Continued on page 30...

2:00 pm - 3:00 pm

AFFILIATE SESSIONS (continued)

Broadband and Wireless – Connecting All the Dots

Room 204

Sponsored by MACo's Budget & Finance Affiliate

As technology improves, businesses and citizens across Maryland need the capability to communicate and locate information at faster speeds. Yet, there are still many areas that do not have access to broadband or wireless networks. The resulting lack of connectivity limits economic and educational opportunities. This session will discuss the government's role in providing access, broadband and wireless approaches to achieve it, and why it's worth the investment.

Speakers:

- Gerry Lederer, Partner, Best, Best & Krieger
- Mark Ripper, Director of Technology Services, Carroll County
- Doris S. Mason, Executive Director, Upper Shore Regional Council

Moderator: The Honorable Jason Buckel, Maryland House of Delegates

***From Stone Tablets to eTablets –
the New Public Information Act & Open Data Reality***

Room 205

Sponsored by MACo's Attorneys' Affiliate

Both technology and citizen expectations are changing the way governments store and handle information. In turn, this has created pressure to update and “modernize” the State’s public information laws and policies. The Maryland General Assembly passed legislation during the 2015 Session that substantially changed Maryland’s Public Information Act (PIA), including how counties must respond to data requests and the fees they can charge. Additionally, Maryland is at the forefront of a nationwide trend to open government data and make it available to the public in digital formats. While such changes have many benefits, they also create significant implementation and cost challenges for county governments. Panelists will discuss the recent changes to the PIA and provide an overview of the advantages and drawbacks of Maryland’s open data efforts.

Speakers:

- Rebecca Snyder, Executive Director, Maryland/Delaware/DC Press Association
- Hilary Ruley, Chief Solicitor, General Counsel Division, Baltimore City
- Barney Krucoff, State Geographic Information Officer, Maryland Department of Information Technology
- Victoria Lewis, dataMontgomery Project Manager, Montgomery County

Moderator: The Honorable Bonnie Cullison, Maryland House of Delegates

Maryland in Miniature

Bayfront

Sponsored by MACo's Tourism & Economic Development Professionals

Ballroom

Visit every one of Maryland’s 24 counties and Baltimore City in a special offering this year – a tour of the county exhibits. Our Bayfront Exhibit Hall highlights unique attractions from across the state. County tourism departments and county representatives will share the special features of their region. Learn about economic development measures used by counties and others to highlight Maryland and all we have to offer!

Speakers: Bayfront Hall Exhibitors

Moderator: Cassandra Vanhooser, Talbot County Tourism Coordinator



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2:30 pm - 3:30 pm

ICE CREAM & FRUIT BREAK

Exhibit Hall A/B
& Bayfront Hall

Sponsored by Exelon Generation

3:30 pm - 4:30 pm

BAYFRONT HALL CLOSED

Bayfront Hall

Our exhibitors will be getting ready for the Taste of Maryland Reception!

3:30 pm - 4:30 pm

AFFILIATE SESSIONS

Catching the Wave: Change Management for Public Sector Leaders

Room 202

Sponsored by MACo's Administrators' Affiliate

In public sector project management, dynamics change rapidly, like a wave. Key elements of project management in the public sector include: working with multiple stakeholders; adapting to budget changes; and managing public expectations. In this educational session, two project management professionals - one a sitting county councilman and another an executive in the defense industry - share their expertise and experiences in project management and change management. This presentation will include practical advice for government officials on how to manage projects to deliver taxpayer value.



Speakers:

- The Honorable Jon Weinstein, PMP, Council Vice Chair, Howard County; President, Line of Sight, LLC
- Steve Moore, PMP, Vice President, Strategy & Business Development, Orbital ATK

Moderator: The Honorable Gail Bates, Maryland State Senate

Body Cameras: Justice Through the Lens

Room 203

Sponsored by the Maryland Police Chiefs and Sheriffs' Association

Body cameras are an innovative technology that can be used as a tool in modern policing to increase relations between law enforcement and the communities they protect, while also serving as a means of maintaining accountability. Jurisdictions across the nation and the state are increasingly equipping their officers with cameras. However, as law enforcement agencies begin to adopt and deploy this emerging technology, much is still being learned. Attend this session to hear from local law enforcement officials about the benefits and limitations of body cameras - including legal and liability issues - and about updates on state action that may impact the future use of body cameras in Maryland.

Speakers:

- Cpl. Mike Hickman, Sheriff's Office, Worcester County
- Sheriff Tim Cameron, Sheriff, St. Mary's County
- Phillip E. Hinkle, Chief of Staff, Charles County Sheriff's Office

Moderator: The Honorable Geraldine Valentino-Smith, Maryland House of Delegates (invited)

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3:30 pm - 4:30 pm

AFFILIATE SESSIONS (continued)

What's in the Box?!?! The Challenges and Opportunities of Big Box Development

Room 204

Sponsored by MACo's Planners Affiliate

"Big box" retail stores like Walmart and Target can provide a broad array of necessary goods and services to nearby communities. However, they can also pose significant planning challenges, particularly if located in inappropriate areas. Infrastructure, traffic, natural resources, and the effect on residential neighborhoods must be taken into account when handling the location of a big box store. Zoning and adequate public facilities ordinances (APFOs) may be outdated or insufficient to manage these issues. Panelists will discuss the challenges and opportunities related to big box development, how to tailor zoning and APFOs to best meet those challenges, and the importance of working with both residents and the store when developing a potential big box location.

Speakers:

- Andrea Van Arsdale, Director, Baltimore County Office of Planning
- Lisa Harris Jones, Founding Member/Attorney at Law, Harris Jones & Malone LLC
- Gregory Slater, Director, Office of Planning and Preliminary Engineering, Maryland State Highway Administration

Moderator: The Honorable J.B. Jennings, Maryland State Senate

Turf Wars – the Debate Continues

Room 205

Sponsored by MACo's Parks & Recreation Affiliate

Artificial and synthetic turf athletic fields are an increasingly popular alternative to traditional grass fields. Advocates praise their ability to be used nearly continuously and to reduce certain types of injuries. However, opponents question the safety of certain synthetic field materials, alleging that they are toxic to both children and adults. As more counties and public school systems have switched to artificial turf, opponents have unsuccessfully pursued legislation before the Maryland General Assembly that would ban or regulate their use. Panelists will explain the established advantages and drawbacks of both natural and synthetic turf fields and debate the alleged health risks posed by certain artificial field materials.

Speakers:

- Darren Gill, Vice-President – Marketing, Innovation, Customer Service, FieldTurf
- The Honorable Marc Elrich, Council Member, Montgomery County
- Jerad Minnick, Lead Advisor, Natural Grass Advisory Group
- Rick Anthony, Director, Anne Arundel County Department of Parks and Recreation

Moderator: The Honorable Jefferson Ghrist, Maryland House of Delegates

Don't forget about the Cyber Café in the Power Zone Lounge (Room 210)!
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Caitlin Davies
SBU Marketing Associate

Mitesh Vyas
SBU Underwriting Supervisor



3:30 pm - 4:30 pm

AFFILIATE SESSIONS (continued)

Beyond the Ribbon-Cutting – the Power of Placemaking

Room 206

Sponsored by MACo's Economic Development Affiliate

Economic Development is usually noticed when there is a groundbreaking or ribbon cutting - but there is more to it. This panel will examine some of the other ways economic development can create opportunities. From creative use of local assets and specialized small business incubation programs to new trends in technology commercialization and a practice referred to as "placemaking," there are many forms of economic development. Learn from this panel of experts how your community can adopt and implement some of these innovative tools and programs and the many ways economic development can transform lives.

Speakers:

- Lawrence F. Twele, CECD, President & CEO, Howard County Economic Development
- Lisa L. Webb, CECD, Economic Development Director, Cecil County
- Richard G. Griffin, AICP, CECD, Economic Development Director, City of Frederick
- James R. Coleman, President & CEO, Prince George's County Economic Development Corporation

Moderator: The Honorable Luke Clippinger, Maryland House of Delegates

4:30 pm

EXHIBIT HALL A/B CLOSES

4:30 pm - 6:30 pm

TASTE OF MARYLAND RECEPTION

Bayfront Hall

(ticket required)

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4:30 pm - 6:30 pm

MACo KIDS' PARTY

Room 208

Sponsored by Musco Sports Lighting

Our Kids' Event will be held at the same time as the Reception. Registered conference participants may sign up their children to enjoy crafts, games, and other entertainment provided by Ocean City Department of Parks and Recreation. Pre-registration is REQUIRED. Please stop by the registration desk for more information.

A black and white photograph of two women looking at a document together. The woman on the left is slightly behind and to the side, looking towards the right. The woman on the right is in the foreground, looking towards the left. They appear to be in a professional or collaborative setting.

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7:00 am - 2:30 pm

REGISTRATION

Lower Level Foyer

Sponsored by the Maryland Department of Housing & Community Development (DHCD)

7:00 am - 4:30 pm

**POWER ZONE LOUNGE
& CYBER CAFÉ**

Room 210

Lounge Sponsored by Maryland Clean Energy Center

Cyber Café Sponsored by KCI Technologies

Visit the Power Zone Lounge to charge your mobile device at the charging station, print materials or check in on social media at the Cyber Cafe, or just use this as a quiet space to regroup or meet in a small group with your peers.

7:30 am - 8:30 am

AFFILIATE MEETING (private)

Room 213

Maryland Association of County Administrative Officers

7:30 am - 8:45 am

**COUNTY ELECTED OFFICIALS
FORUM, BUSINESS MEETING
& BREAKFAST (ticket-required)**

Room 217

Maryland County Elected Officials are invited to attend this event. Participants will hear information about pensions from a Nationwide Retirement Solutions expert. The Comptroller's Office will give an update on the *Wynne* case. Formal association business will also be conducted.

8:00 am - 9:30 am

CONTINENTAL BREAKFAST

**Room 208/209
Foyer**

Sponsored by the Washington Suburban Sanitary Commission

9:00 am - 2:00 pm

EXHIBIT HALL A/B OPEN

Over 200 booths await you in our largest exhibit hall. Explore Hall A/B to visit with representatives from various State departments, nonprofit organizations, and commercial businesses.

9:00 am - 10:00 am

CONTINENTAL BREAKFAST

Exhibit Hall A/B

Sponsored by the Washington Suburban Sanitary Commission (WSSC)

9:00 am - 10:30 am

GENERAL SESSION

Bayfront Ballroom

Maryland's Next Frontier in Economic Development

Change is on the horizon: with a new administration comes a new outlook on how Maryland will advance business and economic development. Additionally tasked with exploring ways to improve the business climate in Maryland, the Economic Development and Business Climate Commission released an interim report laying out 32 recommendations to streamline and maximize the state's business potential. And

(more)

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9:00 am - 10:30 am

GENERAL SESSION
(continued)

Bayfront Ballroom

on the local level, counties across the state continue to pursue fresh and creative means of economic development. This session will showcase what's in store for the future of business and economic development in Maryland.

Speakers:

- Michael R. Gill, Secretary, MD Dept. of Business and Economic Development
- Kenneth C. Holt, Secretary, MD Dept. of Housing & Community Development
- Keasha N. Haythe, CECd, Dorchester County Economic Development Director; President, Maryland Economic Development Association
- Joshua C. Greene, Co-founder/Executive Director, Cleantech Open Southeast; Partner, Squire Patton Boggs LLP

Moderator: The Honorable Edward J. Kasemeyer, Maryland State Senate

10:30 am - 10:45 am

COFFEE BREAK

**Room 208/209 Foyer
& Exhibit Hall A/B**

10:45 am - Noon

GENERAL SESSION

Bayfront Ballroom

The Pit and the Pendulum: Economic Trends in Maryland

This presentation provides a detailed, data-driven update of the performance of the global, national, and regional economy. Special attention is given to key aspects of economic life, including trends characterizing financial, real estate, energy, and labor markets in Maryland.

Speaker: Anirban Basu, Chairman and Chief Executive Officer, Sage Policy Group

Moderator: The Honorable Tari Moore, Cecil County Executive;
Second Vice President, MACo

11:30 am - 1:00 pm

BUFFET LUNCH
(ticket required)

**Exhibit Hall A/B &
Dockside Hall**

Enjoy lunch with our exhibitors in Hall A/B or take in the view with your fellow conference participants in the Dockside lunch hall.

12:00 pm - 1:00 pm

AFFILIATE & INTEREST GROUP LUNCHESES
(ticket required)

Budget & Finance Affiliate Meeting & Lunch (private) Room 207
Sponsored by Davenport & Company

County Attorneys Affiliate Meeting & Lunch (private) Room 214

Human Resources Affiliate Meeting & Lunch (private) Room 208
Sponsored by Benefitfocus

Human Services Affiliate Meeting & Lunch (private) Room 213

Upper Shore, Mid Shore, & Lower Shore Regional Council Meeting & Lunch (private) Room 209

Women of MACo Luncheon Room 217

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1:00 pm - 2:00 pm

AFFILIATE SESSIONS

Reinvesting in Reentry – Why It’s Essential to Public Safety

Room 202

Sponsored by MACo's Corrections Affiliate

Investment in correction reentry programs is essential to public safety in Maryland. With local jails releasing approximately 80, 000 individuals per year, proper in-custody programs and community collaboration can impact recidivism and enhance public safety. Reductions in offending could also save Maryland tax payers millions of dollars. This session will focus on what research shows to be effective reentry models. It will also discuss key community partners to involve and why it is essential to involve them prior to an offender’s release.

Speakers:

- Mary Lou McDonough, Director, Prince George’s County Dept. of Corrections
- Major Craig Rowe, Warden, Washington County Detention Division
- Jack Kavanagh, Director, Howard County Department of Corrections

Moderator: The Honorable Robert Cassilly, Maryland State Senate

Local Infrastructure – Fueling Your Economic Engine

Room 203

Sponsored by MACo's Engineers Affiliate

Local governments are responsible for building and maintaining infrastructure across the state - creating jobs and helping businesses prosper. The local economy not only benefits from jobs created during the construction and operational phase of a project, but from the services provided to the area businesses and households. This session will discuss the economic benefits of infrastructure – roads, bridges, wastewater – pre- and post-construction phase.

Speakers:

- Casey Dinges, Senior Managing Director, Public Affairs, American Society of Civil Engineers
- Christopher Phipps, PE, Director, Dept. of Public Works, Anne Arundel County
- Emilia Istrate, Director of Research and Outreach, National Association of Counties

Moderator: The Honorable Tawanna Gaines, Maryland House of Delegates

Tapping Grant Opportunities to Meet Community Needs

Room 205

Sponsored by MACo's Aging & Human Services Affiliates

Grant funding can provide fundamental resources to human services agencies and fund targeted services. Finding, applying for, and managing grants are all elements of effective grants strategy. Hear how to access additional funding opportunities directly and through the Maryland Department of Human Resources. Learn how to tap into new resources and reap their full benefit.



Speakers:

- Merril E. Oliver, Director, Maryland Governor's Grants Office
- Gregory James, Deputy Secretary, Maryland Department of Human Resources
- Elizabeth Weglein, President, United Seniors of Maryland

Moderator: The Honorable Thomas (Mac) Middleton, Maryland State Senate

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1:00 pm - 2:00 pm

AFFILIATE SESSIONS (continued)

Today & Tomorrow – An Update from the Maryland Sustainable Growth Commission
Sponsored by MACo's Planners Affiliate

Room 204

The Maryland Sustainable Growth Commission continues to study and make recommendations regarding Smart Growth policy for the State and local governments. Last year the Commission unveiled its Reinvest Maryland policy recommendations for Infill, Revitalization, and Redevelopment. This year the Commission is working on Smart Growth indicators, rural growth issues, and other land use topics that directly affect county governments. Panelists will provide an update on the current activities of the Commission, highlight potential future areas of study, and solicit county feedback on the Commission's goals and work.

Speakers:

- Jon Laria, Partner, Ballard Spahr LLP; Chair, Maryland Sustainable Growth Commission
- The Honorable Mary Ann Lisanti, Maryland House of Delegates; Vice Chair, Maryland Sustainable Growth Commission
- Greg Bowen, Planner, Land Stewardship Solutions, LLC; Member, Maryland Sustainable Growth Commission
- Leslie Knapp, Jr., Legal and Policy Counsel, MACo; Member, Maryland Sustainable Growth Commission

Moderator: The Honorable Stephen Lafferty, Maryland House of Delegates

Here Comes the Cadillac Tax

Room 206

Sponsored by MACo's Human Resources Affiliate & Segal Consulting

Nicknamed the "Cadillac Tax" for its application to higher quality plans, a new 40% excise tax on certain employer-provided health care plans will soon be taking effect. However, with base thresholds for the tax at \$10,200 for self-only coverage and at \$27,500 for all other coverage tiers, the tax's broad application means it might better be nicknamed "Chevrolet." Plan sponsors, including county governments, should take steps now to understand when their plan may hit the excise tax thresholds and how to minimize the tax's impact. Join us for more information about this federal law and how it will affect your county.

Speakers:

- Brian Bowden, Health Lobbyist, National Association of Counties
- Mark L. Lynne, CEBS, President, Health Plan Consulting Division, Bolton Partners, Inc.
- Lee Diemer, Director, Employer Sales, Benefitfocus

Moderator: The Honorable Adelaide Eckardt, Maryland State Senate

2:00 pm - 2:15 pm

COFFEE BREAK

Room 203/204
Foyer

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2:15 pm - 3:15 pm

AFFILIATE SESSIONS

A Discussion with Kurt Schmoke, Former Mayor of Baltimore **Room 201**
Sponsored MACo's Administrators Affiliate

Kurt Schmoke, Baltimore's first elected African American mayor, won national recognition for his work on adult literacy and public housing from Presidents George H.W. Bush and Bill Clinton. Schmoke became state's attorney for the City of Baltimore in 1982 and was elected mayor in 1987, a tenure marked by his emphasis on education and opposition to the "War on Drugs." Schmoke currently serves as President of the University of Baltimore. In this special interview, Phil Tilghman of PAC14 asks Schmoke for advice for current local government leaders addressing issues in public safety and education.

Speakers: The Honorable Kurt L. Schmoke, President, University of Baltimore; former Mayor, City of Baltimore

Moderator: Phil Tilghman, "Host - One-on-One with Phil Tilghman,"
 Wicomico County Public Access Channel 14 (PAC14)

The State Budget & its County Effects – Where Do We Stand? **Room 202**
Sponsored by MACo's Budget & Finance Affiliate

The State and its fiscal position has a major ripple effect on county budgets and our many shared policy priorities. Even as the economy shows signs of recovery, Maryland still faces challenges with revenues, competing desires for spending, and tax reductions. The State carries on its books substantial liabilities for pension and health care liabilities, and still faces growing costs for debt service and environmental goals. Seasoned fiscal experts will discuss – from the state and county perspectives – where the State stands, what critical decisions lie ahead for the Governor and legislature, and how much of this flows down to county governments and local priorities.

Speakers:

Warren G. Deschenaux, Jr., Director of Policy Analysis, Maryland Department of Legislative Services

Michael Sanderson, Executive Director, MACo

Moderator: The Honorable Rikki Spector, Council Member, Baltimore City

From the Front Lines: Tackling Opioid Misuse in Maryland **Room 203**
Sponsored by MACo's Health Officers Affiliate

In response to the continued increase in opioid-related fatalities in Maryland, the Governor convened the Heroin and Opioid Emergency Task Force and Regional Summits across the state to hear directly from residents about the problems and potential solutions to the opioid epidemic. Additionally, the Department of Health and Mental Hygiene's Behavioral Health Administration initiated the Opioid Misuse Prevention Program (OMPP) with the goals of reducing prescription opioid and heroin misuse and abuse, reducing opioid related overdoses, and reducing fatalities that occur as a result of opioid overdoses. To gather more community level data, BHA collaborated with the University of Maryland School of Pharmacy to develop and

(more)



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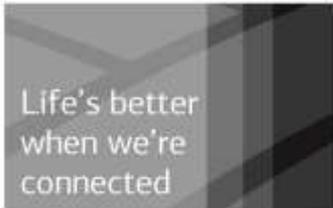
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2:15 pm - 3:15 pm

AFFILIATE SESSIONS (continued)

administer the Maryland Public Opinion Survey on Opioids. This session will provide an overview and preliminary reports of the State's community-based and data-driven efforts to overcome opioids.

Speakers:

- The Honorable Brett Wilson, Maryland House of Delegates
- Francoise Pradel, PhD, Professor, University of Maryland School of Pharmacy, Pharmaceutical Health Services Research Department
- Erin E. Haas, MPH, Overdose Prevention Local Programs Manager, Maryland Department of Health & Mental Hygiene

Moderator: The Honorable Brett Wilson, Maryland House of Delegates

Planning on Planning? You'll Need a Plan for That

Room 205

Sponsored by MACO's Planners Affiliate

While many people know that a county must develop a detailed comprehensive plan to guide development and zoning ordinances, not everyone is aware of the numerous other plans that a county must create (and sometimes get approved by the State) in order to meet various land use and environmental goals. Besides comprehensive plans, counties must develop and update various related plans, such as: water and sewer plans; forest conservation plans; land preservation, parks, and recreation plans; and growth tier designations for septic systems. Counties must also oversee various plans for individual developments, such as stormwater management plans and grading and sediment control plans. Panelists will discuss the components of the comprehensive plan and many of the other land use plans that counties must create, review, or enforce.

Speakers:

- Katheleen Freeman, Director, Caroline County Department of Planning and Codes
- Julie Pippel, Director, Washington County Division of Environmental Management
- Brooke Farquhar, Master Planner/Supervisor, Park and Trail Planning, Park Planning and Stewardship Division, MD National Capital Park and Planning Commission
- Marian Honeczy, Manager, Urban Forestry Programs, MD Dept of Natural Resources

Moderator: The Honorable Stephen Hershey, Jr., Maryland State Senate

The Basics of Structured Economic Development

Room 206

Sponsored by MACO's Administrators and Economic Development Affiliates

Economic development can mean different things to different people. But when developing an economic plan, people need to come together to build a common understanding and approach to achieve identified goals. This session will provide the basics for building an economic plan, identifying a jurisdiction's strengths and weaknesses to better target economic development efforts, and supporting successful local and regional economic development programs.



Speakers:

- Alex McCoy, CEcD, Economic Development Director, Garrett County
- Lily Qi, Director of Special Projects, Montgomery County
- Lara Fritts, CEcD, Director - Business Development, Baker Tilly Virchow Krause, LLP

Moderator: The Honorable Mary Washington, Maryland House of Delegates

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FRIDAY, AUGUST 14, 2015

3:15 pm - 4:15 pm GOVERNOR'S CABINET RECEPTION Dockside Hall

Sponsored by BGE and the Maryland Building Industry Association

Conference participants are invited to attend and meet the Governor's Cabinet Members over refreshments.

5:00 pm - 8:00 pm CRAB FEAST (ticket required) South Parking Lot

Event sponsored by MACo's Gold Corporate Partners

Crab mallets sponsored by NACo Financial Services/U.S. Communities

Buffet sponsored by the Law Offices of Norman D. Rivera, LLC

Join us for all-you-can-eat steamed Maryland crabs and picnic fare! Relax to the sounds of the Klassix, our Crab Feast band. Lollipop the Clown will be there to entertain the young and young-at-heart!

SATURDAY, AUGUST 15, 2015

7:00 am - 10:30 am REGISTRATION Lower Level Foyer

Sponsored by the MD Department of Housing & Community Development (DHCD)

7:00 am - 12:15 pm POWER ZONE LOUNGE & CYBER CAFÉ Room 210

Lounge Sponsored by Maryland Clean Energy Center

Cyber Café Sponsored by KCI Technologies, Inc.

7:30 am - 9:30 am CONTINENTAL BREAKFAST Room 203/204 Foyer

Sponsored by the Washington Suburban Sanitary Commission (WSSC)

8:15 am - 9:15 am FULL BUFFET BREAKFAST Room 209

Sponsored by MACo's Corporate Partners

A full buffet breakfast will be available courtesy of MACo's Corporate Partners. Learn more about MACo's Corporate Partners at www.mdcounties.org/CorporatePartners.

9:30 am - 11:00 am GENERAL SESSIONS

Skills to Compete: How Our Schools Are Strengthening Maryland's Future Workforce Room 203

The 2014 Interim Report of the Maryland Economic Development and Business Climate Commission states that, "[c]urrently there are 132,000 unfilled jobs in Maryland, with employers stating that they cannot find candidates possessing the necessary skills to fill those jobs." The Maryland and U.S. Departments of



(more)



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9:30 am - 11:00 am GENERAL SESSIONS (continued)

Education and local community colleges are working to close this gap. In recent years, community colleges provided education leading to 139 different licenses, certifying more than 55,600 students, and delivering customized training for immediate local labor needs. Maryland's recently passed Apprenticeship Maryland Act establishes a 2-year apprenticeship pilot project. Three high schools in Prince George's County have been awarded \$7 million as part of the federal government's Youth CareerConnect program. Come hear more about strategies for building a stronger Maryland economy through these programs.

Speakers:

- Dr. Lillian Lowery, State Superintendent of Schools, MD Department of Education
- Kelly M. Schulz, Secretary, MD Department of Labor, Licensing, & Regulation
- Dr. Bernie Sadusky, Executive Director, MD Association of Community Colleges
- Vennard Wright, CIO, Prince George's County

Moderator: The Honorable Eric Luedtke, Maryland House of Delegates

**Maryland's Federal Footprint –
Counties Hosting Major Federal Sites**

Room 201

With its geographic proximity and strategic advantages, Maryland plays host to extraordinary federal facilities – major agencies, secure locations, and a tremendous military and intelligence presence. Panelists will discuss the impact of these large centers of activity and employment on infrastructure, community, and public services. What relationships, planning, and outreach make for the best local harmony? A Maryland congressional leader will join several speakers with views from various parts of the state to review and discuss best practices and lessons learned.



Speakers:

- The Honorable Dutch Ruppersberger, U.S. House of Representatives
- Judith A. Kain Emmel, Associate Director for State, Local and Community Relations, National Security Agency
- Jill M. McClune, President, Army Alliance, Aberdeen Proving Ground; Vice President, Contracts and Federal Compliance, Avon Protection Systems
- Robert Wirt, Executive Director, Southern Maryland Navy Alliance

Moderator: The Honorable Steve Schuh, County Executive, Anne Arundel County

11:00 am - 11:15 am

COFFEE BREAK

Room 203/204

Foyer

11:15 am - 12:15 pm

CLOSING ADDRESS

Bayfront Ballroom

The capstone event of our conference, the Closing Address, is traditionally delivered by the Governor of Maryland. Issues facing local government will be discussed along with plans for the upcoming General Assembly Session.

12:15 pm

Adjournment

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2015 Exhibits

MACo is pleased to offer a variety of commercial, county and State agency exhibitors as part of the 2015 Annual Summer Conference. These exhibitors have devoted a great deal of time and effort in the preparation of their displays. Please visit each one in both Exhibit Hall A/B and Dockside Hall to say hello and thank you.

Exhibit Hall Hours

Thursday	Bayfront Ballroom: 10:00 am - 3:30 pm & 4:30 pm - 6:30 pm Exhibit Hall A/B: 10:00 am - 4:30 pm
Friday	Exhibit Hall A/B: 9:00 am - 2:00 pm

Children are only allowed in the Exhibit Hall on Friday from 12:00 pm - 2:00 pm and must be accompanied by an adult.

Acclaimed Promotions - Booth # 435 - Advertising specialty items from abacus to zipper pulls; including calendars, awards, mugs and much more. We speak purchase order. Certified women owned business in Baltimore City and Howard County. MDOT certification pending. 7 Quern Court, Owings Mills, MD, 21117, 410.654.0480 - Web Address: www.accpromo.com/

AECOM - Booth # 408 - AECOM is a premier, fully integrated professional and technical services firm positioned to design, build, finance and operate infrastructure assets around the world for public- and private-sector clients. With nearly 100,000 employees - including architects, engineers, designers, planners, scientists and management and construction services professionals - serving clients in over 150 countries around the world, AECOM is ranked as the #1 engineering design firm by revenue in Engineering News-Record magazine's annual industry rankings, and has been recognized by Fortune magazine as a World's Most Admired Company. The firm is a leader in all of the key markets that it serves, including transportation, facilities, environmental, energy, oil and gas, water, high-rise buildings and government. AECOM provides a blend of global reach, local knowledge, innovation and technical excellence in delivering customized and creative solutions that meet the needs of clients' projects. A Fortune 500 firm, AECOM companies, including URS Corporation and Hunt Construction Group, have annual revenue of approximately \$19 billion. More information on AECOM and its services can be found at www.aecom.com. 4 North Park Drive, Suite 300, Hunt Valley, MD, 21030, 410.891.9505 - Web Address: www.aecom.com

Aetna - Booth # 307 - Aetna is one of the nation's leading diversified health care benefits companies, serving an estimated 44 million people with information and resources to help them make better informed decisions about their health care. Aetna offers a broad range of traditional, voluntary and consumer-directed health insurance products and related services, including medical, pharmacy, dental, behavioral health, group life and disability plans, and medical management capabilities, Medicaid health care management services, workers' compensation administrative services and health information technology services. Aetna's customers include employer groups, individuals, college students, part-time and hourly workers, health plans, health care providers, governmental units, government-sponsored plans, labor groups and expatriates. For more information, see www.aetna.com. 509 Progress Drive, Suite 118, Linthicum, MD, 21090, 215.775.8940 - Web Address: www.aetna.com

Airbus DS Communications - Booth # 136 - As one of the world's largest and most trusted sources for mission critical communications, the Airbus DS Communications VESTA® solutions lead the way for standards-based Next Generation 9-1-1, Land Mobile Radio and Emergency Notification. Visit Airbus DS Communications, the home of VESTA®, and learn why your CRITICAL MATTERST - www.Airbus-DSComm.com. 42505 Rio Nedo, Temecula, CA, 92590, 469.503.6528 - Web Address: www.airbus-dscomm.com



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Alexander & Cleaver - Booth # 628 - Alexander & Cleaver is a powerhouse legal and lobbying firm. We pride ourselves as the firm that gets the job done right the first time. Our clients - businesses, government entities, non-profits, municipalities, families and individuals - depend on our broad business, legislative, procurement, regulatory and litigation practice. Our multidisciplinary teams of attorneys and government relations consultants craft and implement strategy together. Our attorneys are licensed to practice in Maryland, Virginia, the District of Columbia, New York, New Jersey, and Florida and we operate out of six offices throughout the state. Lobbying for your objectives For businesses and government entities, achieving the goals set forth on your agenda is not always a smooth process. You may need the assistance of a skilled government relations professional to draft documents, handle marketing procedures, help you out of potentially critical situations and navigate any other bumps along the road. A lobbyist from the law firm of Alexander & Cleaver helps you successfully achieve your desired outcome. Our Government Relations Team has lobbying experience in many different areas and all over the state. We are heavily involved in all aspects of government, from helping the passage or defeat of a bill before the General Assembly or a regulation proposed by a state agency, to assisting clients in procurements to obtain contracts with the government. Our team has the connections to move you forward The Government Relations Team at Alexander & Cleaver acts on behalf of large and small businesses, non-profit organizations, municipalities and individuals. We also represent government officials and registered lobbyists. Our consultants form solid relationships with government agencies and committees, incorporating cutting-edge trends into the solutions we provide. Call 410-974-9000 for more information or check out us out on our website. 54 State Circle, Annapolis, MD, 21401, 410.974.9000 - Web Address: www.alexander-cleaver.com

American Recycling Resources - Booth # 523 - Think Inside the Box clothing bin program, for your municipality or county. 3500 Sunset Rd., Suite D-13, Ocean, NJ, 07712, 732.695.6377 - Web Address: americanrecyclingresources.com

American Tennis Courts & American Pavement - Booth # 424 - Latexite and premier surfacing. Athletic courts and running track construction and refurbishment. Asphalt and concrete paving. 4051 North Point Rd., Baltimore, MD, 21222, 410.477.4400 - Web Address: www.americantenniscourtsinc.com

Amplifund Public Sector - Booth # 611 - Amplifund Public Sector helps manage every stage of the grant lifecycle and provides tools to more efficiently meet reporting compliance requirements, generate revenue and increase capacity. Drawing on sophisticated tracking capabilities, Amplifund Public Sector enables government entities to see exactly how funds enter and leave their state, county or municipality. This includes robust sub-recipient management features, allowing for easy monitoring, reporting and auditing of complex grants. 812 Huron Rd. E., Suite 350, Cleveland, OH, 44115, 216.377.5500 1602 - Web Address: amplifund.us

Anne Arundel County - Booth # 802 - Over 500,000 residents call Anne Arundel County home due to the area's superior quality of life on the Chesapeake Bay, a rich heritage, and prime location in the Mid-Atlantic region. The county is home to BWI-Thurgood Marshall Airport, Fort Meade, Maryland's state capital Annapolis, the United States Naval Academy and a dynamic and diverse business community. 2660 Riva Rd., Suite 200, Annapolis, MD, 21401, 410.222.7410

ATI Quality Solutions - Booth # 619 - Storm water inlet guards PO Box 451, Folcroft, PA, 19032, 215.485.7993

Auto Plus - Booth # 421 - Premier supplier of aftermarket automotive & heavy duty parts, supplies, chemicals, and tools. 901 N. Lenola Road, Moorestown, NJ, 08057, 540.742.5498 - Web Address: www.autoplusap.com

Baltimore City - Booth # 815 - The Mayor's Office of Government Relations represents the Administration's interests at the state, local and federal levels. The Office prepares the annual legislative agenda and annual budget priorities. The Office also serves as the liaison with the city council, state and federal executive departments and the City's state and federal delegations. The Office is the lead Executive Branch agency in partnership with the National Conference of Mayors, the Maryland Association of Counties and the Maryland Municipal League. 100 North Holliday Street, Baltimore, MD, 21202, 410.396.7208 - Web Address: www.baltimorecity.gov

Baltimore Convention Center - Booth # 900 - Convention Center located in the center of Baltimore City

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Baltimore County - Booth # 816 - Baltimore County Government 400 Washington Avenue, Towson, MD, 21204, 410.887.2460 - Web Address: <http://www.baltimorecountymd.gov>

BGE - Booth # 417 - Maryland's largest gas and electric utility with over 3,300 employees delivering power, safely and reliably, to approximately 1.2 million customers in central Maryland. 110 W. Fayette Street, Baltimore, MD, 21201, 410.470.8986 - Web Address: www.bge.com

BGE Outdoor Lighting - Booth # 433 - BGE Outdoor Lighting is the smart choice for residential, commercial & municipal outdoor lighting products and services. 1068 N. Front Street, Baltimore, MD, 21202, 410.470.8404 - Web Address: www.bge.com

BIS Digital, Inc. - Booth # 310 - BIS has the unique ability to integrate communication, recording and multi-media system solutions with computer, networks, sound systems, video systems, camera and video recording systems, presentation technology systems, hearing impaired devices, digital audio and video recording software and operating systems for our customer's mission critical applications. From concept to completion, BIS Digital provides total turnkey solutions and integrated systems based upon the specific needs of our users that include concept and planning, engineering of solutions and systems, purchase of product, installation, personal product and service training, and on-going support and service. BIS has a solid reputation for reliable service, expertise in the industry and a knowledgeable detailed orientated sales staff. Our thoroughly trained in-house technicians and service department is available 24 / 7 / 365 for more direct online support as well as on-site emergency service. 1350 NE 56th Street, Suite 300, Ft. Lauderdale, FL, 33334, 800.834.7674 - Web Address: www.bisdigital.com

BKV Group - Booth # 610 - BKV Group is a national multi-discipline award-winning firm established in 1978 to provide integrated architecture, engineering, interior design, landscape architecture, and construction administration services to public and private clients. We engage clients, value client's objectives, and develop innovative design solutions to make meaningful contributions to the built environment. Our collaborative approach strives to support our mission of "Enriching Lives and Strengthening Communities." 1054 31st St., NW, Canal Square, Ste 204, Washington, DC, 20007, 202.604.0103 - Web Address: www.bkvgroup.com

Bolton Partners Inc. - Booth # 234 - Actuarial and employee benefits consulting firm. 100 Light Street, 9th Floor, Baltimore, MD, 21202, 443.573.3900

Brick Industry Association - Booth # 420 - The Brick Industry Association is a non-profit trade association that represents manufacturers and distributors of kiln fired, clay brick. BIA is the nationally recognized authority on clay brick construction and represents the industry in all model building code forums and national standards committees. 3379 Peachtree Rd NE Suite 300, Atlanta, GA, 30326, 404.446.1670 - Web Address: www.gobrick.com

Calvert County - Booth # 810 - Catch our drift in Calvert County, Maryland, a relaxing waterside community on the western shore of the Chesapeake Bay. Natural beauty and laid-back charm await. 175 Main Street, Courthouse, Prince Frederick, MD, 20678, 410.535.4583 - Web Address: <http://www.ecalvert.com>

CareFirst BlueCross BlueShield - Booth # 428 - CareFirst: In its 77th year of service, CareFirst BlueCross BlueShield is a not-for-profit, non-stock health services company which, through its affiliates and subsidiaries, offers a comprehensive portfolio of products and administrative services to individuals and groups in Maryland, the District of Columbia and portions of northern Virginia. CareFirst is the parent company of CareFirst of Maryland, Inc., and Group Hospitalization and Medical Services, Inc. CareFirst, Inc., and its affiliates are governed by a Board of Directors and special statutes regulating the company's business in Maryland, the District of Columbia and Northern Virginia. 10455 Mill Run Circle, Owings Mills, MD, 21117, 410.581.3000 - Web Address: www.carefirst.com

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Caroline County - Booth # 822 - Caroline County's extensive river trails offer memorable afternoons for anyone who likes to get out and paddle. Cycling and hiking trails wind through state parks and nature preserves. Miles of scenic byways pass through beautiful countryside with stops in quaint small towns. Come spend this weekend Outdoors with Caroline! 10219 River Landing Road, Denton, MD, 21629, 410.479.2730 - Web Address: <http://tourcaroline.com>

Carroll County - Booth # 805 - Carroll County, MD 210 E. Main Street, Westminster, MD, 21157, 410.848.1388

CDW-G - Booth # 402/403 - CDW-G is a Fortune 500 Information Technology Services company, with a national scope and local presence. A leader in public-sector customer service and product knowledge, we hold numerous contracts and preferred vendor awards for federal government, state and local government, and educational institutions. Our government and education customers count on us to help them navigate an increasingly complex IT market and maximize their technology investments. We offer a breadth of integrated technology solutions and services from basic system configuration and warranty/maintenance support to complex IT solutions (data center, mobility, networking, security, and unified communications and collaboration), through our 1,000 partnerships with industry-leading brands, and more than 100,000 products. In addition, our team of experienced, highly certified engineers, solution architects and technology professionals provide assessment, design, delivery, and management services, delivering you comprehensive lifecycle support. Customers receive personal attention from representatives with one-to-one dedication to you, to assist with everything from pre-sales assessment and design to post-sale support. 2 Corporate Drive, Suite 800, Shelton, CT, 06484, 866.819.6497 - Web Address: <http://www.cdwg.com>

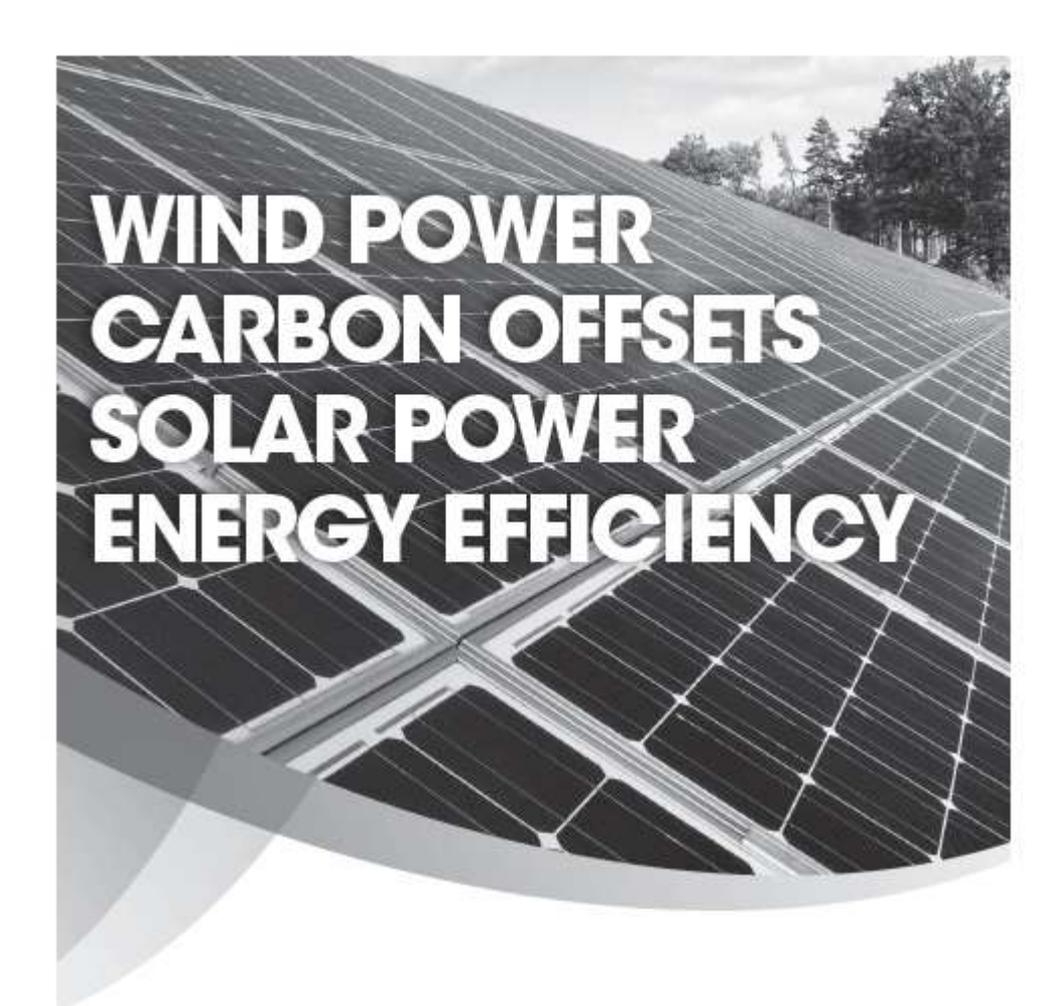
Cecil County - Booth # 820 - Cecil County Economic Development, Tourism, and Agriculture. 200 Chesapeake Blvd., Elkton, MD, 21921, 410.996.6292 - Web Address: www.ccgov.org

Charles County - Booth # 812 - Strategically located along the Baltimore/Washington/Richmond corridor, Charles County is a great place to live, work and play. We invite residents and visitors to our website www.CharlesCountyMD.gov and view the e-calendar, lodging, dining and attractions. 200 Baltimore Street, POB 2150, La Plata, MD, 20646, 301.645.0610 - Web Address: www.charlescountymd.gov

Charles P. Johnson & Associates - Booth # 617 - Charles P. Johnson & Associates, Inc. (CPJ) is a full-service civil engineering firm that has provided quality land planning, civil and environmental engineering, and surveying services to the public and private sector since 1971. We continue to accommodate our clients' needs with exceptional service by means of quality professional personnel, innovative approaches to problem solving, state-of-the-art technology and a commitment to excellence. We have expanded our planning, engineering, and surveying services in order to adapt in an evolving, demanding environment. We pride ourselves in our ability to prepare high-quality, cost-effective plans within our required time schedule. 1751 Elton Rd., Suite 300, Silver Spring, MD, 20903, 301.434.7000 - Web Address: www.cpja.com

Chesapeake Employers' Insurance Company - Booth # 528 - Chesapeake Employers' Insurance has specialized in providing workers' compensation insurance to Maryland businesses since 1914. (Previously Injured Workers' Insurance Fund - IWIF) 8722 Loch Raven Boulevard, Towson, MD, 21286, 410.494.2385 - Web Address: www.ceiwc.com

Cigna - Booth # 327 - Cigna Corporation (NYSE: CI) is a global health service company dedicated to helping people improve their health, well-being and sense of security. Our brand promise, Together, all the way. This means we work together with our customers to help them lead healthier, more secure lives. Products and services include an integrated suite of health services, such as medical, dental, behavioral health, pharmacy, vision, supplemental benefits, and other related products including group life, accident and disability insurance. Cigna maintains sales capability in 30 countries and jurisdictions, and has more than 85 million customer



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relationships throughout the world. 111 S. Calvert Street, Suite 1600, Baltimore, MD, 21202, 410.864.1868 - Web Address: <http://www.cigna.com>

Clean Fuels Associates, Inc. - Booth # 603 - Complete compliance management of fuel systems inspections - repairs - install/removal - filtration - VAC truck services 7364 Edgewood Rd., Suite 200 Bldg. A, Annapolis, MD, 21403, 443.440.1252 - Web Address: <http://www.cleanfuelsassociates.com>

Club Car, LLC - Booth # 320 - Small-wheel utility vehicles, electric, gasoline and diesel. LSVs and golf cars. 4125 Washington Rd., Evans, GA, 30809, 603.888.9621 - Web Address: www.clubcar.com

CMC Canvas, LLC - Booth # 309 - CMC Canvas provides the highest quality product at a competitive price. CMC Canvas has a new location in the Annapolis area in the Oak Grove Marina area. With over 100 years of combined marine canvas experience under one roof, our goal is to open the eyes of boaters to the superiority of premium canvas products. Whether it is keeping you shaded, keeping you dry or protecting your boat, our custom designs and products will give you the most functionality without compromising esthetics. We don't only specialize in marine canvas, we also produce custom commercial products. If you need anything at home or at your business protected from the weather, we have a solution. We can even provide custom printed awnings and signs. 2830 Solomon's Island Rd., Edgewater, MD, 21037, 410.224.0522 - Web Address: www.cmccanvasllc.com

Comcast - Booth # 300/301 - Comcast Business Class delivers powerful yet affordable High-Speed Internet, Voice and TV services for businesses which are competitively priced to help businesses meet their objectives. Get download speeds of up to 100Mbps plus Microsoft® Communication Services and Norton™ Security Suite Business Edition at no additional cost. Business Class Voice, rated #1 in call clarity, includes a host of flexible, time saving capabilities. The entire Comcast Business Class suite is backed by 24/7 customer support with dedicated call centers, local representatives and technicians who are specially trained and certified to provide business-class support. 253 Najoles Road, Millersville, MD, 21108, 410.729.8025 - Web Address: comcast.com

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Concentra Medical Centers - Booth # 324 - Concentra is a national health care company focused on improving America's health, one patient at a time. Through its affiliated clinicians, the company provides occupational medicine, urgent care, physical therapy, wellness services from more than 300 medical centers in 38 states. In addition to these locations, Concentra serves employers by providing a broad range of health services and operating more than 245 worksite mental facilities. Through this complement of services, Concentra intends to raise the standard of health by putting individuals first, treating them with clinical excellence, and focusing on their ongoing well-being. 609 Global Way, Linthicum, MD, 21090, 860.214.7409 - Web Address: <http://www.concentra.com>

Corporate Mailing Services, Inc. - Booth # 426 - CMS, Inc. is a document services firm. Our team of professionals can assist your business in every aspect of your mailing needs: from conception to mailing, business services and agency support, to on-and-off site mailcenter workflow management. Our goal is to deliver consistent, accurate and timely print production and workflow services to delight our customers meeting budgets and deadlines accurately. 1625 Knecht Avenue, Baltimore, MD, 21209, 410.501.1153 - Web Address: www.whycms.com

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approximately 250,000 patients in 37 states. 7250 Parkway Drive, Suite 400, Hanover, MD, 21076, 717.203.9169 - Web Address: www.correctcaresolutions.com

Cree - Booth # 627 - Cree is a market-leading innovator of lighting-class LEDs, LED lighting, and semiconductor solutions for wireless and power applications. 4600 Silicon Dr., Durham, NC, 27703, 202.255.7723 - Web Address: www.cree.com

Cunningham Recreation / Gametime - Booth # 607 - Since 1966, Cunningham Recreation has been providing customers with complete park and playground solutions from design to construction. We can provide our customers with safe affordable playground equipment, a variety of safety surfacing materials, sports and fitness equipment, bleachers and press boxes, scoreboards, shade and shelter options, site furnishings, water play, skate parks and dog parks. We also offer a comprehensive playground management and maintenance program including inspection software. PO Box 487, Queenstown, MD, 21658, 800.233.0529 - Web Address: www.cunninghamrec.com

Delta Dental - Booth # 407 - Delta Dental is the largest, most experienced dental benefits carrier in the U.S. A nationwide system of dental health service plans, Delta Dental offers custom programs, extensive reporting systems and centralized claims processing. Three out of four dentists participate with Delta Dental. One Delta Drive, Mechanicsburg, PA, 17055, 800.471.7091 - Web Address: <http://www.DeltaDentalins.com>

Dorchester County - Booth # 823 - Delight in endless water views and stunning sunsets along our 1700 miles of shoreline. Savor Maryland crab fresh from local water. Discover stories of Harriet Tubman and Annie Oakley. All less than an hour from the Bay Bridge. 2 Rose Hill Place, Cambridge, MD, 21613, 410.228.1000 - Web Address: tourdorchester.org

EA Engineering, Science, and Technology, Inc. - Booth # 401 - A leading provider of interdisciplinary environmental solutions, EA is helping Maryland counties Do More with Less. Through the integration of engineering, science, and technology, EA is working with local governments to reduce energy costs, better manage assets, leverage spending on TMDL compliance, and save money on water, wastewater, and solid waste operations. Headquartered in Hunt Valley, EA has Maryland offices in Ocean Pines and Abington. EA employs more than 400 professionals through a network of 23 offices across the continental United States, as well as Alaska, Hawaii, and Guam. In business for more than 40 years, EA has earned an outstanding reputation for technical expertise, responsive service, and judicious use of client resources. For more information about EA, visit www.eaest.com. 225 Schilling Circle, Suite 400, Hunt Valley, MD, 21031, 410.329.5116 - Web Address: <http://www.eaest.com>

Election Systems & Software - Booth # 613 - As the world's largest elections-only company, Election Systems and Software, LLC (ES&S) has been providing election equipment, software, and services for more than 34 years. Today, not only do we work with many of the same customers we've served for more than three decades, but our business has grown to include 42 states and more than 4,500 clients. From our beginnings supporting a handful of election administrators and voters in 1979, our election equipment and software is now used by about 60 percent of U.S. registered voters. The company employs over 450 election professionals with corporate headquarters in Omaha, Nebraska. 11208 John Galt Blvd., Omaha, NE, 68137, 402.350.9600 - Web Address: www.essvote.com

Energy Systems Group, LLC - Booth # 405 - ENERGY SYSTEMS GROUP (ESG) is an award-winning energy services company (ESCO) that provides sustainable energy solutions which allow building owners to maximize their energy efficiency and operational performance, while reducing their carbon footprint. Through our core business of performance contracting, we provide our customers with innovative energy efficiency, technology, and long-term financing solutions for modernization of their facilities and energy infrastructure. 1099 Winterson Road, Suite 110, Baltimore, MD, 21090, 410.981.6640 - Web Address: <http://www.energysystemsgroup.com>

Energy3, LLC - Booth # 531 - Energy3, LLC is one of the nation's premier energy solutions company based in Annapolis, MD. E3 designs, builds, operates and/or finances municipal public energy projects across the

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country and around the world, and, in many cases, is even willing to guarantee performance. We believe that environmentally and financially sustainable projects are not mutually exclusive! 1997 Annapolis Exchange Parkway, Suite 300, Annapolis, MD, 21401, 410.972.4644 - Web Address: www.energy-three.com

En-Net Services - Booth # 331 & 332 - En-Net Services has spent 19 years servicing public sector customers providing computer hardware, software, networking equipment, cabling, supplies, and maintenance. En-Net possesses the experience, infrastructure, resources, knowledge, and capability that is required to support your organization. En-Net currently holds several statewide sales and service contracts as well as a GSA Schedule for your purchasing convenience. www.en-netservices.com 712 N. East Street, Frederick, MD, 21701, 301.846.9901 - Web Address: <http://www.en-netservices.com>

Ennis-Flint - Booth # 622 - The best single source with the most comprehensive product lineup to meet your pavement marking/traffic safety needs within Government, Airport, Streetscape, Commercial, and Global Markets. Products: Traffic Paint, Thermoplastic, Preformed Thermoplastic, Plural Components, High-Friction Surfacing, Colorized Surface Treatments, Markers, Detectable Warnings, Decorative Crosswalks, and Retroreflectometers. 115 Todd Court, Thomasville, NC, 27360, 336.475.6600 - Web Address: www.ennisflint.com

Enovative Technologies - Booth # 411 - Ingenuity for a Better Life: Enovative Technologies designs products that help improve people's lives. Our brands focus on enhancing comfort, well being, and conveniences for our consumers. 11935 Worcester Hwy., Bishopville, MD, 21813, 443.863.6645 - Web Address: www.magicpulsemassage.com

Environmental Quality Resources, LLC - Booth # 406 - EQR is a leading environmental construction company specializing in stream restoration, stormwater management, reforestation and bio engineering. 1 Churchview Rd., Millersville, MD, 21108, 410.923.8680 - Web Address: www.eqri.com

Environmental Systems Research Institute, Inc. (Esri) - Booth # 500 - Esri's geographic information system (GIS) software allows you to collect, manage, and analyze spatial information and present the results in an easy-to-understand map. 380 New York St., Redlands, CA, 92373, 909.793.2853 - Web Address: www.esri.com

ePlus Technology Inc. - Booth # 520/521 - ePlus Technology is a leading IT systems integrator for the public sector. Not only can we provide products, financing and electronic procurement solutions, but we also have the technical expertise to implement and manage these solutions as a professional services provider. 8865 Stanford Blvd., Suite 203, Columbia, MD, 21045, 240.512.2005 - Web Address: www.eplus.com

ESRGC @ Salisbury University - Booth # 533 - Online Master of Science in GIS Management and GIS Service provider for state and local governments. 1101 Camden Avenue, Salisbury, MD, 21801, 410.677.5390 - Web Address: <http://www.esrgc.org/>

Forte Payment Systems - Booth # 229 - Forte Payment Systems is a leading provider of innovative electronic payments solutions. They offer scalable enterprise-class solutions through an optimized suite of services including credit card processing, ACH/eCheck origination and fraud prevention. Forte serves organizations of all sizes by reducing transaction costs, mitigating risk and increasing efficiencies with consistent care. Suite 200, Allen, TX, 75013, 866.290.5400 - Web Address: www.forte.net

Frederick County - Booth # 818 - Rich History, Bright Future. As Maryland's largest county by land mass, Frederick provides a vast array of opportunities for businesses, residents and visitors alike. Located less than one hour from Washington, D.C., Baltimore, and Gettysburg, Frederick boasts mountain views, wineries, orchards and vibrant Main Street communities. Visitors and citizens can hike on the Appalachian Trail, visit Maryland's largest brewery, and tour a battlefield all in one day. We're home to 80+ life sciences companies, including Fort Detrick, NCI/Frederick National Laboratory, MedImmune, Lonza and Thermo Fisher. Other targeted industries include Manufacturing, Technology and Agriculture. Frederick has the elements for success: Highly attractive location, educated workforce, Federal R&D facilities and technology incubation. Jan Gardner is honored to serve as Frederick's first County Executive and is committed to ensuring open and transparent government, responsive and efficient county services, exceptional schools, and a vibrant economy. 118 N.

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Market Street, Frederick, MD, 21701, 301.600.1058 - Web Address: www.discoverfrederickmd.com

Fujitsu American, Inc. - Booth # 434 - Fujitsu is the leading Japanese information and communication technology (ICT) company offering a full range of technology products, solutions and services. Approximately 170,000 Fujitsu people support customers in more than 100 countries. We use our experience and the power of ICT to shape the future of society with our customers. Fujitsu Limited (TSE: 6702) reported consolidated revenues of 4.4 trillion yen (US\$47 billion) for the fiscal year ended March 31, 2013. For more information, please see <http://www.fujitsu.com>. 1250 E. Argues Avenue, Sunnyvale, CA, 94085, 214.429.3145

GANTECH Inc. - Booth # 615/616 - GANTECH is a systems integrator modernizing data center services through innovations of virtualization technology. 9175 Guilford Rd., Ste. 101, Columbia, MD, 21046, 443.276.4760 - Web Address: <http://www.gantech.net>

Garrett County / Deep Creek Lake, MD - Booth # 819 - With 600 members, the Garrett County Chamber of Commerce provides support for small businesses and handles the tourism promotion of Garrett County & the Deep Creek Lake area. 15 Visitor's Center Drive, McHenry, MD, 21541, 301.387.4386 - Web Address: <http://www.visitdeepcreek.com>

GovDeals, Inc. - Booth # 330 - GovDeals.com is the leading provider in online government surplus auctions. All state and local governments are welcome to use our services to auction surplus in the smartest, most efficient way possible! 5907 Carmichael Place, Montgomery, AL, 36117, 800.613.0156 4532 - Web Address: www.govdeals.com

Governor's Coordinating Offices - Booth # 208,209,210 - Governor's Coordinating Offices 100 State Circle, Annapolis, MD, 21401, 410.974.3901

Grainger - Booth # 315 - W.W. Grainger, Inc. is North America's leading broad-line supplier of maintenance, repair, and operating products. We have dedicated Government & Education teams available to support our customers' evolving requirements. 809 City Center Blvd., Newport News, VA, 23606, 757.286.6282 - Web Address: www.grainger.com

groSolar - Booth # 530 - groSolar is a one stop source for solar PV projects ranging from development services and financing to engineering, procurement, and construction to long-term operations and maintenance. Our experience includes projects at brownfields, landfills, water treatment plants, and manufacturing facilities for a diverse set of clients from municipalities to utilities and large commercial firms. 9175 Guilford Rd., Suite 202, Columbia, MD, 21046, 802.359.6538 - Web Address: www.grosolar.com

Harford County - Booth # 808 - Harford County government is open for business and working more like your smartphone – smaller, faster and with better customer service. Try our high-tech tools for sparking citizen engagement, get a charge out of our charging station, watch eye-popping 3-D printing in action, enjoy soaring **views of beautiful Harford County, and more. Where can you find us at MACo's Summer Conference? That's easy. Look for our rendition of Aberdeen Proving Ground's JLENS blimp.** - 220 S. Main Street, Bel Air, MD, 21014, 410.638.3020

Harris Corporation - Booth # 412/413 - Harris Public Safety and Professional Communications is a leading supplier of Assured Communications® systems and equipment for federal, public safety, utility and transportation markets, with products ranging from the most advanced IP voice and data networks, to multiband radios, to public safety-grade broadband video and data solutions with over 500 systems deployed worldwide. 2330 Grove Valley Ave., Palm Harbor, FL, 34683, 727.415.6592 - Web Address: www.harris.com

Harry R. Hughes Center for Agro-Ecology - Booth # 230 - Founded in 1999, the Harry R. Hughes Center for Agro-Ecology is an affiliated foundation with the University of Maryland, College of Agriculture and Natural Resources. The Center brings together diverse interests from the agricultural, forestry and environmental communities for the purpose of retaining Maryland's working landscapes and the industries they support while protecting and improving the health of the Chesapeake Bay and its tributaries. The Center accomplishes this by finding applied research that is used to create policies and new management practices as well as promote

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policy change and to educate and reach the public through workshops, conferences, newsletters, and the Center's website: <https://agresearch.umd.edu/agroecol>. PO Box 169, Queenstown, MD, 21658, 410.827.8056 x126 - Web Address: <http://www.agroecol.umd.edu>

Home Paramount Pest Control, Inc. - Booth # 624/625 - Offering the very best in termite and pest control services since 1939. 2011 Rock Spring Rd., Forest Hill, MD, 21050, 410.510.0700 8123 - Web Address: homeparamount.com

Howard County - Booth # 817 - County government. 3430 Courthouse Drive, Ellicott City, MD, 21043, 410.313.4022 - Web Address: <http://www.howardcountymd.gov>

Hyatt Regency Chesapeake Bay - Booth # 908 - An extraordinary Eastern Shore experience awaits you at the Hyatt Regency Chesapeake Bay. Beautifully situated on the banks of the Choptank River, our 400 acre hotel and resort in Cambridge is a delightful location for meetings, family reunions, or simply relaxing. 100 Heron Blvd., Cambridge, MD, 21613, 410.901.6336 - Web Address: www.chesapeakebay.hyatt.com

Insight Public Sector - Booth # 504 - 6820 S. Harl Ave., Tempe, AZ, 85283, 800.467.4448 - Web Address: www.insight.com

Institute for Governmental Service and Research - Booth # 133 - Founded in 1948, the Institute for Governmental Service (IGSR) advances the University of Maryland's public service mission through applied research, education, training, and technology innovations to improve the well-being of individuals and communities. With expertise in quantitative and qualitative assessment, as well as business process re-engineering, IGSR functions to increase knowledge and improve policies, operations, and outcomes in the public service delivery arena. The Institute partners with local governments, state and federal agencies, university researchers, and organizational effectiveness, leadership and governance, fiscal management, and land use and growth management. The Institute also provides strategic planning consultation and facilitation as part of its service portfolio. 4321 Hartwick Road, Suite 208, College Park, MD, 20742, 301.405.3773 - Web Address: <http://www.igsr.umd.edu/>

J&J Truck Bodies - Booth # 519 - J&J manufactures a complete line of steel, aluminum and stainless steel truck bodies. We customize hydraulic systems for snow and ice applications and upfit with plows and spreaders. From small to large fleets, we can provide solutions that work for you. 10558 Somerset Pike, Somerset, PA, 15501, 814.444.3409

Johnson Controls, Inc. - Booth # 304 - Energy Performance Contracting. Renewable Energy. 60 Loveton Circle, Sparks, MD, 21152, 410.382.4882 - Web Address: <http://www.johnsoncontrols.com>

KCI Technologies, Inc. - Booth # 534/535 - With more than 1,000 employees collaborating on diverse projects, KCI is constantly driven by energy, passion and talent. The firm is among the fastest growing in the architectural, engineering and construction industry, yet Maryland counties are still among our biggest clients companywide. Our staff of experts contributes to a body of knowledge in a variety of fields through training, technical articles, published white papers, and conference presentations. We are recognized as an industry leader, employing cutting-edge technologies, management practices and strategic growth initiatives. Our people, projects and organizational success have been honored with awards from some of the trade's most prestigious bodies. KCI ranks #74 on the Engineering News-Record (ENR) annual list of Top 500 Design Firms in the country, as well as #7 on the list of Top 20 Telecommunications Firms, and #48 among the Top 100 'Pure' Designers. 936 Ridgebrook Rd., Sparks, MD, 21152, 410.316.7986 - Web Address: <http://www.kci.com>

Kennedy Krieger Institute - Booth # 432 - Located in the Baltimore/Washington region, Kennedy Krieger Institute is internationally recognized for improving the lives of 20,000 children and young adults with disorders and injuries of the brain, spinal cord, and musculoskeletal system each year, through inpatient and outpatient clinics; home and community services; and school-based programs. 707 N. Broadway, Baltimore, MD, 21205, 443.923.9200 - Web Address: www.kennedykrieger.org

Kent County Tourism Development Office - Booth # 800 - 400 High Street, Chestertown, MD, 21620,



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Knoll, Inc. - Booth # 319 - Knoll is recognized internationally for creating workplace furnishings that inspire, evolve and endure. Our commitment to innovation and modern design has yielded a comprehensive portfolio of office systems, seating, files and storage, tables and desks, wood casegoods, textiles and accessories. 105 Jefferson Run Road, Great Falls, VA, 22066, 703.501.4855

Kodak Alaris - Booth # 515 - Kodak Alaris is a new company driven by the simple belief that "we can always find a better way." Our Information Management division helps organizations capture content from digital and paper sources, extract insights, and deliver the right information to the right place at the right time for better outcomes. Our portfolio includes document scanners, a global service and support team, and software and solutions that capture and intelligently manage information. For small offices and large-scale organizations, we provide new ways to automate processes, improve customer interactions and make smarter business decisions. To learn more, please visit www.kodakalaris.com/go/IMnews. Follow us on Twitter at twitter.com/kodakdi and twitter.com/KodakDI_EAMER and visit our blogs at infooverdrive.com and informationdynamix.com. The Kodak trademark and trade dress are used under license from Eastman Kodak Company. 2400 Mt. Read Blvd., Rochester, NY, 14615, 585.310.5216 - Web Address: www.kodakalaris.com/go/im

Kone Inc. - Booth # 316 - Elevator and escalator installation, maintenance and repair services. 6901 Muirkirk Meadow Drive, Beltsville, MD, 20705, 301.875.8520 - Web Address: www.kone.us

Kronos Inc. - Booth # 620 - Kronos is the global leader in workforce management solutions that enable public sector organizations to more effectively manage their largest and most controllable expense-their employees. Today over 2,000 government organizations use Kronos time and attendance, scheduling, absence management, HR and payroll, hiring, and labor analytics applications. 297 Billerica Rd., Chelmsford, MA, 01824, 978.947.2806 - Web Address: www.kronos.com

L-3 National Security Solutions - Booth # 308 - L-3 National Security Solutions (L-3 NSS) provides cybersecurity and complete IT infrastructure support services for federal, state and local government organizations, as well as K-12 and secondary educational institutions. Our innovative solutions in the areas of asset management, mobile device management and student computing initiatives consistently reduce organizations' IT costs while providing outstanding quality of service. 11955 Freedom Drive, Reston, VA, 20190, 703.434.5062 - Web Address: www.l-3.com

Local Government Insurance Trust (LGIT) - Booth # 507 - A non-profit Trust created, owned and governed by Maryland local governments and endorsed by MACo to provide various liability and property insurance and health benefits coverages. 7225 Parkway Drive, Hanover, MD, 21076, 443.561.1700 - Web Address: www.lgit.org

Manns Woodward Studios - Booth # 609 - A Maryland-based architectural firm that specializes in the design of public safety and community driven facilities. 10839 Philadelphia Rd., White Marsh, MD, 21162, 410.344.1460 - Web Address: www.mwsarch.com

Maryland Agricultural & Resource-Based Development Corp. - Booth # 614 - The Maryland Agricultural and Resource-Based Industry Development Corporation (MARBIDCO) is an economic development financial intermediary organization established to promote the continued viability of Maryland's agriculture, forestry, and seafood industries. A major objective of MARBIDCO is to help agricultural and resource-based businesses to innovate, diversify and exploit emerging market opportunities in food and fiber production and agri-tourism. The programming offered by the Corporation is also designed to help increase rural business sustainability and profitability while at the same time contributing to the preservation of Maryland's rural working landscape of productive farms and forests. MARBIDCO's core programming involves the making of low-cost loans for land, equipment and working capital (working in conjunction with commercial lenders), as well as grants for specialized rural business development assistance. The Corporation has also been tasked with assisting State and county land preservation agencies in facilitating installment or "critical farm" easement sale purchases, as well as, a new "Next Generation" young farmer land purchase assistance and farmland preservation program. 1410 Forest Drive, Suite 26, Annapolis, MD, 21403, 410.267.6807 - Web Address: www.marbidco.org

The top portion of the advertisement features a grayscale photograph of a city skyline with several skyscrapers. In the foreground, a multi-lane highway with a few cars is visible, flanked by trees. A white rectangular box is overlaid on the left side of the image, containing the Siemens logo.

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Maryland Agricultural Education Foundation, Inc. - Booth # 419 - The Maryland Agricultural Education Foundation is celebrating over 25 years promoting the understanding and appreciation of agriculture in our daily lives. We do this through pre-k through post secondary education. POB 536, Havre de Grace, MD, 21078, 410.939.9030 - Web Address: <http://www.maefonline.com>

Maryland Association of Community Colleges (MACC) - Booth # 410 - At 16 Maryland community colleges, 22 campuses and more than 1,000 learning sites across the state, over 500,000 community college students annually pursue academic degrees, 130+ certifications in career and technical training, and diverse courses that refresh and develop career and life skills. Community college programs are designed for both full and part-time students, and include online learning opportunities, state-of-the-art facilities, and professional and adjunct teaching staff. Key partners in local economic development, Maryland community colleges deliver customized training designed to meet immediate, local labor needs and ensure the availability of a skilled workforce to attract new business employers. The Maryland Association of Community Colleges (MACC) is an advocate for the state's community colleges and the educational needs of the students they serve. For more information about MACC and Maryland's community colleges, visit www.mdacc.org or call (410) 974-8117. 60 West St., Suite 200, Annapolis, MD, 21401, 410.974.8117 - Web Address: <http://www.mdacc.org>

Maryland Association of Counties - Booth # 901/902 - 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's members determine Association policy and positions on executive and legislative proposals through an elected Board of Directors and a volunteer Legislative Committee. Through MACo's advocacy, training, education programs, and annual conferences, members are provided with endless opportunities to improve their capacity to serve their residents. 169 Conduit Street, Annapolis, MD, 21401, 410.269.0043

Maryland Association of County Health Officers - Booth # 313 - The Maryland Association of County Health Officers (MACHO) is a non-profit organization whose primary purpose is to promote the health and well-being of Maryland citizens. It actively works with MACo, the State Department of Health and Mental Hygiene, the State Department of the Environment, and other health related agencies. Its activities include education, liaison, and public health policy development and implementation. 615 N. Wolfe Street, Room W 1504 C, Baltimore, MD, 21205, 410.614.6891 - Web Address: www.mdcounties.org/MACHO

Maryland Association of Nonpublic Special Ed Facilities - Booth # 416 - MANSEF is the collective voice and essential resource for the non public special education community to champion the continuum of services for students with special needs. 6501 North Charles Street, PO Box 6815, Baltimore, MD, 21285, 410.938.4413 - Web Address: <http://www.mansef.org>

Maryland Charity Campaign - Booth # 102 - We are the Maryland State Government workplace giving campaign giving Maryland State employees and university faculty and staff the opportunity to contribute to their charities of choice through the ease of payroll deduction 100 S. Charles St., 5th Floor, Baltimore, MD, 21201, 410.895.1388 - Web Address: www.mdcharity.org

Maryland Classified Employees Association - Booth # 326 - Union representing Maryland state, county, and municipal employees. 933 Mt. Hermon Rd., Salisbury, MD, 21804, 410.749.9135 - Web Address: <http://www.mcea.org>

Maryland Clean Energy Center - Booth # 232 - The Maryland Clean Energy Center (MCEC) is an instrumentality of the state created with an economic development mission to advance the adoption of clean energy along with energy efficiency products, services and technologies. MCEC works to leverage private sector capital to implement public sector energy goals as well as to help homeowners and businesses save money on their energy bills. 1212 West Street, Suite 200, Annapolis, MD, 21401, 443.949.8505 - Web Address: www.mdcleanenergy.org

Maryland Community Action Partnership (MCAP) - Booth # 626 - MCAP is a non-profit, state/region

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association that advocates on behalf of low-income families in Maryland, DC, and the state of Delaware. 420 Chinquapin Round Road, Suite 2-I, Annapolis, MD, 21401, 410.482.5168 - Web Address: maryland-cap.org

Maryland Concrete Raising & Leveling - Booth # 200 - We provide concrete raising and concrete leveling services that include sunken concrete, driveway repair, sidewalks, patio & concrete maintenance. 2503 Millington Rd., Millington, MD, 21651, 410.490.4836 - Web Address: www.mdcl.com

Maryland Conservation Partnership - Booth # 710 - Maryland's Conservation Partnership--a coalition of federal, state and local agricultural agencies dedicated to protecting and conserving natural resources and promoting Maryland agriculture by providing a range of educational, financial, technical assistance and regulatory programs. Members include the Maryland Department of Agriculture, Maryland Association of Soil Conservation Districts, State Soil Conservation Committee, University of Maryland Extension, USDA Natural Resources Conservation Service and USDA Farm Service Agency. 50 Harry S. Truman Parkway, Annapolis, MD, 21401-7080, 410.841.5788 - Web Address: www.mda.maryland.gov

Maryland Correctional Enterprises - Booth # 115/116 - Maryland Correctional Enterprises (MCE) provides structured training and employment for Maryland offenders, through the production and sale of quality products to improve their employment opportunities upon release. MCE can offer our customer base a wide variety of products and services. 7275 Waterloo Rd., Jessup, MD, 20794, 410.540.5426 - Web Address: www.mce.md.gov

Maryland Department of Assessments and Taxation - Booth # 126 - State agency 301 West Preston Street, Room 808, Baltimore, MD, 21201, 410.767.4881 - Web Address: www.dat.maryland.gov

Maryland Department of Business & Economic Development - Booth # 113 - A partner for business growth, the Department of Business & Economic Development assists start up and established companies with capital access, small and minority franchise financing, expedited business licensing and permitting, advocacy and outreach, and promotion of tourism, film and the arts. Learn more at www.choosemaryland.org and <http://visitmaryland.org/Pages/MarylandHome.aspx>. 401 E. Pratt Street, 9th Floor, Baltimore, MD, 21202, 410.767.4067 - Web Address: www.choosemaryland.org

Maryland Department of Education - Booth # 223 - State Education Agency 200 W. Baltimore Street, 7th floor, Baltimore, MD, 21201, 410.767.0368 - Web Address: www.marylandpublicschools.org

Maryland Department of General Services - Booth # 211 - DGS - Providing leading-edge professional and technical services to keep state and local government working today and in the future. 301 West Preston Street, Suite 1403, Baltimore, MD, 21201, 410.767.4285 - Web Address: www.dgs.maryland.gov

Maryland Department of Housing & Community Development - Booth # 120/121 - Wednesday, August 12th from 1:00 pm - 2:30 pm, Charles Day & Michael Holasky from DHCD participate in "Build It and They Will Come: Infrastructure Tools to Attract Private Investment." Friday, August 14th from 9:00 am - 10:30 am, MD DHCD Secretary Holt participates in the "Maryland's Next Frontier in Economic Development" session. The Maryland Department of Housing and Community Development helps build the communities where you want to live by working with diverse partners to finance housing and community development opportunities that change Maryland for the better. 7800 Harkins Road, Lanham, MD, 20706, 410.514.7404 - Web Address: www.mdhousing.org

Maryland Department of Human Resources-Constituent Svcs. - Booth # 124 - The Maryland Department of Human Resources is the state's human service provider. The agency provides a wide range of services that are administered by local departments of social services in each of the 24 local jurisdictions across the state. 311 W. Saratoga St., Room 247, Baltimore, MD, 21201, 410.767.9275 - Web Address: www.dhr.state.md.us

Maryland Department of Information Technology - Booth # 224 - Coordinate, purchase and manage all telecommunication devices and systems utilized by State agencies. The Secretary of IT leads chief information officers of all agencies to streamline business processes across State government. 45 Calvert Street, Annapolis, MD, 21401, 410.260.6256 - Web Address: doit.maryland.gov



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Maryland Department of Juvenile Services - Booth # 220 - By law, DJS is a child-serving agency responsible for assessing the individual needs of referred youth and providing intake, detention, probation, commitment, and after-care services. DJS collaborates with youth, families, schools, community partners, law enforcement, and other public agencies to coordinate services and resources to contribute to safer communities. 120 West Fayette Street, Baltimore, MD, 21201, 410.230.3154 - Web Address: www.djs.state.md.us

Maryland Department of Labor, Licensing & Regs. - Booth # 226,227 - Government State Agency. 1100 North Eutaw Street, Baltimore, MD, 21201, 410.767.2959 - Web Address: www.dlfr.state.md.us/

Maryland Department of Legislative Services - Booth # 312 - Staff support agency for the Maryland General Assembly. 90 State Circle, Annapolis, MD, 21401, 410.946.5573

Maryland Department of Planning - Booth # 117 - Maryland State Government Agency 301 W. Preston Street, Suite 1101, Baltimore, MD, 21201, 410.767.4614 - Web Address: <http://Planning.Maryland.gov>

Maryland Department of the Environment - Booth # 123 - 1800 Washington Blvd., Baltimore, MD, 21230, 410.537.3172 - Web Address: <http://mde.state.md.us>

Maryland Department of Transportation - Booth # 108 - 112 - State government. 6601 Ritchie Highway, Room 200B, Glen Burnie, MD, 21062, 410.787.7856 - Web Address: www.mva.maryland.gov

Maryland Department of Veteran Affairs - Booth # 221 - The MDVA is a state agency with a service mission to assist veterans, active duty service members, and dependents with securing benefits earned through military service. The Department manages a Service Program, Charlotte Hall Veterans Home, the Veterans Cemetery and Memorial Program, Outreach and Advocacy, and the Maryland Veterans Trust. Additionally, the MDVA is lead on Operation Hire Maryland, an initiative to create a statewide veteran friendly business network. 16 Francis Street, 4th Floor, Annapolis, MD, 21401, 410.260.3842 - Web Address: veterans.maryland.gov

Maryland Emergency Management Agency - Booth # 219 - The Maryland Emergency Management Agency: MEMA is responsible for coordinating the State's response in any major emergency or disaster. This includes supporting local governments as needed or requested, and coordinating assistance with FEMA and other federal partners. MEMA staff conducts exercise and training, planning, regional liaison programs, mitigation and recovery, grants management, and technology support. The Maryland Joint Operations Center (MJOC) is an 24/7 operation run jointly by MEMA and the Maryland National Guard. 5401 Rue Saint Lo Drive, Reisterstown, MD, 21136, 443.386.1287 - Web Address: www.mema.maryland.gov

Maryland Emergency Number Systems Board - Booth # 218 - 9-1-1 Board 115 Sudbrook Lane, Suite 201, Pikesville, MD, 21208, 410.585.3015 - Web Address: www.dpssc.state.md.us/ensb

Maryland Employer Support for the Guard & Reserve - Booth # 201 - MD ESGR is a DoD Agency. We provide free training, education and, if necessary, free mediation to reserve component members and their employers regarding USERRA (Uniformed Services Employment and Reemployment Rights Act). USERRA is the law that covers Reserve Component (RC) members while on military duty and requires the employer to re-hire the RC member upon completion of military duty. MD ESGR provides Annual, Pre and Post Mobilization briefings to RC members and their family members. ESGR partners with Hero 2 Hired (www.H@H.Jobs) to assist service members and their family members in seeking employment opportunities. 29 Division Street, Baltimore, MD, 21201-2288, 410.234.3809 - Web Address: <http://www.mdesgr.org>

Maryland Energy Administration - Booth # 125 - The Maryland Energy Administration's mission is to assist Maryland citizens and businesses to save money through smart investments in energy efficiency, renewable energy and conservation. 60 West Street, Suite 300, Annapolis, MD, 21401, 410.260.7655

Maryland Environmental Service - Booth # 127 - Maryland Environmental Service is an innovative and leading edge solver of environmental problems, a responsible and successful manager of environmental operations and a great place to work. Our mission is to provide operational and technical services to protect and enhance the environment for the people of Maryland. 259 Najoles Road, Millersville, MD, 21108, 410.729.8638 - Web Address: www.menv.com

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Maryland Fire Chiefs' Association - Booth # 418 - To bring together, Fire Officers, Fire Chiefs and other persons interested in saving life, protection of property and the preventing and extinguishing of fires. To discuss ways and means for the betterment of the fire service in Maryland and reduction of the unnecessary loss of life and property of fires. 16020 Alderwood Lane, Bowie, MD, 20716, 301.717.1161

Maryland FirstNet Team - Booth # 314 - Working with Maryland first responders to plan for the deployment of the Nationwide Public Safety Broadband Network in the State. 1201 Reisterstown Road, Pikesville, MD, 21208, 443.829.6849 - Web Address: firstnet.maryland.gov

Maryland Health Connection - Booth # 129 - State agency that administers Maryland Health Connection, the State's health insurance marketplace. 750 East Pratt Street, 16th Floor, Baltimore, MD, 21202, 443.890.5522 - Web Address: www.marylandhealthconnection.gov

Maryland Heritage Areas - Booth # 909 - Maryland's Heritage Areas are locally designated regions where public and private partners make commitments to preserving historical, cultural and natural resources for sustainable economic development through heritage tourism. 4948 Conowingo Rd., Darlington, MD, 21034, 410.457.2482 - Web Address: www.mht.maryland.gov

Maryland Higher Education Commission - Booth # 222 - The Maryland Higher Education Commission (MHEC) coordinates the growth and development of post-secondary education in Maryland. In keeping with the goals outlined in the State Plan for Post-Secondary Education, the Commission establishes statewide policies for public and private colleges and universities, and for private career schools. The Commission reviews and approves the start-up and continuation of new colleges and universities in Maryland as well as requests for new academic programs at established schools. Additionally, MHEC serves as the administrator for state financial aid programs. 6 North Liberty Street, 10th Floor, Baltimore, MD, 21201-3705, 410.767.3043 - Web Address: www.mhec.state.md.us

Maryland Ind. College & University Assn. - Booth # 325 - The Maryland Independent College and University Association is a voluntary association of sixteen independent colleges and universities, which has as its mission the collective representation and coordination of independent higher education in Maryland. The Association is comprised of a diverse and distinctive group of institutions with different visions, missions, and goals. 60 West Street, Suite 201, Annapolis, MD, 21401, 410.269.0306 - Web Address: <http://www.micua.org>

Maryland Institute for Emergency Medical Services Systems - Booth # 225 - MD State Agency - Emergency Medical Services 653 W. Pratt Street, Baltimore, MD, 21201, 410.706.3145 - Web Address: <http://www.miemss.org>

Maryland Insurance Administration - Booth # 215 - State Agency that oversees the insurance industry. We provide consumer education information to Maryland residents. We are the State agency that consumers contact for file complaints against their company. 200 Saint Paul Street, Suite 2700, Baltimore, MD, 21202, 410.468.2024 - Web Address: <http://www.mdinsurance.state.md.us>

Maryland Libraries - Booth # 118,119,216,217 - Regional Libraries of Maryland, Maryland Library Association, Maryland Public Libraries and State Library Resource Center/SAILOR. Provide library services to Maryland residents and visitors. 31901 Tri-County Way, Suite 116-B, Salisbury, MD, 21804, 410.742.1537 - Web Address: <http://www.esrl.org>

Maryland Local Government Health Cooperative - Booth # 506 - The Maryland Local Government Health Cooperative was established in 2010 by The Benecon Group in partnership with the Local Government Insurance Trust (LGIT) and Cigna to assist Local Governments in the Self-Funding of their Group Health Insurance program in a safe and secure environment. The Self-Funded Health Insurance Cooperative environment will help employers save precious premium dollars while providing outstanding coverage to their employees. The Maryland Local Government Health Cooperative's mission is to help employers obtain the lowest possible cost option for financing their Health Insurance while providing savings, control, transparency, protection and health navigation/wellness initiatives. When you want the savings and control of a Self-Funded



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- Club Car, LLC - Booth # 320 - Small-wheel utility vehicles, electric, gasoline and diesel. LSVs and golf cars. Phone: 4125.603.888.9621 - Web Address: www.clubcar.com
- Knoll, Inc. - Booth # 319 - Knoll is recognized internationally for creating workplace furnishings that inspire, evolve and endure. Our commitment to innovation and modern design has yielded a comprehensive portfolio of office systems, seating, files and storage, tables and desks, wood casegoods, textiles and accessories. Phone: 703.501.4855
- Kone Inc. - Booth # 316 - Elevator and escalator installation, maintenance and repair services. Phone: 301.875.8520 - Web Address: www.kone.us
- National Association of Counties - Booth # 318 - Serving county members for more than 75 years with exclusive benefits and services. Phone: 202.942.4221 - Web Address: www.naco.org
- TAPCO - Booth # 317 - TAPCO provides over 10,000 traffic solutions including solar options, traffic control, breakaway anchors, parking products, parking products, sign design and maintenance. Visit us online for product information, videos, and more at www.tapconet.com. Phone: 262.649.5244 - Web Address: www.tapconet.com

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Health Insurance program, turn to the Maryland Local Government Health Cooperative. Web Address: www.LGIT.com 147 West Airport Road, Liitz, PA, 17543, 717.723.4600 - Web Address: www.benecon.com

Maryland Lottery and Gaming Control Agency - Booth # 106/107 - Gaming industry. 1800 Washington Blvd., Ste. 330, Baltimore, MD, 21117, 410.230.8807 - Web Address: <http://www.mdlottery.com>

Maryland Municipal Clerks Association - Booth # 512 - The Maryland Clerks Association is a professional, non-profit association that promotes continuing education and certification, provides net-working solutions for municipal and county clerks. 8103 Sandy Spring Rd., Laurel, MD, 20707, 301.725.5300 - Web Address: www.laurel.org

Maryland Office of the Comptroller - Booth # 212 - Tax information and assistance. 80 Calvert Street, Room 121, Annapolis, MD, 21401, 410.260.6346

Maryland Office of the Secretary of State - Booth # 707 - Secretary of State responsibilities include attesting to the Governor's signature on all public papers & documents; certifies documents for international transactions; administers the notary public laws & registers charitable organizations. Wineland Building, 16 Francis Street, Annapolis, MD, 21401, 410.260.3853 - Web Address: www.sos.state.md.us

Maryland Office of Tourism - Booth # 904 - The Maryland Office of Tourism is an agency of the Division of Tourism, Film and the Arts within the Maryland Department of Business and Economic Development, The tourism office serves as the state's official travel marketing agency, promoting Maryland's attractions, accommodations and services to increase visitor spending. Visitors to the state spent more than \$15.4 billion on travel-related expenses in 2013. During 2013, the Maryland tourism industry also generated \$2.1 billion in state and local taxes and provided more than 138,500 jobs for Maryland residents. 401 E. Pratt St., 14th Floor, Baltimore, MD, 21202, 410.767.6288 - Web Address: www.visitmaryland.org

Maryland Public Television - Booth # 204 - Studio facilities, edit suite rentals and high quality video production for state and local agencies. Our award-winning, experienced staff will help you complete your assignment, on time and on budget. Email MPT's Production Services at rentals@mpt.org. 11767 Owings Mills Blvd., Owings Mills, MD, 21117. (410) 581-4062 Web address: mpt.org/rentals 11767 Owings Mills Blvd., Owings Mills, MD, 21117, 410.581.4062 - Web Address: <http://www.mpt.org>

Maryland Public Television - Booth # 203 - In its largest-ever initiative, Maryland Public Television salutes the men and women who served in the military during the Vietnam War. Already years in the making, MPT Salutes Vietnam Veterans unfolds in 2016 with the spring broadcast premier or the multi-part documentary Maryland Vietnam War Stories and the June 11-12 weekend event LZ Pimlico at Baltimore's Pimlico Race Course. 11767 Owings Mills Blvd., Owings Mills, MD, 21117, 410.581.4071 - Web Address: www.mpt.org

Maryland Ready Mix Concrete Association - Booth # 608 - Information about concrete streets being the preferred paving material. Benefits include fuel efficiency, lighting, storm water management, urban heat island reduction and lower life cycle cost. P.O. Box 617, Frederick, MD, 21705, 301.694.4899 - Web Address: <http://www.marylandconcrete.com>

Maryland Register of Wills Association - Booth # 213 - The Register of Wills is responsible for appointing personal representatives to administer decedent's estate and for overseeing the proper and timely administration of these proceedings. One West Market Street, Court House Room 102, Snow Hill, MD, 21863, 410.632.1529 - Web Address: registers.maryland.gov

Maryland Relay - Booth # 214 - MD Relay is a free public service that enables people, who are unable to use a standard telephone, to both make and receive phone calls. 301 W. Preston Street, 1008A, Baltimore, MD, 21201, 800.552.7724 - Web Address: www.mdrelay.org

Maryland Rural Counties Coalition - Booth # 706 - Non-partisan organization comprised of 15 county governments working cooperatively to advocate for and represent the needs of our state's rural communities. 225 North Center Street, Westminster, MD, 21157, 410.386.2043

Maryland Association of Counties Directory of County Officials Order Form

Published biennially, the 400 plus page Directory of Maryland County Officials, compiled and published by MACo, includes contact information for county and state government elected and appointed officials in Maryland and the state Congressional delegation.

The directory is a must-have reference for anyone doing business with Maryland elected officials. The directory is divided into county and state sections, and includes an alpha order directory for locating individuals listed.

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Maryland Small Business & Technology Dev. Center - Booth # 131 - Small business and technology management and training services. 7100 Baltimore Ave., Suite 401, College Park, MD, 20740, 301.209.2140 - Web Address: <http://www.mdsdbc.umd.edu>

Maryland State Firemen's Association - Booth # 206 - The MSFA represents the State of Maryland volunteer fire, rescue and emergency medical services. 458 Bow Street, Elkton, MD, 21921, 443.945.3316 - Web Address: www.msfa.org

Maryland-Delaware-District of Columbia Beverage Association - Booth # 1000-1007 - Trade Association representing local soft drink bottlers and distributors. 3 Church Circle, #201, Annapolis, MD, 21401, 410.693.2226

MEDI - Booth # 323 - State of MD contract BPO #001B7900158. Over 30 ears providing document management solutions. Featuring docSTAR, full conversion services, ScanPro Microform and Canon document scanners. 8227 Cloverleaf Drive, Suite 304, Millersville, MD, 21108, 410.712.4141

Mediation & Conflict Resolution Office - Booth # 130 - The Mediation and Conflict Resolution Office (MACRO) is part of the Maryland Judiciary's Administrative Office of the Courts. MACRO fosters appropriate dispute resolution in the courts and community and promotes quality assurance in mediation throughout Maryland, increasing public awareness regarding the use and benefits of mediation, community conferencing and other conflict resolution processes. 2001-C Commerce Park Drive, Annapolis, MD, 21401, 410.260.3540 - Web Address: www.marylandmacro.org

Miss Utility - Booth # 612 - An underground utility line is damaged once every six minutes nationwide due to failure to call 811 before digging. Miss Utility is the one-call excavation and demolition notification center for Maryland and Washington, D.C., and Miss Utility of Delmarva is the on-call center for Delaware and the Eastern Shore of Maryland. Anyone who is planning to dig or alter the surface of the ground must call Miss Utility at 811 or 1.800.257.7777 for Maryland (west of the Chesapeake Bay) and Washington, D.C., and 1.800.282.8555 for Delaware and Maryland (east of the Chesapeake Bay) or submit an online request at www.missutility.net at least two full business days prior to digging so that owner-member utilities can mark the approximate location of underground lines and ultimately prevent damages, injuries and costly fines. Dora Parks, Manager, Client Relations at 410.782.2026 or dparks@missutility.net. 7223 Parkway Drive, Suite 100, Hanover, MD, 21076, 410.782.2026 - Web Address: www.missutility.net

Montgomery County - Booth # 813/814 - As we leave the shadow of the great recession, Montgomery County is proud of the progress it has made in moving forward with innovative and bold ideas. The projects we'll be presenting and discussing are: a Health and Human Services Neighborhood Network that is embedding health care and services in communities; through an Autism Technology Pilot program we're helping students diagnosed with autism communicate using new methods and technologies; we're making it easier for businesses to operate by offering permit streamlining through electronic plan submission; our 311 Call Center is using state of the art technology and social media to handle resident service requests; we're turning food into economic opportunity through Food Recovery and Kitchen Incubator initiatives; we're building new economic engines in places like White Flint and the Great Seneca Science Corridor through groundbreaking smart growth initiatives; we're creating social and economic value in government data through our open data portal; the White House has lauded us for our SCALE Project, a part of the Smart America program. This project has the potential to save lives and make non-functioning smoke detectors a thing of the past; we're saving printing costs and improving citizen engagement via our new electronic budget book and financial transparency portal. We're continuously improving, continuously evolving, and continuously exploring new ways to make life better in Montgomery County. 101 Monroe St., 2nd Floor, Rockville, MD, 20850, 240.777.2590 - Web Address: <http://www.montgomerycountymd.gov>

Motorola Solutions, Inc. - Booth # 600 - Motorola Solutions, Inc. provides public safety and public service sector integration and communications solutions to the State of Maryland, 16 of its 23 Counties plus the Cities of Baltimore, Salisbury, and Annapolis. Motorola's portfolio of solutions includes wireless voice and 4G data systems, Computer Aided Dispatch, Records & Jail Management Systems, Mobile Data Software, Mobile

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Computing Hardware, Citizen Response Management (311) Systems, Wireless Broadband Networks, Video Surveillance Systems, and Interoperability Networks. Motorola Solutions is proud to be a Corporate Partner of the 2015 Maryland Association of Counties Conference. For more information on these solutions, please visit Booth #600. 7031 Columbia Gateway Drive, 3rd Floor, Columbia, MD, 21046, 410.712.4802 - Web Address: www.motorolasolutions.com

Multi-Bank Securities, Inc. - Booth # 306 - Multi-Bank Securities, Inc. is a certified veteran-owned business and fixed-income securities broker-dealer headquartered in Southfield, Michigan. Since 1988, we have specialized in the sales and trading of fixed-income securities, including U.S. Treasuries, agencies, mortgage-backed securities, corporate bonds, municipal bonds, certificates of deposit and commercial paper. Our online platform, eConnectDirect®, is an essential tool for treasurers and finance officers to manage their fixed-income investment needs. To learn more, visit www.econnectdirect.com. 1000 Town Center, Suite 2300, Southfield, MI, 48075, 248.291.0648 - Web Address: www.mbssecurities.com

Musco Sports Lighting - Booth # 235 - Musco provides indoor and outdoor lighting solutions and makes sports lighting happen worldwide, featuring environmentally and budget friendly Light-Structure Green™. 100 1st Ave. W, Oskaloosa, IA, 52577, 641.673.0411 - Web Address: www.musco.com

National Association of Counties - Booth # 318 - Serving county members for more than 75 years with exclusive benefits and services. 25 Massachusetts Ave., NW, Ste.500, Washington, DC, 20001, 202.942.4221 - Web Address: www.naco.org

National Security Agency - Booth # 207 - The National Security Agency/Central Security Service leads the U.S. Government in cryptology that encompasses both Signals Intelligence (SIGINT) and Information Assurance (IA) products and services, and enables Computer Network Operations (CNO) in order to gain a decision advantage for the Nation and our allies under all circumstances. 9800 Savage Road, Suite 6862, Fort Meade, MD, 20755-6600, 301.688.1818 - Web Address: www.nsa.gov

National Vision Administrators, LLC (NVA) - Booth # 505 - NVA, the official vision care provider of the Local Government Insurance Trust and the Maryland Local Government Health Cooperative is a national vision benefits company with over 35 years experience catering to the needs of the public sector. NVA provides innovative and cost-effective vision programs to address the unique benefit challenges facing public sector employers. 1200 Rte. 46 West, Clifton, NJ, 07013, 973.574.2411 - Web Address: www.e-nva.com

Nationwide Retirement Solutions - Booth # 526/527 - On Your Side. Nationwide is a market leader in providing supplemental retirement savings programs for public employees. Nationwide has been serving public sector employees and their families for nearly 40 years. Nationwide's programs include 457(b), 401(a), and Post-Employment Health Plans, and are comprehensive - incorporating investment, education, and administrative service solutions for governmental employers. Visit or call Retirement representatives are registered representatives of Nationwide Investment Services Corporation, member FINRA. 475 Dominique Court, Sykesville, MD, 21784, 410.274.9568 - Web Address: <http://www.nrsforu.com>

Newport Partners for Maryland Energy Administration - Booth # 422 - Newport Partners is a small, woman-owned consulting firm located just outside of Washington, DC. Focused on the building and housing industry, we provide both analytical and technical services to clients in both the public and private sectors. On behalf of the Maryland Energy Administration (MEA), Newport is currently providing Energy Code training and support services to stakeholders in Maryland. Having adopted the 2015 IECC as of January 1, it is even more important now that the state's building professionals be educated on the new code. Our training and support services include: traditional classroom training for both small and large groups, customized training tailored towards a particular group's needs, plan review and field support services, as well as an Energy Code Coach Hotline available to answer any and all questions related to the code. Newport staff are experts on building science and regulatory issues and have a longstanding relationship working with both industry and government to improve building in Maryland and around the country. Our goal is to help Maryland reach its energy goals by providing the services and support necessary. Don't miss this opportunity to learn from the experts, come visit our booth and find out how we can help you help Maryland! 3760 Tanglewood Lane, Davidsonville, MD, 21035, 301.889.0017 - Web Address: www.newportpartnersllc.com

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NORESKO, L.L.C. - Booth # 529 - As one of the largest energy services companies in the U.S., NORESKO utilizes design-build and a variety of performance-based contracting vehicles to deliver energy and maintenance savings and significant infrastructure upgrades to existing facilities. These upgrades can be funded through cost savings that the projects generate, without the need for up-front capital expenditures by the customer. NORESKO has guaranteed more than \$3 billion in energy and operating cost savings at more than 7,000 sites throughout the U.S. and worldwide. 2750 Prosperity Ave., Suite 130, Fairfax, VA, 22031, 410.980.0433 - Web Address: <http://www.noresko.com>

Norseman Defense Technologies - Booth # 415 - Norseman Defense Technologies is an information technology solutions integrator/consultant. Norseman Defense Technologies delivers value to Federal Government entities by providing best-in-breed IT hardware, software and data center solutions. 8172 Lark Brown Rd., Elkridge, MD, 21075, 410.579.8600 - Web Address: www.norseman.com

Office of Administrative Hearings - Booth # 122 - Many of Maryland's government agencies regulate certain actions of businesses and citizens and some are involved in determining the rights of citizens. Maryland's businesses and citizens may not always agree with the actions taken by State government agencies. The Office of Administrative Hearings is an independent unit within the Executive Branch of State government which was created in 1990 to provide due process hearings and alternative dispute resolution for any person of business affected by the action or proposed action or State agencies. 11101 Gilroy Rd, Hunt Valley, MD, 21031, - Web Address: www.oah.state.md.us

Office of the Attorney General - Booth # 114 - The Office of the Attorney General has general charge, supervision and direction of the legal business of the State, acting as legal advisors and representatives of the major departments, various boards, commissions, officials and institutions of State Government. The Consumer Protection Division of the office provides a mediation and arbitration service to consumers to help resolve complaints against businesses and health insurance carriers. There are two different mediation units within the Division, the General Mediation Unit and the Health Education and Advocacy Unit, to meet a wide variety of needs. These units handle approximately 10,000 complaints each year and are successful in approximately 60% of the cases they handle. In addition, the Health Education and Advocacy Unit handles private health insurance appeals and is very active in assisting consumers with the Health Insurance Exchange. 200 St. Paul Place, Baltimore, MD, 21202, 410.576.7942 - Web Address: www.oag.state.md.us

Office of the Honorable Barbara A. Mikulski - Booth # 705 - Office of the United States Senator. 901 S. Bond Street, Suite 310, Baltimore, MD, 21231, 410.962.4510

Office of the Honorable Benjamin Cardin - Booth # 704 - U.S. Senator - Legislative 100 South Charles Street, Suite 1710, Baltimore, MD, 20201, 410.962.4436 - Web Address: <http://www.cardin.senate.gov>

Office of the Honorable Dutch Ruppersberger - Booth # 703 - Congressional office providing constituent services and federal government information to the citizens of Maryland. 375 W. Padonia Rd., Suite 200, Timonium, MD, 21093, 410.628.2701 - Web Address: www.dutch.house.gov

Optotrafic, LLC - Booth # 233 - Optotrafic, LLC designs and builds its patented LIDAR sensors, producing superior accuracy and reliability for vehicle speed measurements as the leading Automated Traffic Enforcement provider. 4600 Forbes Boulevard, Lanham, MD, 20706, 301.552.6201 - Web Address: www.optotrafic.com

Partnership for Action Learning in Sustainability (PALS) - Booth # 137 - The Partnership for Action Learning in Sustainability (PALS) at the University of Maryland - College Park is a campus-wide initiative that enlists faculty expertise and student ingenuity to offer fresh solutions to challenges facing Maryland communities. Administered by the National Center for Smart Growth, the PALS mission is to provide high-quality, low-cost assistance to local governments while creating an active and valuable real-world learning experience for UMD graduate and undergraduate students. 1112A Preinkert Field House, Building 054, College Park, MD, 20742, 443.540.5033 - Web Address: www.smartgrowth.umd.edu/PALS

Pavement Corporation - Booth # 518 - We provide concrete raising and concrete leveling services that include sunken concrete, driveway repair, sidewalks, patio & concrete maintenance. 10903 Indian Head Hwy., Suite

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104, Fort Washington, MD, 20744, 855.976.8465 - Web Address: www.pavementcorporation.com

Pepco & Delmarva Power C&I Energy Savings Program - Booth # 302 - The Pepco and Delmarva Power C&I (Commercial & Industrial) Energy Savings Program encourages energy efficiency projects, large and small. From changing out light fixtures to replacing major mechanical equipment, Pepco and Delmarva Power provides Maryland customers cash incentives that reduce the initial cost of energy efficiency projects. These equipment and system upgrades improve your efficiencies, lowers lifetime operating costs, and reduces your business' impact on the environment. 9231 Corporate Boulevard, 4th Floor, Rockville, MD, 20850, 866.353.5798 - Web Address: cienergyefficiency.pepco.com

Phillips Office Solutions - Booth # 532 - Office printing technologies, copiers, managed print, scanning - document management, electronic filing and retrieval, production print and graphics, on site service/support, help-desk. 501 Fulling Mill Road, Middletown, PA, 17057, 410.582.1000 - Web Address: www.buyphillips.com

Pleasants Construction - Booth # 409 - Certified installer of Reline America's Alpha Liner, a fiberglass reinforced pipe liner which is Cured-In-Place using ultra-violet light. 24024 Frederick Rd., Clarksburg, MD, 20871, - Web Address: <http://www.pleasantsconstruction.com>

Pothole Repair.com - Booth # 606 - State-of-the-art thermal pothole repair using hot in place recycling process: Durable, strong & attractive; 60% less expensive than traditional repairs; Quick & non-intrusive; 85% greener than traditional methods; Thermal bond produces a seamless repair; Guaranteed for 12 months for peace of mind; Cost effective! Compelling Story - "We build lifelong relationships with our clients by truly being a valued resource and providing exceptional customer service." 8220 Grey Eagle Dr., Upper Marlboro, MD, 20772, 703.943.7460 - Web Address: www.potholerepair.com

Presidio - Booth # 508 - At Presidio, we think, architect, implement and support the practical reality of IT every day. We make it possible for our clients to harness the limitless power of IT to drive their business forward. By taking the time to deeply understand how your business works we architect transparent, enduring technology solutions that meet your immediate needs - and prepare you for tomorrow. Presidio partners with industry leaders to develop and support the answers to our clients' IT challenges. We've earned the highest certifications from all of our strategic partners. As one of the largest solutions providers in the U.S., we combine experience and stability with regional expertise and service, so you can rest assured we'll be there to help you locally with the ability to cover your global business needs. We are not just trusted partners, we enable new thinking. 8161 Maple Lawn Blvd., Suite 150, Fulton, MD, 20759, 301.313.2116 - Web Address: www.presidio.com

Prince George's County & M-NCPPC - Booth # 801 - Experience, Expand, Explore Prince George's County. 14741 Governor Oden Bowie Dr., Upper Marlboro, MD, 20772, 301.952.4314 - Web Address: <http://www.mncppc.org>

Progressive Waste Solutions - Booth # 513 - Progressive Waste Solutions is one of North America's largest full -service, vertically integrated waste management companies, providing non-hazardous solid waste collection, recycling, and landfill disposal services to commercial, industrial, municipal and residential customers in twelve states and the District of Columbia in the U.S., and six Canadian provinces. Publicly traded on the NYSE : "BIN" 2911 52nd Avenue, Hyattsville, MD, 20781, 202.907.5153 - Web Address: www.progressivewaste.com

Queen Anne's County - Booth # 811 - LIVE! WORK! PLAY! in Queen Anne's County. 425 Piney Narrows Road, Chester, MD, 21619, 410.604.2100 - Web Address: www.qac.org

R.E. Powell Convention Center/Town of Ocean City - Booth # 906 - Ocean City is Maryland's beach resort for all reasons and seasons! The expanding Roland E Powell Convention Center and Town of Ocean City welcome you to sample all that OC has to offer. Our Convention Center, host to many of the regions premier events, will make your event a memorable and outstanding occasion. Ocean City's exciting Boardwalk and award-winning beaches are perfect for family vacations, and the resort provides a year round venue for retreats, meetings or conventions. Surrounded by 17 beautiful golf courses, a host of fishing opportunities, the serene coastal bay environment and the mighty Atlantic Ocean, Ocean City offers the best of everything. Contact the Ocean City Convention & Visitors Bureau for all your needs at 410-289-2800 or ococean.com 4001 Coastal Highway, Ocean

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City, MD, 21811, 410.723.8601 - Web Address: www.ococean.com

Republic Services - Booth # 604/605 - Total recycling & solid waste service provider. 260 West Dickman St., Baltimore, MD, 21230, 302.420.5987 - Web Address: www.republicservices.com

Rockwell Collins / ARINC - Booth # 510 - With more than eight decades of mission-critical radio communications experience, Rockwell Collins delivers integrated communications systems for Public Safety and Critical Industries. Our ARINC portfolio of unique customer solutions include Radio over IP interoperability LMR networks; fully standards based, manufacture independent P25 LMR solutions; and our newest introduction, ARINC UrgentLink, the first nationwide network dedicated to disaster communications. 2551 Riva Rd., Annapolis, MD, 21401, 410.573.3143

Rohrer Enterprises, Inc. DBA/Rohrer Bus Sales - Booth # 618 - Sale of transit & para-transit buses and vans with service and parts support. 1515 State Road, Duncannon, PA, 17020, 540.729.3751 - Web Address: www.rohrerbus.com

Royal Plus, Inc. - Booth # 305 - Royal Plus specializes in repairing damage to homes and businesses caused by wind, water, mold and various other natural and man-made causes. We work to restore your property to full operations with minimal downtime. Our technicians are trained in disaster response and are mobilized to a scene within hours. We operate out of 3 locations in Florida and 5 locations in MD, DE & VA. 24/7 Emergency Service. 866.404.PLUS (7587) 201 Belt Street, Snow Hill, MD, 21863, 410.677.3473 - Web Address: www.royalplus.com

Rural Maryland Council - Booth # 522 - The Rural Maryland Council is an independent state agency and Maryland's federally designated State Rural Development Council under the United States Department of Agriculture's National Rural Development Partnership. Our mission is to bring together federal, state, county, and municipal government officials as well as representatives of the for-profit and nonprofit sectors to identify the challenges unique to rural communities and to development and implement policy solutions. 50 Harry S. Truman Parkway, Annapolis, MD, 21401, 410.841.5772 - Web Address: www.rural.maryland.gov

Sage Policy Group, Inc - Booth # 311 - On-Time, On Point Analytics - One of the Nation's Leading Economic and Policy Consultancies. Sage Policy Group, Inc., with offices in three locations, supports the informational requirements of decision-makers in the private, public and non-profit sectors. Our approach involves combining contemporary economic theory, cutting-edge data modeling techniques, in-depth understanding of emerging trends, an appreciation of nuanced political forces and a commitment to developing practical, implementable solutions. We are known for the quality and depth of our analyses, but perhaps our greatest competitive advantage is embodied in our capacity to effectively and accurately communicate key analytical findings and their policy implications to a diverse set of stakeholders. Our economists would delight in the opportunity to serve you and the needs of your organization. 575 South Charles Street, Suite 505, Baltimore, MD, 21201, 410.522.7243 - Web Address: www.sagepolicy.com

Sans Technology, Inc. - Booth # 128 - SANS Technology Inc. integrates, markets, sells, and supports cutting-edge data storage solutions helping enterprises simplify and manage their Data Storage Supply Chain. 8815 Centre Park Drive, Suite 320, Columbia, MD, 21045, 410.442.2616 - Web Address: www.sans-tech.com

Schaefer Center for Public Policy - Booth # 205 - Schaefer Center for Public Policy - Consultants to government, providing strategic planning, evaluation and analysis, survey research, managing for results, and management training to government and non-profit organizations. 1420 N. Charles Street, Baltimore, MD, 21201, 410.837.6188 - Web Address: <http://scpp.ubalt.edu>

Segal Consulting - Booth # 423 - Segal Consulting has been helping our clients find their way for 75 years. We offer practical advice to help public sector employers maximize the value in their Human Resources and investment programs. Segal is at the forefront of developing innovations, such as leveraging behavioral economics to increase employee engagement in wellness plans and retirement savings programs. In partnership with our public sector clients, we continue to develop cutting-edge approaches that provide secure benefits and compensation for employees and cost-efficiencies and innovations for employers. 1920 N St., NW, Washington, DC, 20036, 202.833.6482 - Web Address: www.segalco.com

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Servpro of MD & NOVA - Booth # 202 - Residential and commercial restoration services. With over 1,650 franchises nationwide, SERVPRO is a leader in the restoration industry and its professionals are faster to any size disaster. SERVPRO Franchise Professionals are available 24 hours/7 days a week and are ready to restore or clean your property. Water damage; fire damage restoration; mold remediation; storm damage restoration; cleaning services. SERVPRO Franchise Professionals provide 24/7 emergency service; highly trained water restoration specialists; faster to any size disaster, a trusted leader in the industry; and preferred vendor for many national and local insurance companies. Have questions? We're here to help - 1-800-SERVPRO. 8626 Brooks Drive, Suite 206, Easton, MD, 21601, 410.215.3076 - Web Address: www.servpro3062.com

ShorePower Project - Booth # 907 - The ShorePower Project, a regional initiative of Maryland's Eastern Shore, works to reduce energy consumption and expenses, increase green energy sources, and decrease carbon emissions. 101 S. Water Street, Chestertown, MD, 21620, 410.778.7237 - Web Address: www.shorepowerproject.com

Siemens Industry, Inc. - Booth # 516 - Siemens delivers end-to-end solutions that combine energy supply and demand side offerings with the objective of meeting our partners' energy and sustainability needs. Siemens will help you remain a viable, sustainable community by implementing comprehensive facility solutions that eliminate the need for customers to allocate internal capital for energy efficiency projects. How can we help you? www.siemens.com 2520 Lord Baltimore Dr., Baltimore, MD, 21244, 410.645.1600 - Web Address: <http://www.siemens.com>

Skyline Technology Solutions - Booth # 414 - Network Engineering + Integration; WAN/LAN design; Network Management + Monitoring; Infrastructure Engineering, Construction + Project Management; Voice over IP, Network Security; Video Management Development, Intelligent transit solutions. 6956-F Aviation Blvd., Glen Burnie, MD, 21061, 410.590.2012 - Web Address: www.skylinenolimits.com

SkyLouver Systems - Booth # 321/322 - SkyLouverT Systems is a new Energy Positive Day Lighting System (an intelligent Skylight) for commercial, industrial, and institutional, applications. The system works by collecting, separating and redirecting the solar energy that falls on a building's roof. SkyLouver all but eliminates the need for day-time interior lighting and can greatly offset the cost of a building's heating and cooling load. 3221 Frederick Avenue, Baltimore, MD, 21229, 410.945.3300 - Web Address: www.skylouversystems.com

SolarCity - Booth # 400 - SolarCity is a leading clean energy company and America's #1 full-service solar provider. 9000 Virginia Rd., Suite 250, Beltsville, MD, 20705, 888.765.2489 - Web Address: www.solarcity.com/commercial

Soltesz, Inc. - Booth # 431 - Soltesz is an award-winning civil engineering firm, providing expert civil design, site planning, environmental services, and surveying services to Maryland, DC, and Virginia. Soltesz serves public and private sector clients, including municipal, state, and federal government agencies, as well as private owners, architects, developers, and builders. Headquartered in Rockville, Maryland, Soltesz has six offices strategically located throughout the Washington Metropolitan area. 2 Research Place, Rockville, MD, 20850, 301.948.2750 - Web Address: www.solteszco.com

Somerset County - Booth # 824 - Promoting Somerset County, Maryland as a travel destination. 11440 Ocean Highway, POB 243, Princess Anne, MD, 21853, 410.651.2968 - Web Address: <http://www.visitsomerset.com>

Spatial Systems Associates, Inc. - Booth # 502 - Spatial Systems Associates, Inc. (SSA), based in Columbia, Maryland, has been providing geographic information system (GIS) implementation services to State and Local clients for 20 years. We assist public works and utilities, transportation, emergency services, planning and facilities management departments utilize mobile, desktop, enterprise and integrated technologies to support their business practices streamlining processes and building efficiencies. Our experienced team of analysts, developers, and designers work closely with clients to understand the challenges they're faced with and collaboratively provide improved processes to meet the client's mission. 6345 Woodside Court, Suite 201, Columbia, MD, 21046-3229, 410.423.1870

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Sprint - Booth # 404 - Sprint is a communications services company that is widely recognized for developing, engineering and deploying innovative technologies. Sprint served nearly 56 million connections as of December 31, 2014. 2219 York Rd., Lutherville-Timonium, MD, 21093, 443.250.0000 - Web Address: www.sprint.com

St. Mary's County Division of Tourism - Booth # 809 - The St. Mary's County Division of Tourism offers a comprehensive program to attract visitors to Maryland's mother county. Situated between the Patuxent and Potomac Rivers and the Chesapeake Bay, St. Mary's offers outdoor and water recreation, historic sites and attractions plus great places to dine, shop and stay. www.visitstmarysmd.com 23115 Leonard Hall Drive, P.O. Box 653, Leonardtown, MD, 20650, 301.475.4200 x1404 - Web Address: www.visitstmarysmd.com

Standard Solar, Inc. - Booth # 335 - Standard Solar, Inc. is a leader in the full-service development, construction, integration, financing and installation of solar electric systems. Dedicated to making solar solutions more accessible to businesses, institutions and governments, the company is leading the way to energy independence. Committed to offering responsible and energy cost-saving solar solutions that conform to the highest standards, Standard Solar is one of the most trusted and respected solar companies. Since 2004, Standard Solar has been the partner of choice to make solar energy financially accessible, helping customers through financing options, including Power Purchase Agreements (PPAs) and navigating expanded federal and state and local tax credits. The company's Standard Energy Solutions (SES) division provides home energy solutions including home solar, energy efficiency and energy management services. Named one of the Fastest Growing Private Companies in America for four consecutive years by Inc. magazine, Standard Solar is headquartered in Rockville, MD. 1355 Piccard Drive, Suite 300, Rockville, MD, 20850, 301.944.5165 - Web Address: www.standardsolar.com

Sustainable Generation - Booth # 601 - Sustainable Generation delivers clean-tech composting solutions to the private and public sectors that convert organic waste into renewable resources. Proven processes transform food waste, yard waste, animal waste and wastewater bio solids into high-quality, high-value compost, soil products, fertilizers and renewable energy. 110 S. Poplar Street, Suite 400, Wilmington, DE, 19801, 917.678.6947 - Web Address: www.sustainable-generation.com

Talbot County - Booth # 806 - Local government 11 N. Washington Street, Easton, MD, 21601, 410.770.8010 - Web Address: www.talbgov.org

Tanks Direct - Booth # 517 - Sales, service and installation for petroleum equipment (fuel islands, boiler/generator systems, etc.) and rainwater harvesting. 8580 Laureldale Dr., Laurel, MD, 20724, 301.317.6000 - Web Address: www.tanksdirect.com

TAPCO - Booth # 317 - TAPCO provides over 10,000 traffic solutions including solar options, traffic control, breakaway anchors, parking products, parking products, sign design and maintenance. Visit us online for product information, videos, and more at www.tapconet.com. 5100 W. Brown Deer Rd., Brown Deer, WI, 53223, 262.649.5244 - Web Address: www.tapconet.com

Telecommunication Systems - Cyber Intelligence Group - Booth # 623 - TeleCommunication Systems, Inc. (TCS), headquartered in Annapolis, Maryland, is a world leader in secure and highly reliable wireless communications. Our patented solutions, global presence, operational support and engineering talent enable 9-1-1, commercial location-based services and deployable wireless infrastructure; cybersecurity; defense and aerospace components; and applications for mobile location-based services and messaging. Our principal customers are wireless network operators, defense and public safety government agencies, and Fortune 150 enterprises requiring high reliability and security. Learn more at www.telecomsys.com. - 275 West St., Annapolis, MD, 21401, 410.280.4997 - Web Address: www.telecomsys.com

The LOSAP Group of RBC Wealth Management - Booth # 135 - LOSAP - Length of Service Award Programs, retirement benefits for volunteers, financial advisory services, and portfolio management. 455 Patroon Creek Blvd., Suite 200, Albany, NY, 12206, 866.465.1573 - Web Address: www.thelosapgroup.com

TierPoint - Booth # 702 - TierPoint provides business solutions for cloud, colocation, managed services and disaster recovery over a 10 Gig national network. With data centers located coast to coast, TierPoint can help organizations improve business performance and manage risk. TierPoint Maryland's data center in Baltimore

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features a 30,000 square foot, state-of-the-art facility providing compliant, scalable, cost effective data center solutions for the most demanding organizations in the private and public sectors. From compliance to security, from storage to disaster recovery, TierPoint can help solve your business challenges. To schedule a tour or complimentary cloud ready assessment, please contact Josh Hirsch, Director of Business Development. Phone: 410-500-4035 email: josh.hirsch@tierpoint.com 1401 Russell Street, Baltimore, MD, 21230, 410.500.4001 - Web Address: www.tierpoint.com

T-Mobile - Booth # 425 - Providing complete government communications solutions and exclusive benefits for employees on America's fastest 4G/LTE Network. 12050 Baltimore Ave., Beltsville, MD, 20705, 240.593.5959 - Web Address: www.tmobile.com

Towson University, Innovation & Applied Research - Booth # 104/105 - With a focus on the needs of the marketplace, the Division of Innovation and Applied Research at Towson University is a leading provider of analytical, technical, and research services. By leveraging the expertise, energy, and experience of our faculty and students, we provide a unique entry point for Maryland's business, non-profit, and government organizations interested in accessing the resources of the University. 8000 York Road, Towson, MD, 21252, 410.704.3764 - Web Address: www.towson.edu/innovation

U.S. Bridge - Booth # 427 - Custom design and fabricate vehicular steel bridges. 201 Wheeler Avenue, Cambridge, OH, 43725, 412.445.7661 - Web Address: <http://www.wheeler-con.com>

U.S. Congressman John Sarbanes - Booth # 703 - Congressional offices providing constituent services and federal government information to the citizens of Maryland. 600 Baltimore Avenue, Suite 303, Towson, MD, 21204, 410.832.8890

U.S. Dept. of Housing and Urban Development - Booth # 132 - HUD's mission is to create strong, sustainable, inclusive communities and quality affordable homes for all. HUD is working to strengthen the housing market to bolster the economy and protect consumers; meet the need for quality affordable rental homes; utilize housing as a platform for improving quality of life; build inclusive and sustainable communities free from discrimination, and transform the way HUD does business. 10 S. Howard Street, Baltimore, MD, 21244, 410.209.6593 - Web Address: www.hud.gov

U.S. Small Business Administration - Booth # 231 - 10 South Howard St., #6220, Baltimore, MD, 21201, 410.962.6195 - Web Address: <http://www.sba.gov>

UMBC MD Inst. For Policy Analysis & Research - Booth # 103 - The Maryland Institute for Policy Analysis and Research (MIPAR) is the principal center for public policy research at UMBC. MIPAR links the analytical resources of the University with policymakers in the state and region, conducting opinion research, policy analyses, and program evaluations on a variety of topics. MIPAR activities are supported by federal, state, and local governmental agencies, foundations, and corporations. Through MIPAR, UMBC faculty conduct research on some of Maryland's most pressing issues, including health, education, poverty, and urban development. Recent projects included an evaluation of gambling prevalence in Maryland, strategies to reduce asthma in children who live in low-income households in Baltimore City, and the economic implications of Maryland's Dream Act. MIPAR is part of the School of Public Policy at UMBC. 1000 Hilltop Circle, Baltimore, MD, 21250, 410.455.1083 - Web Address: <http://www.umbc.edu/mipar>

UnitedHealthcare Insurance Company - Booth # 228 - Health insurance provider 6095 Marshalee Drive, Suite 110, Elkridge, MD, 21075, 410.796.6290 - Web Address: uhcmaryland.com

Univ. of MD, MD Fire and Rescue Institute - Booth # 511 - MFRI is a nationally recognized training and educational facility that travels globally to provide NFPA based and OSHA training for emergency services, DOD, government and industry. 4500 Paint Branch Parkway, College Park, MD, 20742, 301.226.9942 - Web Address: <http://www.mfri.org>

University of Maryland Center for Health & Homeland Security - Booth # 134 - The University of Maryland Center for Health and Homeland Security (CHHS) works with the nation's top responders to develop plans,

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policies, and strategies for government, corporate, and institutional clients that ensure the safety of citizens in the event of natural or man-made disasters. 500 W. Baltimore St., Baltimore, MD, 21201, 410.706.1014 - Web Address: www.mdchhs.com

University of Maryland Extension - Booth # 514 - The only grassroots organization of its kind in the state, University of Maryland Extension (UME) applies land-grant university knowledge and resources to solve practical problems for Maryland citizens. Our Mission: Increase economic prosperity, improve the environment, and enhance quality of life. University of Maryland Extension's programs affect the lives of people throughout the state - in urban, suburban, and rural communities. 18330 Keedysville Rd., Keedysville, MD, 21756, 301.432.4490 - Web Address: extension.umd.edu

Verizon Wireless - Booth # 525 - Verizon Wireless was the first national wireless provider in the United States to build and operate an large-scale 4G LTE network the most advanced wireless network technology available, with speeds up to 10 times faster than 3G. State and local government solutions allow you to provide more nimble, responsive government services while staying within budget. new technologies can help both staff and citizens access data more easily, from locations in and out of agency walls, while keeping it secure. As a result, you can expand community services with confidence, and build trust with the people you serve. 7600 Montpelier Road, Laurel, MD, 20723, 240.568.1134 - Web Address: <http://www.verizonwireless.com>

Voya Financial Advisors, Inc. - Booth # 503 - Voya is a premier retirement, investment and insurance company serving the financial needs of approximately 13 million individual and institutional customers in the United States. We hold to a standard of excellence which has earned us recognition as a 2015 World's Most Ethical Company® by the Ethisphere Institute (an independent center of research promoting best practices in corporate ethics and governance. We are focused on executing our mission to make a secure financial future possible-one person, one family and one institution at a time. Through our retirement, investment management and insurance businesses, we help our customers save, grow, protect and enjoy their wealth to and through retirement. 12600 Fair Lakes Circle, Suite 150, Fairfax, VA, 22033, 703.449.2911 - Web Address: voya.com

Walmart - Booth # 602 - Wal-Mart Stores, Inc. (NYSE: WMT) helps people around the world save money and live better - anytime and anywhere -- in retail stores, online, and through their mobile devices. Each week, more than 245 million customers and members visit our 11,000 stores under 71 banners in 27 countries and ecommerce websites in 10 countries. With fiscal year 2014 sales of over \$473 billion, Walmart employs more than 2 million associates worldwide. Walmart continues to be a leader in sustainability, corporate philanthropy and employment opportunity. Additional information about Walmart can be found by visiting <http://corporate.walmart.com> on Facebook at <http://facebook.com/walmart> and on Twitter at <http://twitter.com/walmart>. Online merchandise sales are available at <http://www.walmart.com> and <http://www.samsclub.com>. 701 8th St., NW, Suite 200, Washington, DC, 20001, 202.434.0716

Washington County - Booth # 803/804 - Washington County, Maryland Government strives to fulfill its duty to the citizens of Washington County with regard to operational efficiency, fiscal responsibility, and responsiveness to the needs of the community. This vision is used to ably assist the Board of County Commissioners of Washington County in achieving goals for moving the County forward as present needs and future plans are addressed. According to the Maryland Department of Legislative Services, the Washington County General Fund has one of the lowest costs per capita for services provided of all 23 counties and Baltimore City. This is attributed to the efficiency, staffing levels, and cost containment exhibited in Washington County Government operations. 100 W. Washington Street, Hagerstown, MD, 21740, 240.313.2382 - Web Address: washco-md.net

Washington Suburban Sanitary Commission - Booth # 708/709 - WSSC is among the largest water and wastewater utilities in the nation, with a network of nearly 5,000 miles of fresh water pipeline and more that 5,400 miles of sewer pipeline. 14501 Sweitzer Lane, Laurel, MD, 20707, 301.206.7019 - Web Address: wsscwater.com

Waste Management - Booth # 328 - Full service solid waste and recycling services company including collection, processing, hauling, disposal, recycling and waste-to-energy. 6994 Columbia Gateway Drive, Suite 200, Columbia, MD, 21046, 410.440.0267 - Web Address: www.wm.com

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WasteZero - Booth # 333 - WasteZero, the leading provider of municipal solid waste reduction programs in the U.S., partners with hundreds of communities throughout the country to reduce the amount of waste land filled and burned, increase recycling, and generate savings. 8540 Colonnade Center Drive, Suite 312, Raleigh, NC, 27615, 919.322.1207 - Web Address: www.wastezero.com

WaterSense, an EPA Partnership - Booth # 707 - WaterSense, a partnership program by the U.S. Environmental Protection Agency, seeks to protect the future of our nation's water supply by offering people a simple way to use less water with water-efficient products, new homes, and services. 1650 Arch Street, Philadelphia, PA, 19103, 215.814.5428 - Web Address: epa.gov/watersense

WBCM Geospatial Innovations - Booth # 501 - Whitney Bailey Cox & Magnani, LLC (WBCM) Geospatial Innovations has emerged as a Geographic Information Systems (GIS) industry leader in Maryland. WBCM's Geospatial Innovations team has most recently been engaged in projects for the State of Maryland State Highway Administration (SHA) and Maryland Department of Information Technologies (DoIT) along with multiple local jurisdictions such as Anne Arundel, Frederick, Prince George's, Queen Anne's, Talbot counties and the City of Rockville and for many of the other counties and municipalities in the State of Maryland. As a result, we have developed a project team with the knowledge and experience to manage any issues that will be encountered on any of this project's task orders. The goals of this project and the relevant task orders assigned to us, hence the goals of our Team, are to complete the tasks on schedule, on budget, and meeting or exceeding quality standards. 849 Fairmount Avenue, Suite 100, Baltimore, MD, 21286, 717.350.1991 - Web Address: wbcm.com

Wexford Health - Booth # 509 - Based on over 20 years of industry experience, Wexford Health's cost-effective, clinically sound programs manage health care costs while maintaining quality of care. Contact us to learn how our medical, mental health, pharmacy, dental, telemedicine, and utilization management programs can help control your clinical and administrative costs. 501 Holiday Drive, Foster Plaza Four, Pittsburgh, PA, 15220, 412.937.8590 - Web Address: www.wexfordhealth.com

WGL Energy, Inc. - Booth # 700/701 - WGL Energy: WGL Energy is an entity that delivers a full ecosystem of energy offerings including natural gas, electricity, green power, carbon reduction, distributed generation and energy efficiency provided by WGL Energy Services, Inc. (formerly Washington Gas Energy Services, Inc.) and WGL Energy Systems, Inc. (formerly Washington Gas Energy Systems, Inc.). 1 Texas Station Court, Suite 230, Timonium, MD, 21093, 410.628.4302 - Web Address: <http://www.wglenergy.com>

White Marsh Environmental Systems, Inc. - Booth # 430 - Tidewater provides professional water & wastewater management expertise as well as decades of proven performance in engineering, construction, maintenance, management, operation & ownership 1100 S. Little Creek Road, Dover, DE, 19901, 302.747.1331 - Web Address: <http://www.tuiwater.com>

Wicomico County - Booth # 821 - Wicomico County recreation, parks and tourism. 8480 Ocean Highway, Delmar, MD, 21875, 410.548.4914 - Web Address: www.wicomicotourism.org

Wisp Resort - Booth # 905 - Forecast: Heightened chance of an unforgettable conference! It's all about achieving your objectives during your conference and at Wisp we strive to enhance your conference by providing unforgettable food, outstanding service and adding a little fun on the side. Over 30,000 square feet and 20 rooms of flexible, unique function space, 169 sleeping rooms, 2 golf courses, re-circulating whitewater rafting course, ziplines, mountain coaster, scenic chairlift rides, skiing/boarding, snow tubing, and so much more. 296 Marsh Hill Road, McHenry, MD, 21550, 301.387.4000 2295 - Web Address: www.wispresort.com

Worcester County - Booth # 807 - Tourism agency promoting attractions, historic, sites, towns & beaches of Worcester County. 104 West Market Street, POB 208, Snow Hill, MD, 21863, 410.632.3110 - Web Address: <http://www.visitworcester.org>

Zane Networks - Booth # 525 - Maryland MBE Company providing health technology and practice support services. 8070 Georgia Avenue, Suite 407, Silver Spring, MD, 20910, 301.560.0500 - Web Address: www.zanenetworks.net

Maryland Association of Counties Summer 2015 Exhibitors

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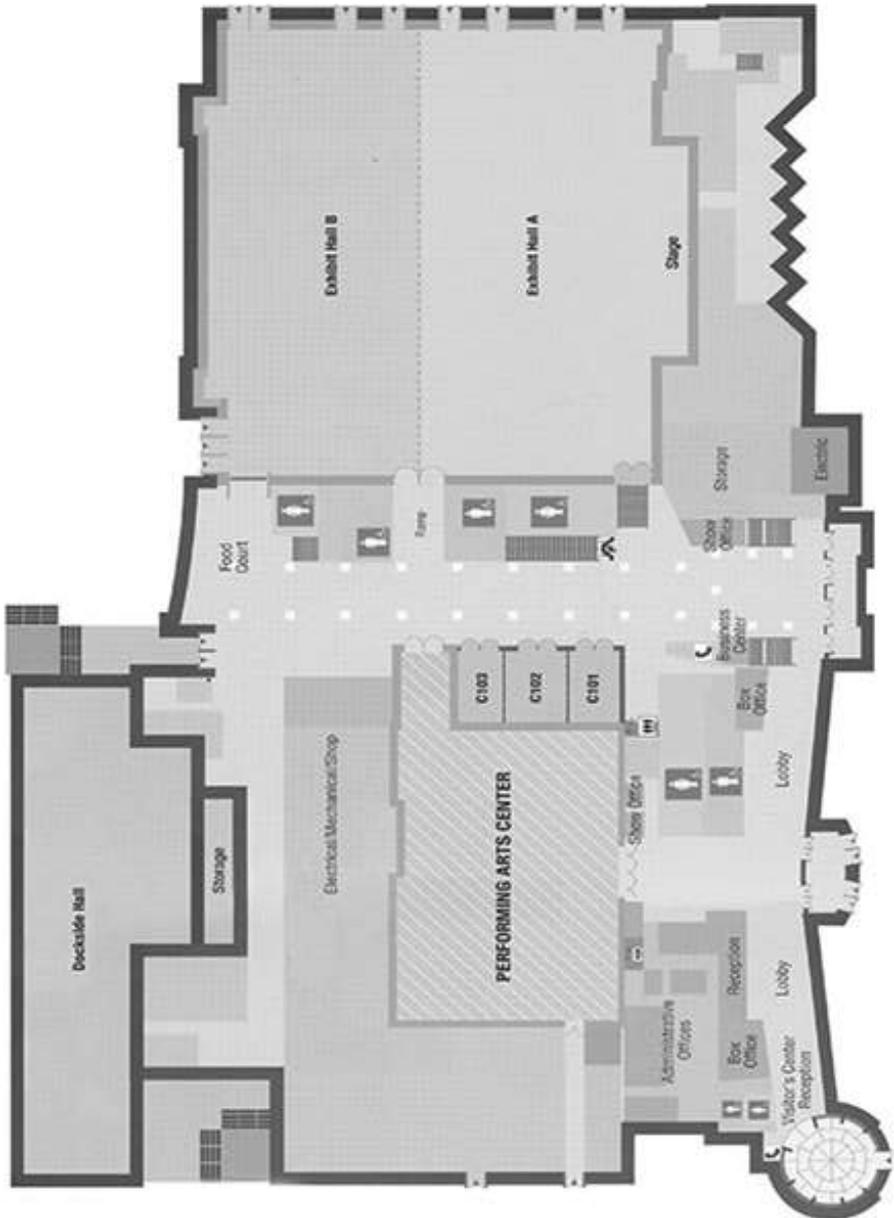
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