



# MARYLAND ASSOCIATION of COUNTIES *Summer Conference*

August 17-20, 2016 | [www.mdcounties.org/MACoCon](http://www.mdcounties.org/MACoCon)  
Roland Powell Convention Center | Ocean City, Maryland

## *Cyber Solutions* Counties in the Digital Age



# PROGRAM

SCHOOL ZONE SPEED  
ENFORCEMENT



SCHOOL BUS STOP ARM  
ENFORCEMENT



# SCHOOL SAFETY

American Traffic Solutions' school zone safety camera programs provide communities with an automated, turnkey solution that helps school districts reduce the dangers of speeding and school bus stop arm running. **Let's work together to keep our kids safe!**

Let American Traffic Solutions  
**HELP ENHANCE SCHOOL SAFETY** in your community.



MOBILE



FIXED



TRANSPORTABLE



SCHOOL BUS

**AUTO PATROL™**  
[www.speedsafetycamera.com](http://www.speedsafetycamera.com)

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Making Life Safer and Easier on the Road Ahead™ | [www.atsol.com](http://www.atsol.com)

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Share your MACo Conference  
experience by using this  
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**#MACoCon**

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# MARYLAND ASSOCIATION of COUNTIES

169 Conduit Street  
Annapolis, MD 21401

410.269.0043 - Balt. Metro  
301.261.1140 - Wash. Metro  
410.268.1775 Fax

<http://mdcounties.org>  
<http://conduitstreet.mdcounties.org>  
<http://twitter.com/MDCounties>



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## CHAPTER ORGANIZATION PRESIDENTS

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*Maryland Large County Coalition*  
Mel Franklin, Prince George's County

*Maryland Rural County Coalition:*  
Evan Slaughenhaupt, Calvert County

*Women of MACo:*  
Vicki Almond, Baltimore County



# **The MACo Corporate Partner Program**

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

## **GOLD PARTNERS**

BGE

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CareFirst BlueCross BlueShield

Local Government Insurance Trust (LGIT)

Chesapeake Employers' Insurance Company

Manis Canning & Associates

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LGIT Health

Presidio

Maryland Broadband Cooperative

Standard Solar, Inc.

Maryland Environmental Service

Waste Management of Maryland, Inc.

NAIOP Maryland, Inc.

Zelenkofske Axelrod LLC

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

For additional information, visit [www.mdcounties.org/CorporatePartners](http://www.mdcounties.org/CorporatePartners) or contact our Outreach Coordinator, Kaley Schultze, at [kschultze@mdcounties.org](mailto: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 elected 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.

## **2016 SUMMER CONFERENCE ACADEMY SESSIONS:**

### **WEDNESDAY, AUGUST 17, 2016**

Noon - 1:15 pm: "Look! Up In the Sky! It's a Bird! It's a Plane! No – It's a Drone!"

1:30 pm - 2:45 pm: "Mobile Command and Comms:  
Portals to Regional Emergency Response"

1:15 pm - 3:15 pm: "Consensus & Team Building" (Core)

3:30 pm - 5:00 pm: "Public Information Act" (Core)

### **THURSDAY, AUGUST 18, 2016**

2:00 pm - 3:00 pm: "Reaching the Tech-Savvy Traveler  
– Digital Destination Marketing for Your County "

3:30 pm - 4:30 pm: "Outbreak! Responding to the Zika Threat "

### **FRIDAY, AUGUST 19, 2016**

1:00 pm - 2:00 pm: "It's a Trap! 10 Tricks Targeting Your Identity and Information"

2:15 pm - 3:15 pm: "From Dewey Decimal to WWW: Libraries Online "

### **SATURDAY, AUGUST 20, 2016**

9:30 am - 11:00 am: "Surviving the Information Supernova:  
Open Government & Performance Management"



# MARYLAND Association of COUNTIES

## ***Thank you, Summer Conference Sponsors!***

- Aetna
- American Traffic Solutions, Inc.
- Baltimore Metropolitan Council
- Bank of America Merrill Lynch
- BGE
- CareFirst BlueCross BlueShield
- Chesapeake Employers' Insurance Company
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- Marriott International
- Maryland Broadband Cooperative
- Maryland Building Industry Association
- Maryland Department of Agriculture
- Maryland Department of Housing & Community Development
- Maryland Environmental Service
- Maryland-Delaware-District of Columbia Beverage Association
- Maryland Maternity Access Coalition
- Motorola Solutions, Inc.
- Musco Sports Lighting
- NACo Financial Services
- NAIOP Maryland
- Nationwide Retirement Solutions
- NORESKO, L.L.C.
- Pepco & Delmarva Power C&I Energy Savings Program
- PNC Bank, N. A.
- Potomac Edison, A FirstEnergy Company
- Presidio
- Rifkin, Weiner, Livingston, LLC
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- Siemens Industry, Inc.
- Standard Solar
- Tech Council of Maryland
- Urban Grid Solar
- Washington Gas
- Washington Suburban Sanitary Commission
- Waste Management of Maryland, Inc.
- WGL Energy
- Zelenkofske Axelrod, LLC

# **Early Birds Get the Worm**

## **Or in this case - HOME DEPOT GIFT CARDS!**

### **Sponsored by U.S. Communities**

**What are Early Attendance Prizes??**

At the beginning of each conference session, a ticket is drawn and the winner receives either \$25 (in an affiliate session) or \$50 (in a general session).

**Where do I get the tickets?**

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

**How is it awarded?**

The session moderator draws a name and the gift card is awarded right there on the spot. The remaining tickets are discarded.

**Arrive early - the drawing does not wait!**

The speakers and your fellow audience members will appreciate the courtesy of less disruption.

**Welcome Session Drawing - Thursday**

Arrive on time to the Welcoming Session at 9:00 am on Thursday in Bayfront Ballroom to be eligible to win a \$250 VISA gift card!

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## **Thank You Golf Tournament Sponsors!**

### **Golf Hole Sponsors**

- BGE
- CareFirst BlueCross BlueShield
- Chesapeake Employers’ Insurance Company
- Cigna
- Comcast
- Funk & Bolton, P.A.
- Local Government Insurance Trust
- Manis Canning & Associates
- Motorola Solutions, Inc.
- Nationwide Retirement Solutions
- NORESKO, LLC
- WGL Energy

### **Individual Sponsors**

**Continental Breakfast:**

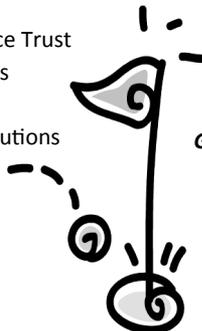
Nationwide Retirement Solutions

**Golf Giveaways:**

- Boardwalk Hotel Group - Cozies and Golf Tees
- Cigna - Golf Balls
- Local Government Insurance Trust - Bags, Umbrellas, Hats
- KCI Technologies - Snack Bags and Door Prize Baskets

**Golf Tournament Prizes:**

- Castle in the Sand - “Day at the Beach” Bag
- Seacrets - \$50 gift certificate
- The Harrison Group - 2-night stay at the Holiday Inn Oceanfront



# Meetings At-A-Glance

## WEDNESDAY, AUGUST 17, 2016

9:00 am - Noon	Information Technology Directors Affiliate Meeting (private)	Room 208
10:30 am - 4:30 pm	MACHO - Health Officers Affiliate Meeting (private)	Room 213
11:00 am - Noon	Emergency Managers Affiliate Meeting (private)	Room 207

## THURSDAY, AUGUST 18, 2016

8:00 am - 9:00 am	Large County Coalition Meeting & Breakfast (private)	Room 215
8:00 am - 9:00 am	Rural County Coalition Meeting & Breakfast (private)	Room 209
10:00 am - 11:00 am	Clean Chesapeake Coalition Meeting	Room 208
10:00 am - Noon	DSS Directors Meeting (private)	Room 213
Noon - 1:00 pm	DSS Directors & Human Services Affiliate Meeting (private) **	Room 213
Noon - 1:00 pm	Maryland County Officials Diversity Caucus Lunch **	Room 215

## FRIDAY, AUGUST 19, 2016

7:30 am - 8:30 am	County Administrators Affiliate Meeting	Room 213
7:30 am - 8:45 am	County Elected Officials Forum, Breakfast, and Business Meeting*	Room 217
Noon - 1:00 pm	Budget and Finance Officers Affiliate Lunch ** <i>Sponsored by Davenport &amp; Company</i>	Room 208
Noon - 1:00 pm	County Attorneys' Affiliate Lunch **	Room 214
Noon - 1:00 pm	County Communications & PIO Lunch **	Room 213
Noon - 1:00 pm	Human Resources Affiliate Lunch ** <i>Sponsored by Segal Consulting</i>	Room 207
Noon - 1:00 pm	Upper Shore, Mid Shore, and Lower Shore Regional Council Lunch **	Room 209
Noon - 1:00 pm	Women of MACo Luncheon **	Room 217

**\*County Elected Officials Breakfast Ticket Required**

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

# Session Schedule by Affiliation

Session Category	Session Title	Page
Administrators	<i>Broadband – the Forward Connection For Your Citizens and Businesses</i>	29
Administrators	<i>Gotta Catch 'Em All: Pokemon GO &amp; the Public</i>	45
Administrators	<b>A</b> <i>From Dewey Decimal to WWW: Libraries Online</i>	47
Aging	<b>A</b> <i>It's a Trap! 10 Tricks Targeting Your Identity and Information</i>	45
Attorneys	<i>Attorneys in the Matrix: Legal Best Practices Against Black Hat Threats</i>	27
Budget & Finance Officers	<i>Live Long &amp; Prosper: Maintaining and Funding Modern Technology</i>	31
Corrections	<i>Data-Driven Justice: Using Data to Lead to Better Outcomes in Criminal Justice</i>	31
Corrections	<i>Mentally Ill and Incarcerated: A Criminal Justice Crisis</i>	49
Emergency Managers	<i>9-1-1: The Next Generation – Everything Will Change, Except the Numbers</i>	27
Engineers	<i>Are We There Yet? Autonomous Vehicles and the Future of Transportation</i>	49
Environmental Health & Health Officers	<b>A</b> <i>Outbreak! Responding to the Zika Threat</i>	35
Environmental Health and Parks & Recreation	<i>Open Forum with DNR &amp; MDE</i>	29
Health Officers	<i>Counties Confront Substance Abuse: What's Now, What's New, and What's Next</i>	43
Health Officers	<i>Learn to Save a Life – Naloxone Training for Opioid Overdoses</i>	47 & 55
Human Resources	<i>Beam Me Up – Telecommuting and County Government</i>	47
Human Services	<i>To Catch a Predator: Protecting Children from Cybercrimes</i>	33
Information Technology Directors	<i>Zapping Technical Debt! MD's Agile Cloud Transformation</i>	43
Parks & Recreation	<i>Hard Hits: The Science &amp; Safeguards Behind Concussions</i>	33
Planners	<i>Land Use in a Virtual World</i>	43
Tourism Directors	<b>A</b> <i>Reaching the Tech-Savvy Traveler – Digital Destination Marketing for Your County</i>	29

**A** = Academy for Excellence in Local Governance Elective course

# **MACo Has a Conference Mobile App!**

The MACo Conference Mobile App is now available for iPhone, iPad, and Android through the AppStore and Google Play.

*Instructions for FREE Download:*

Access the AppStore/Google Play on your mobile device and search for “Mobile MACo” to download the App, or go to:

[www.mdcounties.org/MobileMACo](http://www.mdcounties.org/MobileMACo)

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**IF YOU DOWNLOADED THE APP FROM  
OUR 2015 WINTER OR SUMMER CONFERENCE,  
YOU DO NOT NEED TO RE-DOWNLOAD.  
JUST USE THAT APP!**

*Available through the App:* Conference Schedule; Session Descriptions; Session Locations and Map; Speaker Bios; Exhibitor and Sponsor Information; MACo’s Twitter and Blog Feeds

- Create your own customized schedule and interact with other participants through our Activity Feed!
- Sign up for notifications to get updates from MACo staff through the App.

***The MACo Conference Mobile App—  
The County Voice in the Palm of Your Hand!***

***Mobile App Sponsored by:***



# WEDNESDAY, AUGUST 17, 2016

7:30 am - 3:00 pm

REGISTRATION CENTER

Lower Level Foyer

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

8:30 am - 11:30 am

PLANNERS' TRAINING

Room 209

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

*This FREE course satisfies a training requirement that was part of the Smart and Sustainable Growth Act of 2009 which requires Planning Commission, Planning Board, and Board of Appeals members to complete an education course within 6 months after appointment to the Commission or Board. The Maryland Department of Planning (MDP) and the Maryland Planning Commissioners Association (MPCA) is offering this course to all those who have not yet completed it.*

*The Course covers topics such as foundations of planning, the role of the comprehensive plan, standards for special exceptions and variances and implementing ordinances such as zoning and subdivision and adequate public facilities, planning law, ethics and the latest legislative and policy developments concerning planning in Maryland.*

**ELECTED OFFICIALS ARE WELCOME AND ENCOURAGED TO ATTEND THIS COURSE**

### **Speakers:**

- Keith Lackie, Regional Planner, Lower Eastern Shore Regional Office, Maryland Department of Planning (MDP)
- Tracey Gordy, Regional Planner, Lower Eastern Shore Regional Office, MDP
- Charles W. Boyd, Director of Planning Coordination, Planning Svcs. Div., MDP
- Paul Cucuzzella, Principal Counsel, Planning Svcs. Div., MDP

**Moderator:** Robert Elliott, Treasurer, MD Planning Commissioners Association

9:00 am - 4:00 pm

2016 GOLF TOURNAMENT

Ocean City Golf Club

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

*Off-site, separate registration required. Join fellow attendees along with exhibitors and sponsors in a friendly 18-hole, scramble format tournament.*

## **AFFILIATE MEETINGS (PRIVATE)**

9:00 am - Noon

County IT Directors

Room 208

10:30 am - 4:30 pm

Maryland Association of County Health Officers (MACHO)

Room 213

11:00 am - Noon

County Emergency Managers

Room 207

Noon - 5:00 pm

POWER ZONE LOUNGE & CYBER CAFÉ

Room 210

***Power Zone Lounge Sponsored by WGL Energy***

***Cyber Café Sponsored by KCI Technologies, Inc.***

*Visit the Power Zone Lounge to charge your phone or tablet, have a quick meeting, respond to your emails, print session materials, or take in a Sponsor Showcase Session!*



# WEDNESDAY TECH EXPO

Noon - 5:00 pm

TECH EXPO EXHIBITS

Room 202/203/204

*Don't miss this chance to chat with technology vendors! The vendors are ready to demonstrate their technology for you. This is a ONE-DAY ONLY tradeshow. Check it out!*

Noon - 1:15 pm

TECH EXPO DEEP DIVE SESSION  
(ticket required to eat lunch)

Room 205/206

**Look! Up In the Sky! It's a Bird! It's a Plane! No — It's a Drone!**

**Boxed Lunches Sponsored by the Tech Council of Maryland**

*The capabilities and potential applications of unmanned aerial vehicles (commonly known as "drones") are vast and rapidly expanding. Drones can assist county governments in a wide array of areas, including public safety, emergency response, transportation and infrastructure management, service efficiencies, and data collection. Panelists will discuss the current state of drone technology and the myriad tasks drones can be used for. A live drone demonstration will accompany the presentation.*

**Speakers:**

- Brent Kavon, Director of Commercial UAS, Aviation Systems Engineering Company (ASEC)
- Bryan Barthelme, Business Development Manager, ASEC

**Moderator:** The Honorable John O'Connor, Commissioner, St. Mary's County

1:15 pm - 1:30 pm

COFFEE BREAK

Room 203/204 Foyer

1:30 pm - 2:45 pm

TECH EXPO DEEP DIVE SESSION

Room 205/206

**Mobile Command and Comms: Portals to Regional Emergency Response**

*In a regional response, emergency managers require tools that ensure rapid, reliable, and interoperable communications to help save lives. Join this hands-on demonstration of today's mobile command and radio technologies in a special session during MACo's Tech Expo. Walk-through a mobile command unit and see how emergency managers use its features to deploy their responders in coordination with the home county's incident commander. Make a test-call on radios programmed for interoperable communications and see how they work together like they were part of the same agency.*

**Speakers:**

- Gary Zamerski, MJOC Manager, MD Emergency Management Agency
- Jack E. Markey, Director, Division of Emergency Management, Frederick County
- Jerry Napolitano, Principal Solutions Architect, Motorola
- Dick Briggs, Team Leader, Anne Arundel Co. Mobile Communication & Command Unit

**Moderator:** The Honorable Michael A. Jackson, Maryland House of Delegates

2:45 pm - 3:00 pm

COFFEE BREAK

Room 203/204 Foyer

3:00 pm - 3:30 pm

TECH EXPO IGNITE! SESSION

Room 205/206

*This fast-paced session will give you the opportunity to hear briefly from each of the vendors in the Tech Expo Tradeshow.*

**Moderator:** The Honorable Evan Slaughenhaupt, Commissioner, Calvert County



# THIS EVENT'S CARBON FOOTPRINT HAS BEEN OFFSET

**THANKS TO WGL ENERGY.**

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

To learn how our green product solutions can help you enhance your sustainability efforts, stop by Booth 700 or visit us online at [WGLEnergy.com](http://WGLEnergy.com)

# WEDNESDAY, AUGUST 17, 2016

1:15 pm - 3:15 pm

ACADEMY FOR EXCELLENCE IN  
LOCAL GOVERNANCE CORE COURSE

Room 215

## ***Consensus & Team Building***

*This class introduces county leaders to the basic skills needed to successfully resolve conflict and build consensus within a local government setting. Particular emphasis is placed on developing ways to improve the design of public processes to enhance community involvement and satisfaction. This class is highly interactive and involves analysis of real world examples as well as small group work built around hypothetical situations that will seem familiar to anyone who has served as a local government official.*



### **Speakers:**

- Thomas C. Reynolds, Director, Education Services, Maryland Municipal League
- Heather V. Fogg, Director of Quality Assistance, Maryland Judiciary Mediation and Conflict Resolution Office (MACRO)
- Nick White, PhD, Evaluations and Research Director, MACRO

**Moderator:** The Honorable Randy Guy, President, Commissioners of St. Mary's County

2:45 pm - 3:30 pm

COFFEE BREAK

Room 203/204

Foyer

3:30 pm - 5:00 pm

ACADEMY FOR EXCELLENCE IN  
LOCAL GOVERNANCE CORE COURSE

Room 215

## ***Public Information Act***

*What kind of information should be released to the public upon request? Many difficulties can be avoided by knowing the answer. This class helps officials and staff at all levels understand the requirements of state law governing requests for public records and suggests best practices for handling those requests. The class includes small roundtable discussions using real-life scenarios to further illustrate appropriate responses to requests from the public or the press.*



**Speaker:** Adam Snyder, Chief Counsel, Opinions/Advice, MD Attorney General's Office

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

3:30 pm - 5:00 pm

SPECIAL SESSION

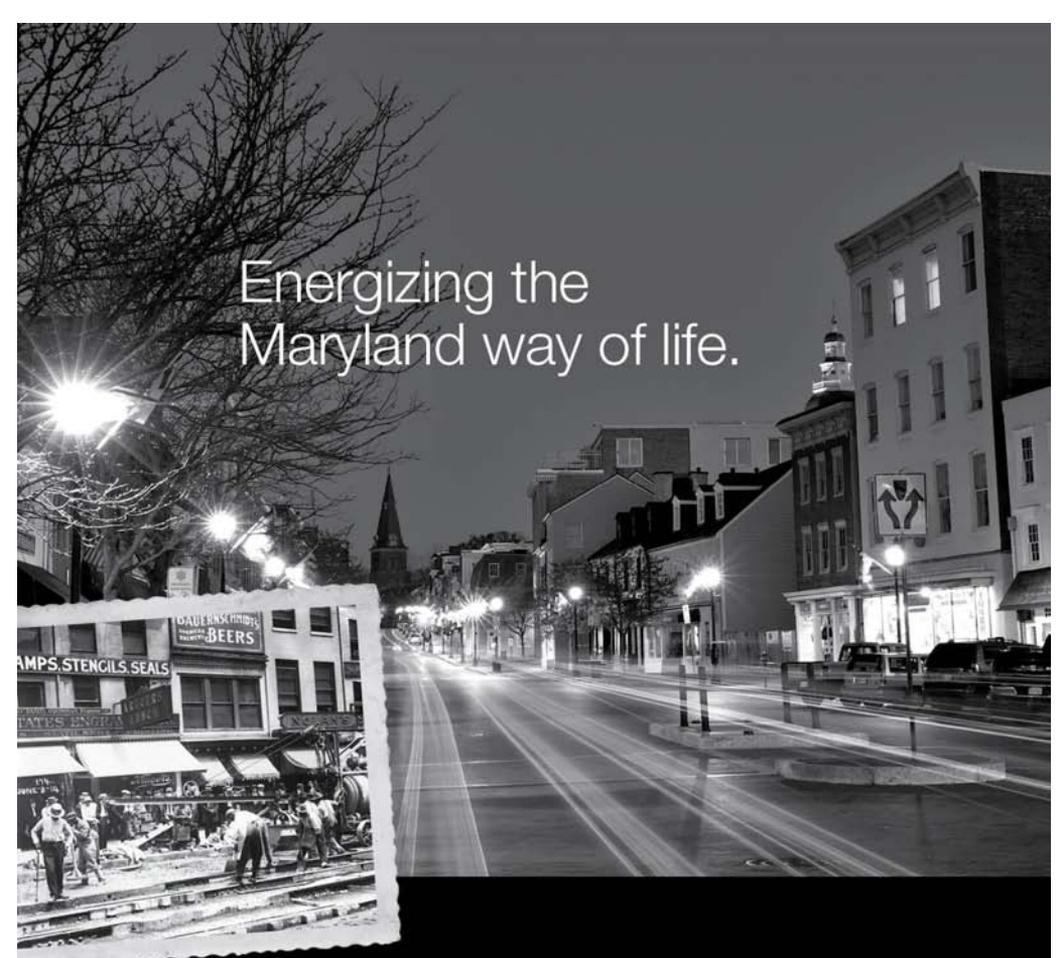
Room 208

## ***"But That's the Way We've Always Done It" - The Value of Mindfulness in the Workplace***

*"Because you can't solve today's problems with yesterday's solutions," said a recent author in the Harvard Business Review about the concept of mindfulness. Learn how to add stability and increase employee satisfaction and productivity in your organization's operation and approach to everyday problems. Find out the strategies that let rules and routines guide, but not govern, effective organization operations. Discover how mindfulness is at the center of innovation and a superior coordinated team performance. How can you, as a critical part of your senior leadership team, put into play a leadership strategy that encourages effective innovation in your organization's approach to meeting changing demands? Join us to find out more! This session is structured for Directors of Administration, Chiefs of Staff and senior leadership at the local, county and State levels of government.*

**Speaker:** Deborah Collins, Professor, Anne Arundel Community College

**Moderator:** Kimberly Burns, Chief of Staff, MD Dept of Labor, Licensing & Regulations



Energizing the  
Maryland way of life.

As a 200-year corporate citizen and one of the 15 largest private employers in the region, BGE knows how essential a strong, growing economy is to the quality of life in our community. That's why we partner with public and private organizations to support business retention and growth, community investment, job creation and economic opportunity. We're helping to energize a thriving central Maryland. That's how smart energy moves forward.

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200  
YEARS

## WEDNESDAY, AUGUST 17, 2016

4:00 pm - 5:30 pm

DISCUSSION & RECEPTION

Room 201

### *Investigating Insurance Fraud in the Digital Age*

#### **Sponsored by Chesapeake Employers' Insurance Company**

*There have been many technological advances in the way insurance fraud tips are gathered and the way surveillance is conducted. Today's fraud investigator must be adept in the proper use of all technological resources from social media to drones. Chesapeake Employers' Insurance Company (formerly the Injured Workers' Insurance Fund – IWIF) is committed to aggressive workers compensation claims handling, which includes fully investigating allegations of insurance fraud. As instances of fraud inflate claim costs, insurance companies and employers must work together to conduct comprehensive and cost-effective fraud investigations. Chesapeake invites all county elected officials, administrators, and human resources personnel to join them for a reception and forum to discuss modern fraud investigation techniques.*

#### **Speakers:**

- Tammy R. J. Longan, Director, Strategic Business Unit, Chesapeake Employers' Insurance Company
- Robert Trzeciak, Field Investigator, Chesapeake Employers Insurance Company
- A.J. Alexander, Owner, Commercial Index Bureau, Inc.

**Moderator:** The Honorable Thomas M. Middleton, Maryland State Senate

## THURSDAY, AUGUST 18, 2016

7:30 am - 4:00 pm

REGISTRATION CENTER

Lower Level Foyer

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

7:30 am - 4:00 pm

POWER ZONE LOUNGE & CYBER CAFÉ

Room 210

*Power Zone Lounge Sponsored by WGL Energy*

*Cyber Café Sponsored by KCI Technologies, Inc.*

Visit the Power Zone Lounge to charge your phone or tablet, have a quick meeting, respond to your emails, print session materials, or take in a Sponsor Showcase Session! This is your attendee lounge - a space for you to use as needed!

8:00 am - 3:30 pm

COUNTY EXHIBITS OPEN

Bayfront Hall  
(upstairs)

MACo's County Exhibits await! Explore Maryland from the mountains to the shore, all in one place. Visit our county booths and learning more about their initiatives, tourism, and economic development opportunities!

8:00 am - 9:30 am

CONTINENTAL BREAKFAST  
WITH THE COUNTIES!

Bayfront Hall  
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# THURSDAY, AUGUST 18, 2016

## 8:00 am - 9:00 am CHAPTER ORGANIZATION MEETINGS

Large County Coalition

Room 215

Rural County Coalition

Room 209

9:00 am - 10:00 am

**WELCOMING SESSION  
& KEYNOTE SPEAKER**

**Bayfront Ballroom  
(upstairs)**

**KEYNOTE—*The Future is Now: The Transformation of Local Government***

**Keynote Speaker Sponsored by the Local Government Insurance Trust (LGIT)**

**Welcoming Session Sponsored by MACo's Bronze Corporate Partners**

*Join Futurist Simon J. Anderson for a fascinating look at trends and technologies changing the world around us, and to discover how to think about change and the future differently. In this thought-provoking and engaging presentation, Mr. Anderson covers topics including generational trends, attracting and retaining Millennial talent, workplace and workforce trends, emerging technologies to be aware of, and next steps and actions that you can take right away to be better prepared for the future.*

**Keynote Speaker:** Simon Anderson, International Keynote Speaker,  
Emerging Technology Consultant - VentureForesight, LLC, Author

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

10:00 am - 10:10 am

**EXHIBIT HALL GRAND OPENING**

**Both Halls**

10:00 am - 4:30 pm

**COMMERCIAL, NONPROFIT  
& STATE EXHIBITS OPEN**

**Exhibit Hall A/B**

**Exhibit Hall AB Sponsored by BGE**

Visit the Commercial, Nonprofit & State booths to learn more about potential partnerships and cost-saving products and services.

10:00 am - Noon

**DSS DIRECTORS MEETING  
(private meeting)**

**Room 213**

10:00 am - 11:00 am

**CLEAN CHESAPEAKE COALITION  
MEETING**

**Room 208**

*Conference participants are invited to discuss timely topics of importance to the Coalition – (1) water quality certification for Conowingo Dam relicensing, (2) the Request for Information (RFI) being developed by MES for Conowingo sediment management proposals, and (3) the State's nutrient trading program.*



**SAVE THE DATE**  
**Summer Conference: August 16-19, 2017**  
**Roland Powell Convention Center, Ocean City, Maryland**





## 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.

# THURSDAY, AUGUST 18, 2016

10:00 am - 10:30 am

SPONSOR SHOWCASE SESSION

Room 210

## *Exposing Your Agency to Cyber Criminals Through Internet RFP's and Bids – What Are Your Risks?*

Hosted by U.S. Communities featuring Insight

*Come learn how in a digital world your agency may be at risk of cyber predators more than you think. Learn more about how cooperative purchasing can shield your sensitive information from public networks and how Insight can help.*

**Speaker:** Bob Crigler – Insight Public Sector

10:45 am - 11:15 am

SPONSOR SHOWCASE SESSION

Room 210

## *Lead in Water - Can It Happen Here?*

Hosted by Washington Suburban Sanitary Commission (WSSC)

*How did Flint, Michigan happen? Can it happen to water systems in Maryland? In its 98-year existence, the Washington Suburban Sanitary Commission (WSSC) has never had a drinking violation. Join WSSC's senior water quality specialist for a look into what happened in Flint and what proactive steps WSSC uses to prevent lead from leaking into the system's water.*

**Speaker:** Jin Yeong Shin, Ph.D., Water Quality Manager, WSSC

11:30 am - Noon

SPONSOR SHOWCASE SESSION

Room 210

## *How Nationwide and the Nationwide Retirement Institute Are Helping County Employees Make Sense of Social Security*

Hosted by Nationwide Retirement Solutions (NRS)

*Break down and simplify the many rules and filing options for Social Security to help retirees make a suitable decision for their needs by analyzing and comparing different Social Security filing options.*

**Speaker:** Scott Wamboldt, Senior Retirement Specialist, NRS

11:30 am - 1:30 pm

**BUFFET LUNCH**  
(Thursday lunch ticket required)

Bayfront Hall  
& Hall AB

Noon - 1:00 pm

**BIKE/PEDESTRIAN ADVISORY  
COMMITTEE UPDATE**

Room 201

**(update is open to all—Thursday lunch ticket required to eat lunch)**

*The MD Bicycle/Pedestrian Advisory Committee has increased direct involvement with county governments. A panel will discuss highlights of state and county best practices, including tourist promotion, commuting, and safety.*

**Speakers:**

- Eric Brenner, Chair, Maryland Bicycle/Pedestrian Advisory Committee
- Karyn McAlister AICP, Bicycle & Pedestrian Program Manager, Prince George's County



## ***Be Courteous!***

**Please Silence ALL Noisemakers for Sessions & Meetings!**

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SBU Nurse Case Manager

*Mitesh Vyas*  
SBU Underwriting Supervisor



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# THURSDAY, AUGUST 18, 2016

Noon - 1:00 pm

## WORKING LUNCHES (Thursday lunch ticket required)

DSS Directors and Human Services Affiliate

Room 213

Maryland County Officials Diversity Caucus

Room 215

12:15 pm - 12:45 pm

## SPONSOR SHOWCASE SESSION

Room 210

### *Distributed Impact – Energy Solution for the Future*

#### Hosted by WGL Energy

*Distributed Impact™ draws from resources across the energy spectrum. It combines distributed generation (DG) technologies like solar, CHP and fuel cells, with traditional energy from electricity and natural gas, with renewables and carbon reduction from wind power, solar and carbon offsets along with energy efficiency. With a custom Distributed Impact™ solution, WGL Energy can help your organization navigate fluctuating energy markets, efficiently allocate energy dollars, stay connected in times of crisis, increase sustainability, and reduce greenhouse gas emissions. Attend this session to learn more!*

**Speaker:** Richard Walsh, Account Manager, WGL Energy

1:00 pm - 1:45 pm

## TOWN HALL FORUM WITH U.S. SENATOR CARDIN

Bayfront  
Ballroom

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

**Speaker:** The Honorable Benjamin L. Cardin, U.S. Senate

**Moderator:** Matthew Chase, Executive Director, National Association of Counties

1:00 pm - 1:30 pm

## SPONSOR SHOWCASE SESSION

Room 210

### *Maryland Partnership Plus: Community Benefits Achieved Through State/County Partnerships*

#### *Hosted by the MD Department of Housing and Community Development (DHCD)*

*Learn about how your county can partner with the Maryland Department of Housing and Community Development to help small businesses and residents thrive. This session's focus will be the Maryland Partnership Plus: an initiative designed to enhance economic growth and existing housing stock through state and county partnerships. Maryland Partnership Plus will bring together county resources and department programs, including Neighborhood BusinessWorks and Maryland WholeHome, to achieve additional community benefits.*

#### **Speakers:**

- John Maneval, Acting Assistant Secretary and Acting Director of the Division of Development Finance, DHCD
- Amy Grutzner, Director of Single Family Programs, DHCD
- Joe Seehusen, Director of Housing and Building Energy Programs, DHCD
- Mike Haloskey, Director of Business Lending, DHCD

A black and white photograph of a man sitting on a couch, looking at a tablet device. The background is a blurred indoor setting with a window and some furniture.

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# THURSDAY, AUGUST 18, 2016

1:45 pm - 2:00 pm

COFFEE BREAK

Room 203/204

Foyer

2:00 pm - 3:00 pm

AFFILIATE SESSIONS

**9-1-1: The Next Generation — Everything Will Change,  
Except the Numbers**

Room 202

**Hosted by MACo's Emergency Managers**

**Sponsored by the Baltimore Metropolitan Council**

*The majority of calls received by 9-1-1 answering points now come from mobile phone users. As our residents move to mobile, our 9-1-1 systems must increase their capabilities to receive mobile communications. Next Generation 9-1-1 will allow our public safety answering points to receive texts and photos, triangulate mobile phone caller positions, and transfer phone calls to the correct public safety answering point. In this session, state representatives will describe how to ensure a safe, efficient transition to Next Generation 9-1-1 in Maryland, and any technical, fiscal, and policy issues that must first be addressed. County representatives will describe challenges and successes of maintaining critical 9-1-1 services.*

**Speakers:**

- Trey Forgety, Director of Government Affairs, NENA: The 9-1-1 Association
- Scott Roper, Executive Director, Emergency Number Systems Board
- Tony W Rose, Chief, Communications & 9-1-1, Charles County; Chair of the National Capital Region 9-1-1 Directors
- Jack E. Markey, Director, Division of Emergency Management, Frederick County
- Kenny Miller, Regional Public Safety GIS Team Lead
- Michael Baker International and Co-Chair NG 9-1-1 Committee, National States Geographic Information Council

**Moderator:** The Honorable Adrienne A. Jones, Maryland House of Delegates

**Attorneys in the Matrix: Legal Best Practices Against  
Black Hat Threats**

Room 203

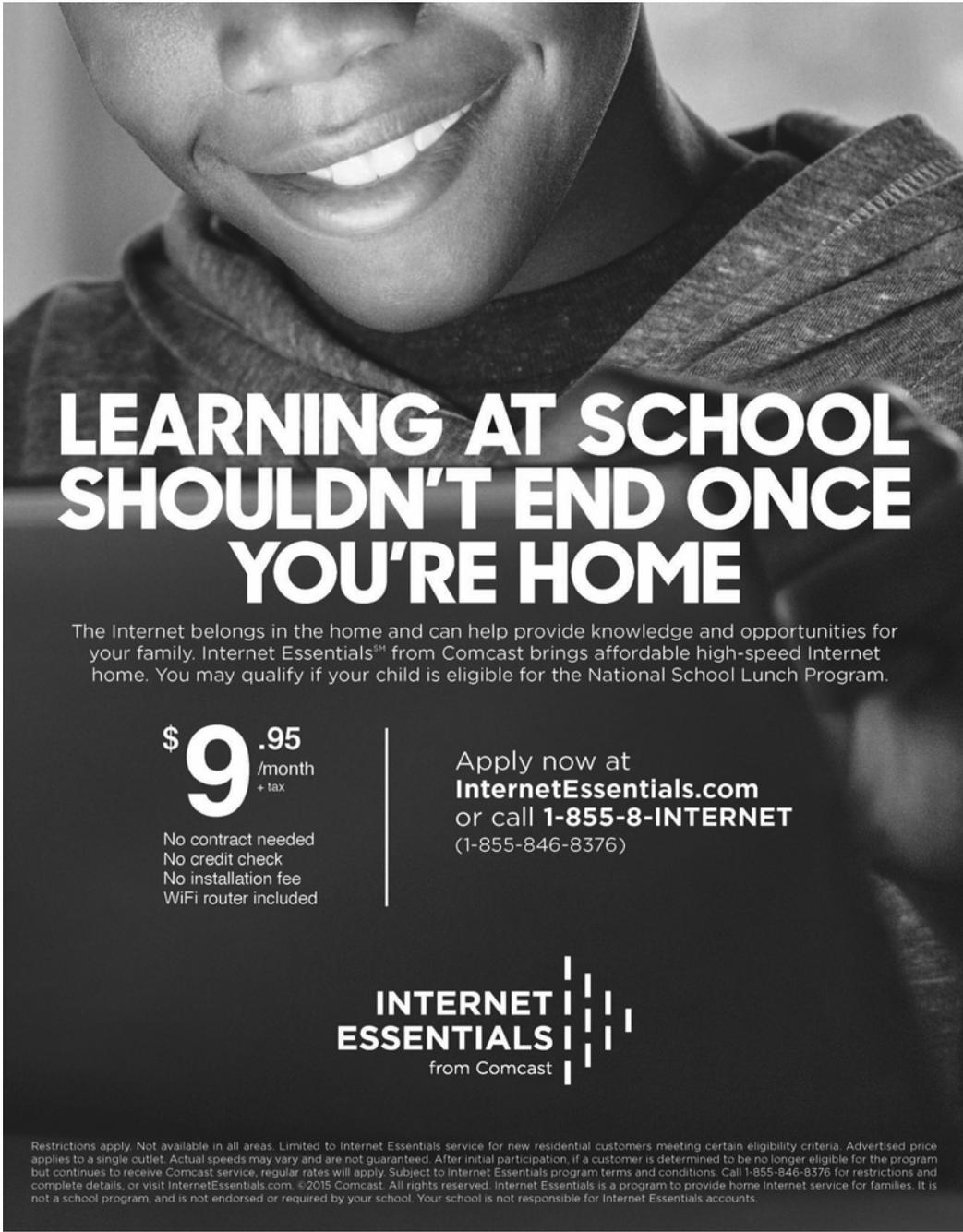
**Hosted by MACo's Attorneys Affiliate**

*County legal and liability issues have grown increasingly complicated in the cyber age. Counties need to have robust best practices in place to protect both themselves and their citizens from "black hat" threats. Threats can be external, such as outside hacking or ransomware attacks, or internal by insider or privileged users. Panelists will outline these threats and discuss the best legal and insurance practices to ensure counties are able to minimize risk and liability to both themselves and any affected citizens.*

**Speakers:**

- Scott Soderstrom, Director of Underwriting, Local Government Insurance Trust
- Jori Robinson, Deputy Commander, 175th Cyber Operations Group, Maryland Air National Guard
- Kim Phan, Counsel, Ballard Spahr LLP

**Moderator:** The Honorable Wayne Norman Jr., Maryland State Senate



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## **Reaching the Tech-Savvy Traveler – Digital Destination Marketing for Your County**

Room 204



**Hosted by Maryland's Tourism Directors**

*Maryland's tourism industry brings millions of visitors to our state annually. Significant State and county resources have been devoted to marketing Maryland destinations in a way that will reach today's tech-savvy traveler. From a microsite that offers virtual tours of our scenic byways, to social media, apps, and campaigns to encourage tourists to engage with local attractions and vendors, Maryland's tourism industry is innovatively reaching out to bring people in. Speakers will discuss the digital side of tourism product development and marketing with a focus on how travelers consume digital marketing messages and what that means for your county.*

**Speakers:**

- Elizabeth Fitzsimmons, Managing Director, Tourism, Film & the Arts, Maryland Department of Commerce
- Lisa F. Challenger, Director, Worcester County
- Frank DiVenti, Chief Marketing Officer, Visit Annapolis & Anne Arundel County

**Moderator:** The Honorable Wendell R. Beitzel, Maryland House of Delegates

## **Broadband — The Forward Connection For Your Citizens and Businesses**

Room 205

**Hosted by MACo's Administrators Affiliate**

*Maryland offers an outstanding climate for technology and innovation — but with high speed connectivity still lacking in many areas, the map of access is incomplete. The panel will talk about the best efforts underway to advance priorities for harder-to-serve areas—the sparsely populated expanse, the complex downtown cityscape, and the lower-income density. When open markets cannot deliver, what is the best role for the public sector, or public/private partnerships? What gains can be made working with traditional cable providers, through relationships or franchise agreements? What are counties' best options to meet demands for quality of life and business competitiveness?*

**Speakers:**

- Scott Boone, IT Director, Kent County
- Christopher J. Merdon, CIO, Dept. of Technology & Communications, Howard County
- Richard R. Nielsen, Senior Engineer, CBG Communications

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

## **Open Forum with DNR & MDE**

Room 206

**Hosted by MACo's Environmental Health and Parks & Recreation Affiliates**

*Join the Secretaries of the Maryland Departments of Natural Resource (DNR) and the Environment (MDE) in an open forum. The Secretaries will provide updates on key issues important to the counties, such as nutrient credit trading, Chesapeake Bay restoration efforts, and Program Open Space. After the updates conclude, the Secretaries and departmental personnel will be available for questions.*

**Speakers:**

- Mark Belton, Secretary, MD Department of Natural Resources
- Ben Grumbles, Secretary, MD Department of the Environment

**Moderator:** The Honorable Mary Ann Lisanti, Maryland House of Delegates

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# THURSDAY, AUGUST 18, 2016

2:30 pm - 3:30 pm

ICE CREAM & FRUIT BREAK  
(ticket required)

Bayfront Hall  
& Hall AB

*Sponsored by Exelon Generation*

3:30 pm - 4:30 pm

COUNTY EXHIBITS CLOSED FOR  
RECEPTION PREPARATION

Bayfront Hall  
(Upstairs)

*Our County Exhibits will close briefly - reopening at 4:30 pm for the Taste of Maryland Reception! Visit the Commercial and State vendors in Exhibit Hall AB, or attend one of our educational workshops in Rooms 202-206! Return at 4:30 pm with your Reception ticket to enjoy tasting samples from all regions of Maryland.*

3:30 pm - 4:30 pm

AFFILIATE SESSIONS

***Data-Driven Justice: Using Data to Lead to  
Better Outcomes in Criminal Justice***

Room 202

**Hosted by MACo's Corrections Affiliate**

*Earlier this summer, Governor Larry Hogan led Maryland in signing on to the White House Data-Driven Justice Initiative, a bipartisan coalition of sixty-seven city, county, and state governments who have committed to using data-driven strategies to divert low-level offenders with mental illness out of the criminal justice system. These innovative strategies, which have measurably reduced jail populations in several communities, help stabilize individuals and families, better serve communities, and often save money in the process. Come learn how your jurisdiction can join the effort.*

**Speakers:**

- Sam Malhotra, Secretary, MD Department of Human Resources
- Glenn Fueston Jr., Executive Director, Governor's Office of Crime Control & Prevention
- Robert L. Green, Director, Correction and Rehabilitation, Montgomery County

**Moderator:** The Honorable Jan H. Gardner, County Executive, Frederick County

***Live Long & Prosper: Maintaining and Funding Modern  
Technology***

Room 203

**Hosted by MACo's Budget & Finance Affiliate**

*Good governance requires good tools — in modern government, many of these are technology tools. Powerful databases, analytical instruments, geographic systems, and public portals can all improve customer service and accountability — but invariably come at a cost. In the modern government budget, how do we best prioritize and manage these investments? How do we fit non-traditional models like software-as-a-service and bring-your-own-device into a conventional government budget setting? How do we prudently arm our professionals with the tools they need, in a manner best serving the taxpayers? Our panel will investigate these and related questions facing a modern, customer-focused government.*

**Speakers:**

- Benjamin J. Birge, CountyStat Manager, Prince George's County Government
- James Donald McCormick Jr., Chief Information Officer, Caroline County
- James D Ewing, Account Manager, Presidio

**Moderator:** The Honorable Tawanna Gaines, Maryland House of Delegates  
(invited)



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# THURSDAY, AUGUST 18, 2016

## **Hard Hits: The Science & Safeguards Behind Concussions**

**Room 204**

### **Hosted by MACo's Parks & Recreation Affiliate**

*Concussions are now viewed as priority injuries that, if not identified and treated, can result in significant physical, cognitive, and emotional health problems. As science continues to better understand the serious effects of concussions, athletic national governing bodies have taken actions to respond to the threat they pose and the Maryland General Assembly has passed legislation requiring counties, schools, and leagues to follow certain education, reporting, and treatment requirements. Panelists will discuss the current medical understanding of concussions, changes in best practices (rules, player techniques, etc.) to minimize their occurrence and protect players, and the implementation of education and reporting requirements required under Maryland Law.*

#### **Speakers:**

- Gerard A Gioia, Division Chief, Children's National Health System
- Steve Stenersen, CEO, US Lacrosse
- Allan Harden MBA, CPRP, CYSA, Superintendent, Sports & Adventure Services Division, Howard County Recreation and Parks

**Moderator:** The Honorable Adelaide C. Eckardt, Maryland State Senate

## **To Catch a Predator: Protecting Children from Cybercrimes**

**Room 205**

### **Hosted by MACo's Human Services Affiliate**

*Expanded internet connections and the wide-spread use of smart phones and tablets has made accessing the internet easier than ever - especially for teens. A Pew Research Report found that 92% of teens report going online daily. There are a lot of positives to youth internet access and fun to be had on social networking sites and online apps. However dangers including child pornography, online predators, sexting, the dark web, and cyberbullying lurk around the web. Through facilitated discussion, video, and practical demonstrations, participants will learn more about how officials are taking action to promote online safety and protect children from technology facilitated crimes.*

#### **Speakers:**

- Krista Trahan, LCSW-C, Baltimore County DSS, Program Manager of the Sexual Abuse Treatment Program & Co-Director of the Baltimore County Child Advocacy Center
- Dana Paul Kaczynski, Detective – Internet Crimes Against Children, Baltimore County

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



**Join us for our Winter Conference  
December 7-9, 2016  
Chesapeake Bay Regency Hyatt—Cambridge, MD**



# ***Free Bus Transportation***

## ***Wear Your Conference Name Badge!***

The Town of Ocean City is offering MACo Summer Conference attendees FREE RIDES on the municipal buses.

Catch a municipal bus at any bus stop on Coastal Highway, every 10 minutes. *Just show your name badge* to the driver for a free ride during the conference!

***Thank you, Ocean City!***



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Taste of Maryland  
Reception!***

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WGL Energy

# THURSDAY, AUGUST 18, 2016

## **Outbreak! Responding to the Zika Threat**

Room 206



Hosted by MACo's Environmental Health and Health Officer Affiliates

*While the Zika virus has made international news headlines over the last year, few people truly understand what the virus is and the role county governments play in preventing its spread. For example, mosquito control is an important local responsibility that can significantly reduce the spread of Zika. If an outbreak does occur, counties can use Geographic Information System (GIS) and related technology to monitor and track the virus. Panelists will provide an overview of the Zika virus, including its symptoms, treatment, and transmission; county actions and responsibilities to combat Zika; and the use of GIS technology to track and manage identified cases.*

### **Speakers:**

- Leana S. Wen MD, MSc, Commissioner, Baltimore City Health Department
- Brian Prendergast, Mosquito Control Program Manager, MD Department of Agriculture
- R. Scott Shalley, Executive Director, Florida Association of Counties
- Michael Scott, Director, ESRGC, Salisbury University

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

**4:30 pm**

**COMMERCIAL, NONPROFIT  
& STATE EXHIBITS CLOSED**

**Exhibit Hall AB**

The county and state exhibits will re-open on Friday at 9:00 am. Bring your Reception ticket and join the County Exhibitors in the Bayfront Hall for the Taste of Maryland Reception!

**4:30 pm - 6:30 pm**

**Taste of Maryland Reception  
(ticket required)**

**Bayfront Hall  
(Upstairs)**

Hosted by the Maryland-Delaware-DC Beverage Association

Sponsored by MACo's Silver Corporate Partners

Join us in the Bayfront Exhibit Hall to sample Maryland's local food and beverage bounty! Wine, cheese, and more will be featured from Maryland vendors as we celebrate our state's tourism industry.

**4:30 pm - 6:30 pm**

**MACo KIDS' PARTY  
(pre-registration required)**

**Room 208**

**Sponsored by MUSCO Sports Lighting**

Taste of Maryland Reception participants must be at least 21 years old. The Kids' Party gives the children of our attendees (ages 3 - 15) a fun place to spend time while their parents or guardians enjoy the Reception. Childcare and snacks will be provided, but pre-registration is required. Contact [vwhite@mdcounties.org](mailto:vwhite@mdcounties.org) or stop by the Registration Center for more information.

## **What's in Room 210?**

**Visit Room 210 to discover the Power Zone Lounge—sponsored by WGL Energy. Use the mobile device charging station, take in a Sponsor Showcase Session, or use the computers and printers provided by KCI Technologies in our Cyber Café!**

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## FRIDAY, AUGUST 19, 2016

7:30 am - 2:30 pm

REGISTRATION CENTER

Lower Level Foyer

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

7:30 am - 4:30 pm

Power Zone Lounge  
& Cyber Café

Room 210

*Power Zone Lounge Sponsored by WGL Energy*

*Cyber Café Sponsored by KCI Technologies, Inc.*

Visit the Power Zone Lounge to charge your phone or tablet, have a quick meeting, respond to your emails, print session materials, or take in a Sponsor Showcase Session! This is your attendee lounge - a space for you to use as needed!

7:30 am - 8:30 am

AFFILIATE MEETING (private)

Room 213

*County Administrators Affiliate*

7:30 am - 8:45 am

County Elected Officials Forum,  
Business Meeting, & Breakfast  
(ticket required)

Room 217

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

8:00 am - 2:00 pm

COUNTY EXHIBITS OPEN

Bayfront Hall  
(upstairs)

Our County Exhibits await! Explore Maryland from the mountains to the shore, all in one place. Visit our county booths and learning more about their initiatives, tourism, and economic development opportunities!

8:00 am - 9:30 am

CONTINENTAL BREAKFAST  
WITH THE COUNTIES!

Bayfront Hall  
(Upstairs)

*Sponsored by the Washington Suburban Sanitary Commission (WSSC)*

Enjoy continental breakfast while you browse the county exhibits - this is your one-stop-shop to visit all of the counties in Maryland!

9:00 am - 2:00 pm

COMMERCIAL, NONPROFIT  
& STATE EXHIBITS OPEN

Exhibit Hall AB

*Exhibit Hall AB Sponsored by BGE*

Visit the Commercial, Nonprofit & State booths to learn more about potential partnerships and cost-saving products and services.

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# FRIDAY, AUGUST 19, 2016

9:00 am - 10:30 am

GENERAL SESSION

Bayfront Ballroom

## ***Cybersecurity on a Shoestring Budget***

*While the federal government works on big-picture solutions, state and local government agencies are under tremendous pressure to secure critical data, infrastructure and services. The massive amount of valuable data housed by county agencies -- Social Security and driver's license numbers, credit card information, and health-care records, to name a few -- is an attractive target for cybercriminals seeking financial gain. This session will describe where counties can make progress toward better cyber protection, even under these circumstances. Subjects will include employee training and leveraging cost-effective tools and partnership opportunities to maintain data integrity.*

### **Speakers:**

- Sandy Vandebult, Chief Information Officer, KnowBe4, Inc.
- Charles Ames, Director, Statewide Security Services, MD Dept of Information Tech.
- Kevin Moran, NCCIC Liaison, MS-ISAC
- Brian Hubbard, President, Evolved Cyber Solutions
- Joseph E. Klausner, Technology Services Director, Calvert County

**Moderator:** The Honorable C.A. Dutch Ruppertsberger III, U.S. House of Representatives

10:00 am - 10:30 am

SPONSOR SHOWCASE SESSION

Room 210

## ***BGE – Bringing Value to Your Communities***

### **Hosted by BGE**

*BGE was founded in 1816 and this year marks 200 years of excellent service, growth and innovation for Maryland's largest utility. Learn how BGE continues to invest and innovate to meet the challenges of the next 200 years and help improve the quality of life in Central Maryland.*

**Speaker:** Valencia McClure, Vice President, Governmental & External Affairs, BGE

10:30 am - 10:45 am

COFFEE BREAK

Second Floor Foyer,  
Both Exhibit Halls

10:45 am - Noon

GENERAL SESSION

Bayfront Ballroom

## ***#WhereDoYouDrawTheLine? Social Media and the Workplace***

*Discover potential ethical and legal traps posed by your organizational and personal use of social network sites and learn how to avoid these traps. Learn best practices for county social media presence, and how organizations may and may not monitor and limit use of social networking by employees.*

**Speaker:** Kevin B. Karpinski Esq, Partner, Karpinski, Colaresi & Karp, PA

**Moderator:** The Honorable Jerry Walker, Council Member, Anne Arundel County

10:45 am - 11:15 am

SPONSOR SHOWCASE SESSION

Room 210

## ***Is Your Energy Infrastructure Ready for the Digital Age?***

### **Hosted by Constellation**

*In this session, learn about how counties are capitalizing on distributed energy to take them into the digital age.*

**Speaker:** Cherise Seals, Business Development Manager, Constellation



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# FRIDAY, AUGUST 19, 2016

11:30 am - 1:00 pm

**BUFFET LUNCH**  
(Friday lunch ticket required)

**Both Exhibit  
Halls**

11:30 am - Noon

**SPONSOR SHOWCASE SESSION**

**Room 210**

## ***The Hidden Costs of Work Injuries***

**Hosted by Chesapeake Employers' Insurance Company**

*Many people are aware of the direct costs of work injuries (i.e., medical treatment, lost time from work, and monetary compensation for permanent injuries). The indirect costs, however, are not quite so obvious. After a work injury, many organizations experience everything from a decrease in productivity to a decrease in employee morale. Often, these intangible, hidden costs far exceed the costs paid directly to the injured worker. Join Chesapeake Employers for a discussion on how to minimize these costs for your county.*

### **Speakers:**

- Jackie Baroody, SBU Claims Supervisor
- Kristin Klein, Director of Safety Services

Noon - 1:00 pm

**WORKING LUNCHES**  
(Friday lunch ticket required)

**Budget & Finance Officers Affiliate Lunch (private)** Room 208  
*Sponsored by Davenport & Company*

**County Attorneys Affiliate Lunch (private)** Room 214

**County Communications & PIOs Meeting** Room 213

**Human Resources Affiliate Lunch (private)** Room 207  
*Sponsored by Segal Consulting*

**Upper Shore, Mid Shore, and Lower Shore  
Regional Councils Lunch** Room 209

**Women of MACo** Room 217

12:15 pm - 12:45 pm

**SPONSOR SHOWCASE SESSION**

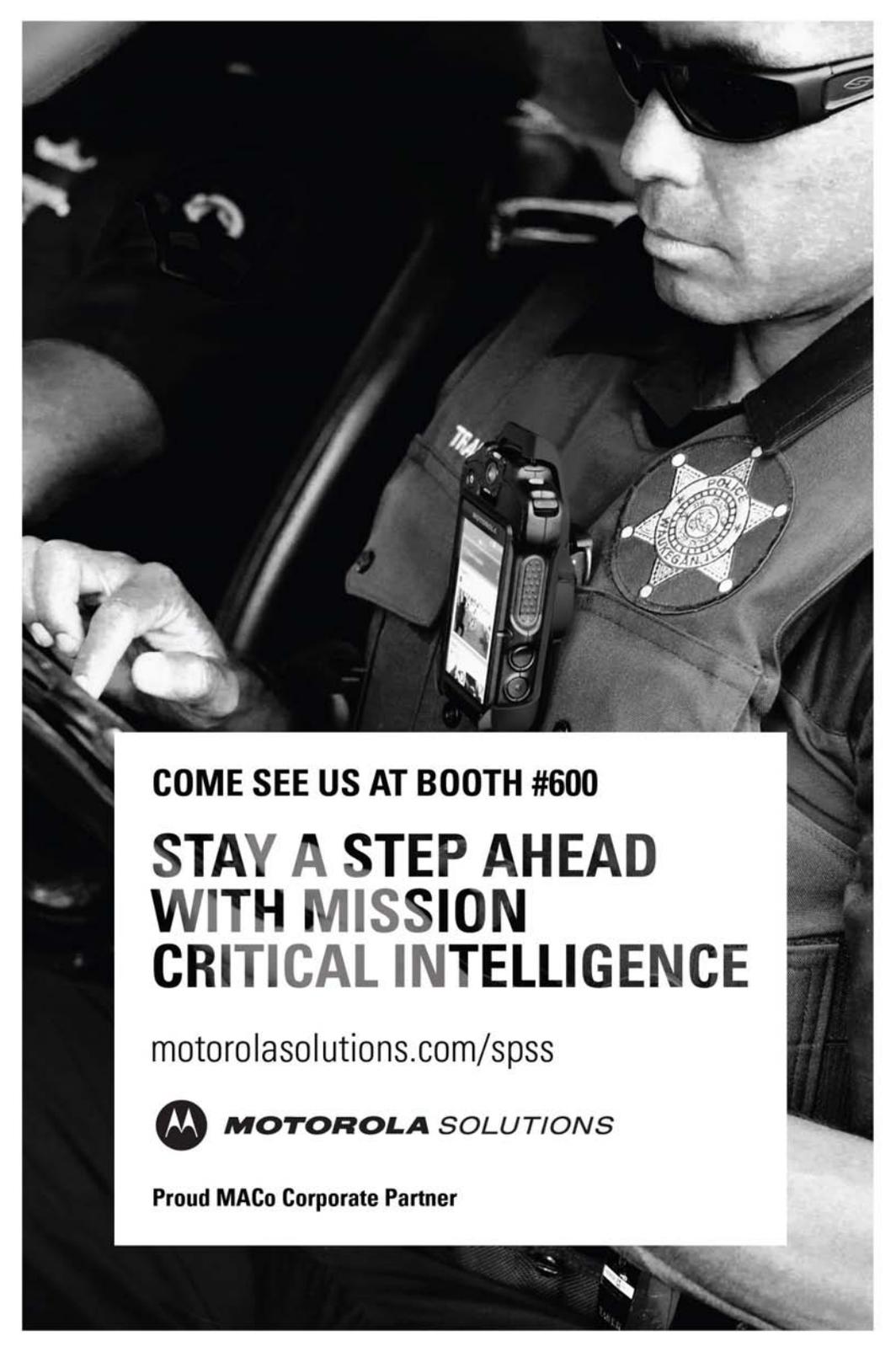
**Room 210**

## ***Distributed Impact – Energy Solution for the Future***

**Hosted by WGL Energy**

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**Speaker:** Les Lewis, Account Manager, WGL Energy



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# FRIDAY, AUGUST 19, 2016

1:00 pm - 2:00 pm

AFFILIATE SESSIONS

## ***Zapping Technical Debt! MD's Agile Cloud Transformation***

**Room 202**

### **Hosted by MACo's IT Directors**

*Why can't Maryland's technology systems be modern like Google, Netflix, Amazon, Facebook and continually responsive to ever changing needs of the users. Well... actually they can and will be soon. Maryland's enormous technical debt from legacy and slow approach to IT systems development, procurement, budgeting, contracts, and architecture is being imploded, at last! Maryland is taking a shared platform enterprise view moving to Cloud-based systems with Scaled Agile Development, DevOps automation, adaptive sourcing, and Value Stream budgeting. See how DHR and 11 other agencies are building a shared data platform called MD THINK to lead the way for this transformation.*

**Speakers:** Tom Fusting, Chief of Technology Office, MD Dept of Human Resources

**Moderator:** The Honorable Susan C. Lee, Maryland State Senate

## ***Counties Confront Substance Abuse: What's Now, What's New, and What's Next***

**Room 203**

### **Hosted by MACo's Health Officers Affiliate**

*Our communities continue to grapple with drug abuse and addiction. As the heroin and opioid crisis persists and emerging threats arise, local governments dig through data and search for solutions to treat those in need and to educate others in the hopes of preventing them from succumbing to addiction. In this session, get up-to-date information on what is happening across the state as counties share the latest statistics, effective programs, and innovative proposals for addressing drug abuse.*

### **Speakers:**

- Pamela Brown Creekmur, Health Officer, Prince George's County
- Lori A. Brewster MS, APRN/BC, LCADC, Health Officer, Wicomico County
- Laurence Polsky MD, MPH, F.A.C.O.G., Health Officer, Calvert County
- Rebecca Rosalie Hogamier MBA, LCADC, MAC, SAP, Director of Behavioral Health Services, Washington County

**Moderator:** The Honorable Steven R. Schuh, County Executive, Anne Arundel County

## ***Land Use in a Virtual World***

**Room 205**

### **Hosted by MACo's Planners Affiliate**

*Technology continues to profoundly shape how county land use and building project decisions are made. Proposed projects can be visualized in unprecedented detail through the use of 3D rendering, and paperless plan review systems can increase efficiencies and reduce costs. However, the rise of virtual businesses, such as AirBnB, can pose challenges to traditional permitting systems and may require new and innovative approaches. Panelists will discuss these new tools and challenges and provide examples of their use.*

### **Speakers:**

- James Cannistra, Division Chief, MD National Capital Park & Planning Commission
- Anthony J Puzzo, State and Local Government Manager, ESRI

**Moderator:** The Honorable Stephen W. Lafferty, Maryland House of Delegates



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# FRIDAY, AUGUST 19, 2016

**Gotta Catch 'Em All: Pokémon GO and the Public**

**Room 204**

**Hosted by MACo's County Administrators Affiliate**

*Pokémon GO, the augmented reality smartphone application, has been downloaded by millions of players. Using technologies such as GPS and cameras, players navigate real, physical spaces and overlay their camera-view with digital images – characters from the game appear as if they're in the player's real-life setting. In the quest to "catch 'em all," some players have gotten a lot of exercise, explored new parts of their communities, and made new friends. Others have injured themselves while walking distracted, played in inappropriate places, and been targeted by criminals. The popularity of this game – and the anticipation of more like it – present both positive and negative challenges for local governments. In this session, learn more about Pokémon GO and the future of augmented reality games, as well as how state and local officials are handling the additional safety, law enforcement, and recreation needs caused by the influx of players.*

**Speakers:**

- Mike Riley, Director, Montgomery Parks, M-NCPPC
- Edward Cameron, Administrator, Automotive Safety Enforcement Division, Maryland State Police (invited)
- Elizabeth Fitzsimmons, Managing Director, Tourism, Film & the Arts, Maryland Department of Commerce (invited)

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

**It's a Trap! 10 Tricks Targeting Your Identity and Information**

**Room 206**



**Hosted by MACo's Aging Affiliate**

*Identity theft is one of the fastest growing crimes in the country, affecting nearly ten million Americans a year, and Marylanders are not immune. Identity thieves may target older adults whose social isolation, loneliness, and memory loss make them particularly vulnerable. Examples of identity theft include when a thief uses your personal identifying information to open credit accounts in your name or to evade criminal liability. Hear ways that the State is seeking to help victims of identity theft address their problems, and to help all consumers protect themselves from identity thieves. In this session, county officials will learn advice to share with their constituents about how to protect themselves from identity thieves using, or continuing to use, your personal information, and how to address some of the issues that identity theft causes, such as dealing with credit card companies or collection agencies.*

**Speakers:**

- The Honorable Brian E. Frosh, Maryland Attorney General
- Tammy Bresnahan, Director of Advocacy, AARP Maryland
- Sharonne Bonardi, Deputy Comptroller, MD Office of the Comptroller

**Moderator:** The Honorable James N. Mathias Jr., Maryland State Senate

**2:00 pm - 2:15 pm**

**COFFEE BREAK**

**Room 203/204 Foyer**

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# FRIDAY, AUGUST 19, 2016

2:15 pm - 3:15 pm

AFFILIATE SESSIONS

## ***Beam Me Up – Telecommuting and County Government***

**Room 203**

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

*Telecommuting, or allowing employees to work in offices located off-site and within employees' homes, is becoming more popular. Workplace flexibility is a way to entice employees into county employment, improve business continuity, create cost-savings, and increase eco-friendliness. Telecommuting also poses risks and downsides, including lack of oversight, security concerns, fairness and morale among employees, and loss of on-site brainstorming. This session will explore the most effective telecommuting policies for county government performance and employee satisfaction.*

#### **Speakers:**

- Joseph Adler, Senior Consultant, Segal Consulting
- Rhonda Weaver, Esq., County Attorney, Charles County

**Moderator:** The Honorable Eric Luedtke, Maryland House of Delegates

## ***From Dewey Decimal to WWW: Libraries Online***

**Room 204**

### **Hosted by MACo's Administrators Affiliate**

*Maryland Libraries are leaders in bringing the latest technology to our communities. They are designated hubs of broadband connectivity, striving to close the digital divide in our communities and they are a place of learning and professional development. With the launch of MakerSpaces, Innovation Labs, and STEM classes, residents come to libraries to create original content and train on skills critical to compete in today's economy. Library members range from toddlers learning to read, to entrepreneurs learning to use 3D printers. Learn more about today's Maryland libraries.*

#### **Speakers:**

- Mary Hastler, CEO - Harford County Public Library, Maryland Libraries
- Mary Baykan, Washington County Library, Maryland Libraries
- Morgan Miller, Acting Director, Cecil County Public Library
- Valerie J. Gross, President and CEO, Howard County Library System

**Moderator:** The Honorable Guy J. Guzzone, Maryland State Senate

## ***Learn to Save a Life – Naloxone Training for Opioid Overdoses***

**Room 208**

### **Hosted by MACo's Health Officers Affiliate**

*Participants will receive in-person, hands-on training and certification in recognizing and responding to opioid overdose with naloxone. Naloxone is a prescription medication that safely and effectively reverses an opioid (heroin and prescription pain relievers) overdose. Upon completion of the training, participants will receive a certificate and a kit containing educational materials and the medication. (This training is also scheduled for Saturday morning to give you multiple chances to take advantage of this opportunity!)*

#### **Speakers:**

- Gregory Wm. Branch MD, MBA, CPE, Director and Health Officer, Baltimore County Health and Human Services
- Barbara A. Brookmyer, MD, MPH, Health Officer, Frederick County



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## FRIDAY, AUGUST 19, 2016

### **Are We There Yet? Autonomous Vehicles and the Future of Transportation**

**Room 205**

**Hosted by MACo's Engineers Affiliate**

*Autonomous vehicles, also known as self-driving cars, have advanced control systems that detect their surroundings and interpret the sensory information to successfully navigate passengers to their destination. While we are not yet in the age of fleets of Knight Rider KITTs or fleets of fully autonomous vehicles chauffeuring us to and fro, the concept of self-driving cars is slowly but surely coming to fruition. As numerous companies and research organizations work to develop prototypes, government officials prepare for their arrival. In this session, learn more about autonomous vehicles as well as the legal, policy, safety, and infrastructure developments underway as state and local officials plan for the future of driverless transportation.*

**Speakers:**

- Christine Nizer, Administrator, MVA, MD Department of Transportation
- Gregory Rodriguez, Partner, Best Best & Krieger
- Mark Deluca, Deputy Director of Public Works/Environmental, Howard County
- Edward Lee Cameron, Administrator, MD State Police

**Moderator:** The Honorable Pamela G. Beidle, Maryland House of Delegates

### **Mentally Ill and Incarcerated: A Criminal Justice Crisis**

**Room 206**

**Hosted by MACo's Corrections Affiliate**

**Sponsored by Siemens Industry, Inc.**

*Did you know that 64% of jail inmates have a mental illness? Or that more than half of mentally ill inmates used drugs or alcohol at the time of their crimes? The incarceration of the mentally ill is reaching crisis levels in our county jails. Jails are increasingly becoming the de facto institutions to treat and house individuals with complicated and acute mental health needs — a role they are not designed to play. In this session learn more about the challenges local jails face handling this critical population and innovative steps being taken to reduce the number of people with mental illness in jails.*

**Speakers:**

- Terry Kokolis, Superintendent, Department of Detention Facilities, Anne Arundel County
- Kathryn Farinholt, Executive Director, NAMI Maryland
- Francesca Berger, Director of Advocacy, Treatment Advocacy Center

**Moderator:** The Honorable Erik Barron, Maryland House of Delegates

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

**Sponsored by the Maryland Building Industry Association**

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



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## FRIDAY, AUGUST 19, 2016

4:00 pm - 4:30 pm SPONSOR SHOWCASE SESSION

Room 210

### *Protecting People and Communities Amidst Major Changes in the Lodging Industry*

**Hosted by Marriott International**

*With home sharing and short term online rentals on the rise, what can you do to maintain neighborhood integrity and prioritize guest safety? Join members of Maryland's hotel community for a discussion on existing regulations in the lodging industry and efforts to regulate short term online rentals around the country. They will discuss best practices in the areas of taxation, health and safety regulations, licensing, and zoning rules to provide you with the tools you need to protect your community.*

Speaker: Amy Rohrer, Maryland Hotel & Lodging Association and T.J. Maloney, Marriott International

5:00 pm - 8:00 pm

**CRAB FEAST**  
(ticket required)

South Parking Lot

*Event sponsored by MACo's Gold Corporate Partners*

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*Ice Cream sponsored by Constellation*

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

## SATURDAY, AUGUST 20, 2016

8:00 am - 10:30 am

REGISTRATION CENTER

Lower Level  
Foyer

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

8:00 am - 12:15 pm

POWER ZONE LOUNGE  
& CYBER CAFÉ

Room 210

*Power Zone Lounge Sponsored by WGL Energy*

*Cyber Café Sponsored by KCI Technologies, Inc.*

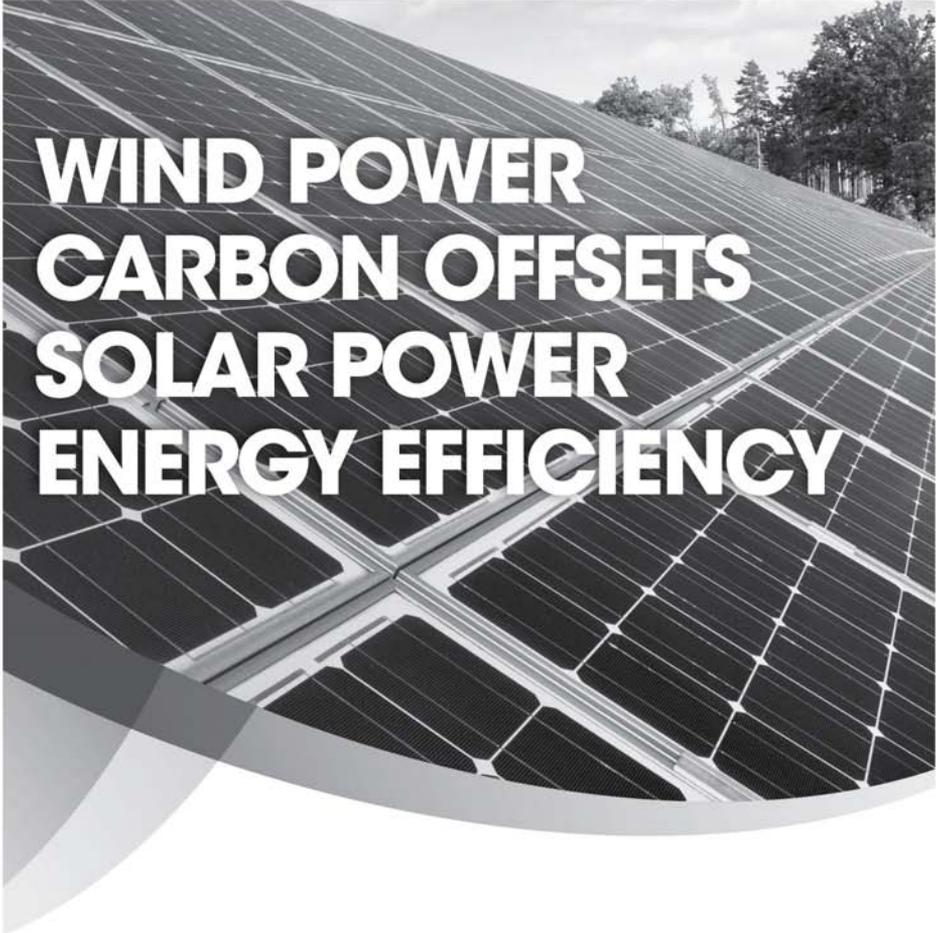
Visit the Power Zone Lounge to charge your phone or tablet, have a quick meeting, respond to your emails, print session materials, or take in a Sponsor Showcase Session! This is your attendee lounge - a space for you to use as needed!

8:00 am - 9:30 am

CONTINENTAL BREAKFAST

Room 203/204  
Foyer

*Sponsored by the Washington Suburban Sanitary Commission (WSSC)*



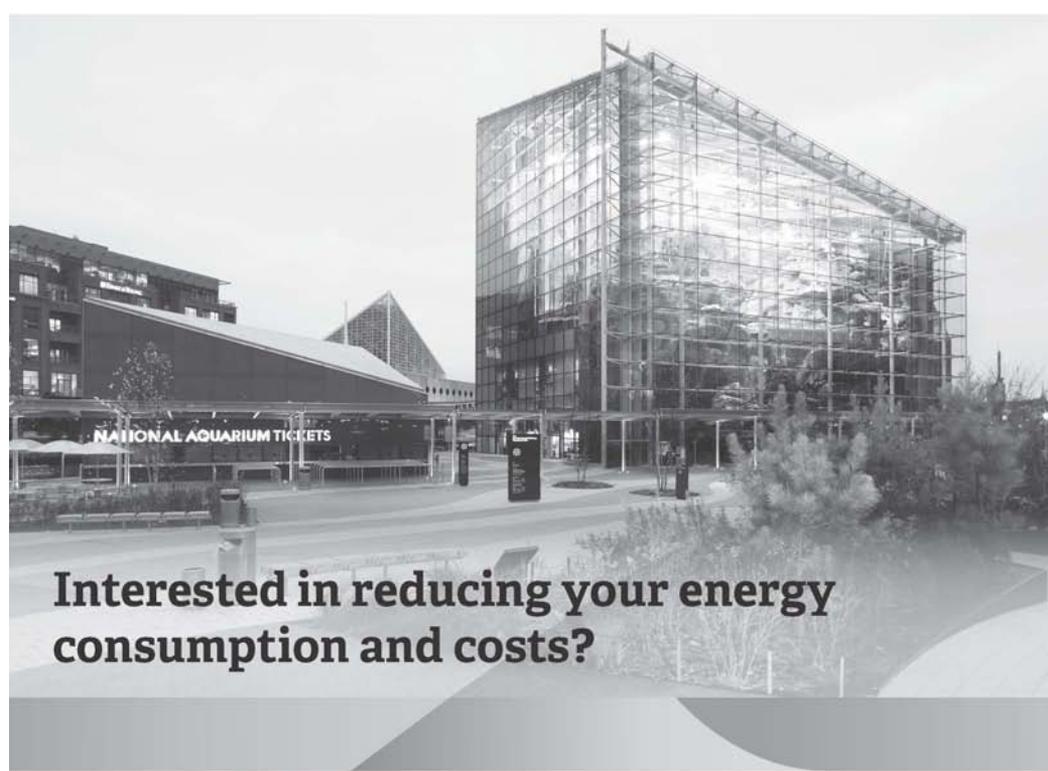
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# SATURDAY, AUGUST 20, 2016

8:00 am - 9:15 am

AFFILIATE SESSION

***Learn to Save a Life – Naloxone Training for Opioid Overdoses*** Room 208

Hosted by MACo's Health Officers Affiliate

*Please read description on pg 47. This is the same session—offered a second time.*

8:15 am - 9:15 am

BUFFET BREAKFAST SESSION

Room 209

***Maryland Medical Cannabis Commission:  
Questions & Answers for Public Officials***

*County governments, advocacy groups, and Maryland citizens are waiting for the arrival of medical cannabis, which was legalized by the Maryland General Assembly in 2014. The Maryland Medical Cannabis Commission is in the midst of reviewing the 811 dispensary applications, 146 grower applications, and 124 processor applications received late last year. During this session, Commission staff will be available to answer questions from government officials about the current process.*

**Speaker:** Patrick Jameson, Executive Director, Maryland Medical Cannabis Commission

9:30 am - 11:00 am

GENERAL SESSIONS

***To Boldly Go...Toward Better Modern Schools***

Room 202

*This year, the Presiding Officers of the Maryland General Assembly formed a Commission to review the State's school construction policies and make recommendations for more efficient and effective school construction practices into the future. This is the first major review of school construction since the 2004 Task Force to Study Public School Facilities, and it comes in the wake of dramatic cost increases in school construction. In this Session, attendees will here an update on the 2016 21st Century School Facilities Commission prior to the release of the Commission's report in December.*

**Speakers:**

- The Honorable Jan H. Gardner, County Executive, Frederick County
- Martin G Knott, President, Knott Mechanical, Chair, 21st Century School Facilities Commission

**Moderator:** The Honorable Maggie L. McIntosh, Maryland House of Delegates

***Surviving the Information Supernova:***

Room 204

***Open Government & Performance Management***

*Striving for customer service in the public sector, counties leverage their best efforts to create open and accountable public services. Measuring outcomes, harnessing "big data," and creating open platforms can improve your citizens' trust in, and support for, your county's efforts. Stakeholders from large and small jurisdictions will discuss best practices in performance management, and chart the road ahead in this fast-moving field.*

**Speakers:**

- Lauren Hamilton Edwards, Assistant Professor, University of MD, Baltimore County
- Benjamin J. Birge, CountyStat Manager, Prince George's County Government
- Ewan Simpson, Maryland Account Manager, Socrata

**Moderator:** The Honorable William W. Pickrum, President, Brd. of Commissioners, Kent County

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## SATURDAY, AUGUST 20, 2016

11:00 am - 11:15 am

COFFEE BREAK

Room 208/209 Foyer

11:15 am - 12:15 pm GOVERNOR'S 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 the State's response to some of Maryland's pressing challenges and important opportunities. Governor Larry Hogan is confirmed to deliver the Closing Address.*

**Speaker:** The Honorable Larry J. Hogan Jr., Governor of Maryland

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

12:15 pm

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**Manis Canning & Associates - Sponsor of the Crab Mallets.** Manis Canning & Associates (MCA) provides creative, proactive government affairs, public relations, business and trade association management strategies and programs to a diverse group of clients. Its principals have more than 100 years of experience dealing with legislators, regulators and the executive branches of government at the local, state and federal levels. Expertise in varied disciplines such as law, fiscal policy, grassroots lobbying, public relations and business development give MCA the unique ability to assess a situation and recommend a successful resolution to a problem. MCA conducts itself in a bipartisan manner and prides itself with its ability to build and manage effective grassroots organizations and issue-based coalitions. MCA believes credibility is essential to maintaining the firm's good name and the good name of its clients, and preserving its commodity is of paramount importance. Please visit their website at [www.maniscanning.com](http://www.maniscanning.com). 12 Francis Street, Annapolis, MD, 21401, 410.263.7882

- **Web Address:** <http://www.maniscanning.com/>

**Marriott International - Sponsor of the Crab Feast.** Marriott International is a global lodging leader based in Bethesda, Maryland. Its hotel portfolio includes 4,500 properties in 87 countries that are operated or franchised under the company's 19 unique brands. With deep roots in Maryland, Marriott today employs over 10,000 people at its corporate offices and 79 hotels across the state. For more information, please visit our website at [www.marriott.com](http://www.marriott.com), and for the latest company news visit [www.marriottnewscenter.com](http://www.marriottnewscenter.com).

- **Web Address:** [www.marriott.com](http://www.marriott.com)

**Maryland Broadband Cooperative - Sponsor of the WiFi Connection.** MACo Bronze Corporate Partner. 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. 2129 Northwood Drive, Salisbury, MD, 21801, 410.341.6322 - **Web Address:** <http://mdbc.us/>

**Maryland Building Industry Association - Sponsor of the Governor's Cabinet Reception.** 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. 8017 Caradoc Drive, Baltimore, MD, 21237, 410.800.7327

- **Web Address:** <http://www.marylandbuilders.org/>

**NACo Financial Services - Sponsor of the Early Bird Attendance Prizes.** Founded by NACo and sponsored by MACo, U.S. Communities is the leading government purchasing cooperative that provides counties with cost savings for products and services that address the unique needs of counties. From pharmaceuticals, building maintenance, technology, temporary staffing, and more, counties can access our supplier's best overall government pricing while reducing the administrative costs of competitive bids. Registration is free and there are no commitments or minimum orders. Visit [www.uscommunities.org](http://www.uscommunities.org) to get started! 25 Massachusetts Ave. NW,



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Suite 500, Washington, DC, 20001, 202.942.4228 - **Web Address:** <http://www.naco.org/resources/us-communities-cooperative-purchasing>

**NAIOP Maryland - Sponsor of the Welcoming Session. MAco Bronze Corporate Partner.** 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](http://www.naiopmd.org) POB 16280, Baltimore, MD, 21210, 410.977.2053 - **Web Address:** [www.naiopmd.org/](http://www.naiopmd.org/)

**Potomac Edison, A FirstEnergy Company - General Sponsor.** 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. 10802 Bower Avenue, Williamsport, MD, 21795, 301.491.9100 - **Web Address:** <https://www.firstenergycorp.com>

**Rifkin, Weiner, Livingston, LLC - Sponsor of the Crab Feast's Beverage Cups and Stands.** Law Firm - Government Relations 225 Duke of Gloucester Street, Annapolis, MD, 21403, 410.269.5066 - **Web Address:** <http://rwlls.com/>

**Tech Council of Maryland - Sponsor of the Tech Expo Lunch.** Tech Council of Maryland (TCM) is a collaborative community that is actively engaged in building strong technology and life science industries by supporting the efforts of our individual members. We are the largest technology trade association in the state of Maryland with over 300 members, and we provide value by giving them a forum to learn, share, and connect. The valuable resources we provide to our members help them reach their full potential as vital members of their communities. The Tech Council of Maryland champions Maryland's technology and life science communities that are saving, securing and transforming lives. TCM's vision is to position Maryland as a top-three innovation economy for technology and life sciences as well as the next "Silicon Valley" for these two industries. 240.243.4047 - **Web Address:** <http://techcouncilmd.com/>

**Urban Grid Solar - Sponsor of the Chair Drop at the Keynote Session.** Urban Grid specializes in the turnkey development and finance of solar photovoltaic projects (500kW to 10MW) throughout the United States. Urban Grid's 20-25 year Power Purchase Agreements (PPAs) are designed to generate consistent operating performance and predictable economic benefit for our clients. The Urban Grid team brings together seasoned finance and construction professionals to provide the highest quality solar installation and offer the best financial solution for commercial, educational, government and non-profit organizations. 337 Log Canoe Circle, Stevensville, MD, 21666, 410.604.3603 - **Web Address:** [www.urbangridco.com](http://www.urbangridco.com)

**Washington Gas - General Sponsor.** Headquartered in Washington, DC, Washington Gas Light Company (Washington Gas Company) delivers natural gas to more than one million residential, commercial and industrial customers throughout Washington, DC, and the surrounding region. Washington Gas is a regulated subsidiary of WGL Holdings, Inc., a public utility holding company. The unregulated affiliates of WGL Holdings are in energy-related businesses, selling natural gas and electric in competitive markets, and providing heating, ventilating and air-conditioning products and services. ; Washington Gas has a long record of financial strength. As either WGL Holdings or Washington Gas, the company has paid dividends on common stock for 160 years and increased that dividend for the past 35 consecutive years. Washington Gas is an active, concerned member of the business community and participates in numerous community service programs, focused on health, education, and the environment. 101 Constitution Ave, NW, Washington, DC, 20080, 240.417.5922 - **Web Address:** <https://www.washingtongas.com/>

# 2016 Exhibits

MACo is pleased to offer a variety of commercial, county and State agency exhibitors as part of the 2016 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 Bayfront Hall to say hello and thank you.

## Exhibit Hall Hours

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Thursday	Bayfront Ballroom: 8:00 am - 3:30 pm & 4:30 pm - 6:30 pm Exhibit Hall A/B: 10:00 am - 4:30 pm
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Friday	Bayfront Ballroom: 8:00 am - 2:00 pm Exhibit Hall A/B: 9:00 am - 2:00 pm
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***Children are only allowed in the Exhibit Hall on  
Friday from 12:00 pm - 2:00 pm and must be accompanied by an adult.***

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**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, 410.654.0480 - **Web Address:** [www.accpromo.com/](http://www.accpromo.com/)

**AECOM Technical Services, Inc.** - Booth # 407 - AECOM is built to deliver a better world. We design, build, finance and operate infrastructure assets for governments, businesses and organizations in more than 150 countries. As a fully integrated firm, we connect knowledge and experience across our global network of experts to help clients solve their most complex challenges. From high-performance buildings and infrastructures, to resilient communities and environments, to stable and secure nations, our work is transformative, differentiated and vital. A Fortune 500 firm, AECOM had revenue of approximately \$18 billions during fiscal year 2015. See how we deliver what others can only imagine at [aecom.com](http://aecom.com) and @AECOM. 4 North Park Drive, Suite 300, Hunt Valley, MD, 410.785.7220 - **Web Address:** [www.aecom.com](http://www.aecom.com)

**Aetna** - Booth # 307 - **SPONSORING EXHIBITOR** - **Please see description on pages 59-67.** 509 Progress Drive, Suite 118, Linthicum, MD, 215.775.8940 - **Web Address:** [www.aetna.com](http://www.aetna.com)

**Alban CAT Power Systems** - Booth # 136 - Alban CAT Power Systems is the recognized heavy industrial equipment and power systems leader in Maryland, Washington, DC, West Virginia, Virginia & Delaware. Well known for their solid reliable construction equipment, Caterpillar® has earned the same fine reputation as an industry leader in generators, marine power and industrial engines. Alban CAT is proud to offer complete CAT power systems to our client base across the Mid-Atlantic. 6387 Old Washington Rd., Elkridge, MD, 410.796.8000 - **Web Address:** [www.albanecat.com](http://www.albanecat.com)

**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

# 2016 Exhibits

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, 410.974.9000 - **Web Address:** [www.alexander-cleaver.com](http://www.alexander-cleaver.com)

**American Tennis Courts Inc.** - Booth # 135 - Athletic courts and running track construction and refurbishment asphalt and concrete paving. 4051 North Point Rd., Baltimore, MD, 800.243.6647 - **Web Address:** [www.americantenniscourtsinc.com](http://www.americantenniscourtsinc.com)

**Anne Arundel County** - Booth # 915 - 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, 410.222.7410 - **Web Address:** [www.aaedc.org](http://www.aaedc.org)

**Arborjet** - Booth # 620 - Arborjet is the world leader in plant healthcare solutions. We are a specialist with the Emerald Ash borer control. 99 Blueberry Hill Rd., Woburn, MA, 309.287.0173 - **Web Address:** [www.arborjet.com](http://www.arborjet.com)

**ARISTA Networks** - Booth # 434 - Arista award winning Ethernet platforms ranging in speeds from 10-100 Gigabits per second redefines scalability, reliability and agility. At the core of Arista's platform is the Extensible Operating System (EOS) with a single binary image across hardware platforms. Arista was recognized by Gartner as a "leader" in its 2014, 2015 and 2016 Magic Quadrant. 11814 Triadelphia Road, Ellicott City, MA, 410.402.0660 - **Web Address:** [www.arista.com](http://www.arista.com)

**Arrow Safety Device Company** - Booth # 403 - Arrow Safety Device Company provides innovative products, ideas and solutions for the automotive, highway, and safety and security Industries. Founded in 1930, we have a long, productive history and vast expertise and knowledge of vehicle lighting, highway products and security products, which has made us the leader in these industries. We are conveniently located in lower Delaware putting us within easy distance of New York, Philadelphia, Baltimore, Norfolk/Tidewater, VA and Washington DC. 123 Dixon Street, PO Box 205, Selbyville, DE, 302.856.2516 207 - **Web Address:** [www.arrowsafetydevice.com](http://www.arrowsafetydevice.com)

**Asphalt Maintenance Solutions LLC** - Booth # 316 - Ultra-thin Hot Asphalt Paving, Microsurfacing, Crack Sealing, High Performance Chipseal, Nova Surface, Decorative Products for Streetscapes P O Box 387, Center Valley, Pa, 610.972.2429 - **Web Address:** [www.amsroads.com](http://www.amsroads.com)

**Associated Energy Developers** - Booth # 525 - A full service energy development company. 11 Resnik Rd., Plymouth, MA, 888.800.2381 - **Web Address:** [www.assocenergy.com](http://www.assocenergy.com)

**ATI Quality Solutions** - Booth # 304 - Storm water management, storm water inlet guards PO Box 451, Folcroft, PA, 215.485.7993 - **Web Address:** [atiqualitysolutions.com](http://atiqualitysolutions.com)

**Auto Plus Auto Parts** - Booth # 417 - Aftermarket supplier of automotive & heavy duty parts, tools, chemicals, and paint. 901 N. Lenola Road, Moorestown, NJ, 540.742.5498 - **Web Address:** [www.autoplusap.com](http://www.autoplusap.com)

**Baltimore City** - Booth # 801 - 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, Suite 250, Baltimore, MD, 410.248.4273 - **Web Address:** [www.baltimorecity.gov](http://www.baltimorecity.gov)

**Baltimore Convention Center** - Booth # 518 - Convention Center located in the center of Baltimore City providing meeting space for large and small meetings and conventions. The Center is also an excellent facility for gala events. 1 West Pratt Street, Baltimore, MD, 410.649.7171 - **Web Address:** <http://bccenter.org>

# 2016 Exhibits

**Baltimore County** - Booth # 907 - Baltimore County Government. 400 Washington Avenue, Towson, MD, 410.887.2460 - **Web Address:** <http://www.baltimorecountymd.gov>

**BGE** - Booth # 334 - **SPONSORING EXHIBITOR** - *Please see description on pages 59-67.* 110 W. Fayette Street, Baltimore, MD, 410.470.8986 - **Web Address:** [www.bge.com](http://www.bge.com)

**BGE Outdoor Lighting** - Booth # 333 - BGE Outdoor Lighting is the smart choice for residential, commercial & municipal outdoor lighting products and services. 1068 N. Front Street, Baltimore, MD, 410.470.8404 - **Web Address:** [www.bge.com](http://www.bge.com)

**BIS Digital, Inc.** - Booth # 414 - Integrate communication, recording and multi-media system solutions with computers, 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. 1350 NE 56th Street, Suite 300, Ft. Lauderdale, FL, 800.834.7674 - **Web Address:** [www.bisdigital.com](http://www.bisdigital.com)

**Bolton Partners, Inc.** - Booth # 602 - Bolton Partners is an employee benefits consulting firm that specializes in actuarial pension consulting and health and welfare consulting for corporate, public sector, and multi-employer organizations. 100 Light Street, 9th Floor, Baltimore, MD, 443.573.3900 - **Web Address:** [www.boltonpartners.com](http://www.boltonpartners.com)

**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 410, Atlanta, GA, 404.446.1668 - **Web Address:** [www.gobrick.com](http://www.gobrick.com)

**Calvert County** - Booth # 807 - 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, 410.535.4583 - **Web Address:** <http://www.ecalvert.com>

**CareFirst BlueCross BlueShield** - Booth # 428 - **SPONSORING EXHIBITOR** - *Please see description on pages 59-67.* 10455 Mill Run Circle, Owings Mills, MD, 410.581.3000 - **Web Address:** [www.carefirst.com](http://www.carefirst.com)

**Carefirst Dental** - Booth # 429 - CareFirst Dental is a leading provider of dental benefits in Maryland, delivering the #1 regional networks combined with one of the largest national networks. We are 1st for highest in-network utilization, with the highest negotiated provider discounts in the market delivering the lowest net pay for claims and balance billing to members. Service excellence is delivered through our dedicated dental service unit located in Maryland. More Marylanders rely on CareFirst for dental than any other brand. CareFirst Dental, the leader in benefit design and dental integration with medical benefits. 10802 Red Run Blvd., Mail Stop 220, Owings Mills, MD, 410.998.5553 - **Web Address:** [www.carefirst.com](http://www.carefirst.com)

**Carroll County** - Booth # 902 - Carroll County, MD 225 N. Center Street, Room 107, Westminster, MD, 410.386.2898 - **Web Address:**

**Carroll Motor Fuels** - Booth # 329 - Carroll Motor Fuels is a major supplier of gasoline, diesel fuels, bio diesel fuels, and diesel exhaust fluid and related petroleum products. We are also a distributor for Syntech "Fuelmaster" automated fleet fueling solutions. 2700 Loch Raven Rd., Baltimore, MD, 443.615.4813 - **Web Address:** [carrollfuel.com](http://carrollfuel.com)

**CDW-G** - Booth # 432 and 433 - 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

# 2016 Exhibits

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. 13467 Sunrise Valley Drive, Herndon - **Web Address:** <https://www.cdwg.com/>

**Cecil County** - Booth # 802 - Cecil County Economic Development, Tourism, and Agriculture. Office of Economic Development, 200 Chesapeake Blvd., Suite 2700, Elkton, MD, 410.996.6292

**Century Engineering** - Booth # 502 - Century Engineering, Inc. is a multi-discipline consulting engineering firm offering planning, design, and technology services for facilities, transportation, environmental, water, and utility industries throughout the Mid-Atlantic Region. 10710 Gilroy Road, Hunt Valley, MD, 443.589.2400  
- **Web Address:** [www.centuryeng.com](http://www.centuryeng.com)

**Charles County** - Booth # 810 - 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](http://www.CharlesCountyMD.gov) and view the e-calendar, lodging, dining and attractions. 200 Baltimore Street, PO Box 2150, La Plata, MD, 301.259.2500 - **Web Address:** [www.charlescountymd.gov](http://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, 301.434.7000 - **Web Address:** [www.cpja.com](http://www.cpja.com)

**Chesapeake Employers' Insurance Company** - Booth # 528 - **SPONSORING EXHIBITOR** - *Please see description on pages 59-67.* 8722 Loch Raven Boulevard, Towson, MD, 410.494.2436  
- **Web Address:** [www.ceiwc.com](http://www.ceiwc.com)

**Cigna** - Booth # 327 - **SPONSORING EXHIBITOR** - *Please see description on pages 59-67.* 111 S. Calvert Street, Suite 1600, Baltimore, MD, 860.907.5006 - **Web Address:** <http://www.cigna.com>

**CMS, Inc.** - Booth # 410 - 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, 410.501.1153 - **Web Address:** [www.whycms.com](http://www.whycms.com)

**Comcast** - Booth # 300 - **SPONSORING EXHIBITOR** - *Please see description on pages 59-67.* 253 Najoles Road, Millersville, MD, 410.729.2509 - **Web Address:** [www.comcast.com](http://www.comcast.com)

**CompWALK** - Booth # 319 - CompWALK is a cloud-based online and mobile solution that automates compliance and inspection operations. Eliminate paper-laden processes and produce reports in real-time with CompWALK, saving your department time and resources. Quickly deploy and integrate into existing systems to make the most of data collected in the field. BYOD-friendly (Bring Your Own Device) supporting iOS, Windows, and Android devices. CompWALK streamlines inspection processes for: Food Safety Operations, Environmental Services, Facilities, Utilities, Highways, Emergency Management, And more! 9250 Bendix Rd North, Columbia, MD, 410.718.7575 - **Web Address:** [www.compwalk.com/](http://www.compwalk.com/)

**Concentra Medical Centers** - Booth # 603 - 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, 202.306.6449 - **Web Address:** [www.concentra.com](http://www.concentra.com)

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**Congressman Chris Van Hollen** - Booth # 301 - Member of Congress, U.S. House of Representatives, MD-08  
1707 Longworth Office Building, Washington, DC, 202.225.5341 - **Web Address:** [vanhollen.house.gov](http://vanhollen.house.gov)

**Correct Care Solutions** - Booth # 128 - Correct Care Solutions delivers superior on-site medical, dental, behavioral health & pharmacy services; management of off-site patient care, & electronic medical record systems for correctional organizations. 7250 Parkway Drive, Suite 400, Hanover, MD, 717.203.9169  
- **Web Address:** [www.correctcaresolutions.com](http://www.correctcaresolutions.com)

**Cunningham Recreation / GameTime** - Booth # 332 - Park & playground solutions from design to construction since 1966. Playground & sports equipment, surfacing, bleachers, shade, shelter, site furnishings, water play and dog parks. PO Box 487, Queenstown, MD, 800.233.0529  
- **Web Address:** [www.cunninghamrec.com](http://www.cunninghamrec.com)

**Cybersecurity Association of Maryland, Inc. (CAMI)** - Booth #523 - Cybersecurity Association of Maryland, Inc. (CAMI) - CAMI is Maryland's only trade organization dedicated solely to the cybersecurity industry. Our mission is to create a global cybersecurity marketplace in Maryland and generate thousands of high-pay jobs in the state through the cybersecurity industry. We do so by identifying, promoting and connecting our state's cybersecurity companies with local, national and global businesses and government entities seeking cybersecurity products and services. 101 N. Haven St. Ste. 301, Baltimore, MD 21224, 443.844.0047.  
- **Web Address:** [www.mdcyber.com](http://www.mdcyber.com)

**Daly Computers, Inc.** - Booth # 430 - Daly Computers is a nationwide systems integrator, computer reseller, service provider, and network specialist serving government, education and commercial customers. Daly consistently delivers the highest quality services and state of the art products to its customers. Our total commitment to customer satisfaction is built into everything we do. 22521 Gateway Center Drive, Clarksburg, MD, 301.670.0381 - **Web Address:** <http://www.daly.com>

**Delta Dental** - Booth # 408 - **SPONSORING EXHIBITOR - Please see description on pages 59-67.** One Delta Drive, Mechanicsburg, PA, 800.471.7091 - **Web Address:** <http://www.DeltaDentalins.com>

**Dorchester County** - Booth # 811 - 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. 104 Tech Park Drive., Cambridge, MD, 410.221.0155  
- **Web Address:** [www.choosedorchester.org](http://www.choosedorchester.org)

**Dossier Systems** - Booth # 515 - Dossier Systems, Inc. is an industry-leading provider of fleet maintenance software and solutions. Helping customers better understand and improve their fleet operations has been the company's sole focus since 1979. Headquartered in suburban Philadelphia with offices throughout the U.S., Dossier Systems is committed to developing, supporting and distributing superior fleet maintenance software, technologies, and services. Our Dossier software is designed to increase our customers' efficiency and profitability, while also ensuring safe operation and regulatory compliance. 6 Terri Lane, Suite 700, Burlington, NJ, 609.747.8800 - **Web Address:** [www.dossier-systems.com](http://www.dossier-systems.com)

**EA Engineering, Science, and Technology, Inc.** - Booth # 400 - 225 Schilling Circle, Suite 400, Hunt Valley, MD, 410.329.5116 - **Web Address:** <http://www.eaest.com>

**Eagle Bay Stormwater Systems** - Booth # 516 - Our Stormwater Solutions were developed to provide a Green Infrastructure and play a role in restoring the vital eco-system. Four different Eagle Bay Permeable Pavers allow for a multi-functioning site specific stormwater plan. Our permeable pavers offer robust engineered functions for both quantity and quality regulatory requirements, plus a fully functioning wear surface. These systems can be used in any area an impervious surface area is anticipated. 1231 Willis Road, Richmond, VA, 804.304.6870 - **Web Address:** [www.swmpave.com](http://www.swmpave.com)

**Edmunds & Associates, Inc.** - Booth # 424 - ERP software solutions for financials and revenue collection. 301 A Tilton Road, Northfield, NJ, 609.645.7333 - **Web Address:** [www.edmundsassoc.com](http://www.edmundsassoc.com)

**Election Systems & Software** - Booth # 605 - Experience the ES&S Difference - Election Systems & Software is the most experienced provider of total election solutions. For more than 30 years, ES&S has remained true to our vision, "maintain voter confidence and enhance the voting experience." Providing our customers with

# 2016 Exhibits

trusted, quality and timely election services and products is our purpose, our promise and our passion. For more information on mission and vision check out our website: [www.essvote.com](http://www.essvote.com) 11208 John Galt Blvd., Omaha, NE, 877.377.8683 - **Web Address:** [essvote.com](http://www.essvote.com)

**Emergency Number Systems Board** - Booth # 209 - State 911 agency. 300 E. Joppa Rd., Suite 1000, Towson, MD, 410.339.6305 - **Web Address:** [www.dpscs.state.md.us/ensb](http://www.dpscs.state.md.us/ensb)

**Energy Systems Group, LLC** - Booth # 411 - 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, 410.981.6640 - **Web Address:** [www.energysystemsgroup.com](http://www.energysystemsgroup.com)

**Energy3, LLC** - Booth # 401 - 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 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, 410.972.4644 - **Web Address:** [www.energy-three.com](http://www.energy-three.com)

**En-Net Services** - Booth # 323 and 324 - En-Net Services has spent 20 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. 712 N. East Street, Frederick, MD, 301.846.9901 - **Web Address:** <http://www.en-netservices.com>

**Enovative Technologies** - Booth # 431 - 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, 443.863.6645 - **Web Address:** [www.epulsemassage.com](http://www.epulsemassage.com)

**ePlus Technology Inc.** - Booth # 520 and 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, 240.512.2005 - **Web Address:** [www.eplus.com](http://www.eplus.com)

**ESRGC @ Salisbury University** - Booth # 534 - Online Master of Science in GIS Management and GIS Service provider for state and local governments. 1101 Camden Avenue, Salisbury, MD, 410.677.5390 - **Web Address:** <http://www.esrgc.org/>

**Express Scripts, Inc.** - Booth # 406 - **SPONSORING EXHIBITOR** - *Please see description on pages 59-67.* PO Box 176, Deale, MD, 410.867.9121 - **Web Address:** <https://www.express-scripts.com/>

**FieldTurf** - Booth # 616 - The world leader in Artificial Turf. 7445 Chemin Cote-de-Liesse, Montreal, QC, 514.375.2613 - **Web Address:** [www.fieldturf.com](http://www.fieldturf.com)

**Frederick County** - Booth # 906 - 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. Market St., Frederick, MD, 301.600.1058 - **Web Address:** [www.discoverfrederickmd.com](http://www.discoverfrederickmd.com)

# 2016 Exhibits

**FTS Fiber** - Booth # 310 - FTS Fiber is a dark fiber supplier providing carrier-class network infrastructure in both rural areas and major markets of the United States. We produce reliable and secure, neutral fiber paths for various network operators and business sectors, including content and internet providers, healthcare, education, government and real estate developers. 16925 York Road, Suite C, Monkton, MD, 877.230.1260

**Fujitsu America, Inc.** - Booth # 517 - 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, 214.429.3150  
- **Web Address:** [www.fujitsu.com](http://www.fujitsu.com)

**Garrett County / Deep Creek Lake, MD** - Booth # 905 - Garrett County, Maryland is home to Deep Creek Lake, the state's largest freshwater lake, Wisp Resort, Maryland's only ski resort and the state's tallest waterfall at Swallow Falls State Park. An ideal vacation getaway, Garrett County offers boating, snowboarding, hiking, biking, history, snow tubing, horse drawn carriage rides, heritage, shopping, whitewater rafting, ice fishing, kayaking, cross country skiing and so much more! Learn more at [visitdeepcreek.com](http://visitdeepcreek.com). 15 Visitors Center Drive, McHenry, MD, 301.387.4386 - **Web Address:** <http://www.visitdeepcreek.com>

**General Code** - Booth # 201 - Our Laserfiche Content Management Solutions (CMS) ensure regulatory compliance, enable collaboration, reduce costs, and assure continuity. You can even automate business processes and access information anywhere, anytime on a computer or mobile device to speed up the processing of paperwork and fulfillment of requests for information. 781 Elmgrove Rd., Rochester, NY, 585.328.1810 - **Web Address:** [cms.generalcode.com](http://cms.generalcode.com)

**GEO Reentry Services** - Booth # 326 - GEO Reentry Services is the nation's leader in safe, secure alternatives to detention and reentry services for offenders released to community treatment and supervision. GEO Reentry Services provides reentry services in 16 states and operates more than 80 residential and non-residential community-based programs. Today, GEO Reentry Services supports correctional agencies nationwide with flexible options such as residential housing and treatment, day reporting programs, and in-custody treatment and training. 13777 Ballantyne Corporate Pl., Suite 200, Charlotte, NC, 704.543.3428  
- **Web Address:** [www.georeentry.com](http://www.georeentry.com)

**GovDeals, Inc.** - Booth # 509 - GovDeals, Inc. is the leading online auction solution, offering its services to all governmental entities to sell their surplus vehicles, equipment, and other items over the Internet. Currently over 8,000 clients utilize GovDeals auction website. 100 Capitol Commerce Blvd., Suite 110, Montgomery, AL, 334.387.0532 - **Web Address:** [www.govdeals.com](http://www.govdeals.com)

**Governor's Coordinating Offices** - Booth # 208 - Governor's Coordinating Offices 301 West Preston St., 15th Floor, Baltimore, MD, 410.767.1216 - **Web Address:** [goci.maryland.gov](http://goci.maryland.gov)

**Grainger Industrial Supply** - Booth # 514 - W.W. Grainger, Inc. is a business-to-business distributor of products used to maintain, repair and operate facilities. Approximately 3 million businesses and institutions worldwide rely on Grainger for products such as safety gloves, ladders, motors and janitorial supplies, along with services like inventory management and technical support. Grainger's Corporate Social Responsibility platform includes the company's commitments to operating responsibly, valuing its people, sustaining the environment and serving its communities. 1401 Sewells Point Rd., Norfolk, VA, 757.286.6282 - **Web Address:** [www.grainger.com](http://www.grainger.com)

**Harford County** - Booth # 809 - 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, 410.638.3339 - **Web Address:** [www.harfordcountymd.gov](http://www.harfordcountymd.gov)

**Harris Corporation** - Booth # 425 and 426 - Harris Public Safety and Professional Communications is a leading supplier of Assured Communications® systems and equipment for federal, public safety, utility and

# 2016 Exhibits

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. 121 Jefferson Ridge Parkway, Lynchburg, VA, 800.368.3277 - **Web Address:** [www.harris.com](http://www.harris.com)

**Harry R. Hughes Center for Agro-Ecology** - Booth # 706 - 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 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, 410.827.8056 x126 - **Web Address:** [www.agresearch.umd.edu/agroecol](http://www.agresearch.umd.edu/agroecol)

**Holiday Inn Solomons Conference Center & Marina** - Booth # 315 - With 18,000 square feet of conference space, 326 guestrooms and suites, and located on 9 acres of waterfront property, the full service Holiday Inn Solomons Conference Center & Marina will accommodate your every need. Our professional staff is always standing by to assist you for business, social and wedding events from small to large. It's a chance for an unforgettable experience! Please visit us at [www.hisolomons.com](http://www.hisolomons.com). 155 Holiday Drive, PO Box 1099, Solomons, MD, 410.326.6311 - **Web Address:** [www.hisolomons.com](http://www.hisolomons.com)

**Home Paramount Pest Control, Inc.** - Booth # 409 - Home Paramount Pest control Inc. is a family owned business since 1939 offering termite and pest control services to families and businesses for over 75 years. 2011 Rock Spring Rd., Forest Hill, MD, 410.510.0700 8116 - **Web Address:** [www.homeparamount.com](http://www.homeparamount.com)

**Howard County** - Booth # 903 - County government. 3430 Courthouse Drive, Ellicott City, MD, 410.313.4022 - **Web Address:** <http://www.howardcountymd.gov>

**Hyatt Regency Chesapeake Bay Golf Resort, Spa & Marina** - Booth # 531 - 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, 410.901.6328 - **Web Address:** [www.chesapeakebay.hyatt.com](http://www.chesapeakebay.hyatt.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, 301.405.3773 - **Web Address:** <http://www.igsr.umd.edu/>

**Johnson Controls, Inc.** - Booth # 305 - Energy Performance Contracting. Renewable Energy. 60 Loveton Circle, Sparks, MD, 410.382.4882 - **Web Address:** <http://www.johnsoncontrols.com>

**Juniper Networks** - Booth # 619 - Juniper Networks challenges the status quo with innovative products, solutions and services critical to businesses by transforming the economics of networking in the connected world. We create the most automated, scalable and secure for unprecedented agility, efficiency and value. 1194 N. Mathilda Ave., Sunnyvale, CA, 408.936.1369 - **Web Address:** [www.juniper.net](http://www.juniper.net)

**Kaiser Foundation Health Plan of the Mid Atlantic States Inc.** - Booth # 607 - **SPONSORING EXHIBITOR** - *Please see description on pages 59-67.* 2101 E. Jefferson St., Rockville, MD, 301.816.6792 - **Web Address:** [www.kp.org](http://www.kp.org)

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**KCI Technologies, Inc.** - Booth # 500 and 501 - **SPONSORING EXHIBITOR** - Please see description on pages 59-67. 936 Ridgebrook Rd., Sparks, MD, 410.316.7986 - **Web Address:** <http://www.kci.com>

**Kennedy Krieger Institute** - Booth # 233 - 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, 443.923.9200 - **Web Address:** [www.kennedykrieger.org](http://www.kennedykrieger.org)

**Kent County Information Technology** - Booth #904 - County government department. 400 High Street, Chestertown, MD, 410.778.0416. - **Web Address:** [www.kentcounty.com](http://www.kentcounty.com)

**Kronos Inc.** - Booth # 524 - Kronos government workforce management solutions provide the means to serve the public good efficiently, successfully, cost-effectively, and with accountability. And because the largest portion of government operational budgets are tied to workforce expenditures, Kronos helps federal, state, and local governments like yours reduce labor costs, increase operational excellence, and deliver quality services to your citizens. 297 Billerica Rd., Chelmsford, MA, 978.947.2806 - **Web Address:** [www.kronos.com](http://www.kronos.com)

**LB Water** - Booth # 625 - 540 S High Street, PO Box 60, Selinsgrove, PA, 570.238.4669

**LGIT Health** - Booth # 506 - **SPONSORING EXHIBITOR** - Please see description on pages 59-67. 147 West Airport Road, Liitz, PA, 717.723.4600 - **Web Address:** [www.benecon.com](http://www.benecon.com)

**Local Government Insurance Trust** - Booth # 507 - **SPONSORING EXHIBITOR** - Please see description on pages 59-67. 7225 Parkway Drive, Hanover, MD, 443.561.1700 - **Web Address:** [www.lgit.org](http://www.lgit.org)

**Manns Woodward Studios** - Booth # 611 - A Maryland-based architectural firm that specializes in the design of public safety and community driven facilities. 10839 Philadelphia Rd., White Marsh, MD, 410.344.1460 - **Web Address:** [www.mwsarch.com](http://www.mwsarch.com)

**Maryland Ag Dept/Conservation Partnership** - Booth # 708 - 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, 410.841.5788 - **Web Address:** [www.mda.maryland.gov](http://www.mda.maryland.gov)

**Maryland Agricultural & Resource-Based Industry Development Corp.** - Booth # 614 - The Maryland Agricultural and Resource-Based Industry Development Corporation (MARBIDCO) is an agricultural development financial intermediary organization established to promote the continued viability of Maryland's farming, forestry, and seafood industries. A major objective of MARBIDCO is to help agricultural and resource-based businesses to start, expand, diversify and exploit emerging market opportunities in food and fiber production, with an emphasis on helping young and beginning farmers get access to affordable capital and credit. MARBIDCO's core programming involves the making of low-cost loans for farmland and capital equipment purchases (often working in conjunction with commercial lenders), as well as, incentive grants for county project matching funds and farm value added processing activities. Moreover, MARBIDCO can finance food production activities in all regions of the State, including in urban areas. The Corporation has also been tasked, as a conduit revenue bond issuer, with assisting State and county land conservation agencies in facilitating installment purchase agreement easement sales and related farmland preservation programs 1410 Forest Drive, Suite 21, Annapolis, MD, 410.267.6807 - **Web Address:** <http://www.marbidco.org>

**Maryland Agricultural Education Foundation, Inc.** - Booth # 421 - Non-profit, non-governmental Foundation promoting the importance of agriculture in everyone's lives. POB 536, Havre de Grace, MD, 410.939.9030 - **Web Address:** <http://www.maefonline.com>

**Maryland Association of Community Colleges (MACC)** - Booth # 404 - At 16 Maryland community colleges, 22 campuses and more than 1,000 learning sites across the state, over 500,000 community college students

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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](http://www.mdacc.org) or call (410) 974-8117. 60 West St., Suite 200, Annapolis, MD, 410.974.8117 - **Web Address:** <http://www.mdacc.org>

**Maryland Association of County Health Officers** - Booth # 314 - 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, 410.614.6891 - **Web Address:** [www.mdcounties.org/MACHO](http://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, 410.938.4413 - **Web Address:** <http://www.mansef.org>

**Maryland Community Action Partnership** - Booth # 311 - The Maryland Community Action Partnership (MCAP) is a consortium of 18 organizations throughout the state of Maryland, also Delaware and the District of Columbia. The mission of MCAP is to facilitate the exchange of information, offer training, develop funding sources and program models, influence public policy and represent the interests of member agencies and their clients. 420 Chinquapin Round Road, Suite 2-I, Annapolis, MD, 443.482.5168 - **Web Address:** [www.maryland-cap.org](http://www.maryland-cap.org)

**Maryland Correctional Enterprises** - Booth # 115 and 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, 410.540.5426 - **Web Address:** [www.mce.md.gov](http://www.mce.md.gov)

**Maryland Department of Agriculture** - Booth # 219 - **SPONSORING EXHIBITOR - Please see description on pages 59-67.** Maryland Agricultural Conflict Resolution Service, 50 Harry S. Truman Parkway, Room 208, Annapolis, MD, 410.841.5778 - **Web Address:** <http://www.marylandacres.com>

**Maryland Department of Assessments and Taxation** - Booth # 210 - State agency 301 West Preston Street, Baltimore, MD, 410.767.1170 - **Web Address:** [www.dat.maryland.gov](http://www.dat.maryland.gov)

**Maryland Department of Commerce** - Booth # 227 - The Maryland Department of Commerce, one of 20 agencies with Maryland's Executive Branch and the state's primary economic development agency, is dedicated to excellence in customer service and creating quality jobs by attracting new businesses, stimulating private investment and encouraging the expansion and retention of existing companies. 401 E. Pratt Street, 9th Floor, Baltimore, MD, 410.767.4067 - **Web Address:** [commerce.maryland.gov](http://commerce.maryland.gov)

**Maryland Department of General Services** - Booth # 211 - Maryland Department of General Services - Providing leading-edge professional and technical services to keep state and local government working today and in the future. 301 W. Preston St., Suite 1401, Baltimore, MD, 410.767.4960

**Maryland Department of Housing & Community Development** - Booth # 120 and 121 - **SPONSORING EXHIBITOR - Please see description on pages 59-67.** 7800 Harkins Road, Lanham, MD, 410.514.7404 - **Web Address:** [www.mdhousing.org](http://www.mdhousing.org)

**Maryland Department of Human Resources** - Booth # 225 - 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 West Saratoga St., Baltimore, MD, 410.767.7964 - **Web Address:** [www.dhr.maryland.gov](http://www.dhr.maryland.gov)

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**Maryland Department of Information Technology** - Booth # 124 - State of Maryland Department of Information Technology 45 Calvert Street, Annapolis, MD, 410.260.7882 - **Web Address:** [doit.maryland.gov/](http://doit.maryland.gov/)

**Maryland Department of Juvenile Services** - Booth # 222 - 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, 410.230.3154 - **Web Address:** [www.djs.maryland.gov](http://www.djs.maryland.gov)

**Maryland Department of Labor, Licensing & Regs.** - Booth # 223 and 224 - The Maryland Department of Labor is committed to safeguarding and protecting Marylanders. We're proud to support the economic stability of the state by providing businesses, the workforce and the consuming public with high quality customer-focused regulatory, employment and training services. For more information, visit [www.dllr.maryland.gov](http://www.dllr.maryland.gov) or connect with us on Facebook at [facebook.com/DLLR.Maryland](https://facebook.com/DLLR.Maryland) and Twitter using the handle @MD\_DLLR. 500 N. Calvert Street, Baltimore, MD, 410.230.6005 - **Web Address:** [dllr.maryland.gov](http://dllr.maryland.gov)

**Maryland Department of Legislative Services** - Booth # 312 - Support staff for the Maryland General Assembly. 90 State Circle, Annapolis, MD, 410.946.5573 - **Web Address:**

**Maryland Department of Natural Resources** - Booth # 218 - State Agency Tawes State Office Building, 580 Taylor Ave D-4, Annapolis, MD, 410.260.8009 - **Web Address:** [dnr.maryland.gov](http://dnr.maryland.gov)

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

**Maryland Department of Public Safety & Corr. Svcs.** - Booth # 113 - Public Safety and Correctional Services. 6776 Reisterstown Road S Uite 309, Baltimore, MD, 410.585.3777 - **Web Address:**

**Maryland Department of Transportation** - Booth # 108-112 - The Maryland Department of Transportation (MDOT) is an organization comprised of five business units and one Authority. They are: The Secretary's Office, State Highway Administration, Maryland Transit Administration, Motor Vehicle Administration, Maryland Port Administration, Maryland Aviation Administration and the Maryland Transportation Authority. This unique approach provides the state's leadership with the ability to develop a coordinated and balanced approach to transportation. Mission Statement: The Maryland Department of Transportation is a customer-driven leader that delivers safe, sustainable, intelligent, and exceptional transportation solutions in order to connect our customers to life's opportunities. 6601 Ritchie Highway, Room 200B, Glen Burnie, MD, 410.787.7856 - **Web Address:** [www.mva.maryland.gov](http://www.mva.maryland.gov)

**Maryland Emergency Management Agency** - Booth # 220 - 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, 410.517.3600 - **Web Address:** [www.mema.maryland.gov](http://www.mema.maryland.gov)

**Maryland Employer Support for the Guard & Reserve** - Booth # 423 - 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](http://www.H@H.Jobs)) to assist service members and their family members in seeking employment opportunities. 29 Division Street, Baltimore, MD, 410.234.3809 - **Web Address:** [www.esgr.mil/md](http://www.esgr.mil/md)

**Maryland Energy Administration** - Booth # 123 - State Agency 1800 Washington Blvd., Suite 755, Baltimore, MA, 410.537.4000 - **Web Address:** [www.energy.maryland.gov](http://www.energy.maryland.gov)

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**Maryland Environmental Service** - Booth # 127 - *SPONSORING EXHIBITOR - Please see description on pages 59-67.* 259 Najoles Road, Millersville, MD, 410.729.8638 - **Web Address:** [www.menv.com](http://www.menv.com)

**Maryland Fire Chiefs' Association** - Booth # 710 - 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. PO Box 4610, Hagerstown, MD, - **Web Address:** [www.mdchief.org](http://www.mdchief.org)

**Maryland Geological Survey** - Booth # 126 - The Maryland Geological Survey conducts assessments of groundwater availability and quality, sediment transport, sinkhole and landslide potential, shoreline erosion, and geological resources for county agencies. 2300 St. Paul Street, Baltimore, MD, 410.554.5561

**Maryland Health Connection** - Booth # 131 - Maryland Health Connection is our state's official health insurance marketplace for quality, affordable coverage. Maryland Health Connection is the only place where individuals, families and small businesses can get financial help with their coverage. 750 East Pratt Street, 16th Floor, Baltimore, MD, 443.827.6558 - **Web Address:** [www.marylandhealthconnection.gov](http://www.marylandhealthconnection.gov)

**Maryland Heritage Areas** - Booth # 103 - Maryland's Heritage Areas are locally designated and State certified 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, 410.457.2482 - **Web Address:** [www.mht.maryland.gov](http://www.mht.maryland.gov)

**Maryland Higher Education Commission** - Booth # 221 - The Maryland Higher Education Commission coordinates the growth and development of post-secondary education in Maryland. In keeping with the goals outlined in the State Plan for Higher Education, the Commission establishes statewide policies for public and private colleges and universities, and for private career schools. Moreover, 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. 6 North Liberty Street, Baltimore, MD, 410.767.3059 - **Web Address:** [mhec.maryland.gov](http://mhec.maryland.gov)

**Maryland Independent College & University Association** - 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. 140 South Street, Annapolis, MD, 410.269.0306 - **Web Address:** [www.micua.org](http://www.micua.org)

**Maryland Institute for Emergency Medical Services Systems** - Booth # 226 - State Agency - Maryland EMS 653 W. Pratt Street, Baltimore, MD, 410.706.3145 - **Web Address:** <http://www.miemss.org>

**Maryland Insurance Administration** - Booth # 215 - State agency that regulates insurance. Provide consumer educational material on insurance. 200 Saint Paul Street, Suite 2700, Baltimore, MD, 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, 410.742.1537 - **Web Address:** [www.esrl.org](http://www.esrl.org)

**Maryland Lottery and Gaming** - Booth # 106 and 107 - Lottery promo items and scratch-off tickets. 1800 Washington Blvd., Ste. 330, Baltimore, MD, 410.230.8807 - **Web Address:** <http://www.mdlottery.com>

**Maryland Maternity Access Coalition** - Booth # 618 - *SPONSORING EXHIBITOR - Please see description on pages 59-67.* 111 South Calvert Street, Suite 2820, Baltimore, MD, 410.685.2080 - **Web Address:** [www.mdmaternityaccess.org](http://www.mdmaternityaccess.org)

**Maryland Municipal Clerks Association** - Booth # 622 - 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, 301.725.5300 - **Web Address:** [www.laurel.org](http://www.laurel.org)

# 2016 Exhibits

**Maryland Office of the Comptroller** - Booth # 212 - The Comptroller of Maryland is the chief financial officer for Maryland; collector of revenue for state programs; provider of information technology services for most state agencies; regulator of the state's alcohol, tobacco and motor fuel industries; and member of many state boards and commissions including the Board of Public Works, Board of Revenue Estimates, and the State Retirement and Pension System Board of Trustees. Comptroller Peter Franchot was elected Maryland's 33rd Comptroller in 2006 and re-elected to a third term in 2014. 80 Calvert Street, Room 121, Annapolis, MD, 410.260.7561 - **Web Address:** [www.marylandtaxes.com](http://www.marylandtaxes.com)

**Maryland Office of the Secretary of State** - Booth # 707 - The Office of the Secretary of State duties include: registration of charities, commissioning of notaries, the Division of State Documents, registration of condominiums and timeshares. Key programs under the supervision of this office include the Address Confidentiality Program for Human Trafficking and Domestic violence, Maryland Sister States Program, and the Maryland Charity Campaign. The Secretary chairs the Subcabinet for International Affairs which is responsible for developing, evaluating, and coordinating an effective, cohesive international strategy in order to enhance the State's competitiveness and stature in the global economy. Wineland Building, 16 Francis Street, Annapolis, MD, 410.260.3894 - **Web Address:** [www.sos.state.md.us](http://www.sos.state.md.us)

**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](mailto:rentals@mpt.org). 11767 Owings Mills Blvd., Owings Mills, MD, 21117. (410) 581-4062 Web address: [mpt.org/rentals](http://mpt.org/rentals) 11767 Owings Mills Blvd., Owings Mills, MD, 410.581.4062 - **Web Address:** <http://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, 301.694.4899 - **Web Address:** <http://www.marylandconcrete.com>

**Maryland Register of Wills** - 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, 410.632.1529 - **Web Address:** <http://www.registers.state.md.us>

**Maryland Relay** - Booth # 125 - 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 West Preston Street, Suite 1008A, Baltimore, MD, 410.767.5891 - **Web Address:** [www.mdrelay.org](http://www.mdrelay.org)

**Maryland Small Business & Technology Dev. Center** - Booth # 132 - Small business and technology management and training services. 7100 Baltimore Ave., Suite 401, College Park, MD, 301.209.2140 - **Web Address:** <http://www.mdsbdc.umd.edu>

**Maryland State Department of Education** - Booth # 214 - State Education Agency 200 West Baltimore Street, Baltimore, MD, 410.767.0469 - **Web Address:** [marylandpublicschools.com](http://www.marylandpublicschools.com)

**Maryland State Firemen's Association** - Booth # 519 - The MSFA represents the State of Maryland volunteer fire, rescue and emergency medical services. 458 Bow Street, Elkton, MD, 443.945.3316 - **Web Address:** [www.msfa.org](http://www.msfa.org)

**Maryland State Geographic Committee (MSGIC)** - Booth # 533 - The Maryland State Geographic Information Committee (MSGIC) acts to promote coordinated development and efficient use of resources amongst all entities involved in the collection and/or use of spatial data and GIS technologies in Maryland. 3 Church Circle, Suite 232, Annapolis, MD, 717.350.1991 - **Web Address:** [www.msgic.org](http://www.msgic.org)

**Maryland Tourism Coalition** - Booth # 523 - Tourism Advocacy PO Box 298, Crownsville, MD, 443.521.1538 - **Web Address:** [www.mdtourism.org](http://www.mdtourism.org)

**Maryland Underground Facilities Damage Prevention Authority** - Booth # 613 - Enforcement arm of "Miss Utility" law enacted by the MD General Assembly in 2010. 7223 Parkway Drive, Suite 100, Hanover, MD, 410.782.2103 - **Web Address:** [www.mddpa.org](http://www.mddpa.org)

# 2016 Exhibits

**Maryland-Delaware-District of Columbia Beverage Association** - Booth # 1000-1007 - **SPONSORING EXHIBITOR** - Please see description on pages 59-67. 3 Church Circle, #201, Annapolis, MD, 410.693.2226 - **Web Address:** <http://www.ameribev.org/about-aba/other-associations/state-associations/>

**MCM Consulting Group, Inc.** - Booth # 601 - MCM Consulting Group, Inc. (MCM) is a formidable group of top-flight industry professionals with over 450 years of combined emergency management, public safety, 911, telecommunications, GIS and healthcare experience. Customer satisfaction is our priority, resulting in over a 99% customer repeat rate. 107 Kathy Ann Ct., McMurray, PA, 412.580.7632  
- **Web Address:** [MCMConsultingGrp.com](http://MCMConsultingGrp.com)

**MEDI** - Booth # 610 - 8227 Cloverleaf Drive, Suite 304, Millersville, MD, 410.712.4141  
- **Web Address:** [www.medimicro.com](http://www.medimicro.com)

**Mediation & Conflict Resolution Office** - Booth # 313 - 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, 410.260.3540  
- **Web Address:** [www.mdcourts.gov/macro](http://www.mdcourts.gov/macro)

**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 by any depth and using any type of tool 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](http://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](mailto:dparks@missutility.net). 7223 Parkway Drive, Suite 100, Hanover, MD, 410.782.2026 - **Web Address:** [www.missutility.net](http://www.missutility.net)

**Montgomery County** - Booth # 804 and 805 - 101 Monroe St., 2nd Floor, Rockville, MD, 240.777.2590  
- **Web Address:** <http://www.montgomerycountymd.gov>

**Motorola Solutions, Inc.** - Booth # 600 - **SPONSORING EXHIBITOR** - Please see description on pages 59-67. 7031 Columbia Gateway Drive, 3rd Floor, Columbia, MD, 410.712.4802  
- **Web Address:** [www.motorolasolutions.com](http://www.motorolasolutions.com)

**MOWPA** - Booth # 624 - The Maryland Onsite Wastewater Professionals Association (MOWPA) is a 501 C(6) not-for-profit organization, chartered in September 2004 to provide education and training programs for individuals and companies working in the onsite sewage disposal system industry. OUR MISSION: To promote and enhance the use of onsite wastewater treatment and disposal by providing a forum for education, development and information transfer in order to create viable treatment processes, design, construction, operation and maintenance capabilities within the onsite industry P.O. Box 2570, Ellicott City, MD, 410.795.8691

**Musco Sports Lighting** - Booth # 235 - **SPONSORING EXHIBITOR** - Please see description on pages 59-67. 100 1st Ave. W, Oskaloosa, IA, 641.673.0411 - **Web Address:** [www.musco.com](http://www.musco.com)

**Mythics** - Booth # 229 - About Mythics - Mythics is an award-winning Oracle systems integrator and Platinum-level member of Oracle Partner Network (OPN) that provides a complete Oracle solution set of products and services, including Oracle cloud and software licensing and support, Oracle Sun hardware, engineered systems and appliances, Oracle training, consulting and managed services. Mythics provides enterprise modernization services within the U.S. Department of Defense (DoD), Federal Civilian Agencies, Homeland Security, Intelligence Agencies, State and Local Governments, Utilities, Commercial and Healthcare sectors and is the trusted partner to organizations worldwide. For more information, visit [www.mythics.com](http://www.mythics.com). About Mythics Consulting - Mythics Consulting a division of Mythics, Inc., is an award winning systems integrator that delivers

# 2016 Exhibits

end-to-end IT solutions with unique expertise in cloud and cloud migration services, Oracle engineered systems, Oracle fusion middleware, Oracle applications, identity management and data security. Mythics Consulting helps government agencies and private sector enterprises solve large and complex business and IT challenges and maximize the return on their Oracle technology investment. 1439 N. Great Neck Road, Virginia Beach, VA, 757.452.4737 - **Web Address:** [www.mythics.com/consulting](http://www.mythics.com/consulting)

**NaphCare** - Booth # 206 - NaphCare provides a proactive approach to healthcare programs for correctional facilities ranging from comprehensive healthcare, on-site dialysis, offsite management, in house pharmacy and TechCare, our electronic health record (EHR) clinical operational tool. 2090 Columbiana Road, Suite 4000, Birmingham, Al, 205.536.8477 - **Web Address:** [www.naphcare.com](http://www.naphcare.com)

**National Association of Counties** - Booth # 627 - 25 Massachusetts Ave., NW, Ste.500, Washington, DC, 202.942.4221 - **Web Address:** [www.naco.org](http://www.naco.org)

**National Security Agency** - Booth # 207 - The National Security Agency (NSA) 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, 301.688.1818 - **Web Address:** [www.nsa.gov](http://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, 973.574.2411 - **Web Address:** [www.e-nva.com](http://www.e-nva.com)

**Nationwide Retirement Solutions** - Booth # 526 and 527 - **SPONSORING EXHIBITOR** - *Please see description on pages 59-67.* 475 Dominique Court, Sykesville, MD, 410.274.9568  
- **Web Address:** [www.nrsforu.com](http://www.nrsforu.com)

**Navarro & Wright Consulting Engineers, Inc.** - Booth # 530 - Navarro & Wright Consulting Engineers, Inc. (N&W) is a multi-disciplined firm that offers the project management, engineering, design, surveying, geotechnical, materials testing, environmental sciences & construction management services necessary to site, permit, design construct & support operations for a wide range of municipal projects throughout Maryland. 936 Ridgebrook Rd., Suite B1, Sparks, MD, 443.595.8629 - **Web Address:** [www.navarrowright.com](http://www.navarrowright.com)

**Newline Interactive/AVI-SPL** - Booth # 200 - We are THE choice for businesses looking for increased productivity and simpler solutions to help them succeed. Newline Interactive is a manufacturer, distributor, and retailer of interactive displays, award-winning intuitive software, and other interactive innovations to improve efficiency and increase productivity in the workplace. We are a leading provider of software and hardware that helps people and organizations find ways to be more successful, more efficient, more collaborative, and find more enjoyment in their work. 101 E Park Blvd, Suite 807, Plano, TX, 888.233.0868  
- **Web Address:** [usa.newline-interactive.com](http://usa.newline-interactive.com)

**NIC Maryland** - Booth # 137 - NIC Maryland develops and supports digital government services without using taxpayer funds through a master contract with the State of Maryland. Maryland saves money with NIC's online applications that pay for themselves through a proven funding model. 200 Westgate Circle, Suite 402, Annapolis, MD, 443.603.6879 - **Web Address:** [www.maryland.gov/egov](http://www.maryland.gov/egov)

**NORESKO, L.L.C.** - Booth # 330 - **SPONSORING EXHIBITOR** - *Please see description on pages 59-67.* 2750 Prosperity Ave., Suite 130, Fairfax, VA, 410.980.0433 - **Web Address:** <http://www.noresco.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

# 2016 Exhibits

affected by the action or proposed action of State agencies. 11101 Gilroy Rd, Hunt Valley, MD, 410.229.4119 -  
**Web Address:** [www.oah.state.md.us](http://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, 410.576.7942 - **Web Address:** [www.oag.state.md.us](http://www.oag.state.md.us)

**Office of the Honorable Benjamin Cardin** - Booth # 704 - U.S. Senator - Legislative. 100 South Charles Street, Suite 1710, Baltimore, MD, 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, 410.628.2701 - **Web Address:** [www.dutch.house.gov](http://www.dutch.house.gov)

**Office of U.S. Senator Barbara A. Mikulski** - Booth # 705 - Office of the United States Senator. 901 S. Bond Street, Suite 310, Baltimore, MD, 410-962-4510 - **Web Address:** [www.mikulski.senate.gov](http://www.mikulski.senate.gov)

**Operational Performance Solutions, Inc.** - Booth # 513 - Operational Performance Solutions, Inc. is a Maryland-based Lean consulting organization that prides itself on implementing Lean Process Improvement. This is done by working shoulder-to-shoulder with our clients to enable a successful implementation based on the founding principles and philosophies of Lean. OPS works with our clients to achieve operational excellence through Leadership Development, Training and Implementation that are primarily focused on building the client's internal capability for sustainability and a culture of continuous improvement. Our true Lean approach will be able to make significant, sustainable improvements in government for its taxpayers and employees in the areas of customer service, quality, efficiency, resource redeployment, reduced costs and employee morale. 909 Baltimore Boulevard, Westminster, MD, 410.871.0995 - **Web Address:** [www.OPSGroupinc.com](http://www.OPSGroupinc.com)

**Optotrafic, LLC** - Booth # 609 - Optotrafic works with local jurisdictions to provide advanced, accurate and reliable technology for traffic law enforcement. Optotrafic is the only company to specialize in above-the-road LIDAR automated speed and alternative traffic enforcement solutions. Working hand-in-hand with local officials, we tailor programs to meet specific needs from the speeding violation, through citation approval and issuance, printing and mailing payment of fines, court hearing processes, record keeping, collections and related services. 4600 Forbes Boulevard, Lanham, MD, 301.552.6201 - **Web Address:** [www.optotrafic.com](http://www.optotrafic.com)

**Partnership for Action Learning in Sustainability (PALS)** - Booth # 101 - PALS is a campus-wide initiative that harnesses the expertise of UMD faculty and the energy and ingenuity of UMD students to help Maryland communities become more environmentally, economically, and socially sustainable. 1112 Preinkert Field House, Building 054, University of Maryland, College Park, MD, 401.996.4972  
- **Web Address:** [smartgrowth.umd.edu/pals](http://smartgrowth.umd.edu/pals)

**Pepco & Delmarva Power C&I Energy Savings Program** - Booth # 328 - **SPONSORING EXHIBITOR** -  
**Please see description on pages 59-67.** 9231 Corporate Boulevard, 4th Floor, Rockville, MD, 866.353.5798 -  
**Web Address:** [cienergyefficiency.pepco.com](http://cienergyefficiency.pepco.com)

**Phillips Office Solutions** - Booth # 318 - Office printing technologies, copiers, managed print, scanning - document management, electronic filing and retrieval, production print and graphics, on site service/support, help-desk. 101 Lakefront Drive, Hunt Valley, MD, 410.584.2410 - **Web Address:** [www.buyphillips.com](http://www.buyphillips.com)

**Pleasants Construction** - Booth # 405 - Certified installer of fiberglass reinforced cured-in-place-pipe. A "no dig" alternative for broken or failing sanitary sewer or storm drain pipes. 24024 Frederick Rd., Clarksburg, MD, 301.428.0800 - **Web Address:** <http://www.pleasantsconstruction.com>

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**PNC Bank, N. A.** - Booth # 308 - **SPONSORING EXHIBITOR** - Please see description on pages 59-67. 1 East Pratt Street, 4th Floor, Baltimore, MD, 410.237.4535 - **Web Address:** <http://www.pnc.com>

**Point & Pay** - Booth # 623 - Point & Pay designs, builds, and integrates specialized payment solutions for governments, utilities, courts, and other organizations. Products include: customizable stand-alone websites, custom-scripted Interactive Voice Response phone payments, EMV card processing terminals, web-based in-person payment management systems and mobile payments. Our competitive differentiator is excellence in customer service and efficiency in project management. Products and services are built using security and compliance as the foundation. To learn more, visit our booth or go to [www.pointandpay.com](http://www.pointandpay.com) 110 State Street East, Suite D, Oldsmar, FL, 888.891.6064 - **Web Address:** [www.pointandpay.com](http://www.pointandpay.com)

**Pothole Repair.com** - Booth # 303 - 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, 703.943.7460 - **Web Address:** [www.potholerepair.com](http://www.potholerepair.com)

**Precision Concrete Cutting** - Booth # 532 - Precision Concrete Cutting is the national leader in sidewalk trip hazard repair. Precision Concrete Cutting repairs sidewalk trip hazards and leaves a smooth, uniform, and aesthetically appealing surface. The result is a precisely cut, slip resistant slope that meets ADA specifications. Remove the liability, keep the sidewalks, and save money. 215 Middleboro Rd, Wilmington, DE, 855.832.9876 - **Web Address:** [www.safesidewalks.com](http://www.safesidewalks.com)

**Presidio** - Booth # 508 - **SPONSORING EXHIBITOR** - Please see description on pages 59-67. 8161 Maple Lawn Blvd., Suite 150, Fulton, MD, 301.313.2116 - **Web Address:** [www.presidio.com](http://www.presidio.com)

**Prince George's County & M-NCPPC** - Booth # 910 and 911 - Digital Prince George's. Showcasing web-based services, programs and features available to site visitors and subscribers. 14741 Governor Oden Bowie Dr., Upper Marlboro, MD, 301.952.4314 - **Web Address:** <http://www.mncppc.org>

**Queen Anne's County** - Booth # 909 - Queen Anne's County is the Gateway to the Eastern Shore, overlooking the Chesapeake Bay. Miles of waterways and rolling eastern shore countryside provide the perfect backdrop for your get away! Small quaint towns and amazing waterfront dining with fresh seafood guarantee a great stay! 425 Piney Narrows Road, Chester, MD, 410.604.2100 - **Web Address:** [www.visitqueenannes.com](http://www.visitqueenannes.com)

**Republic Services** - Booth # 321 and 322 - Republic Services is leading provider of solid waste and recycling collection and disposal services. 260 West Dickman St., Baltimore, MD, 302.420.5987 - **Web Address:** [www.republicservices.com](http://www.republicservices.com)

**Resiliency Partnership** - Booth # 503 - 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, 410.729.8200 - **Web Address:** [www.menv.com](http://www.menv.com)

**Rockwell Collins / ARINC** - Booth # 331 - 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, 410.573.3143 - **Web Address:** [www.rockwellcollins.com](http://www.rockwellcollins.com)

**Royal Plus, Inc.** - Booth # 511 - Royal Plus specializes in repairing damage to homes and businesses caused by wind, water, fire, 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, 410.677.3473 - **Web Address:** [www.royalplus.com](http://www.royalplus.com)

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**Rudolph's Office & Computer Supply, Inc.** - Booth # 230 - Office & computer supplies, Jan-San, break room, furniture. 5020 Campbell Blvd., Suite C, Baltimore, MD, 410.931.4150 - **Web Address:**

**Rural Maryland Council & the Community Dev. Network of Maryland** - Booth # 203 - The Rural Maryland Council (RMC) brings together citizens, community-based organizations, federal, state, county and municipal government officials as well as representatives of the for-profit and nonprofit sectors to collectively address the needs of Rural Maryland communities. We provide a venue for members of agriculture and natural resource-based industries, health care facilities, educational institutions, economic and community development organizations, for-profit and nonprofit corporations, and government agencies to cross traditional boundaries, share information, and address in a more holistic way the special needs and opportunities in Rural Maryland. Learn more at [www.rural.maryland.gov](http://www.rural.maryland.gov) 50 Harry S. Truman Parkway, Annapolis, MD, 410.841.5772 - **Web Address:** [www.rural.maryland.gov](http://www.rural.maryland.gov)

**Sage Policy Group, Inc** - Booth # 231 - 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, 410.522.7243 - **Web Address:** [www.sagepolicy.com](http://www.sagepolicy.com)

**Scale Computing** - Booth #525 - Scale Computing is the industry leader in complete hyper-converged solutions with thousands of deployments spanning from the SMB to the distributed enterprise. Driven by patented technologies, HC3 systems install in minutes, can be expanded without downtime, self-heal from failures, and automatically optimize workloads to maximize price performance. 5225 Exploration Drive, Indianapolis, IN. 765.585.1641 - **Web Address:** [www.scalecomputing.com](http://www.scalecomputing.com)

**Schaefer Center for Public Policy** - Booth # 205 - The Schaefer Center for Public Policy at the University of Baltimore has been the preeminent public policy research center in Maryland for over 30 years. The center provides program evaluation, policy analysis, management consulting, strategic planning, opinion research, and professional development services primarily to federal, state and local government agencies and nonprofit organizations in Maryland. 1420 N. Charles Street, Baltimore, MD, 410.837.6188 - **Web Address:** [scpp.ubalt.edu](http://scpp.ubalt.edu)

**SealMaster** - Booth # 418 and 419 - SealMaster is the world's industry leader in sealcoat manufacturing and your one stop shop for all your pavement maintenance needs. SportMaster is the official tennis court surface of the USPTA and manufacturer of 100% acrylic resin surfaces that provide unsurpassed durability. 10817 Williamson Lane, Cockeysville, MD, 410.527.2801 - **Web Address:** [www.sealmaster.net](http://www.sealmaster.net)

**Segal Consulting** - Booth # 606 - **SPONSORING EXHIBITOR** - *Please see description on pages 59-67.* 1920 N St., NW, Washington, DC, 202.833.6482 - **Web Address:** [www.segalco.com](http://www.segalco.com)

**Servpro of MD** - Booth # 402 - 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, 410.200.9500 - **Web Address:** [www.servpro3062.com](http://www.servpro3062.com)

**Share Our Strength, No Kid Hungry Maryland** - Booth # 621 - No Kid Hungry Maryland has been ending childhood hunger in Maryland since 2008. The Partnership to End Childhood Hunger in Maryland - co-lead by Share Our Strength and the Governor's Office - is connecting kids with the healthy food they need wherever they

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live, learn and play. 1030 15th Street, NW, Suite 1100 W, Washington, DC, 410.913.4214 - **Web Address:** [md.nokidhungry.org](http://md.nokidhungry.org)

**Siemens Industry, Inc.** - Booth # 317 - **SPONSORING EXHIBITOR** - *Please see description on pages 59-67.* 2520 Lord Baltimore Dr., Baltimore, MD, 410.645.1600 - **Web Address:** <http://www.siemens.com>

**Skyline Technology Solutions** - Booth # 415 - 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, 410.590.2012 - **Web Address:** [www.skylinenolimits.com](http://www.skylinenolimits.com)

**SolarCity** - Booth # 529 - SolarCity is America's largest solar provider. We make clean energy available to homeowners, businesses, schools, non-profits and government organizations at a lower cost than they pay for energy generated by burning fossil fuels like coal, oil and natural gas. 3055 Clearview Way, San Mateo, CA, 850.963.5100 - **Web Address:** [www.solarcity.com](http://www.solarcity.com)

**Soltesz, Inc.** - Booth # 202 - 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, 301.948.2750 - **Web Address:** [www.solteszco.com](http://www.solteszco.com)

**Somerset County** - Booth # 914 - Promoting Somerset County, Maryland as a travel destination. PO Box 243, Princess Anne, MD, 410.651.2968 - **Web Address:** <http://www.visitsomerset.com>

**Splunk** - Booth # 232 - Splunk Inc. is the market-leading platform that powers Operational Intelligence. We pioneer innovative, disruptive solutions that make machine data accessible, usable and valuable to everyone. More than 11,000 customers in over 110 countries use Splunk software and cloud services to make business, government and education more efficient, secure and profitable. Join hundreds of thousands of passionate users by trying Splunk solutions for free: <http://www.splunk.com/free-trials>. 7900 Tysons One Place, Suite 1100, McLean, VA, 703.206.6400 - **Web Address:** [www.splunk.com](http://www.splunk.com)

**Sprint** - Booth # 522 - 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. 12524 Sunrise Valley Dr., Reston, VA, 202.359.0388 - **Web Address:** [www.sprint.com](http://www.sprint.com)

**St. Mary's County Division of Tourism** - Booth # 806 - 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](http://www.visitstmarysmd.com) 23115 Leonard Hall Drive, P.O. Box 653, Leonardtown, MD, 301.475.4200 x1404 - **Web Address:** [www.visitstmarysmd.com](http://www.visitstmarysmd.com)

**Standard Solar** - Booth # 335 - **SPONSORING EXHIBITOR** - *Please see description on pages 59-67.* 1355 Piccard Drive, Rockville, MA, 240.626.4205 - **Web Address:** <http://standardsolar.com/>

**Sustainable Generation** - Booth # 604 - 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. 6833 South Dayton St., Suite 209, Greenwood Village, CO, 303.699.1585 - **Web Address:** <http://www.sustainable-generation.com/>

**Talbot County** - Booth # 908 - Local government 11 N. Washington Street, Easton, MD, 410.770.8010 - **Web Address:** [www.talbgov.org](http://www.talbgov.org)

**The LOSAP Group of RBC Wealth Management** - Booth # 134 - LOSAP, Length of Service Award Programs. Retirement benefits for volunteers, financial advisory services and portfolio management. 455 Patroon Creek Blvd., Suite 200, Albany, NY, 866.465.1573 - **Web Address:** [www.thelosapgroup.com](http://www.thelosapgroup.com)

# 2016 Exhibits

**Think Big Networks** - Booth # 626 - 780 Elkridge Landing Road, Suite 206, Linthicum, MD, 888.318.1372  
- **Web Address:** [www.thinkbignets.com](http://www.thinkbignets.com)

**TierPoint** - Booth # 702 - TierPoint is the strategic combination of some of the country's most respected and innovative data centers and IT solution providers whose origins date back to the early 1990s. The company's nationwide network of 39 highly-redundant, Tier III plus data centers extends across nearly 600,000 square feet of raised floor space, making TierPoint large enough to handle enterprise-class needs, nimble enough to craft customized solutions, and geographically diverse to support clients' wide-ranging requirements. 1401 Russell Street, Baltimore, MD, 443.306.1070 - **Web Address:** [www.tierpoint.com](http://www.tierpoint.com)

**Towson University, Innovation & Applied Research** - Booth # 104 and 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, 410.704.3764  
- **Web Address:** [www.towson.edu/innovation](http://www.towson.edu/innovation)

**U.S. Bridge** - Booth # 427 - Custom design and fabricate vehicular steel bridges. 201 Wheeling Avenue, Cambridge, OH, 740.421.9387 - **Web Address:** [www.usbridge.com](http://www.usbridge.com)

**U.S. Census Bureau** - Booth # 422 - The U.S. Census Bureau measures America's People, Places and our Economy. We produce economic and demographic statistics on business and industry, income, poverty, population, housing, transportation and more. To identify socio-economic changes, track trends, or see what's new, visit booth #422. Follow us on Facebook, Twitter and YouTube at [uscensusbureau.gov](http://uscensusbureau.gov). 4600 Silver Hill Road, 8H176E, Washington, DC, 301.763.2107 - **Web Address:** [www.census.gov](http://www.census.gov)

**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, 410.832.8890 - **Web Address:**

**U.S. Small Business Administration** - Booth # 130 - 10 South Howard St., #6220, Baltimore, MD, 410.962.6195 - **Web Address:** <http://www.sba.gov>

**UMBC MD Inst. For Policy Analysis & Research** - Booth # 102 - 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, 410.455.1083  
- **Web Address:** [www.mipar.umbc.edu](http://www.mipar.umbc.edu)

**UnitedHealth Insurance Company** - Booth # 228 - Health insurance provider. 6220 Old Dobbin Lane, Elkridge, MD, 410.796.6290 - **Web Address:**

**Univ. of MD, MD Fire and Rescue Institute** - Booth # 510 - MFRU 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, 301.226.9942  
- **Web Address:** <http://www.mfri.org>

**University of Maryland Extension** - Booth # 512 - University of Maryland Extension (UME) is a statewide, non-formal education system within the University of Maryland College Park and the University of Maryland Eastern Shore. UME educational programs and problem-solving assistance are available to all and are based on the research and expertise of land-grant universities. 18330 Keedysville Rd., Keedysville, MD, 301.432.4490  
- **Web Address:** [extension.umd.edu](http://extension.umd.edu)

# 2016 Exhibits

**USDA Rural Development** - Booth # 320 - USDA Federal loan and grant programs. 1221 College Park Dr., Suite 200, Dover, DE, 302.857.3580 - **Web Address:** <http://www.rd.usda.gov>

**Valley Supply & Equipment Company, Inc.** - Construction and Industrial Equipment Dealer 20332 Leitersburg Pike, Hagerstown, MD, 443.506.5408 - **Web Address:** [www.valleysupplyequipment.com](http://www.valleysupplyequipment.com)

**Verizon Wireless** - Booth # 412 and 413 - 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, 703.674.6959 - **Web Address:** [www.verizonwireless.com](http://www.verizonwireless.com)

**Washington County** - Booth # 808 and 912 - 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. Visit [www.washco-md.net](http://www.washco-md.net) for more information. 100 W. Washington Street, Suite 1401, Hagerstown, MD, 240.313.2382 - **Web Address:** [www.washco-md.net](http://www.washco-md.net)

**Washington Professional Systems** - Booth # 302 - We offer complete design and build capabilities, and design and install systems to meet short and long term goals, as well as your budget. We will ease your transition to future technologies without sacrificing budget or quality. WPS works with federal, state and local government, educational institutions of all descriptions and we have a statewide open contract for video and audio systems for County Council Chambers and Meeting/Auditorium Centers within the local government sector. We represent over 560 Professional/Broadcast and Presentation Products and are the Maryland State leaders. We are a nationwide noted award winner under SCN Top 50 Contractors in our field. 11242 Grandview Avenue, wheaton, MD, 301.942.6800 121 - **Web Address:** [www.wpsworld.com](http://www.wpsworld.com)

**Washington Suburban Sanitary Commission** - Booth # 709 - **SPONSORING EXHIBITOR** - *Please see description on pages 59-67.* 14501 Sweitzer Lane, Laurel, MD, 301.206.7019  
- **Web Address:** [www.wsscwater.com](http://www.wsscwater.com)

**Waste Management of Maryland, Inc.** - Booth # 615 - **SPONSORING EXHIBITOR** - *Please see description on pages 59-67.* 6994 Columbia Gateway Drive, Suite 200, Columbia, MD, 301.440.0267 - **Web Address:** [www.wm.com](http://www.wm.com)

**WGL Energy** - Booth # 700 and 701 - **SPONSORING EXHIBITOR** - *Please see description on pages 59-67.* 1 Texas Station Court, Suite 230, Timonium, MD, 410.628.4302 - **Web Address:** [www.wglenergy.com](http://www.wglenergy.com)

**White Marsh Environmental Systems, Inc.** - Booth # 504 - Operates water & wastewater systems under contract for residential customers, manufactured home communities, housing subdivisions, stores and government buildings. WMES utilizes professional, certified water & wastewater operators who operate and maintain those systems. 1100 S. Little Creek Road, Dover, DE, 302.747.1331 - **Web Address:** <http://www.tuiwater.com>

**WhitneyBaileyCox & Magnani, LLC (WBCM)** - Booth # 535 - WhitneyBaileyCox & Magnani, LLC (WBCM) is proud to house a team of industry-leading Geographic Information Systems (GIS) professionals. The WBCM Geospatial Innovations team has been engaged by numerous State agencies and County and Local governments, including the State of Maryland State Highway Administration (SHA) and the Department of Information Technologies (DoIT), Anne Arundel, Frederick, Prince George's, Queen Anne's, and Talbot Counties, and the City of Rockville, to provide services associated with implementation, user training, and maintenance of GIS systems. WBCM has built a project team with the knowledge and experience to manage

# 2016 Exhibits

any issues that users will encounter while implementing or using their GIS system. WBCM prides itself on completing projects and tasks on schedule and on budget while meeting or exceeding client quality standards. 849 Fairmount Avenue, Suite 100, Baltimore, MD, 410.512.4500 - **Web Address:** [www.wbcm.com](http://www.wbcm.com)

**Wicomico County** - Booth # 803 - County C 8480 Ocean Highway, Delmar, MD, 410.548.4914  
- **Web Address:** [www.wicomicotourism.org](http://www.wicomicotourism.org)

**Wisp Resort** - Booth # 129 - 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. Visit us at [www.WispResort.com](http://www.WispResort.com). 296 Marsh Hill Road, McHenry, MD, 301.387.4000 2295 - **Web Address:** [www.wispresort.com](http://www.wispresort.com)

**Worcester County** - Booth # 913 - Tourism agency promoting attractions, historic, sites, towns & beaches of Worcester County. 104 West Market Street, Snow Hill, MD, 410.632.3110  
- **Web Address:** [www.visitworcester.org](http://www.visitworcester.org)

**Workday** - Booth # 234 - Workday is a leading provider of enterprise cloud applications for finance and human resources. Founded in 2005, Workday delivers financial management, human capital management, and analytics applications designed for the world's largest companies, educational institutions, and government agencies. More than 1,000 organizations, ranging from medium-sized businesses to Fortune 50 enterprises, have selected Workday. 1180 W. Swedesford Rd., Ste 210, Berwyn, PA, 215.512.1262 - **Web Address:** [www.workday.com](http://www.workday.com)

**Zelenkofske Axelrod, LLC** - Booth # 306 - **SPONSORING EXHIBITOR** - *Please see description on pages 59-67.* 830 Sir Thomas Ct., Ste. 100, Harrisburg, PA, 717.561.9200 5003 - **Web Address:** [www.zallc.org](http://www.zallc.org)

## *What's in Room 210?*

### **The Power Zone Lounge and Cyber Café!**

#### ***The Power Zone Lounge, sponsored by WGL Energy***

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#### ***The Cyber Café, sponsored by KCI Technologies, Inc.***

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constituents through Facebook and Twitter

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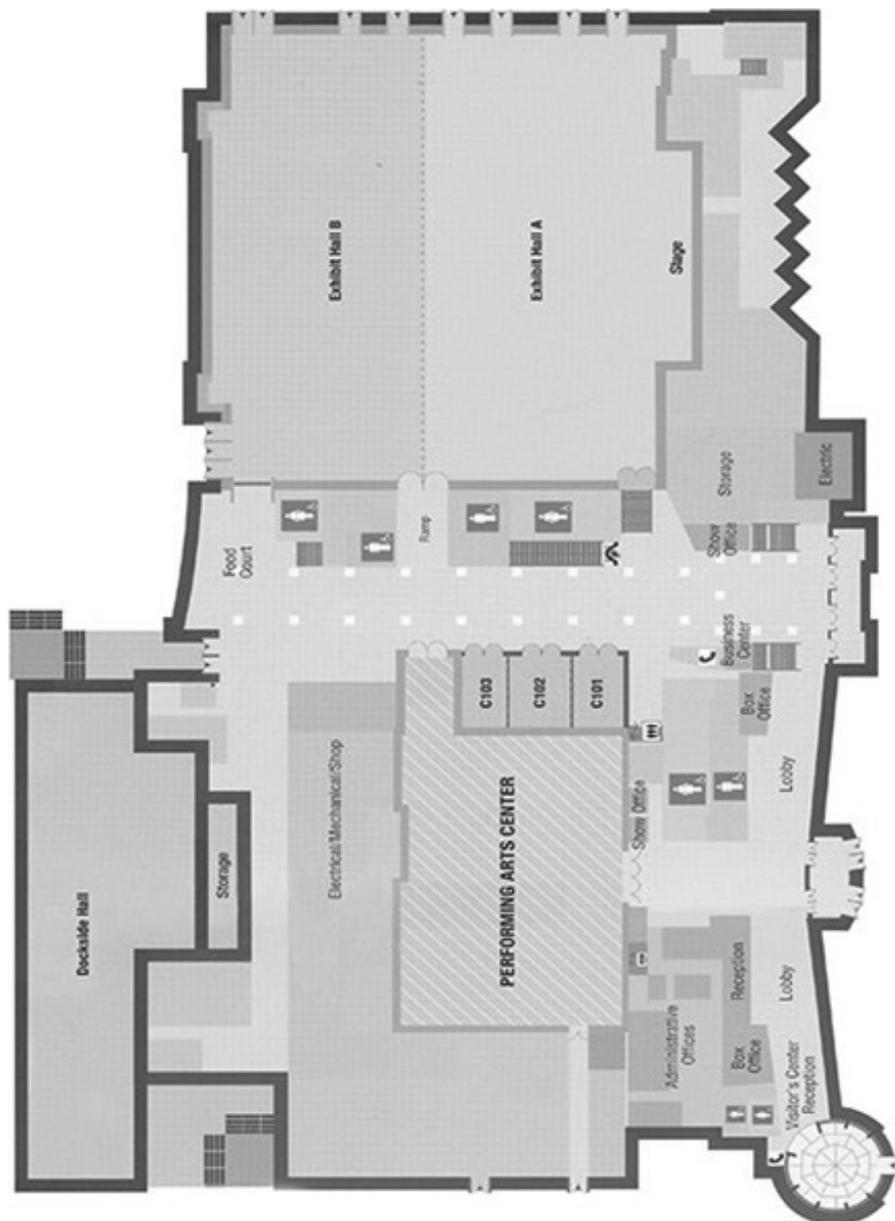
# MACo Past Presidents

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1951	U. Grant Hooper - Frederick County	1986	J. Hugh Nichols - Howard County
1952	U. Grant Hooper - Frederick County	1986	George R. Aud - St. Mary's County
1953	Paul M. Widdowson, Sr. - Wicomico County	1986	Frank J. Hutchins - Harford County
1954	Walter V. Bennett - Carroll County	1986	Parris N. Glendening - Prince George's County
1955	J. Thomas Kibler - Kent County	1987	Parris N. Glendening - Prince George's County
1956	Ralph L. Lowman - Anne Arundel County	1988	Maureen Lamb - Anne Arundel County
1957	Thomas N. Kay - Cecil County	1989	John G. Braskey - Garrett County
1958	Herbert W. Reichelt - Prince George's County	1990	K. Bennett Bozman - Worcester County
1959	Joseph G. Harrison - Worcester County	1991	Frank P. Casula - Prince George's County
1960	Delbert S. Null - Frederick County	1992	C. Vernon Gray - Howard County
1961	H. T. Slaughter - Talbot County	1993	Henry S. Parker - Wicomico County
1962	Christian Kahl - Baltimore County	1994	Julia W. Gouge - Carroll County
1963	Wade H. Insley, Jr. - Wicomico County	1995	Rochelle "Rikki" Spector - Baltimore City
1963	Leslie H. Evans - Wicomico County	1996	C.A. Dutch Ruppserberger - Baltimore County
1964	Jesse S. Baggett - Prince George's County	1997	Clinton S. Bradley - Talbot County
1965	John W. Eveland - Caroline County	1998	Joanne S. Parrott - Harford County
1966	Francis J. Crawford - Carroll County	1999	Murray D. Levy - Charles County
1967	David C. Racine - Cecil County	2000	Terre R. Rhoderick - Frederick County
1968	Evan Crossley - Washington County	2001	Marvin F. Wilson - Prince George's County
1969	Ray F. Redden - Worcester County	2002	Clarence I. Laird - Somerset County
1970	Dale Anderson - Baltimore County	2003	Marilyn J. Praisner - Montgomery County
1971	Douglas M. Sullivan - Talbot County	2004	James M. Harkins - Harford County
1972	Charles E. Miller - Howard County	2005	Nelson K. Bolender - Cecil County
1973	Lewis R. Riley - Wicomico County	2006	James N. Robey - Howard County
1974	John H. O'Neill - Harford County	2007	Jan H. Gardner - Frederick County
1975	C. Bernard Fowler - Calvert County	2008	James T. Smith, Jr. - Baltimore County
1976	S. Glyn Edwards - Kent County	2009	Wilson H. Parran - Calvert County
1977	Leonard W. Dayton - Dorchester County	2010	David R. Craig - Harford County
1978	Francis B. Francois - Prince George's County	2011	Ken Ulman - Howard County
1979	Burton R. Hoffman - Washington County	2012	Ingrid M. Turner, Esq. - Prince George's County
1980	William Donald Schaefer - Baltimore City	2013	Rick Pollitt - Wicomico County
1981	James F. Dent - Charles County	2014	Thomas G. Duncan - Talbot County
1982	Leonard E. Smith - Queen Anne's County	2015	Isiah "Ike" Leggett - Montgomery County
1983	John W. O'Rourke - Baltimore County		
1984	Esther P. Gelman - Montgomery County		
1985	Edwin D. McGee - Somerset County		

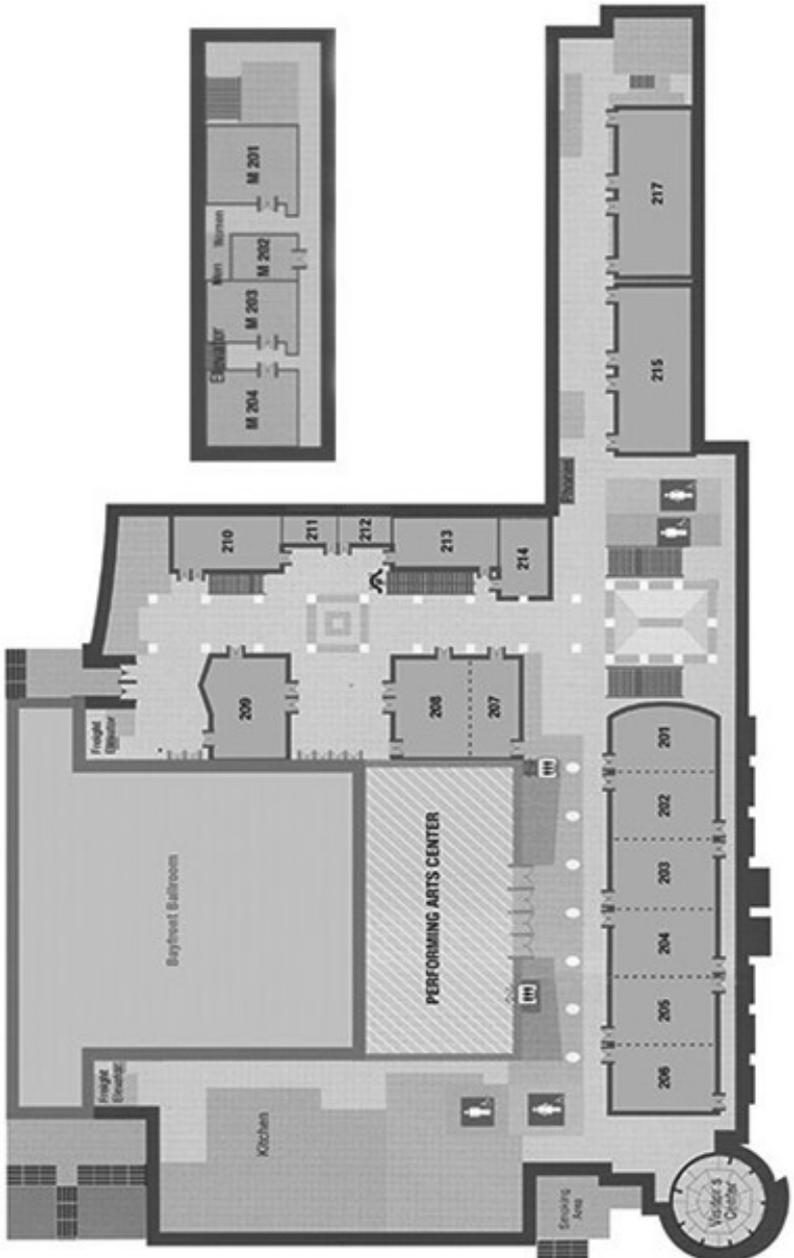
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