

## MACo Winter Conference Exhibits as of 12/5/2016

Institution	Type of Business	Booth number(s)	Website
AMP Global Strategies	AMP Global Strategies, Inc., has provided Public Safety Related Systems to 9-1-1 Center and private facilities for over 30 years. Our Mission is Affordability with Excellent Customer Service, and includes expertise in, Radio infrastructure design and implementation for Analog Conventional, Trunked, Digital P25 Systems , Subscriber Radios, Telephony Systems, Radio Dispatch Consoles, Computer Aided Dispatch, Records Management, Mobile Data and Infield Reporting Systems, Video Surveillance Systems, SchoolGuard911 Fast Response Active Assailant Systems and Cyber Security.	53	<a href="http://www.ampgs.com">www.ampgs.com</a>
Avaya / Carousel		27	
Avesis, Inc.	Avesis develops and administers vision, dental, and hearing solutions. Providing our clients with best-in-class products and services, we have nearly 40 years of experience as a national administrator. Our singular focus is using our experience to match exceptional providers and products with the people who need them.	51	<a href="http://www.avesis.com">www.avesis.com</a>
Black Box Network Services and Mitel	Black Box Corporation (NASDAQ: BBOX) is a leading technology solutions provider dedicated to helping customers build, manage, optimize, and secure their IT infrastructure. Black Box delivers high-value products and services through its global presence and 3,500 team members.	55	<a href="http://www.blackbox.com">www.blackbox.com</a>

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Blue Water Environmental, LLC	Exclusive Hydro-Action onsite wastewater treatment distributor for MD, VA, NC, GA & Leeward Islands. Blue Water Environmental, LLC provides an efficient long-term decentralized wastewater solution for homeowners, contractors, architects, and engineers. Hydro-Action's technology solves issues due to poor soil conditions, land restrictions, and high ground water.	32	<a href="http://www.hydro-action.com">www.hydro-action.com</a>
Bolton Partners, Inc.	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. Our sister company, Bolton Partners Investment Consulting Group, provides investment consulting services and benchmarking for both defined contribution and defined benefit plans. The firm was founded in 1981 by Robert Bolton and now has over 100 employees with locations in Baltimore, MD, Washington, D.C., Boca Raton, FL, Philadelphia, PA, Denver, CO and Atlanta, GA. Bolton Partners has a national client base, and our sole focus is to provide the best service for our clients.	35	<a href="http://www.boltonpartners.com">www.boltonpartners.com</a>

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Carefirst BCBS	CareFirst Dental is a leading provider of dental benefits in Maryland, delivering the #1 regional networks combined with one of the largest national networks. More Maryland county governments rely on CareFirst for their dental benefits than all other competitors combined - more people in Maryland rely on CareFirst for dental than any other brand. 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. CareFirst Dental, the leader in benefit design and dental integration with medical benefits.	2	<a href="http://www.carefirst.com">www.carefirst.com</a>

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CareFirst BlueCross BlueShield	In its 79th year of service, CareFirst, an independent licensee of the Blue Cross and Blue Shield Association, is a not-for-profit health care company which, through its affiliates and subsidiaries, offers a comprehensive portfolio of health insurance products and administrative services to 3.4 million individuals and groups in Maryland, the District of Columbia and Northern Virginia. In 2015, CareFirst contributed more than \$40 million to more than 300 community programs designed to increase the accessibility, affordability, safety and quality of health care throughout its market areas. To learn more about CareFirst BlueCross BlueShield, visit our website at <a href="http://www.carefirst.com">www.carefirst.com</a> or follow us on Twitter.	1	<a href="http://www.carefirst.com">www.carefirst.com</a>

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Charles P. Johnson & Associates	Charles P Johnson & Associates (CPJ) is a full-service civil engineering firm providing quality engineering, surveying, and land planning and development services since 1971. Based in Silver Spring, and five offices around the Beltway, CPJ has become a relied upon expert in the field of land development and storm water management. CPJ has been instrumental in helping counties around the state fulfill their MS4 mandates through Stormwater Management and Water Resources Inspection contracts. CPJ has contracts with various Departments of Public Works, Parks and Planning, WSSC, DC Water, and private developers in the performance of land development and stormwater management. We look forward to partnering to make your next project a success.	19	<a href="http://www.cpja.com">www.cpja.com</a>
Chesapeake Employers' Insurance Company	Chesapeake Employers has been providing workers' compensation insurance in Maryland since 1914. Our local presence and unwavering dedication to Maryland counties, municipalities, business owners and their employees have made us what we are today - Maryland's largest workers' compensation insurance company.	6	<a href="http://www.ceiwc.com">www.ceiwc.com</a>

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Cigna	Cigna is a global health services company dedicated to helping people improve their health, well-being and sense of security whose products and services include an integrated suite of services, such as medical, dental, behavioral health, pharmacy and vision care benefits as well as related products in group disability, life and accident coverage.	12	
Comcast	Comcast is the nation's largest video, high-speed internet and phone provider to residential and business customers under the XFINITY brand.	15	<a href="http://www.comcast.com">http://www.comcast.com</a>
Correct Care Solutions	Correct Care Solutions is the nation's premier healthcare provider for government entities. CCS delivers comprehensive medical, dental, behavioral health, and pharmacy services for correctional organizations.	34	<a href="http://www.correctcaresolutions.com">www.correctcaresolutions.com</a>
Cree	Cree is the technology leader in the development and distribution of LED lighting.	50	<a href="http://www.cree.com">www.cree.com</a>
Delta Dental	Delta Dental Insurance Company (Delta Dental) and its affiliate companies, represent one of the country's largest dental benefits delivery systems, administering benefits to nearly 33 million people in 15 states plus the District of Columbia and Puerto Rico.	18	<a href="http://www.DeltaDentalins.com">http://www.DeltaDentalins.com</a>

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EA Engineering, Science, and Technology, Inc.	Headquartered in Hunt Valley and with three Maryland offices, EA provides environmental, compliance, natural resources, and infrastructure engineering and management solutions to a wide range of public and private sector clients. A 100% ESOP-owned public benefit corporation, EA employs more than 450 professionals through a network of 25 commercial offices. In business for more than 43 years, EA has earned an outstanding reputation for technical expertise, responsive service, and judicious use of client resources. For more information about EA, visit <a href="http://www.eaest.com">www.eaest.com</a> .	20	<a href="http://www.eaest.com">http://www.eaest.com</a>
FTS Fiber	FTS Fiber is a dark fiber provider offering 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 service providers, healthcare, education, government and real estate developers.	48	

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Kent County Broadband Expansion	<p>The Broadband Expansion program was developed to extend service offerings to all public school facilities, public safety agencies, library branches, government administration buildings and community centers. The program started by granting wireless providers rent free access to county-owned towers in exchange for discounted internet services offered to students on the free or reduced lunch meal plan with costs as low as \$20 per month. In order to stimulate economic development, Kent County entered into a public/private partnership to construct 110 miles of "dark" fiber optic infrastructure which will enable future proof technology to connect rural residents and businesses. Some providers leasing fibers will be offering up to gigabit speeds. The connected public institutions will be able to select from such services as voice communication, Internet access and centralized data storage.</p>	49	<a href="http://www.kentcounty.com">www.kentcounty.com</a>
Lenovo		42	<a href="http://www.lenovo.com">www.lenovo.com</a>

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LGIT Health	Over \$3,000,000 in surplus returned to members since 2010. LGIT Health was established in 2010 by The Local Government Insurance Trust (LGIT) in partnership with Benecon to assist Local Governments in the Self-Funding of their Group Health Insurance program in a safe and secure environment. The Self-Funded Health Insurance Cooperative environment will help employers save premium dollars while providing outstanding coverage to their employees. LGIT Health's mission is to help employers obtain the lowest possible cost option for financing their Health Insurance while providing savings, control, transparency and protection. When you want the savings and control of a Self-Funded Health Insurance program, turn to LGIT Health. <a href="http://www.LGIT.org">www.LGIT.org</a>	8	<a href="http://www.benecon.com">www.benecon.com</a>

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Local Government Insurance Trust	<p>For nearly 30 years, Maryland's local governments have covered their primary and excess liability, auto, environmental, property and equipment breakdown insurance needs through the Local Government Insurance Trust (LGIT). Founded in 1987 by act of the Maryland General Assembly through the joint efforts of the Maryland Municipal League (MML) and the Maryland Association of Counties (MACo) LGIT is owned and managed by its members. LGIT's purpose is to meet local government risk management needs - not to make a profit by selling insurance. Because of LGIT, local governments know they now have coverage available to them at stable rates and predictable costs - regardless of private insurance industry cycles. LGIT also provides a wide variety of Risk Management services including: Training, Grants, the LGIT Online Campus and the HR Compliance Portal helping Members with their HR needs. On July 1, 2010, LGIT partnered with CIGNA and Benecon to provide local governments an alternative for their health insurance needs with the Maryland Local Government Health Cooperative (MLGHC) now called LGIT</p>	7	<a href="http://www.lgit.org">www.lgit.org</a>
Maryland Community Action Partnership	<p>Maryland Community Action Partnership provides high quality services and opportunities to Community Action Agencies in Maryland, DC and Delaware to assist in helping low-income and at-risk people achieve their maximum potential in a manner that increases self-respect and self-sufficiency toward the improvement of family, community and the larger society.</p>	28	<a href="http://www.maryland-cap.org">www.maryland-cap.org</a>

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Maryland Department of Labor, Licensing & Regs.	The Office of the Commissioner of Financial Regulation, a division of the Maryland Department of Labor, ensures that the citizens of Maryland are able to conduct their financial transactions through safe and well-managed institutions that comply with state law, while providing a flexible yet sound regulatory environment that promotes fair competition and supports our economy. The Office administers the Maryland Foreclosed Property Registry, an online system for local officials to identify the purchasers of foreclosed properties. Stop by our booth to learn more!	43	<a href="http://www.dllr.maryland.gov">www.dllr.maryland.gov</a>
Maryland Employer Support for the Guard & Reserve	ESGR, a Department of Defense program, was established in 1972 to promote cooperation and understanding between Reserve Component Service members and their civilian employers and to assist in the resolution of conflicts arising from an employee's military commitment. Our mission is to foster a culture in which all employers support and value the employment and military service of members of the National Guard and Reserve in the United States.	37	<a href="http://www.esgr.mil/md">www.esgr.mil/md</a>

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Maryland Environmental Service	Maryland Environmental Service is an innovative and leading edge solver of environmental problems, a responsible and successful manager of environmental operations and a great place to work. Our mission is to provide operational and technical services to protect and enhance the environment for the people of Maryland.	5	<a href="http://www.menv.com">www.menv.com</a>
Maryland Fire Chiefs' Association	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.	31	<a href="http://www.mdchief.org">www.mdchief.org</a>
Maryland Stadium Authority	Operation and maintenance of the Camden Yards Complex, construction of Baltimore City Public Schools, Baltimore City demolition, stabilization, and deconstruction of vacant property. Project management, feasibility studies. The go-to resource for the sports events and tourism industry in Maryland.	22 and 23	<a href="http://mdstad.com">mdstad.com</a>
Maryland State Firemen's Association	The mission of the Maryland State Firemen's Association (MSFA) is to serve, promote, advocate and represent the interests of the volunteer fire, rescue, and emergency medical services companies or departments of Maryland.	33	<a href="http://www.msfa.org">www.msfa.org</a>

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Maryland-National Capital Park & Planning Commission	How do you make innovation a habit at your organization? Come visit The Department of Parks and Recreation booth and we'll share our knowledge on implementing innovative initiatives, best practices, lessons learned to take back to your agency.	40	
Mobilitie, LLC		47	<a href="http://www.mobilitie.com">www.mobilitie.com</a>
Montage Enterprises	Manufacturer of Kut-Mor brand flail mowers and a supplier of roadside mower and sand/salt spreader parts.	54	<a href="http://www.montageent.com">www.montageent.com</a>
Musco Sports Lighting	For nearly 40 years, Musco has specialized in the design and manufacture of athletic field lighting. Musco's Light-Structure GreenT is a cost-effective sports lighting system offering significant advantages for your budget and the environment - operating costs and off site spill light are cut in half.	45	<a href="http://www.musco.com">www.musco.com</a>
National Association of Counties	Serving county members for more than 75 years with exclusive benefits and services	29	<a href="http://www.naco.org">www.naco.org</a>
National Vision Administrators (NVA)	National Vision Administrators (NVA) has a long history of providing innovative and cost-effective vision benefit programs for its plan sponsors and their subscribers. Providing millions of people throughout the United States with vision care programs, NVA serves employers in both the private and public sectors, unions as well as MCOs, third party administrators and health care purchasing coalitions.	52	<a href="http://www.e-nva.com">www.e-nva.com</a>

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Nationwide Retirement Solutions	<p>On Your Side. Nationwide is a market leader in providing supplemental retirement savings programs for public employees. Nationwide has been serving public sector employees and their families for nearly 40 years. Nationwide's programs include 457(b), 401(a), and Post-Employment Health Plans, and are comprehensive - incorporating investment, education, and administrative service solutions for governmental employers. Visit or call Retirement representatives are registered representatives of Nationwide Investment Services Corporation, member FINRA.</p>	9	<a href="http://www.nrsforu.com">http://www.nrsforu.com</a>
NORESKO, L.L.C.	<p>As one of the largest energy services companies in the U.S., NORESKO utilizes design-build and a variety of performance-based contracting vehicles to deliver energy and maintenance savings and significant infrastructure upgrades to existing facilities. These upgrades can be funded through cost savings that the projects generate, without the need for up-front capital expenditures by the customer. NORESKO has guaranteed more than \$3 billion in energy and operating cost savings at more than 7,000 sites throughout the U.S. and worldwide.</p>	11	<a href="http://www.noresko.com">http://www.noresko.com</a>

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Optotraffic, LLC	<p>Optotraffic works with local jurisdictions to provide advanced, accurate and reliable technology for traffic law enforcement. Optotraffic 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.</p>	21	<a href="http://www.optotraffic.com">www.optotraffic.com</a>
Osram - Sylvania Lighting Solutions	<p>Leading the industry in lighting efficiency worldwide by providing turn key solutions for energy efficient lighting and controls. Osram-SLS takes a product agnostic approach to providing value based solutions to fit the customer needs including energy audit preparation, lighting design, installation, rebate application, financing guidance and service warranty options.</p>	46	<a href="http://www.sylvanialightingsolutions.com">www.sylvanialightingsolutions.com</a>
Panasonic	<p>Panasonic delivers game-changing technology solutions that empower professionals throughout the public sector to drive better outcomes. Panasonic engineers reliable, rugged mobility solutions that help create, capture and deliver data of all types, where, when and how it is needed.</p>	16	<a href="http://us.panasonic.com/toughbook">us.panasonic.com/toughbook</a>

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Pepco & Delmarva Power C&I Energy Savings Program	The Pepco and Delmarva Power C&I (Commercial & Industrial) Energy Savings Program encourages energy efficiency projects, large and small. From changing out light fixtures to replacing major mechanical equipment, Pepco and Delmarva Power provides Maryland customers cash incentives that reduce the initial cost of energy efficiency projects. These equipment and system upgrades improve your efficiencies, lowers lifetime operating costs, and reduces your business' impact on the environment.	4	<a href="http://www.pepco.com/business">www.pepco.com/business</a>
Presidio	We think about, architect, implement, and support the practical reality of advanced technologies every day. We are not just trusted partners, we enable new thinking. For more information please contact us at <a href="http://www.presidio.com">www.presidio.com</a> .	14	<a href="http://www.presidio.com">www.presidio.com</a>
Rave Mobile Safety / Smart911	Rave Mobile Safety, a leader in public safety solutions, designs, develops, and deploys innovative communication software for better emergency preparedness and faster response whose portfolio includes Smart911, Rave Panic Button, Rave Alert, and Rave Eyewitness keeps millions safe and secure. 888.853.8583	39	<a href="http://www.ravemobilesafety.com">www.ravemobilesafety.com</a>
Republic Services	Republic Services is leading provider of solid waste and recycling collection and disposal services.	30	<a href="http://www.republicservices.com">www.republicservices.com</a>

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SAVERS	<p>Savers is a for-profit privately held global thrift retailer offering clothing and accessories for men, women, and children and household goods. Through its unique business model of purchasing, reselling and recycling secondhand merchandise, the Savers family of thrift stores (including Value Village, Unique Thrift Store and Village des Valeurs brands) benefits more than 120 nonprofit organizations, gives local consumers a smart way to shop and saves 650 million pounds of quality used goods from landfills each year. Savers pay its nonprofit partners for donated goods, turning otherwise unused items into sustainable funding that supports their missions. Savers operates nearly 330 locations and 22,000 employees in the United States, Canada, and Australia. For more information, please visit <a href="http://www.savers.com">www.savers.com</a>. TVI, Inc. d/b/a Savers and Village is a for-profit professional fundraiser. Visit <a href="http://savers.com/disclosures">savers.com/disclosures</a> for state specific disclosures. For more information, please contact Savers' Director of Communications, Sara Gaugle, at <a href="mailto:sgaugl@savers.com">sgaugl@savers.com</a>.</p>	17	<a href="http://www.savers.com">www.savers.com</a>

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SecuLore Solutions	SecuLore Solutions is a Maryland-based cybersecurity company focused on protecting vulnerable networks from malicious traffic flow. Our team combines a deep understanding of techniques leveraged by cyber criminals along with experience in a variety of markets to apply earned expertise in unique ways. We offer assessments, training and hardware solutions focused on Public Safety and that are also finding application in other markets.	36	<a href="http://www.SecuLore.com">www.SecuLore.com</a>
Straughan Environmental, Inc.	Straughan Environmental, Inc. (Straughan) is a company of scientists, engineers, planners and ecological professionals aligned to support development, while improving the human and natural environment. Founded in 1995, Straughan promotes a multi-disciplinary approach to environmental assessment, planning, and design. With numerous projects throughout the Mid-Atlantic area, we have thorough knowledge of local, state, and federal regulations and procedures. Our combined technical expertise, understanding of policy and process, and agency coordination experience makes for successful projects at every scale.	23	<a href="http://www.straughanenvironmental.com">www.straughanenvironmental.com</a>
TD Bank	The TD Bank Government Banking Team provides financial solutions to meet the operational needs of public sector entities.	38	<a href="http://www.tdbank.com">www.tdbank.com</a>
UMD School of Public Policy		25	

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Verizon Wireless	The digital world promises consumers a better, more connected life, and we're the ones delivering it. We make it possible for people to stay in touch and businesses to connect with their customers. We're also bringing technology and hands on learning opportunities directly to those who need it most. Our goal is to inspire tomorrow's creators to use technology to build brighter futures for themselves, their families and the world.	26	<a href="http://www.verizonwireless.com">www.verizonwireless.com</a>
Washington Suburban Sanitary Commission (WSSC)	WSSC is among the largest water and wastewater utilities in the nation, with a network of nearly 5,000 miles of fresh water pipeline and more that 5,400 miles of sewer pipeline.	41	<a href="http://www.wsscwater.com">www.wsscwater.com</a>
Wexford Health Sources, Inc.	Wexford Health's cost-effective, clinically sound programs manage inmate health care costs while maintaining quality of care. Contact us to learn how our medical, mental health, pharmacy, dental, telehealth, and utilization management programs can help control your clinical and administrative costs.	44	<a href="http://www.wexfordhealth.com">www.wexfordhealth.com</a>
WGL Energy, Inc.	WGL Energy is a leader in efficient and environmentally-friendly energy technology solutions to residential, government, commercial and industrial customers. We deliver a full spectrum of energy solutions, including electricity, natural gas, renewable energy, carbon reduction, distributed generation and energy efficiency provided by WGL Energy Services, Inc.	10	<a href="http://www.wglenergy.com">http://www.wglenergy.com</a>

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Zelenkofske Axelrod, LLC	<p>Zelenkofske Axelrod LLC (ZA) is a Pennsylvania based regional CPA firm employing over 45 professionals, with offices in Harrisburg, Greensburg, Pittsburgh, and Greater Philadelphia; Dover, Delaware, and expanding into Maryland, that specializes in providing auditing, accounting and consulting services to governmental entities. ZA's growth over the years has been through specialization in the governmental industry. They are leaders in providing accounting, auditing, and consulting services to governmental entities of all types - that's why so many of these entities, large and small, engage in their services. Their clients include counties, component units of the state, townships, boroughs, authorities, cities, and school districts. Not all CPA firms specialize in the complexity of accounting and auditing standards which govern these entities. They do! Their partners and directors have worked in the Big 4 accounting firms and have brought their experience to Zelenkofske Axelrod LLC to grow their governmental practice to where it is today. The quality of their work is second to non, particularly in the Government</p>	3	www.zallc.org