



MARYLAND ASSOCIATION of COUNTIES

Summer Conference



You're
HIRED!

AUGUST 16-19, 2017

Roland Powell Convention Center | Ocean City, MD
www.mdcounties.org/MACoCon

INFLUENTIAL LEADERS | GOVERNANCE BEST PRACTICES | NEWEST PRODUCTS & SERVICES

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

CROSSING GUARD®
www.crossing-guard.com



Making Life Safer and Easier on the Road Ahead™ | www.atsol.com

TABLE OF CONTENTS

MACo Leadership	4
MACo Corporate Partners.....	5
Sponsor Listing	6
Attendance Prize Drawings	7
Academy for Excellence	8
Meetings At-A-Glance	10
Session Index by Affiliate	11
Wednesday Program.....	13
Wednesday Tech Expo Floor Plan	14
Wednesday Tech Expo Sessions	15
Thursday Program.....	19
Friday Program.....	37
2018 MACo Summer Conference	39
Saturday Program	51
2017 MACo Winter Conference	51
Exhibitor Listing - Booths by Company Name.....	64
Floor Plans of Exhibits	67
Advertisement Index	70
MACo Past Presidents	71
Floor Plans of Convention Center	72
MACo Mobile App Instructions.....	74



Share your MACo Conference
experience by using this
Twitter hashtag:

#MACoCon

Follow MACo on Twitter:

@MDCounties

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>



OFFICERS

President: Kevin Kamenetz, Baltimore County
First Vice President: Jerry Walker, Anne Arundel County
Second Vice President: William Pickrum, Kent County
Secretary: Barry Glassman, Harford County
Treasurer: Jan Gardner, Frederick County
Past President: John F. Barr, Washington County

BOARD of DIRECTORS

William Valentine, Allegany County
Sharon Green Middleton, Baltimore City
Evan Slaughenhaupt, Calvert County
Wilbur Levensgood, Caroline County
Allan Kittleman, Howard County
Isiah "Ike" Leggett, Montgomery County
Rushern Baker III, Prince George's County
Charles Fisher, Somerset County
Laura Price, Talbot County
Matt Holloway, Wicomico County

CONFERENCE PLANNING COMMITTEE

William Valentine, Allegany County
Evan Slaughenhaupt, Calvert County
Kimberly L. Frock, Carroll County
Dave Trolio, Cecil County
William W. Pickrum, Kent County
Todd Turner, Prince George's County
LaMonte E. Cooke, Queen Anne's County
Laura Price, Talbot County

STAFF

Executive Director, Michael Sanderson
Legal & Policy Counsel, Leslie Knapp Jr.
Research Director, Robin Clark Eilenberg
Associate Director, Natasha Mehu
Associate Director, Barbara Zektick
Policy Associate, Kevin Kinnally
Admin. & Finance Director, Leslie Velasco
Member Services Director, Virginia White
Administrative Coordinator, Allison Valliant
Outreach Coordinator, Nicolette Query

AFFILIATE PRESIDENTS

Administrators: Greg Todd, Queen Anne's County
Aging: Cathy Willis, Queen Anne's County
Attorneys: Thomas Yeager, Kent County
Budget & Finance: Ted Zaleski, Carroll County
Corrections: Daniel Lasher, Allegany County
Emergency Managers: Kevin Aftung, Anne Arundel
Engineers: Scott Flanigan, Cecil County
Environmental Health: Kevin Koepenick, Baltimore County
Health: Meenakshi Brewster, St. Mary's County
Human Resources: Kim Frock, Carroll County
Human Services: Dave Trolio, Cecil County
Information Technology: Mark Ripper, Carroll County
Parks & Recreation: Rick Anthony, Anne Arundel
Planners: Phil Hager, Anne Arundel County

CHAPTER ORGANIZATION PRESIDENTS

Maryland County Officials Diversity Caucus:
Karen Toles, Prince George's County
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

Aetna

Comcast

Chesapeake Employers' Insurance Company

Local Government Insurance Trust (LGIT)

Cigna

Nationwide Retirement Solutions

SILVER PARTNERS

BGE

NORESKO, LLC

Bill2Pay

Pepco & Delmarva Power C&I Energy Savings Program

CareFirst BlueCross BlueShield

WGL Energy

Motorola Solutions, Inc.

BRONZE PARTNERS

Constellation

Potomac Edison, A FirstEnergy Company

Fujitsu America, Inc.

Presidio

LGIT Health

PrimeCare Medical, Inc.

Maryland Broadband Cooperative

Savers

Maryland Environmental Service

Standard Solar, Inc.

NAIOP Maryland, Inc.

The Northeast Maglev

Panasonic

Zelenkofske Axelrod LLC

PNC Bank

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

For additional information, visit www.mdcounties.org/CorporatePartners or contact our Outreach Coordinator, Nicolette Querry, at nquerry@mdcounties.org or at 410.269.0043.



Thank you, Sponsors!

- Aetna
- Alexander & Cleaver
- American Traffic Solutions
- BGE
- Bill2Pay
- CareFirst BlueCross BlueShield
- Chesapeake Employers' Insurance
- Cigna
- Comcast
- Conduent
- Constellation
- Cornerstone Government Affairs
- Cybersecurity Association of Maryland
- Davenport & Company, LLC
- Delta Dental
- Exelon Generation
- Fostering Change Network, LLC
- Fujitsu America, Inc.
- Global Automakers Association
- Grant L. Gursky Photography
- Kaiser Foundation Health Plan of the Mid Atlantic States Inc.
- KCI Technologies, Inc.
- Law Office of Thomas N. Yeager
- LGIT Health
- Local Government Insurance Trust (LGIT)
- Maryland Broadband Cooperative
- Maryland Building Industry Association
- Maryland Department of Housing & Community Development (DHCD)
- Maryland Environmental Service
- Maryland Hotel Lodging Association
- Maryland Relay
- MD-DE-DC Beverage Association
- Motorola Solutions, Inc.
- Multivista
- Musco Sports Lighting
- NACo Financial Services Center
- NAIOP Maryland, Inc.
- Nationwide Retirement Solutions
- NORESKO, L.L.C.
- Orenco
- Panasonic
- Pepco & Delmarva Power C&I Energy Savings Program
- PNC Bank
- Potomac Edison, A FirstEnergy Company
- Presidio
- PrimeCare Medical, Inc.
- Rifkin, Weiner, Livingston, LLC
- Sage Policy Group
- Savers
- Standard Solar, Inc.
- Supply Solutions
- The Northeast Maglev
- Tomi Environmental Solutions
- University of Maryland Eastern Shore (UMES)
- U.S. Communities
- Urban Grid Solar
- Washington Gas, a WGL Company
- Washington Suburban Sanitary Commission (WSSC)
- We Work For Health - Maryland
- WGL Energy Services, Inc.
- Zelenkofske Axelrod LLC

Sponsor & Exhibitor descriptions and contact information:

www.mdcountries.org/SC17Sponsors | www.mdcountries.org/SC17Exhibitors

Or, available on the mobile app!

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!

Thank You Golf Tournament Sponsors!

Golf Hole Sponsors

- Aetna
- BGE
- Bill2Pay
- CareFirst BlueCross BlueShield
- Chesapeake Employers Insurance Company
- Cigna
- Comcast
- Local Government Insurance Trust
- Motorola Solutions, Inc.
- Nationwide Retirement Solutions
- NORESKO, L.L.C.
- Pepco & Delmarva Power C&I Energy Savings Program
- WGL Energy, Inc.

Individual Sponsors

Continental Breakfast:

Nationwide Retirement Solutions

Golf Giveaways:

- Acclaimed Promotions - Golf Divots
- Boardwalk Hotel Group - Cozies and Golf Tees
- Clarion - Golf Tools
- Cigna - Golf Balls
- Local Government Insurance Trust - Bags, Umbrellas, Hats
- Green Turtle - Bottle Openers
- KCI Technologies - Snack Bags and Door Prize Baskets
- WGL Energy - Hand Sanitizer

Golf Tournament Prizes:

- Ocean City Golf Club—Rounds of free golf
- Greene Turtle - \$25 Gift Cards
- The Harrison Group - 2-night stay at the Holiday Inn Oceanfront





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.

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

HOW LONG WILL IT TAKE?

Participants are encouraged to complete the requirements within three years, but may take up to five years.

WHAT IS THE COST?

Academy registration is a one-time fee of \$250. Attending academy courses is included with conference registration. For elected officials only: upon request, MACo will pay a \$150 stipend toward the registration fee. Conference or other seminar fees are additional fees paid by the participant.

WHERE ARE "COUNTY TRACK" COURSES OFFERED?

Classes are offered at MACo, MML, and LGIT conferences and course trainings.

WHICH COURSES ARE OFFERED AT THIS CONFERENCE?

Look for the Academy symbol that signifies an Academy credit course.



QUESTIONS?

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

2017 SUMMER CONFERENCE ACADEMY SESSIONS:

WEDNESDAY, AUGUST 16, 2017

- 12:45 pm - 1:45 pm: "Tech Expo Deep Dive Session: BIOTECH BAIT: Can Maryland Net a Boom in Biotechnology?"
- 2:00 pm - 3:00 pm: "Tech Expo Deep Dive Session: Headsets On: Get Ready for Virtual Reality and the Social Shake-Up"
- 1:45 pm - 3:15 pm: "Employment Issues" (Core)
- 3:30 pm - 5:00 pm: "Open Meetings" (Core)

THURSDAY, AUGUST 17, 2017

- 2:00 pm - 3:00 pm: "Second Chance for Workplace Success - A Good Program is Good for Your County "
- 3:30 pm - 4:30 pm: "Round Up the (Un) Usual Suspects - There's a Broader Pool of People for Your Tech Hiring Needs "

FRIDAY, AUGUST 18, 2017

- 1:00 pm - 2:00 pm: "Flushing Your Troubles Down the Drain, the South Kent Island Solution "
- 2:15 pm - 3:15 pm: "Walking the Tightrope: Protecting the Public and Energizing the Economy "

SATURDAY, AUGUST 19, 2017

- 9:00 am - 10:00 am: "Where We're Going, We Don't Need Roads: Let Career Training Transport Maryland Students"

Meetings At-A-Glance

WEDNESDAY, AUGUST 16, 2017

10:00 am - 11:00 am	Information Technology Directors Affiliate Meeting (private)	Room 208
---------------------	--	----------

10:30 am - 4:30 pm	MACHO - Health Officers Affiliate Meeting (private)	Room 213
--------------------	---	----------

THURSDAY, AUGUST 17, 2017

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
---------------------	------------------------------------	----------

11:00 am - 2:00 pm	DSS Directors Meeting (private)	Room 213
--------------------	---------------------------------	----------

Noon - 1:00 pm	DSS Directors & Human Services Affiliate Luncheon (private) **	Room 213
----------------	--	----------

Noon - 1:00 pm	County Administrators Affiliate Meeting (private) **	Room 208
----------------	--	----------

Noon - 1:00 pm	Maryland County Officials Diversity Caucus Lunch **	Room 215
----------------	---	----------

FRIDAY, AUGUST 18, 2017

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

11:00 am - Noon	Emergency Managers Affiliate Meeting (private)	Room 201
-----------------	--	----------

Noon - 1:00 pm	Budget and Finance Officers Affiliate Lunch ** <i>Sponsored by Davenport & 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	Will Your Next County Employee be...a Robot?	29
Administrators	<i>The Green Rush? Cannabusiness in Maryland Counties</i>	29
Administrators	<i>The Clean Energy Economy - Generating Jobs, Producing Power</i>	35
Administrators	<i>Serving Those Who Served Our Country</i>	47
Aging	<i>Smoothing the Rough Road: Addressing Dementia Challenges</i>	45
Budget & Finance	<i>The New Look Vacation: Opportunities & Responsibilities in the Sharing Economy</i>	47
Corrections	<i>The Key to Public Safety: Locking Down Your Hiring Process</i>	45
Emergency Managers	<i>Attacking the Opioid Epidemic: A Collaborative Approach</i>	43
Engineers	<i>Perfecting the Potential of Public Private Partnerships</i>	43
Environmental Health	<i>Flushing Your Troubles Down the Drain, the South Kent Island Solution</i>	A 45
Environmental Health	<i>Walking the Tightrope: Protecting the Public and Energizing the Economy</i>	A 49
Health Officers	<i>ABCs of the ACA, AHCA, and Health Care in Maryland</i>	33
Human Resources	<i>“Dude, What’s My Job?”- Understanding, Attracting, and Retaining Your Millennial Workforce</i>	47
Human Services	<i>Second Chance for Workplace Success - A Good Program is Good for Your County</i>	A 31
Information Technology Directors	<i>Round Up the (Un) Usual Suspects - There’s a Broader Pool of People for Your Tech Hiring Needs</i>	A 35
Parks & Rec	<i>Parks & Recreation: A Healthy (and Wealthy) Investment</i>	27
Planners	<i>Environmental Justice and County Land Use: Finding the Win-Win Scenario</i>	29
Planners	<i>NO VACANCY: Revitalizing Vacant and Blighted Properties</i>	33
Planners	<i>What Will We See in Phase III? A Bay TMDL Update</i>	49
Tourism	<i>I’ll Drink To That: Crafting Jobs with Breweries, Distilleries and Wineries</i>	33

A = Academy for Excellence in Local Governance Elective course

Construction Documentation

Exactly As Built



PHOTO



VIDEO



WEBCAM



UAV



360°



3D LASER



(443) 900-3100

WEDNESDAY, AUGUST 16, 2017

7:30 AM - 3:00 PM

REGISTRATION CENTER

Lower Level Foyer

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

9:00 AM - 4:00 PM

GOLF TOURNAMENT
(additional registration required)

Ocean City Golf Club

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

9:00 AM - Noon

SPECIAL SESSION

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.

NOTE: You do not need to register for the conference to attend this course.

Speakers:

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

AFFILIATE MEETINGS

(private)

10:00 AM – 11:00 AM

County Information Technology Officers

Room 208

Sponsored by Comcast

10:30 AM - 4:30 PM

MD Association of County Health Officers

Room 213

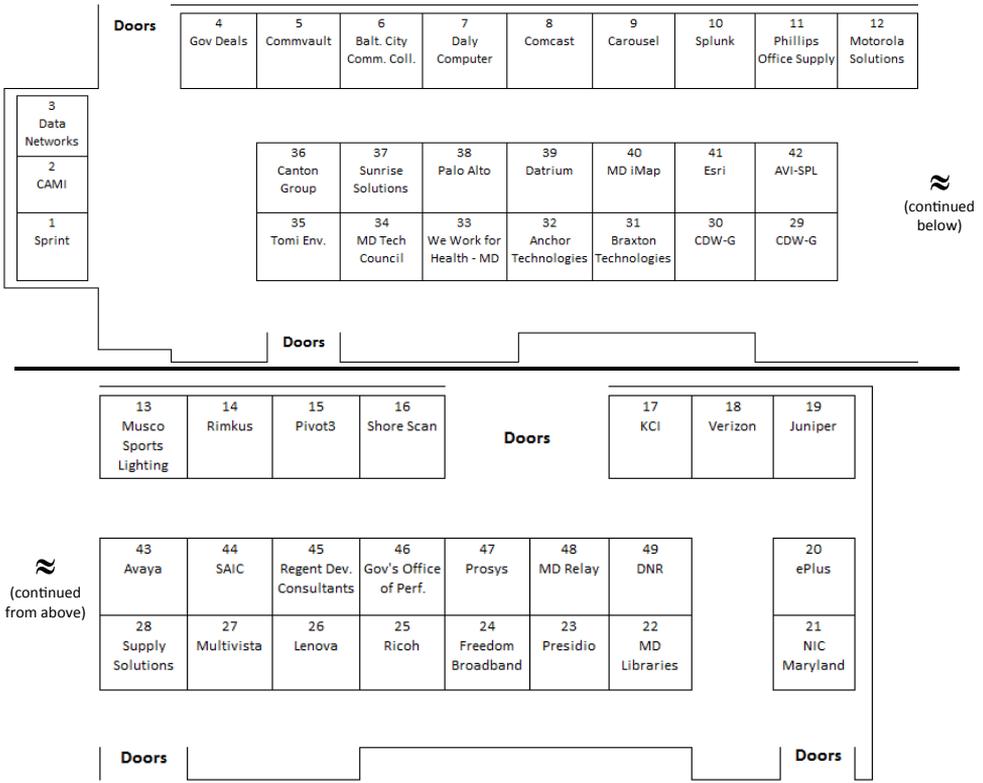
11:00 AM - 3:00 PM

POWER ZONE LOUNGE
& CYBER CAFÉ

Room 210

Cyber Café Sponsored by KCI Technologies, Inc.

WEDNESDAY TECH EXPO TRADESHOW



≈
(continued
from above)

≈
(continued
below)

- Anchor Technologies, Inc. (#32)
- Avaya (#43)
- AVI-SPL, Inc (#42)
- Baltimore City Community College (#06)
- Braxton Grant Technologies (#31)
- Carousel Industries (#09)
- CDW-G (#29/30)
- Comcast (#08)
- Commvault (#05)
- Cybersecurity Association of Maryland, Inc. (#2)
- Daly Computers, Inc. (#7)
- Data Networks of America (#3)
- Datrium (#39)
- ePlus Technology Inc. (#20)
- Esri (#41)
- Freedom Broadband (#24)
- GovDeals, Inc. (#4)
- Governor's Office of Performance Improvement (#46)
- Juniper Networks (#19)
- KCI Technologies, Inc. (#17)
- Lenovo (#26)
- Maryland Department of Natural Resources (#49)
- Maryland Libraries (#22)
- Maryland Relay (#48)
- Maryland Tech Council (#34)
- MD iMAP (#40)
- Motorola Solutions, Inc. (#12)
- Multivista (#27)
- Musco Sports Lighting (#13)
- NIC Maryland (#21)
- Palo Alto Networks (#38)
- Phillips Office Solutions (#11)
- Pivot3 (#15)
- Presidio (#23)
- Prosys Information Systems (#47)
- Regent Development Consulting, Inc. (RDC) (#45)
- Ricoh USA, Inc. (#25)
- Rimkus Consulting Group, Inc. (#14)
- SAIC (#44)
- ShoreScan Solutions (#16)
- Splunk (#10)
- Sprint (#01)
- Sunrise Solutions (#37)
- Supply Solutions, LLC (#28)
- The Canton Group (#36)
- Tomi Environmental Solutions (#35)
- Verizon (#18)
- We Work For Health - Maryland (#33)

WEDNESDAY TECH EXPO

11:00 AM - 4:00 PM

TECH EXPO EXHIBITS

Rooms 201-205

*Sponsored by: WEWorks, Multivista, and Tomi Environmental Services
Co-Hosted by MACo and the Maryland Tech Council*

11:30 AM - 12:30 PM

IGNITE SESSION

Room 206

"SWITCH PITCH" - Meet Your Match: Solutions to County IT Challenges

Attendees will get a chance to learn a little about a lot of vendors in a short period of time. Listen and learn!

Speakers: County IT Professionals and Tech Expo Vendors

Moderator: The Honorable Evan Slaughenhaupt, Commission Vice President, Calvert County

Noon - 1:15 PM

**BOXED LUNCH BUFFET
(ticket required)**

**Room 203/204
Foyer**

12:45 PM - 1:45 PM

DEEP DIVE SESSION

Room 206

BIOTECH BAIT: Can Maryland Net a Boom in Biotechnology?

Maryland counties have a big stake in a potential boom of the biotechnology industry – if Maryland lands it. What is the county role in making Maryland an international hub for biotech? In this session, industry leaders share what they are looking for when they scope new locations, and what they need to grow in the land of crabs and corn.

Speakers:

- Julie M. Garner, Director, US Government Affairs, AstraZeneca/MedImmune
- Henry Bernstein, Senior Vice President, Scheer Partners
- Chris Frew, Executive Director, BioBuzz Workforce Foundation, Inc.
- Brian Gaines, CEO, MDBio Foundation



Moderator: Tom Sadowski, Vice Chancellor for Economic Development, University System of Maryland

1:45 PM - 2:00 PM

NETWORKING COFFEE BREAK

**Room 203/204
Foyer**

2:00 PM - 3:00 PM

DEEP DIVE SESSION

Room 206

Headsets On: Get Ready for Virtual Reality and the Social Shake-Up

Virtual reality is one of the hottest and most mysterious types of tech. Virtual reality's tempting serum, poured over snowballing social media use, could turn the way that government interfaces with the public into one heck of a snow cone. VR applications for county governments already include tourism, economic development, and information science, with more to come. Join this session to hear more about the opportunities presented by virtual reality and its integration with county services.

Speakers:

- Jason Michael Perry, Vice President of Engineering, Mindgrub
- Julia Lenzer, Associate Vice President of Innovation and Economic Development and Co-Director of UM Ventures, University of Maryland
- Will Gee, CEO, Balti Virtual



Moderator: Brian Darmody, Associate Vice President, University System of Maryland

3:00 PM - 4:00 PM

MORE EXHIBITS

Rooms 201-205



SPEND LESS MONEY ON HEALTH CARE

BY SPENDING MORE TIME WITH
THE RIGHT PARTNER.

Together, we can lower the cost of health care.
Learn more at Cigna.com.



Together, all the way.®

All Cigna products and services are provided exclusively by or through operating subsidiaries of Cigna Corporation, including Cigna Health and Life Insurance Company and Connecticut General Life Insurance Company. The Cigna name, logo, and other Cigna marks are owned by Cigna Intellectual Property, Inc.

905651 04/17 © 2017 Cigna.

WEDNESDAY, AUGUST 16, 2017

1:45 PM - 3:15 PM

ACADEMY FOR EXCELLENCE IN
LOCAL GOVERNANCE CORE COURSE

Room 215

Employment Issues

This class provides an overview of preferred employment practices and of the legal restrictions involved in hiring, firing, promoting, and disciplining employees. The instructor addresses how positions should be advertised and interviews conducted. Also included are risk management techniques concerning proper supervision of employees.



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

Moderator: The Honorable Deni Taveras, Council Member, Prince George's County

3:00 PM - 3:30 PM

NETWORKING COFFEE BREAK

Room 203/204

Foyer

3:00 PM - 3:30 PM

SPONSOR SHOWCASE SESSION

Room 210

The Future of Transparency

Hosted by Multivista

Join Multivista to discuss the future of tax payer dollars: Visual As-Built technology...and find out what DRONE means!

Speaker: Jason Donahoe, Senior Regional Partner, Multivista

3:15 PM - 4:15 PM

SPECIAL SESSION

Room 206

Big Data and Big Ideas Making Better Government

With more and more government departments collecting and storing data electronically, "big data" has big potential. The ability to gather statistics from various government departments and to cross-reference publicly-available mapping and census sources provides opportunities to uncover patterns and discover efficiencies. Hear how federal, state, and local levels of government are improving transparency and performance from representatives of the U.S. Census Bureau, the Governor's Customer Service Workgroup, and county stat offices.

Speakers:

- Greg Derwart, Managing Director, Administration & Customer Experience, Maryland Department of Commerce
- Michael Morello, Director, Governor's Office of Performance Improvement
- Benjamin J. Birge, CountyStat Manager, Prince George's County Government
- Nesreen Khashan, Data Dissemination Specialist, U.S. Census Bureau

Moderator: Alonzo T. Washington, Maryland House of Delegates (invited)

What's in Room 210?

Visit Room 210 to discover the Power Zone Lounge!

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!

**BUSINESS
TRANSFORMATION.**

**DIGITAL
DISRUPTION.**

**TECHNOLOGY
REVOLUTION.**

**NOW IS
THE TIME TO
OUTMANEUVER.**

In the connected economy, there are massive shifts in technology on a near daily basis.

Either you take advantage of these opportunities, or you fall behind.

When every bit and byte counts, you need a connection that reaches farther, performs better and scales faster.

A connection that's equally powerful at all of your locations, to help keep you well ahead of your competition.

A connection that lets you anticipate instead of react.

At Comcast Business, we've built one of the largest IP networks in the country to deliver fast, reliable, consistent performance across your enterprise.

Because business challenges are in front of you, but so are opportunities.

So let's get moving.

comcastbusiness.com/enterprise

**COMCAST
BUSINESS**

OUTMANEUVER

WEDNESDAY, AUGUST 16, 2017

3:30 PM - 5:00 PM

ACADEMY FOR EXCELLENCE IN
LOCAL GOVERNANCE CORE

Room 215

Open Meetings

This class provides an overview of Maryland's Open Meetings Act law, which guides public officials in the requirements for providing public notice of the meetings that public bodies hold to conduct public business and for closing meetings when appropriate. The presenters focus on steps that local governments can take to comply with the law's application to Maryland local government, discuss some of the cases and complaints that have come before the Open Meetings Compliance Board, and, if time permits, address questions from the audience.



Speaker: John S. Mathias, County Attorney, Frederick County

Moderator: The Honorable Chris Trumbauer, Council Member, Anne Arundel County

4:00 PM - 5:00 PM

SPECIAL SESSION

Room 209

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

Participants will receive in-person, hands-on training and certification in recognizing and responding to opioid overdose with Naloxone. This prescription medication can safely and effectively reverse an opioid (heroin and prescription pain reliever) overdose. Upon completion of the training, participants will receive a certificate and a kit containing educational materials and the medication. Participants will also receive training in hands-only CPR. Bystander CPR can double or triple a cardiac arrest victim's chances of survival. Get certified today –and find out how the classic disco song "Stayin' Alive" can actually help you keep someone alive.

Speaker: Gregory Wm. Branch MD, MBA, CPE, FACP, Health Officer & Director, Baltimore County Department of Health and Human Services

THURSDAY, AUGUST 17, 2017

7:30 AM - 4:00 PM

REGISTRATION CENTER

Lower Level Foyer

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

7:30 AM - 4:00 PM

POWER ZONE LOUNGE
& CYBER CAFÉ

Room 210

Cyber Café Sponsored by KCI Technologies, Inc.

8:00 AM - 3:30 PM

BAYFRONT HALL OPEN

Bayfront Hall

Visit the county booths to learn about the great things they're doing across the state!

8:00 AM - 9:30 AM

CONTINENTAL BREAKFAST
WITH THE COUNTIES

Bayfront Hall

Sponsored by the Washington Suburban Sanitary Commission (WSSC)



***Thanks to MACo's
Bronze Corporate Partners
for Sponsoring the
Welcoming Session!***

Constellation	Potomac Edison, A FirstEnergy Company
Fujitsu America, Inc.	Presidio
LGIT Health	PrimeCare Medical, Inc.
Maryland Broadband Cooperative	Savers
Maryland Environmental Service	Standard Solar, Inc.
NAIOP Maryland, Inc.	The Northeast Maglev
Panasonic	Zelenkofske Axelrod LLC
PNC Bank	

**DID YOU RECEIVE A CLAIMS
REFUND CHECK THIS YEAR?**



**LGIT HEALTH
WRITES CHECKS!**



WWW.LGIT.ORG

***Interested in a FREE
2018 MACo Summer Conference Exhibit Booth?
Contact Nicolette Query at 410.269.0043 to learn more.***

THURSDAY, AUGUST 17, 2017

8:00 AM - 9:00 AM

CHAPTER ORGANIZATION MEETINGS

Large Counties Coalition Breakfast: Crisis Communications

Room 215

Because you never receive advance notice of a crisis, preparing for one is an essential duty. The panel will review case studies, and discuss proactive steps in crisis management to include media messaging.

Speaker: Mark Brady, Chief Spokesperson, Prince George's County Fire Department

Rural Counties Coalition Meeting and Breakfast

Room 209

Join this session for an update on priority issues for rural counties.

Speaker: Les Knapp, Legal & Policy Counsel, MACo

8:15 AM - 8:45 AM

SPONSOR SHOWCASE SESSION

Room 210

LGIT - Hot Products!

Hosted by Local Government Insurance Trust (LGIT)

Looking for courses on any of the following: Human Resources, Management, Finance & Grants, Productivity, Safety & Environment, Transit Operations, Water & Wastewater, Law Enforcement, Health & Wellness? Learn how to access all of these courses through LGIT's Online Campus. Also, learn about LGIT's HR Compliance Portal where you can print state and federal posters, build a handbook, and much more.

Speaker: Michele Keplinger, Communications & Member Services Manager, LGIT

9:00 AM - 10:00 AM

**WELCOMING SESSION
& KEYNOTE PRESENTATION**

Bayfront Ballroom

How to Tell Stories to Build Trust

Welcoming Session Sponsored by MACo's Bronze Corporate Partners

Keynote Speaker Sponsored by Local Government Insurance Trust

Chair Drop Sponsored by Urban Grid Solar

Why are some leaders more effective than others? What separates companies that have their customers' true loyalty and even love, from those that desperately cling to promotions to entice unwilling buyers? And how can you use what they know to promote your county or organization? Based on years of work advising some of the largest brands in the world on being more influential, Wall Street Best Selling author Rohit Bhargava will reveal the secrets of how to build trust and use the age-old principles of powerful storytelling to persuade anyone, be more inspiring, and share your story with the world in a way that stands out.

Keynote Speaker: Rohit Bhargava, Founder, Influential Marketing Group

Moderator: The Honorable Kevin Kamenetz, President, MACo;
County Executive, Baltimore County

10:00 AM - 4:30 PM

EXHIBIT HALL A/B OPEN

Exhibit Halls A/B

Sponsored by BGE

Visit the commercial, nonprofit, state, and Congressional booths to find beneficial partnership opportunities and cost-saving services!



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

THURSDAY, AUGUST 17, 2017

10:00 AM - Noon

BOOK SIGNING

Registration Foyer

"Greetings from Gettysburg"

Stop by to see David Craig and learn more about his book, "Greetings from Gettysburg."

10:00 AM - 11:00 AM

CLEAN CHESAPEAKE COALITION
MEETING

Room 208

The Clean Chesapeake Coalition (CCC) will be meeting for the latest update on Maryland's water quality certification review for Conowingo Dam relicensing and the pending recalibration of the Bay TMDL. Learn how these two major decisions are intertwined and will impact the future of Chesapeake Bay restoration efforts. The CCC mission is to raise awareness and pursue improvement to the water quality of the Chesapeake Bay in the most prudent and fiscally responsible manner possible –through research, coordination and advocacy.

10:00 AM - 10:30 AM

SPONSOR SHOWCASE SESSION

Room 210

Why Solar Continues to Shine for Maryland Counties

Hosted by WGL Energy Services

Counties can continue to benefit from participating in Maryland's Aggregate Net Energy Metering (ANEM) program. Solar projects, in particular, remain viable due to reductions in installation, panel, soft and financing costs which outweigh potential political uncertainty and lower solar renewable energy certificate (SREC) prices. These renewable energy projects are especially attractive for counties that have land available for solar installation. Attend this session to learn how to maximize your financial and environmental benefits from solar.

Speaker: Jack Ensor, Sales Director, WGL Energy Services

10:45 AM - 11:15 AM

SPONSOR SHOWCASE SESSION

Room 210

Protecting People and Communities Amidst Major Changes in the Accommodations Industry

Hosted by Maryland Hotel Lodging Association

With home sharing and short term online rentals on the rise, what can you do to maintain neighborhood integrity and prioritize guest safety? Join leaders of Maryland's hotel community for a discussion on existing regulations in the accommodations 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.

Speakers:

- Amy Rohrer, President & CEO, Maryland Hotel & Lodging Association
- Troy Flanagan, , American Hotel & Lodging Association

11:00 AM - 2:00 PM

DSS DIRECTORS MEETING (private)

Room 213



Building a healthier world[®]

Aetna is proud to support MACo.

Contact us to learn more about Aetna's solutions for public sector organizations.

Kim Patrick

Vice president, client management
Aetna Public Sector and Labor

443-285-1710

PatrickK@aetna.com

aetna[®]

THURSDAY, AUGUST 17, 2017

11:30 AM - Noon

SPONSOR SHOWCASE SESSION

Room 210

Hidden Assets, Visible Gains: How Investment in Water and Wastewater Infrastructure Grows the Local Economy

Hosted by Washington Suburban Sanitary Commission (WSSC)

Infrastructure investment is touted as the springboard to economic growth. However, federal and state "infrastructure" dollars are generally reserved for those projects that can be seen: streets and roads, bridges, ports, airports, etc. What about the infrastructure that you can't see, but use every day? Throughout Maryland, deferred investment in water and wastewater infrastructure systems not only poses a public health threat, but an economic one as well. Join WSSC, the state's largest water and wastewater utility, for a look at how investment in their infrastructure equals growth in the economies of Prince George's and Montgomery counties.

Speaker: Karyn A. Riley, Esq, Intergovernmental Relations Manager, WSSC

11:30 AM - 1:30 PM

BUFFET LUNCH

Both Exhibit Halls

(Thursday lunch ticket required)

Noon - 1:00 PM

LUNCH MEETINGS

(Thursday lunch ticket required)

County Administrators Affiliate Meeting (private)

Room 208

DSS Directors and Human Services Affiliate Lunch

Room 213

Sponsored by Fostering Change Network

Maryland County Officials Diversity Caucus Lunch

Room 215

12:15 PM - 12:45 PM

SPONSOR SHOWCASE SESSION

Room 210

Aetna's Response to the Opioid Epidemic: A Case Study of Health Plan Resource and Response for the Community.

Hosted by Aetna

Opioid epidemic is a complicated public health issue requiring a coordinated and integrated approach. This presentation will describe Aetna's approach to the crisis by reducing the supply of opioids, supporting appropriate prescribing, reducing harm from problematic use, and supporting individuals who have developed substance use disorder. Integration of this approach with the community employers, providers and government will be described.

Speaker: Hyong Un, Head of EAP & Chief Psychiatric Officer, Aetna

1:00 PM - 2:00 PM

SPECIAL MEETING

Room 201

Waste and Sustainable Materials Management Executive Order

Hosted by Maryland Department of the Environment

MDE seeks County agency and stakeholder input on Governor Hogan's June 27, 2017 Executive Order, "Waste Reduction and Resource Recovery Plan for Maryland," including valuable input on the initiative's goals and measures, public and private sector partnerships for sustainable materials management, and outreach opportunities.

We have a mutual interest in achieving great things

Because a healthy workforce is a productive workforce, Kaiser Permanente has telehealth services that make it easier for your employees to get the care they need, when they need it. Our members can call for medical advice 24/7, and schedule phone appointments with their doctors. They can also go online to schedule video visits.* Kaiser Permanente apps let them manage their health care on the go, including checking most lab results, ordering prescription refills, and emailing the doctor's office. All in all, your employees spend less time away from work and more time fulfilling your mission.

To learn more, stop by booth 607 or join us on Thursday, August 17, from 1 to 1:30 p.m. in room 210.

kp.org/choosebetter

* During a video visit, you must be present in Maryland, Virginia, Washington, DC, Florida, North Carolina, West Virginia, or Pennsylvania. For members 18 and older. For certain medical conditions.



THURSDAY, AUGUST 17, 2017

1:00 PM - 1:45 PM

GENERAL SESSION

Performing Arts
Center

Town Hall Forum with U.S. Senator Ben Cardin

In a town hall setting, Senator Cardin will give an update on legislation in the 115th Congress and speak with county elected officials about their top priorities. 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 Ben Cardin, United States Senate

1:00 PM - 1:30 PM

SPONSOR SHOWCASE SESSION

Room 210

Telemedicine and Your Workforce

Hosted by Kaiser Permanente Health Foundation of Mid-Atlantic States

At Kaiser Permanente we believe in providing our members the "Right Care, at the Right Time, in the Right Setting." In today's fast paced environment where time is at a premium, many employees struggle to carve out time to care for their personal health and well-being –so Kaiser is bringing health care services to our members, wherever they are. Attend this session to learn more about the cost-saving, time-saving tools and resources Kaiser can provide your employees. Employees will be more engaged in their healthcare, so employers will see improvement in absenteeism, presenteeism, employee turnover, and worker's compensation claims. Find out more about how Kaiser Permanente continues to change the face of healthcare and what that could mean for your organization or county government.

Speaker: Dennis Truong, Regional Director of Telemedicine and Mobility, Assistant Physician-In-Chief of Northern Virginia, Kaiser Permanente

1:45 PM - 2:00 PM

NETWORKING COFFEE BREAK

Room 203/204
Foyer

2:00 PM - 3:00 PM

AFFILIATE SESSIONS

Parks & Recreation: A Healthy (and Wealthy) Investment

Room 203

Hosted by MACo's Park & Recreation Affiliate

Most local officials know about the positive physical and mental health benefits parks and recreational facilities provide. But you may not be aware of how properly developed and advertised facilities can support jobs and bring in revenue. Speakers will highlight how parklands and rec facilities can directly and indirectly create jobs, generate tourism opportunities, and offer ways to collect recreational revenue.

Speakers:

- Daraius Irani PhD, Vice President, Towson University
- Steven Miller, Director, Dept. of Recreation, Parks, & Tourism, Wicomico County

Moderator: The Honorable Dana Stein, Maryland House of Delegates



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 17, 2017

2:00 PM - 3:00 PM

AFFILIATE SESSIONS (continued)

Environmental Justice and County Land Use: Finding the Win-Win Scenario

Room 205

Hosted by MACo's Planners Affiliate

Join members of the Environmental Justice and Sustainable Communities Commission for an open and candid discussion on how local land use planning and environmental justice concerns do not have to be mutually exclusive. Explore how it is possible to generate a "win-win" scenario that addresses long-range growth and development needs as well as the health and welfare needs of vulnerable and at-risk populations. Commission members are seeking county input for the development of practical and effective environmental justice policies that will make a positive difference for local governments and their residents.

Speakers:

- Rebecca Rehr, Commissioner, CEJSC
- Dick Fairbanks, VP, Friends of Gwynns Falls/Leakin, Commissioner, Commission on Environmental Justice & Sustainable Communities

Moderator: Philip Hager, Planning and Zoning Officer, Anne Arundel County

The Green Rush? Cannabusiness in Maryland Counties

Room 206

Hosted by MACo's Administrators Affiliate

It has been said that the people who profited from the Gold Rush were not the ones mining for gold, but the people who sold them the picks and shovels. As the medical cannabis industry continues to advance and legitimize, mainstream professionals are increasingly interested in economizing on this opportunity. Being a new - and unique - enterprise, many entrepreneurs struggle with how to best leverage this emerging industry...and counties struggle with how to fit these "cannabis-adjacent" businesses into their communities, economies, and local policies. In this session, learn about the growing "cannabusiness" industry, the challenges and opportunities it presents, and what you need to know as a county government official moving forward.

Speakers:

- Shad Brian Ewart, Professor, Entrepreneurial Opportunities in Emerging Markets: Marijuana Legalization, Anne Arundel Community College
- Jason D. Klein, , Offit Kurman, P.A.
- Gail Rand, CFO & Patient Advocate, ForwardGro

Moderator: The Honorable Brian Feldman, Maryland State Senate

Will Your Next County Employee be...a Robot?

Room 202

Hosted by MACo's Administrators Affiliate

Although it may sound like science fiction, it's time to realize that the future brings automation to a number of government activities –and it's coming sooner than we think. From driverless garbage trucks to robot cleaning staff, emerging technology will offer taxpayers innovative methods of service, while offering job seekers new and different-looking opportunities. This session will explore ways to welcome the future of automation to your county.

Speakers:

- Brent Klavon, Director Commercial Drones, ASEC, Inc.
- Alan Shark, Executive Director and CEO, Public Technology Institute
- Steve Kuciamba, Vice President, WSP USA
- Jason Michael Perry, Vice President of Engineering, Mindgrub

Moderator: The Honorable Jefferson Christ, Maryland House of Delegates

THE **NORTHEAST CORRIDOR'S** Transportation Solution

The Northeast Maglev is working to bring the revolutionary SCMAGLEV system to the Northeast Corridor. Learn more at northeastmaglev.com

DC TO NEW YORK IN ONE HOUR!



BGE

An Exelon Company

[THAT'S
SMART
ENERGY]™

Summer means
savings on
ENERGY SAVINGS DAYS.



Save energy and earn bill credits this summer with your smart meter and BGE Smart Energy Rewards. It's easy. Just reduce your electricity usage between 1pm – 7pm on Energy Savings Days—those are very hot summer days when the demand for electricity is high. BGE will notify you when an Energy Savings Day is coming. Within a day or two afterward, BGE will let you know how much you saved. There's no obligation, and nothing to sign up for. The more you reduce your electricity usage, the more bill credits you earn! To learn more, visit BGE.COM/SmartEnergyRewards.

This program supports the EmPOWER MARYLAND Energy Efficiency Act

THURSDAY, AUGUST 17, 2017

2:00 PM - 3:00 PM

AFFILIATE SESSIONS (continued)

Second Chance for Workplace Success - A Good Program is Good for Your County

Room 204

Hosted by MACo's Human Services Affiliate



Programs to provide workforce development are the foundation of a healthy economy. County social services agencies are championing workforce development by assisting low wage workers and job seekers with their employment-related challenges; from job coaching, trainings, and apprenticeships to family counseling, case management, expungements, and personal presentation. By preparing these individuals to succeed in the workforce, public and private programs are working together to develop a community built on self-reliant individuals. Results from these programs often include decreased costs for county governments, and - more importantly - a diversified and healthy community thriving in a more economically stable environment. This session will showcase innovative practices counties and communities are using to incentivize, train, and support many of Maryland's vulnerable and overlooked residents.

Speakers:

- David Michael Piercy, Jr, Director, Dept. of Social Services, Washington County
- Melissa Jones-Harris, Child Support Lead Supervisor, MD Dept. of Human Resources
- Carnitra White, Director, Dept. of Social Services, Anne Arundel County
- Ernestine Chambers, Director of JWA/SNAP, Anne Arundel Workforce Development
- Caryn York, Executive Director, Job Opportunities Task Force

Moderator: The Honorable Cory McCray, Maryland House of Delegates

2:30 PM - 3:30 PM

ICE CREAM BREAK
(ticket required)

Both Exhibit Halls

Sponsored by Exelon Generation

3:00 PM - 3:30 PM

SPONSOR SHOWCASE SESSION

Room 210

Superconducting Maglev in the Baltimore-Washington Corridor: Transforming the Region

Hosted by The NorthEast Maglev

The Northeast Maglev (TNEM) is a US private company committed to the deployment of a superconducting magnetic levitation train (SCMAGLEV) to run from Washington DC to Baltimore City in just 15 minutes. The SCMAGLEV is the fastest train in the world, offering the most technologically advanced, environmentally friendly, reliable, and efficient high-speed rail system. TNEM's ultimate vision is to link DC, Baltimore, Wilmington, Philadelphia, and New York City. Starting with the Baltimore—Washington corridor, SCMAGLEV will transform mobility and economic growth in our region and throughout the Northeast Corridor.

Speaker: David Henley, Project Director, The NorthEast Maglev

3:30 PM - 4:30 PM

BAYFRONT BALLROOM CLOSED
FOR RECEPTION SET-UP



7225 Parkway Drive
Hanover, MD 21076
MD: 800.673.8231
PH: 443.561.1700
FX: 443.561.1701
www.lgit.org

About the LGIT Online Campus

• • •

Local Government Insurance Trust is committed to excellence in local government. We strive to be an essential local government resource for employee safety education and risk management services. Without a doubt, training is essential to loss control, employee development, and risk management. As such, LGIT is very pleased to offer online training through the LGIT's Online Campus. This program offers a number of online courses, many of which are written specifically for local governments and governmental agencies. This training program is designed to provide LGIT members increased training flexibility. Therefore, online courses are available 24/7 from any computer with internet access. Equally important, this online training is offered at no added cost to members.

Visit our website at www.lgit.org.
Contact Michele Keplinger,
MicheleK@lgit.org.

LGIT Online Campus

New/Updated Courses

- High Blood Pressure - Reducing your Risk
- Stress and Your Health
- Developing Leadership
- Ethical Behavior for Local Government
- Science of Employee Engagement
- Shaping an Ethical Workplace Culture
- Safe and Effective Work Zone Inspections
- Trenching and Excavation Safety
- Work Zone Exposure Control Measures
- Transit Operations Supervisor Training
- Water Quality Standards



How do I get started?

Training your staff has never been easier with the LGIT Online Campus! As a LGIT Online Campus Administrator you have around the clock access to strategic completion reports and user progress with the click of a mouse. Additionally, through complimentary notification tools, getting your staff on board is a breeze. Users can be notified once they have been added to your account, and even when new courses have been assigned for them to take to strategic completion reports and user progress with the click of a mouse.

THURSDAY, AUGUST 17, 2017

3:30 PM - 4:30 PM

AFFILIATE SESSIONS

ABCs of the ACA, AHCA, BCRA and Health Care in Maryland

Room 203

Hosted by MACo's Health Officers Affiliate

Amid sweeping changes in recent years and with more changes pending, it can be hard to keep up on the state of the health care system in America. In this session, hear from national and local experts about the state of public health and the health care system, where things may end up, and what it means to Maryland counties.

Speakers:

- Brian Bowden, Associate Legislative Director, National Association of Counties
- Kelly M. Knight, Esq, Vice President, Compliance Services, The Benecon Group, Inc.
- Georges C. Benjamin MD, FACP, FACEP, Executive Director, American Public Health Association
- Uma S. Ahluwalia, Acting Health Officer and Director, Health and Human Services, Montgomery County

Moderator: The Honorable Eric Bromwell, Maryland House of Delegates

I'll Drink To That: Crafting Jobs with Breweries, Distilleries and Wineries

Room 202

Hosted by Maryland's Tourism Directors

Counties are cultivating new jobs and economic benefits from craft breweries, distilleries and wineries throughout the state. These unique manufacturers flourish in business-friendly environments with local codes and regulations which strike the right balance between promoting industry and maintaining community character and residents' quality of life. During this session, participants will learn how to encourage growth in this booming industry and all the benefits it has to offer.

Speakers:

- Kevin Atticks, Founder/CEO, Grow & Fortify
- Shelby Watson-Hampton, Director, SoMD Ag Development Commission (SMADC)
- Kelly Slagle, Director of Economic Development, Calvert County Government
- Hank Abromson, Attorney, Miles & Stockbridge

Moderator: The Honorable Adelaide Eckardt, Maryland State Senate

NO VACANCY: Revitalizing Vacant and Blighted Properties

Room 205

Hosted by MACo's Planners Affiliate

Abandoned and vacant properties are often a source of blight, nuisance, and - in severe cases - danger for the communities surrounding them. Fortunately, new tools are on the horizon for county officials to get a handle on these problem properties. This session will begin with an overview of a 2016 summer study conducted by MACo, the Maryland Municipal League (MML), and the Community Development Network of Maryland outlining the specific challenges local governments face related to blighted, vacant, and abandoned properties. Attendees will learn about legislation recently passed by the General Assembly to help counties, as well as how to deploy those resources.

Speakers:

- Odette Ramos, Executive Director, Community Development Network of Maryland
- Cynthia Smith, Grants Monitor, Dorchester County Government
- Daniel S Ehrenberg, Partner - Attorney, Klein Hornig LLP
- Meredith Mishaga, Director of Foreclosure Administration, DLLR, Ofc. of Commissioner of Financial Regulation

Moderator: The Honorable Marvin Holmes, Maryland House of Delegates

THURSDAY, AUGUST 17, 2017

3:30 PM - 4:30 PM

AFFILIATE SESSIONS (continued)

Round Up the (Un) Usual Suspects -

Room 204

There's a Broader Pool of People for Your Tech Hiring Needs

Hosted by MACo's Information Technology Officers Affiliate

TechHire, an initiative powered by Opportunity@Work in partnership with the U.S. Department of Education, is a nationwide, community-based movement that helps underrepresented and overlooked job seekers start technology careers. TechHire works with community partners and education providers that teach in-demand skills to people who want to take part in the modern economy—from overlooked youth, to veterans, to the long-term unemployed. Then, TechHire helps them find jobs by connecting them to a network of employers looking for tech talent. In this session, attendees will learn how to implement TechHire in their communities.



Speakers:

- Keyon Smith, Community Engagement Manager, Opportunity@Work
- Tracy Lee Turner, Executive Director of Howard Tech Council, Howard County
- Kati Townsley, Executive Director, Carroll Technology Council, Inc.
- Denise L. Beaver CECD, Deputy Director, Dept. of Economic Development, Carroll County

Moderator: The Honorable Eric Luedtke, Maryland House of Delegates (invited)

The Clean Energy Economy - Generating Jobs, Producing Power

Room 206

Hosted by MACo's Administrators Affiliate

Recent reports indicate Maryland residents and local economies benefit directly from over 147,000 jobs in the energy sector, which continues to see job and wage growth. Can the state expect continued job growth and wage increases? How could forecasted advancements in energy technologies and plans for the Grid of the Future impact employment opportunities? And what investments are we making in training to prepare a skilled workforce to fill those jobs? Speakers will discuss the potential economic impact and how the projected deployment of renewable energy, energy management, and storage technologies will make the power grid more resilient while creating future jobs.

Speakers:

- Michael T Richard, Commissioner, MD Public Service Commission
- Kelly Schulz, Secretary, Maryland Department of Labor, Licensing & Regs.
- Mary Beth Tung Esq, PhD, Director, MD Energy Administration
- Irene K. Magruder, Executive Director, Maryland Clean Energy Center
- David W. Murray, Executive Director, MDV Solar Energy Industries Association

Moderator: The Honorable Dereck Davis, Maryland House of Delegates

4:30 PM - 6:30 PM

MACo KIDS' PARTY
(pre-registration required)

Room 208

Sponsored by Musco Sports Lighting

Childcare and snacks will be provided by Ocean City Parks & Recreation for children of our conference participants. Contact vwhite@mdcounties.org for more information.

4:30 PM - 6:30 PM

TASTE OF MARYLAND RECEPTION
(ticket required)

Bayfront
Hall

Lead Sponsor: MD-DE-DC Beverage Association

Hosted by the University of Maryland Eastern Shore (UMES)

Co-Sponsored by MACo's Silver Corporate Partners & Delta Dental

Don't miss this reception! Our counties will bring samples of food and beverages produced in their jurisdictions. You'll get to taste local cheese, wine, beer, chocolate, oysters, meats, breads, nuts, coffee, and so much more! This event is for adults 21+.



Your Billing & Payment Tax Collection Experts

Our strong commitment to provide the most complete and accurate billing & payment processing services to Tax Collectors is second to none.

Bill2Pay leverages decades of industry knowledge to blend traditional practices with modern technology to deliver unparalleled billing and payment solutions. Bill2Pay specializes in providing custom solutions for the Tax Collector market.

- ✓ Real-time account lookup
- ✓ All payment methods accepted
- ✓ One deposit for all of your payments
- ✓ Convenient, user-friendly shopping cart
- ✓ Real-time reporting 24/7/365
- ✓ Security: PCI Level 1, SSAE Type II audited and NACHA compliant

Schedule your demo today!

Iris Kraft

President

D: 727.499.3940 | C: 727.902.5406

iris.kraft@bill2pay.com



FRIDAY, AUGUST 18, 2017

7:30 AM - 2:30 PM

REGISTRATION CENTER

Lower Level Foyer

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

7:30 AM - 4:30 PM

**POWER ZONE LOUNGE
& CYBER CAFÉ**

Room 210

Cyber Café Sponsored by KCI Technologies, Inc.

7:30 AM - 8:45 AM

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

Room 217

County Elected Officials (County Executives, County Council Members, and County 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

BAYFRONT HALL OPEN

8:00 AM - 9:30 AM

**CONTINENTAL BREAKFAST
WITH THE COUNTIES**

Bayfront Hall

Sponsored by the Washington Suburban Sanitary Commission (WSSC)

Visit the county booths to learn more about their economic development initiatives!

9:00 AM - 2:00 PM

EXHIBIT HALL A/B OPEN

Exhibit Hall A/B Sponsored by BGE

9:00 AM - 10:00 AM

CONTINENTAL BREAKFAST

Exhibit Hall A/B

Sponsored by the Washington Suburban Sanitary Commission (WSSC)

9:00 AM - 10:45 AM

GENERAL SESSION

Bayfront Ballroom

The Voice of Entrepreneurship: Who Has the Perfect Pitch for Maryland?

Startup Maryland and the SRT1UP Roadshow tour Maryland to celebrate, coach, curate, and capitalize high-potential entrepreneurs. Over the course of the year, the Roadshow has focused on five high-growth trajectories: cyber/IT; manufacturing 4.0; health, wellness, and life sciences; rural innovations; and social innovations. In this untraditional session, tune in to these economic drivers, hear actual pitches from the best-of-the best of the Roadshow tour, and learn how to assess investment opportunities. Judges on stage, including an active institutional venture capitalist and a recognizable serial entrepreneur, will grill the pitchers as the audience responds. Do you know what your county should listen for as startups like these join the chorus of Maryland industries? See if your vote for perfect pitch is in harmony with the experts.

Speakers:

- Stacey Smith, Executive Director, Cybersecurity Association of Maryland, Inc.
- Michael Galiazzo PhD, President, Regional Manufacturing Institute of Maryland
- Charlotte L. Davis, Executive Director, Rural Maryland Council
- Tami Howie, CEO, MD Tech Council
- Richard May, Founder and President, Innovation Village

Judges:

- Julia Lenzer, Associate Vice President of Innovation and Economic Development and Co-Director of UM Ventures, University of Maryland
- Bruce McIndoe, President, iJET
- The Honorable C.A. Dutch Ruppertsberger III, United States House of Representatives

Host: Michael Binko, Founder and CEO, Startup Maryland

Moderator: The Honorable Jerry Walker, First Vice President, MACo;
Council Vice Chair, Anne Arundel County

Successful plans take partnership.

With 300+ field reps, proprietary tools and a tailored approach to education, we're a solid partner through every step of the retirement preparation process.



To find out more, call:
Scott Wamboldt

📞 410-274-9568

✉ wambolr@nationwide.com

🌐 www.nrsforu.com



Nationwide, through its affiliated retirement plan service and product providers, has endorsement relationships with the National Association of Counties and the International Association of Fire Fighters Financial Corporation. More information about the endorsement relationships may be found online at www.nrsforu.com. Nationwide, its agents and representatives, and its employees are prohibited by law and do not offer investment, legal or tax advice. Please consult with your tax or legal advisor before making any decisions about plan matters. Retirement Specialist is a registered representative of Nationwide Investment Services Corporation, member FINRA. Nationwide and the Nationwide N and Eagle are service marks of Nationwide Mutual Insurance Company. © 2015 Nationwide

NW-1283113 (06/15)

FRIDAY, AUGUST 18, 2017

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

Everybody Wins: Getting Maryland Customers to Take Action to Reduce Energy Use

Hosted by Pepco & Delmarva Power C&I Energy

Today's utility customers expect personalized choice and control—Pepco and Delmarva Power's energy efficiency programs offer just that. Supporting the EmPOWER Maryland Act, these programs educate customers about energy use and offer cash incentives for taking action. Grounded in data-driven research, Pepco and Delmarva Power get the right message to the right customer at the right time and place. Come learn about ways these utilities help customers save energy and money for years to come.

Speakers:

- Edward Musz, Manager, Pepco Holdings
- Corey Wheat, Program Manager, ICF

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

Women in Retirement: INVEST in YOURSELF - Empower Your Future

Hosted by Nationwide Retirement Solutions

Today's Women are more successful than ever before. Yet many women remain unaware of issues that may be critical to their long-term welfare and shy away from taking an active role in investment planning. What's your future worth? Empower your future by learning more about the financial components of investing, key issues impacting modern women, and ways to potentially increase your retirement income.

Speaker: Deborah K. Turner, Program Director, Nationwide Retirement Solutions

**10:45 AM - 11:00 AM NETWORKING COFFEE BREAK Rm 208/209 Foyer,
Exhibit Hall A/B**

**11:00 AM - Noon AFFILIATE MEETING Room 201
(private)**

County Emergency Managers Affiliate

11:00 AM - Noon GENERAL SESSION Bayfront Ballroom

Markets, He Wrote: Looking for Clues into the Economy's Direction

Wondering what's in store for the local and global economy? Searching for key indicators? Look no further, economist Anirban Basu is on the case! This presentation provides detailed discussions of global, national, and regional economies using the most up-to-date data available. Special attention is invested in critical elements of economic life, including the performance of financial, labor, and real estate markets.

Speaker: Anirban Basu, Chairman And Chief Executive Officer, Sage Policy Group, Inc.

Moderator: The Honorable Thomas "Mac" Middleton, Maryland State Senate



SAVE THE DATE
Summer Conference: August 15-18, 2018
Roland Powell Convention Center, Ocean City, Maryland



Get to know

Chesapeake
Employers Insurance

SBU Strategic
Business
Unit

Maryland's
Largest Writer
of Workers'
Compensation
Insurance for
Municipalities

Connect with
your local agent

or visit ceiwc.com

Chesapeake Employers' Strategic Business Unit (SBU) team is focused on providing a "high touch professional level" of customer service to Maryland's municipalities and counties. It is our local and expert SBU workers' comp insurance professionals like **Jackie Baroody**, SBU Claims Supervisor, and **Mary Schmidt**, SBU Claims Adjuster, who truly make the difference for our customers.

Take advantage of the benefits of insuring with us:

- Strong relationships with both agent-represented and direct municipal customers across Maryland
- Competitive pricing
- Premium discounts for eligible safe policyholders
- Local safety and claims services
- Convenient, easy, fast and secure online services
- Dependable and responsive customer service

Jackie Baroody
SBU Claims Supervisor

Mary Schmidt
SBU Claims Adjuster



FRIDAY, AUGUST 18, 2017

11:30 AM - Noon

SPONSOR SHOWCASE SESSION

Room 210

The Impact of Your Hiring Practices on Your Bottom Line

Hosted by Chesapeake Employers' Insurance Company

During this time of economic expansion, it is important for employers to remember the impact of their hiring practices on their workers' compensation program. Successful workers' compensation programs focus on accident prevention and begins with the hiring process. An employer's first step toward injury prevention is to ensure candidates are an appropriate match for the responsibilities of the open position. Inexperienced or ill-equipped employees can have profound impact on an employer's bottom line. Chesapeake Employers Insurance Company will discuss several points during the hiring process where employers have the opportunity to promote and maintain their commitment to a safe workplace environment.

Speaker: Darryl G. McCallum, Esq, Partner, Shawe & Rosenthal, LLP

11:30 AM - 1:00 PM

BUFFET LUNCH

Both Exhibit Halls

(Friday lunch ticket required)

Noon - 1:00 PM

LUNCH MEETINGS

(Friday lunch ticket required)

These are members-only working lunch meetings.

County Budget and Finance Officers Affiliate

Room 208

Sponsored by Davenport & Company, LLC

County Attorneys Affiliate

Room 214

County Human Resources Affiliate

Room 207

Sponsored by BGE

County Public Information Officers & Communications Professionals

Room 213

Upper Shore, Mid Shore, and Lower Shore Regional Council Lunch

Room 209

Noon - 1:00 PM

WOMEN OF MACo LUNCHEON

Room 217

(Friday lunch ticket required)

Join this luncheon to hear about how to engage your constituencies in a way that meaningfully includes those who have been left out of the conversations of planned progress.

Speaker: Shalita O'Neale, Founder & Senior Consultant, Fostering Change Network, LLC

Host: The Honorable Vicki Almond, President, Women of MACo;
Council Member, Baltimore County

Noon - 2:00 PM

KIDS IN THE HALL

Exhibit Hall AB

Children of conference participants may visit our exhibit halls on Friday only from noon until 2:00 pm - stop by the registration center to get your pass!



COME SEE US AT BOOTH #600

**STAY A STEP AHEAD
WITH MISSION
CRITICAL INTELLIGENCE**

motorolasolutions.com/spss



MOTOROLA SOLUTIONS

Proud MACo Corporate Partner

FRIDAY, AUGUST 18, 2017

12:15 PM - 12:45 PM

SPONSOR SHOWCASE SESSION

Room 210

Leveraging State Tools to Achieve Community Benefits

Hosted by Maryland Department of Housing & Community Development

Learn about tools available through the Maryland Department of Housing and Community Development to help small businesses and residents thrive. This session will focus on programs that your county can leverage to benefit your constituents, including energy and weatherization, small business lending, and blight removal initiatives.

Speakers:

- Michael J Haloskey III III, Director, Business Lending Programs, MD Department of Housing & Community Development
- John Maneval CDA, Deputy Director, Multifamily, Single Family, Energy and Business Lending, MD Department of Housing & Community Development

1:00 PM - 2:00 PM

AFFILIATE SESSIONS

Attacking the Opioid Epidemic: A Collaborative Approach

Room 205

Hosted by MACo's Emergency Managers Affiliate

The heroin and opioid epidemic has evolved into a major public health crisis in Maryland. From the Baltimore-Washington metro area to the rural Eastern Shore and Western Maryland, the epidemic is having an extensive impact on large and small counties alike. The crisis touches a plethora of government programs, impacting children and families, public safety professionals, educators, and health care providers. In this session, panelists will discuss how a collaborative approach inspires all stakeholders—across the boundaries of criminal justice, public health, and human services—to act as a single, integrated community and point the way toward powerful new solutions.

Speakers:

- Clay Stamp, Director, MD Emergency Management Agency
- J. Kevin Aftung, Director of Emergency Management, Anne Arundel County
- Nancy Schrum, Director, Office of Constituent Services, Anne Arundel County
- Jeff Amoros, Legislative Director, Baltimore City

Moderator: The Honorable Erek Barron, Maryland House of Delegates

Perfecting the Potential of Public Private Partnerships

Room 202

Hosted by MACo's Engineers Affiliate

When implemented correctly, Public-private partnerships, or "P3s," offer government agencies the opportunity to provide the public with necessary infrastructure while benefitting from the expertise and efficiency of private enterprise. The ideal P3 is the best of both worlds, with public benefit and private sector efficiency- but complications of structuring any new arrangement always present risks. Learn about how jurisdictions have crafted successful partnerships to build and maintain infrastructure at this session.

Speakers:

- Adam Ortiz, Director, Dept. of the Environment, Prince George's County
- Ken Ulman, President, Margrave Strategies
- Sallye Elisabeth Perrin, Sr. V.P., WSP
- James Donald McCormick, Jr, Chief Information Officer, Caroline County

Moderator: The Honorable Stephen Hershey, Maryland State Senate

Proud Supporter of Maryland
Association of Counties

PRIME CARE MEDICAL, INC. +

The Choice for Quality Correctional Healthcare



3940 Locust Lane, Harrisburg, PA 17109
717-545-5787
www.primecaremedical.com



Sage Policy Group, Inc.

ANALYTICS WITH A HUMAN FACE



♦ www.sagepolicy.com ♦ 410.522.7243 ♦

♦ 575 South Charles Street, Ste. 505 ♦ Baltimore, MD 21201 ♦

FRIDAY, AUGUST 18, 2017

1:00 PM - 2:00 PM

AFFILIATE SESSIONS (continued)

Flushing Your Troubles Down the Drain, the South Kent Island Solution Room 206

Hosted by MACo's Environmental Health Officers Affiliate

When septic systems fail, they allow noxious odors and dangerous pathogens to rise to the surface. They can also endanger the Chesapeake Bay by allowing pollutants such as nitrogen to flow into its waters. For many years, community leaders on South Kent Island (SKI) in Queen Anne's County had serious concerns about public health and the environment due to this very issue. Faced with an alarming septic system failure rate on SKI (70-90%), limited funding, Smart Growth requirements, and anti-growth concerns – among many other concerns and challenges – it was necessary to create a unique solution. Attendees will learn how the county and the State were able to solve this dangerous issue to connect 1,518 existing homes and eight commercial properties to a safe and effective public sewer system.

Speakers:

- Jim J. Moran, Commissioner, At-Large, Queen Anne's County
- Todd R. Mohn PE, Director, Public Works, Queen Anne's County
- Julie Barown PE, Northeast Regional Municipal Systems Engineer, Orenco Systems, Inc.



Moderator: The Honorable Shane Robinson, Maryland House of Delegates

Smoothing the Rough Road: Addressing Dementia Challenges Room 215

Hosted by MACo's Aging Affiliate

Local governments play a key role in ensuring communities are vibrant, inclusive, and supportive of all citizens. As we begin to see a rise in the number of dementia cases due to our aging population, it is crucial for local governments to work in collaboration with stakeholders to mitigate pressure on services and develop new and innovative service systems. In this session, panelists will discuss the impacts of dementia, the challenges facing family caregivers and those with a dementia diagnosis, and the practical actions government, individuals, businesses, and community stakeholders can take to improve the day-to-day well-being of residents.

Speakers:

- Jay Kenney, Chief, Aging And Disability Services, Montgomery County
- Gloria Gary Lawlah, Program Administrator, Prince George's County
- Meredith Eisenhart Hanley, , National Association of Area Agencies on Aging
- Celene E. Steckel, Bureau Chief, Aging & Disabilities, Carroll County Government
- Michael Buckley, Vice President, Public Affairs, BrightFocus Foundation

Moderator: The Honorable Rushern Baker, County Executive, Prince George's County

The Key to Public Safety: Locking Down Your Hiring Process Room 203

Hosted by MACo's Attorneys & Corrections Affiliate

Law enforcement and correctional officers form the backbone of our public safety system. These jobs are both challenging and demanding, and properly vetting potential candidates during the interview process is critical. Carefully chosen candidates not only protect citizens but also reduce the risk of liability and human resource issues in the future. Speakers will discuss how to structure the interview and candidate search process, the best way to interview for a public safety position, and lessons learned from a human resources perspective.

Speakers:

- Lisa Myers, Human Resources Bureau, Howard County Police Department
- Timothy K. Cameron, Sheriff, St. Mary's County
- Anna Sierra, Director, Emergency Services, Dorchester County

Moderator: The Honorable Cheryl Kagan, Maryland State Senate

MAKE YOUR BUSINESS MORE PROFITABLE

Whether your business is large or small, we can help you get financial incentives to cover 40-80% of the cost when you make energy efficiency improvements, including:

- Lighting upgrades
- Heating and cooling systems
- Variable frequency drives
- Commercial refrigeration
- Chillers
- Custom projects

You can also take advantage of **operations and maintenance training** to keep your facilities running efficiently.

Visit pepco.com/business or delmarva.com/business to start saving money and energy to make your business more profitable.



An Exelon Company



An Exelon Company

These programs support the EmPOWER Maryland Energy Efficiency Act. Pepco and Delmarva Power C&I Energy Savings Programs are available to Pepco and Delmarva Power commercial customers in Maryland only.

FRIDAY, AUGUST 18, 2017

2:00 PM - 2:15 PM

NETWORKING COFFEE BREAK

Room 203/204 Foyer

2:15 PM - 3:15 PM

AFFILIATE SESSIONS

"Dude, What's My Job?" - Understanding, Attracting, and Retaining Your Millennial Workforce

Room 204

Hosted by MACo's Human Resources Affiliate

Today's workforce continues to grow more multi-generational and competitive. "Millennials" are creating a major shift in the way business is conducted and what employers must provide to attract top talent. Local governments looking to remain competitive as this generation permeates the workforce will need to change how they operate in order to attract, develop, and retain the best of the bright-eyed millennials. In this session, panelists will discuss these important dynamics and offer insight into the impact they are already having in the workplace today. Participants will learn strategies to understand, attract, and retain millennials.

Speakers:

- Jennifer Marson, Executive Director, Arizona Association of Counties
- Elliot D. Lasson PhD, SPHR, SHRM-SCP, Professor of the Practice & I/O Psychology Graduate Program Director, UMBC at Shady Grove
- Ryan McShane, VP/COO, Marc3 Leadership Solutions

Moderator: The Honorable Angela Angel, Maryland House of Delegates

Serving Those Who Served Our Country

Room 203

Hosted by MACo's Administrators Affiliate

Veterans returning from deployment face unique challenges for reintegration. Even those serving in noncombat positions are often deeply affected by the violence, stress, and dangers experienced by those on the frontlines. Challenges may range from the memories and trauma of war, to readjustment issues concerning employment, housing, family, and even simply returning to a daily routine post-deployment. These veterans may also suffer from PTSD, substance abuse, depression, and other health issues. In this session, attendees will learn best practices for providing support services and assistance for returning veterans.

Speakers:

- The Honorable Stephen Waugh, Maryland State Senate
- The Honorable Pat Young, Delegate, Maryland House of Delegates
- Robert Brown, Chairman, Harford County Commission on Veteran Affairs
- Dana Hendrickson, Director, Outreach & Advocacy, MD Dept .of Veteran Affairs

Moderator: The Honorable James McMahan, Council Vice President, Harford County

The New Look Vacation:

Room 202

Opportunities & Responsibilities in the Sharing Economy

Hosted by MACo's Budget & Finance Affiliate

The sharing economy is revolutionizing the tourism industry –and also disrupting how counties regulate and tax it. With a multitude of services from accommodations to transportation now booked online with everyday providers just trying to earn an extra buck, the way we tax and regulate the tourism industry must treat all providers equitably while also ensuring the safety of our residents. Join this session to learn more about the challenges, potential solutions, and county responsibilities in the sharing economy.

Speakers:

- Mike Coveyou, Chief, Division of Treasury, Montgomery County
- Amy Rohrer, President & CEO, Maryland Hotel & Lodging Association
- Brandon K. Hatton, Public Policy, Airbnb

Moderator: The Honorable Jason Buckel, Maryland State Senate

Energy Efficiency & Sustainability Services



Stephanie D. Bridgeforth, JD
SENIOR ACCOUNT EXECUTIVE

(410) 980-0433

www.noresco.com



© NO RESCO, LLC 2015

FRIDAY, AUGUST 18, 2017

2:15 PM - 3:15 PM

AFFILIATE SESSIONS (continued)

What Will We See in Phase III? A Bay TMDL Update

Room 205

Hosted by MACo's Planners Affiliate

As the Chesapeake Bay Total Maximum Daily Load (TMDL) effort enters its third and final phase, counties could see significant changes to Bay restoration efforts. At the conclusion of a "mid-point assessment" that is currently underway, counties could receive new nutrient and sediment reduction targets, see changes to the effectiveness of best management practices, and have to draft a new Watershed Implementation Plan (WIP). Speakers will discuss the mid-point assessment, the timeline for the Phase III WIPs, and potential changes to the Bay TMDL and local restoration efforts.

Speakers:

- Nicholas DiPasquale, Director, Chesapeake Bay Program Office, US Environmental Protection Agency
- Ben Grumbles, Secretary, MD Department of the Environment
- Adam Ortiz, Director, Dept. of the Environment, Prince George's County

Moderator: Bruce Williams, Chair, Chesapeake Local Government Advisory Committee

Walking the Tightrope: Protecting the Public and Energizing the Economy

Room 206

Hosted by MACo's Environmental Health Officers Affiliate

Environmental health officials work to protect the health and safety of county residents. They also play an important role by increasing confidence in our growing and changing economy. From familiar needs like restaurant cleanliness to the challenges and opportunities presented by the up-and-coming food truck industry, these dedicated officials always have health and safety—and the economy—in mind. For example, by ensuring the safety of our food, environmental health officials increase consumer confidence to eat at restaurants. By ensuring proper sanitation in our homes, they increase lender confidence when providing mortgages or developer loans. Speakers will discuss the roles environmental health officials play in both protecting the public and energizing the economy, and highlight how those roles work with respect to home lending and the emergent food truck industry.



Speakers:

- Don E. Wilson, Environmental Health Director, Caroline County Health Department
- William Alton Castelli, SVP Of Government Affairs, Maryland REALTORS
- Willy Dely, Founder, Au Jus Solutions

Moderator: The Honorable Sharon Green Middleton, Council Member, Baltimore City

2:15 PM - 3:15 PM

TWO-GENERATION COMMISSION
MEETING

Room 213

The Two-Generation Family Economic Security Commission is an interagency, multidisciplinary commission established by the Hogan-Rutherford Administration. It will study the Two-Generation Approach, a public policy initiative seeking to break the cycle of multigenerational poverty through a family-centered approach to service delivery. Committed to breaking the cycle of poverty by finding solutions that address the needs of an entire family, the Hogan-Rutherford Administration invites you to attend this meeting to engage with the Commission and discuss these important issues.



***Thanks to MACo's
Gold Corporate Partners
for
Sponsoring the
Crab Feast!***

Aetna

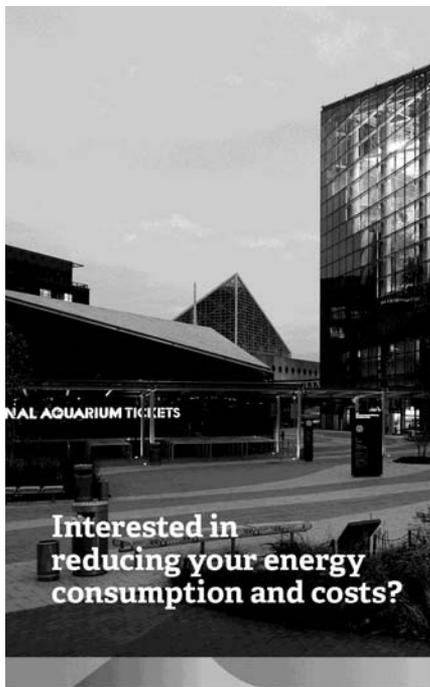
Chesapeake Employers Insurance

Cigna

Comcast

Local Government Insurance Trust

Nationwide Retirement Solutions



**Interested in
reducing your energy
consumption and costs?**

We Can Help

Constellation has completed nearly \$6 million in Energy Performance projects in Maryland alone since 2010—with an annual guaranteed savings of over \$2 million for our customers.

Start the Conversation Today

If you're interested in learning about how energy savings can impact more than your bottom line, talk to one of our Integrated Energy Solution Specialists here at MACo.

Find us at **Booth 503**. We look forward to speaking with you.

For information on our innovative distributed energy solutions, contact us today at distributedenergy@constellation.com or visit www.constellation.com/distributedenergy



DistributedEnergy

 **Constellation.**
An Exelon Company

FRIDAY, AUGUST 18, 2017

3:15 PM - 4:15 PM

GOVERNOR'S CABINET RECEPTION

Dockside Hall

Sponsored by: Conduent; Cybersecurity Association of Maryland; Global Automakers Association; and 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.

5:00 PM - 8:00 PM

CRAB FEAST
(ticket required)

South Parking Lot

*Crab Feast Sponsored by MACo's Gold Corporate Partners & Kaiser Foundation Health Plan of the Mid Atlantic States, Inc.
Beverage Carts Sponsored by Rifkin, Weiner, Livingston, LLC
Crab Mallets Sponsored by NACo Financial Services Center
Band Sponsored by Supply Solutions*

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 19, 2017

8:00 AM - 10:30 AM

REGISTRATION CENTER

Lower Level Foyer

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

8:00 AM - 10:30 AM

POWER ZONE LOUNGE
& CYBER CAFÉ

Room 210

Cyber Café Sponsored by KCI Technologies, Inc.

8:00 AM - 9:30 AM

CONTINENTAL BREAKFAST

Room 203/204
Foyer

Sponsored by the Washington Suburban Sanitary Commission (WSSC)

8:00 AM - 9:00 AM

FULL BUFFET BREAKFAST

Room 209

Start Your Saturday with Startup Maryland!

Sponsored by Startup Maryland

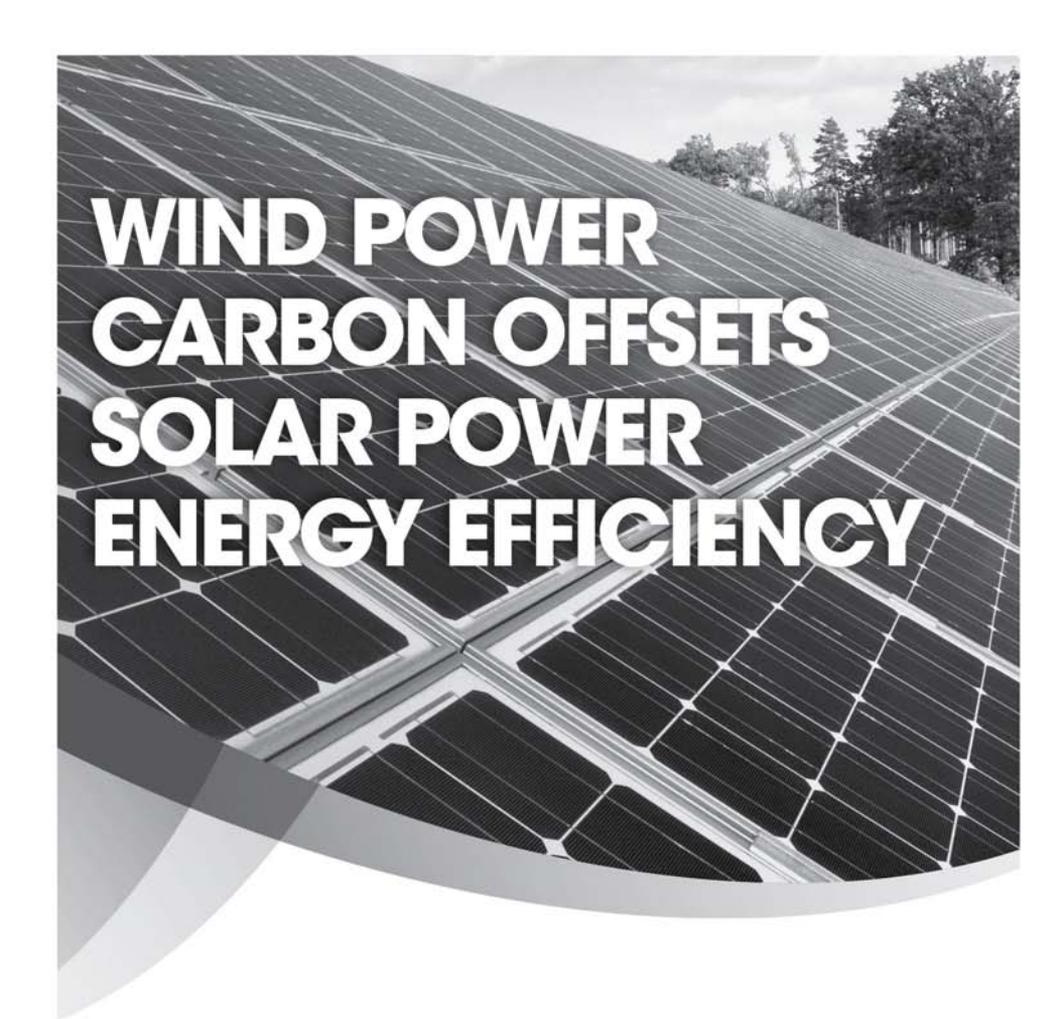
Enjoy a full breakfast buffet while you learn more about the successes of Maryland's ecosystem model for economic development, and how Startup Maryland is working with local governments and the state to garner attention for those successes on the national stage.

Speaker: Michael Binko, Founder & CEO, Startup Maryland



Join us for our Winter Conference
December 6-8, 2017
Chesapeake Bay Regency Hyatt—Cambridge, MD





WIND POWER CARBON OFFSETS SOLAR POWER ENERGY EFFICIENCY

Learn how our green product solutions can help you enhance your sustainability efforts.



We make energy surprisingly easy.
WGLEnergy.com/commercialgreen

SATURDAY, AUGUST 19, 2017

9:00 AM - 10:00 AM

GENERAL SESSION

Room 202

Where We're Going, We Don't Need Roads:

Let Career Training Transport Maryland Students

It's back to the future for Maryland's students. Not all need a college degree to succeed, but training will be key. Schools are changing course to prepare student for a new economy. And even for those who pursue higher education, technical skills are an asset. Hear how high schools are incorporating careers into the classroom through partnership with industry experts, and programs that provide job training and certification.

Speakers:

- Stephan D. Cox, Cadet Program Coordinator, Harford County
- Lynne Gilli, Assistant State Superintendent, Career & College Readiness, Maryland Department of Education
- Michael D. Thomas, Director, CTE, Baltimore City
- Kristine Pearl, Supervisor of Career and Technology Education, Frederick County Public Schools



Moderator: The Honorable James Rosapepe, Maryland State Senate

9:00 AM - 10:00 AM

SPECIAL SESSION

Room 208

Chasing the Dragon: The Life of an Opiate Addict

Join us for a screening of this documentary released by the FBI and the DEA. The 45-minute film, whose title refers to the never-ending pursuit of the original or ultimate high, features stark first-person accounts told by individuals who have abused opioids or whose children have abused opioids, with tragic consequences.

Speakers:

- Charles Doughty, Special Agent, Federal Bureau of Investigation
- Michael Kulstad, Public Affairs Advisor,
- Shane Dana, Special Agent, Washington Field Office, FBI

Moderator: The Honorable James Mathias, Maryland State Senate

10:00 AM - 10:15 AM

NETWORKING COFFEE BREAK

Performing Arts
Center Foyer

10:15 AM - 11:15 AM

OPIOID FORUM:
COMBATING THE CRISIS

Performing Arts
Center

Earlier this year, Governor Hogan declared a state of emergency in response to the intensification of Maryland's heroin and opioid crisis – a move that helps provide state and county response agencies greater flexibility to collaborate on and launch prevention, treatment, and enforcement efforts. This forum provides an avenue for discussion on best practices and how we can partner together to move forward. Attendees are encouraged to attend and voice concerns, discuss what is needed, and to provide examples of what they are doing to stem the epidemic.

Speakers:

- Clay Stamp, Director, MD Emergency Management Agency
- Katie Kuehn, Communications Director, Opioid Operational Command Center (OCCC)
- Birch Barron, Deputy Director, Opioid Operational Command Center (OCCC)



CORNERSTONE
GOVERNMENT AFFAIRS

CORNERSTONE GOVERNMENT AFFAIRS
IS PROUD TO BE A SPONSOR OF
THE MARYLAND ASSOCIATION OF COUNTIES

P.J. Hogan

Delora Sanchez

John Bohanan

Annapolis, Maryland
9 State Circle, Suite 302
Annapolis, MD 21401

Washington, DC
300 Independence Avenue, SE
Washington, DC 20003

www.cgagroup.com | [@cgagroup](https://twitter.com/cgagroup)

Cornerstone Government Affairs is a full-service, bipartisan consulting firm specializing in federal and state government relations, public affairs and strategic communications.

WASHINGTON, DC | GEORGIA | ILLINOIS | IOWA | LOUISIANA
MARYLAND | MISSISSIPPI | TEXAS | VIRGINIA

SATURDAY, AUGUST 19, 2017

11:15 AM - 11:30 AM

NETWORKING COFFEE BREAK

**Performing Arts
Center Foyer**

11:30 AM - 12:30 PM

GOVERNOR'S CLOSING ADDRESS

**Performing Arts
Center**

Governor's Closing Address

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 has been invited to deliver the Closing Address.

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

12:30 PM

ADJOURNMENT

**Complimentary WiFi
Sponsored by**



MARYLAND
**BROADBAND
COOPERATIVE**
WWW.MDBC.US

**KEEPING YOU
CONNECTED**

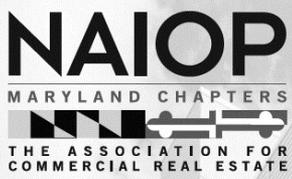


Solving Environmental Challenges
Protecting Our Environment
Serving Our Citizens



**MARYLAND
ENVIRONMENTAL
SERVICE**

www.menv.com | 410.729.8200 |  [MDEnvironmentalService](https://www.facebook.com/MDEnvironmentalService)



Our
**members
BUILD
BUSINESS**

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



**BIGGER
SCREEN.
BADDER
MACHINE.**

Panasonic

**> TOUGHBOOK® 33.
THE FULLY RUGGED
2-IN-1 TAKES WHAT
YOU GIVE IT.**

**THIS IS
TOUGHBOOK
TERRITORY.**

TOUGHBOOK

TOUGHBOOKTERRITORY.COM/CF33

©2017 Panasonic Corporation of North America. All rights reserved.

KNOW

great things are happening in Maryland.

**Communities that work together achieve together.
That's why PNC is proud to be a part of Maryland
Association of Counties' Winter Conference.**

*Stop by any PNC Bank
Call 888-PNC-BANK
pnc.com*

 **PNC BANK**
for the achiever in you®

©2015 The PNC Financial Services Group, Inc. All rights reserved. PNC Bank, National Association.
Member FDIC

PRESIDIO®

We enable our clients to capture economic value from the digital transformation of their businesses by developing, implementing and managing world class, cloud ready, secure and agile IT Infrastructure solutions.

WWW.PRESIDIO.COM

THE AVERAGE NORTH AMERICAN THROWS AWAY 81 POUNDS OF TEXTILES PER YEAR.

LANDFILLS SHOULDN'T BE LAUNDRY PILES.

Donating has never been easier with convenient attended Drop Spots in your community. Plus, when you donate your items to a nonprofit at your local Donation Drop Spot, you're helping your community and the planet!

Visit savers.com/donate to find a Drop Spot near you!

DONATION DROP SPOT

HAVE A GREAT LOCATION TO HOST YOUR OWN DONATION DROP SPOT?

Supporting your local landfill relief efforts has never been easier!

Contact **LaTashia Davis** at **425-786-5153** to learn about placement opportunities today.



Smart Energy. Smart Investment.

**Bronze partner of
MACo's 2017 Summer Conference**

Standard Solar has been proud to partner with several Maryland Counties to develop customized solar solutions. Trust the experience of an established solar leader. Contact us today to find out what solar can do for your County.

tel: 888-474-3843
standardsolar.com | info@standardsolar.com

**STANDARD
SOLAR.**

Zelenkofske Axelrod LLC

Certified Public Accountants and Management Consultants

Bond Verifications
GASB Implementation Services

Financial & Compliance Audits
Performance Audits & Consulting

Cost Allocation Plans
Subrecipient Monitoring

Greater Philadelphia

Jeffrey Weiss, CPA
Managing Partner
2370 York Road, Ste. A-5
Jamison, PA 18929
P: 215-918-2277
F: 215-918-2302

Harrisburg

Patricia Kirk, CPA, CGFM, CGMA
Partner
Corey Troutman, CPA, CGMA
Partner
Kimberly Stank, CPA, CGMA
Partner
830 Sir Thomas Court, Ste. 100
Harrisburg, PA 17109
P: 717-561-9200
F: 717-561-9202

Pittsburgh

Cory W. Johnson, CPA
Partner
3800 McKnight E. Dr., Ste. 3805
Pittsburgh, PA 15237
P: 412-367-7102
F: 412-367-7103

Greensburg

Jared Ewing, CPA
Principal
210 Tollgate Hill Road
Greensburg, PA 15601
P: 724-834-2151
F: 724-834-5969

Dover, DE

Patrick Kirk, CPA, CGFM, CGMA
Partner
Kimberly Stank, CPA, CGMA
Partner
144 King's Highway, Suite 304
Dover, DE 19901
P: 302-677-1955

Visit us at www.zallc.org

PUBLIC SECTOR FINANCIAL AND MANAGEMENT ADVISORY SERVICES EXPERTS

Looking for a wastewater system with low life-cycle costs?



These communities (and more!) found one.

Wastewater Solutions from Orenco and KET

Since 1981, Orenco Systems® has helped communities all over the world find affordable solutions to their wastewater problems. Orenco Sewers are a proven collection system that can be paired with any treatment technology, including MBRs. **Kershner Environmental Technologies (KET)** can help you find the right treatment solution to use with an Orenco Sewer STEP collection system – one that meets the unique needs of your project. Call them at 410-581-0555 to learn more.

Benefits of Orenco Sewers ...

- Can be half the cost of gravity sewers (ex. Vero Beach, FL)
- Compatible with existing infrastructure
- Usable with all treatment systems
- Modular, "capacity on demand"
- Low-impact, low-cost installation
- Low-cost O&M, repair and replacement
- Watertight; no infiltration or overflows
- Ideal for system upgrades, new development, at-capacity systems
- Lifetime technical support

**Kershner
ET
Technologies, LLC**



Orenco
SYSTEMS

11 Easter Court, Suite M • Owings Mills, MD • 21117 • www.ketllc.com
T 410-581-0555 • M 410-913-3078 • F 410-510-1700

Assistive calling solutions designed to empower your community.



Get to know Maryland Relay: the free public service that makes it easy for Marylanders who have difficulty using a standard telephone to connect with their world. We offer a wide variety of solutions to meet the diverse needs of your constituents, including calling options for those who are Deaf, hard of hearing, DeafBlind, or who have difficulty speaking; the latest assistive telecommunications equipment; one-on-one evaluations; and outreach programs to educate your community. Visit us at mdrelay.org to discover all the ways you can use Maryland Relay to keep your community connected.



Request a FREE presentation for your team or your next community event!

800-553-7724 | 410-767-6960 (Voice/TTY)

443-453-5970 (Video Phone) | mdrelay.org

**Multiple Calling Options | Telecommunications Equipment & Evaluations
Community Outreach**

We're not just another pea in the pod.

**Cooperative purchasing
that is uniquely
U.S. Communities.**



Founded by public agencies to represent your specific business interests, U.S. Communities has remained steadfast in its commitment to safeguard your ethical, legal and financial welfare at all times. It is the U.S. Communities difference that delivers savings, efficiency and value through:

- **Supplier commitments** to pricing, economy, sales and corporate support
- **Solicitation, evaluation and award process** led by an **independent lead public agency**
- **Dedicated field Program Managers** focused exclusively on public agency support

Experience the unmatched value of U.S. Communities.
Register today!

Visit us at www.uscommunities.org



U.S. COMMUNITIES
GOVERNMENT PURCHASING ALLIANCE





SUPPORTING MARYLAND'S ECONOMIC GROWTH

- Partnering with State and Local Economic Development Stakeholders
- Providing Cost Effective Energy
- Fostering Regional Growth
- Customized Energy Solutions Including:
Combined Heat & Power (CHP) and Microgrids



Jerry T. Sanford
Economic Development Manager
jsanford@washgas.com
WashingtonGas.com

**Visit our TWO Exhibit Halls to learn about partnership opportunities
and cost-saving products and services!**

See pages 67 & 68 for exhibit booth maps!

More info in our mobile app or at www.mdcounties.org/SC17Exhibitors

Thank you, Exhibitors!

- Acclaimed Promotions (#435)
- Advanced Rehabilitation Technology (#615)
- AECOM Technical Services, Inc. (#408)
- Aetna (#307)
- Alban CAT Power Systems (#137)
- American Tennis Courts Inc. (#304)
- Anne Arundel Economic Dev. Corp (#917)
- AVI-SPL, Inc (#233)
- B&P Environmental LLC (#426)
- Baltimore City (#802)
- Baltimore Convention Center (#515)
- Baltimore County (#809/914)
- Baltimore Gas & Electric (#301)
- Bates Trucking Trash Removal, Inc (#628)
- BEST Access Solutions (#622)
- BGE Outdoor Lighting (#302)
- Bill2Pay (#308)
- BIS Digital, Inc. (#530)
- Blackwater Environmental Group, LLC (#425)
- Blue Water Environmental, LLC (#432/433/434)
- Bolton Partners, Inc. (#601)
- Burdette, Koehler, Murphy & Assocs, Inc. (#320)
- Calvert County (#803)
- Carefirst BCBS (#429)
- CareFirst BlueCross BlueShield (#428)
- Caroline County (#801)
- Carousel Industries (#104)
- Carroll County (#918)
- Carroll Independent Fuel Co. (#324)
- CDW-G (#310/311)
- Cecil County (#807)
- Charles County (#812)
- Charles P. Johnson & Associates (#617)
- Chesapeake Employers Insurance (#528/529)
- Cigna (#327)
- Comcast (#300)
- Commvault (#514)
- Concentra Medical Centers (#604)
- Congressman C.A. Dutch Ruppberger (#702)
- Constellation (#503)
- Correct Care Solutions (#317)
- Cunningham Recreation / GameTime (#609)
- Cybersecurity Association of MD, Inc. (#513)
- Daly Computers, Inc. (#509)
- Data Networks of America (#134)
- Delmock Technologies Corporation (#229)
- Delta Dental (#407)
- Direct Energy (#322)
- Dorchester County (#813)
- EA Engineering, Science, and Technology, Inc. (#201)
- EAW Security (#204-2)
- Election Systems & Software (#605)
- Emerge MD (#424)
- Emergency Numbers Systems Board (#113)
- Energy Systems Group, LLC (#325)
- Energy3, LLC (#402)
- En-Net Services (#602/603)
- Enterprise Holdings (#304-2)
- ePlus Technology Inc. (#522)
- ESRGC @ Salisbury University (#534)
- Esri (#502)
- Frederick County (#909)
- Freedom Broadband (#512)
- FTS Fiber (#903)
- Fujitsu America Inc. (#331)
- Garrett County (#910)
- GEO Care (#404)
- Gordian (#619)
- GovDeals, Inc. (#135)
- Governor's Coordinating Offices (#208)
- Grainger (#531-2)
- Harford County (#808)
- Holiday Inn Solomons Conference Center & Marina (#312)
- Home Paramount Pest Control, Inc. (#417)
- Howard County (#907)
- Hyatt Regency Chesapeake Bay Golf Resort, Spa & Marina (#430)

Thank you, Exhibitors!

- ICAHN Automotive (#418)
- Institute for Governmental Service and Research (#133)
- J&J Truck Bodies & Trailers (#331-2)
- Johnson Controls, Inc. (#330)
- Juniper Networks (#618)
- Kaiser Foundation Health Plan of the Mid Atlantic States Inc. (#607)
- KCI Technologies, Inc. (#500/501)
- Kennedy Krieger Institute (#129)
- Kent County Information Technology (#904)
- Keystone Purchasing Network (#422)
- Kronos (#305)
- LB Water (#419)
- Lenovo (#616)
- LGIT Health/Benecon (#506)
- Local Government Insurance Trust (#507)
- Manns Woodward Studios (#611)
- Marquette Associates (#231-2)
- MD Ag Dept/Conservation Partnership (#218)
- MD Agricultural & Resource-Based Industry Development Corp. (#614)
- MD Ag Education Foundation, Inc. (#319)
- MD American Water (#516)
- MD Association of Community Colleges - MACC (#421)
- MD Association of Counties (#905)
- MD Association of County Health Officers (#315)
- MD Association of Nonpublic Special Ed Facilities (#416)
- MD Correctional Administrators Assn. (#123)
- MD Correctional Enterprises (#115/116)
- MD Dept. of Assessments and Taxation (#227)
- MD Dept. of Commerce (#209)
- MD Dept. of General Services (#122)
- MD Dept. of Human Services (#224)
- MD Dept. of Information Technology (#706)
- MD Dept. of Juvenile Services (#117)
- MD Dept. of Labor, Licensing & Regulation (#222/223)
- MD Dept. of Legislative Services (#313)
- MD Dept. of Natural Resources (#219)
- MD Dept. of Planning (#225)
- MD Dept. of Public Safety & Corr. Svcs. (#114)
- MD Dept. of the Environment (#127)
- MD Dept. of Transportation (#108-112)
- MD Emergency Management Agency (#221)
- MD Energy Administration (#215)
- MD Environmental Service (#228)
- MD Fire Chiefs' Association (#708)
- MD Health Connection (#214)
- MD Heritage Areas (#103)
- MD Institute for Emergency Medical Services Systems (#226)
- MD Insurance Administration (#124)
- MD Libraries (#118/119/216/217)
- MD Lottery and Gaming (#106/107)
- MD Office of the Comptroller (#212)
- MD Office of the Secretary of State (#707)
- MD Onsite Wastewater Professionals Association (#626)
- MD Ready Mix Concrete Association (#511)
- MD Register of Wills Association (#213)
- MD Relay (#125)
- MD Small Business & Tech Dev. Center (#132)
- MD Stadium Authority - Capital Projects (#230)
- MD Stadium Authority - Sports Marketing Group (#231)
- MD State Department of Education (#210)
- MD State Firemen's Association (#519)
- MD State Geographic Committee (MSGIC) (#533)
- MD Tech Council & We Work for Health - MD (#524)
- MD Tourism Coalition (#901)
- MD Underground Facilities Damage Prevention Authority (#613)
- MD Department of Housing & Community Development (#120/121)
- MD Higher Education Commission (#211)
- MDT2 Center/ MD LTAP (#518)
- MEDI (#423)
- Mediation & Conflict Resolution Office (#314)
- Miss Utility (#612)
- Montgomery County (#805)
- Motorola Solutions, Inc. (#600)
- Musco Sports Lighting (#235)
- National Association of Counties (#525)
- National IPA (#318)

Thank you, Exhibitors!

- National Security Agency (#206/207)
- National Vision Administrators, LLC (#505)
- Nationwide Retirement Solutions (#526/527)
- Navarro & Wright Consulting Engineers (#303)
- NIC MD (#136)
- No Kid Hungry MD (#621)
- NORESKO, L.L.C. (#334)
- Office MD Attorney General, Consumer Protection Div. (#126)
- Office of Administrative Hearings (#220)
- Office of the Honorable Andrew P. Harris (#705)
- Office of the Honorable Ben Cardin (#704)
- Office of the Honorable Christopher Van Hollen (#703)
- Operational Performance Solutions, Inc. (#409)
- Optotrafic, LLC (#625)
- Orenco Systems/Kershner Env. Tech. (#234)
- Panasonic (#306)
- Pepco and Delmarva Power Commercial and Industrial (C&I) Energy Savings Programs (#328)
- PHI Air Medical, LLC (#332/333)
- Phillips Office Solutions (#521)
- Pleasants Construction (#620)
- Potomac Edison, A FirstEnergy Company(#309)
- Presidio (#508)
- PrimeCare Medical, Inc. (#329)
- Prince George's County & M-NCPPC (#912/913)
- PRM Consulting Group, Inc. (#523)
- Protank - Propane Tank Recyclers (#627)
- Queen Anne's County (#911)
- Redflex Traffic Systems (#604-2)
- Republic Services (#405/406)
- Research 2 Rescue (#128)
- Rimkus Consulting Group, Inc. (#323)
- Rudolph's Office & Computer Supply,#(403)
- Rural MD Council (#203)
- SAVERS- Donation Drop Spot (#610)
- Schaefer Center for Public Policy (#205)
- Segal Consulting (#606)
- Servpro of MD (#431)
- ShoreScan Solutions (#200)
- Siemens Industry, Inc. (#517)
- Skyline Technology Solutions (#415)
- Soltesz , Inc. (#202)
- Somerset County (#916)
- Splunk (#410)
- Sprint (#404-2)
- St. Mary's County (#806)
- Standard Solar (#335)
- Startup MD - STRT1UP Roadshow Bus (Front Terrace)
- Supply Solutions, LLC (#400)
- Sustainable Generation (#623)
- Talbot County (#908)
- Target Marketing Group (#420)
- TierPoint (#413)
- TMDG LLC - Certified Public Accountants & Healthcare Consultants (#316)
- T-Mobile (#504-2)
- Towson University, Innovation & Applied Research (#105)
- U.S. Bridge (#427)
- U.S. Census Bureau (#131)
- U.S. Communities (#510)
- U.S. Small Business Administration (#130)
- U.S. Wind, Inc. (#532)
- UMBC MD Inst. For Policy Analysis & Research (#102)
- Univ. of Baltimore/Gov. & Public Affairs (#204)
- University of MD Extension (#414)
- USDA Rural Development (#624)
- Verizon Fios (#411)
- Verizon Wireless (#412)
- Washington County (#810/811)
- Waste Management of MD, Inc. (#520)
- Wexford Health Sources, Inc. (#401)
- WGL Energy, Inc. (#700/701)
- WhiteMarsh Environmental Services, Inc. (#504)
- WhitneyBaileyCox & Magnani, LLC (WBCM) (#535)
- Wicomico County (#804)
- Wisp Resort (#326)
- Worcester County (#915)
- Workday (#232)
- WSSC (#709/710)
- Wye River Group (#321)
- Zelenkofske Axelrod, LLC (#608)

Bayfront Exhibit Hall

901 MD Tourism Council	801 Caroline County	802 Baltimore City	803 Calvert County	804 Wicomico County	805 Montgomery County	806 St. Mary's County	807 Cecil County	808 Harford County
902	813 Dorchester County	812 Charles County	811 Washington County	810 Washington County	809 914 Baltimore County			
903 FTS Fiber	918 Carroll County	917 Anne Arundel	916 Somerset County	915 Worcester County				
904 Kent County								
905 IMACo	906	907 Howard County	908 Talbot County	909 Frederick County	910 Garrett County	911 Queen Anne's	912 Prince George's County	913 George's County

Main Entrance

Exhibit Hall A/B

Exit			101	102 MIPAR	103 MD Heritage	104 Carousel Ind.	105 Towson Univ.	106 Maryland Lottery	107	136 NIC MD
Ladies Room	135 GovDeals	134 Data Network	133 IGSR	132 MD Small Business	131-2	131 US Census	130 US Small Business	129 Kennedy Krieger	128 Ben Kramer	
	200 ShoreScan	201 EA Engineering	202 Soltesz	203 Rural MD Cnd.	204-2 EAW Security	204 Univ. of Baltimore	205 Schaefer Center	206 NSA 207		
Men's Room	235 Musco Sports	234 Orenco	233 AVI - SPL	232 Workday	231-2 Marquette Assoc.	231 MD Stadium Authority	230	229 Delmock Tech	228 MES	
	300 Comcast	301 BGE	302 BGE Outdoor	303 Navarro & Wright	304-2 Enterprise Holdings	304 American Tennis	305 Kronos	306 Panasonic	307 Aetna	

ENTRANCE

Men's Room	335 Standard Solar	334 NORESCO	333 PHI Air Medical	332	331-2 J&J	331 Fujitsu	330 Johnson Controls	329 PrimeCare Medical	328 Peppo Delmarva		
	400 Supply Solutions	401 Wexford Health	402 Energy3	403 Rudolph's Ofc. Sup.	404-2 Sprint	404 GEO Care	405 Republic Services		406 Delta Dental		
Ladies Room	435 Acclaimed Promos	434 Blue Water Environmental		433 Esri	432 Constel-lation	431-2	431 ServPro of MD	430 Hyatt	429 Carefirst Dental	428 CareFirst	
	500 KCI	501	502 Esri	503 Constel-lation	504-2 T-Mobile	504 Whitemarsh Env.	505 Natl Vision Admin.	506 LGIT Health	507 LGIT		
	GIS Discovery Zone										
	535 WBCM	534 ESRGC	533 MSGIC	532 US Wind	531-2 Grainger	531	530 BIS Digital	529 Chesapeake Employers Insurance		528	
600 Motorola	601 Bolton Partners	602 En-Net	603	604-2 Redflex	604 Concentra	605 Election Systems	606 Segal Consulting	607 Kaiser Found			

Seating

Exit	628 Bates Trucking	627 Protank	626 MOWPA	625 Optotrafic	624 USDA Rural
------	-----------------------	----------------	--------------	-------------------	-------------------



137 Alban CAT	108	109 Maryland Department of Transportation	110	111	112	113 Em. Numb. System Bd.	114 MD DPSCS	115 MD Correctional Enterprises	116	117 DJS	
State Village											
127 MDE	126 Attorney General	125 MD Relay	124 MD Ins. Admin.	123 Correct. Admin.	122 DGS	121 MD Dept. of Housing & Community Dev.	120	119 Regional Libraries	118 MD Library Assn.	709 710 WSSC	
208 Gov's Offices	209 Dept. of Commerce	210 Dept. of Education	211 Higher Education	212 MD Comptroller	213 Register of Wills	214 Health Connection	215 MD Energy Admin.	216 MD Public Libraries	217 SAILOR		
State Village											708 MD Fire Chiefs
227 SDAT	226 MIEMSS	225 MDP	224 DHR	223 MD Dept. of Labor, Licensing & Regs.	222	221 MEMA	220 Admin. Hearings	219 DNR	218 Dept. of Agric.	707 Secretary of State	
308 Bill2Pay	309 First Energy	310 CDW-G	311	312 Holiday Inn Solomons	313 DLS	314 MACRO	315 MACHO	316 TMDG	317 Correct Care	706 MD DoIT	
327 Cigna	326 Wisp	325 Energy Systems	324 Carroll Ind. Fuel	323 Rimkus Consulting	322 Direct Energy	321 Wye River Group	320 BKM	319 MD Ag Ed Found.	318 National IPA		
408 AECOM	409 OPS	410 Splunk	411 Verizon	412	413 TierPoint	414 U of MD Extension	415 Skyline	416 MANSEF	417 Home Paramount	705 Harris	
427 US Bridge	426 B&P Environ.	425 Blackwater Env.	424 Emerge MD	423 MEDI	422 Keystone	421 Community Colleges	420 Target Marketing	419 LB Water	418 ICAHN Auto.	704 Cardin	
508 Presidio	509 Daly Computers	510 US Comm.	511 MD Ready Mix	512 Freedom Broadband	513 CAMI	514 Commvault	515 Balt. Conv. Center	516 MD Am. Water	517 Siemens	703 VanHollen	
527 Nationwide Retirement Solutions	526 NACo	525 MTC/ WeWorks	524 PRM Consult.	523 ePlus	522 Phillips Ofc. Sol.	521 Waste Mgmt. Assn.	519 Firemen's Assn.	518 MDT2 Ctr/ MD LTAP	700 701 WGL Energy		
608 Zelenkofske Axelrod	609 Cunningham Recreation	610 SAVERS	611 Manns Woodward	612 Miss Utility	613 MD Under-ground	614 MARBIDCO	615 Adv. Rehab.	616 Lenova	617 CPJ		
Food & Bev Station		Seating									
623 Sustainable Generation	622 BEST Access	621 No Kid Hungry	620 Pleasants Construction	619 Gordian	618 Juniper	Loading Dock				Exit	

Advertisement Index

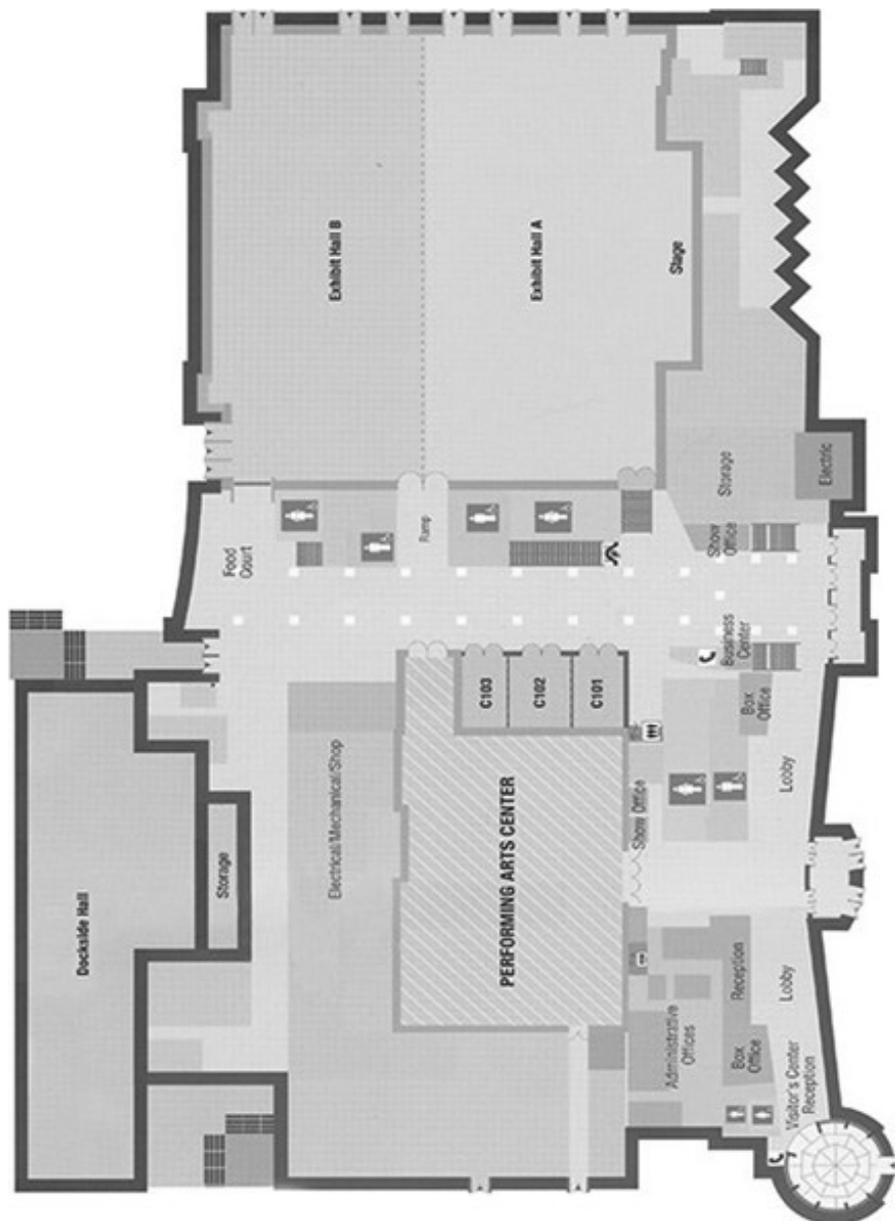
Organization	Page	Organization	Page
Aetna	24	Multivista	12
American Traffic Solutions	Inside Front Cover	NAIOP Maryland	56
BGE	30	NORESKO, LLC	48
Bill2Pay	36	NRS	38
CareFirst BlueCross BlueShield	28	Orenco	60
Chesapeake Employers Insurance Company	40	Panasonic	57
Cigna	16	Pepco & Delmarva Power C&I Energy Savings Program	46
Comcast	18	PNC Bank	57
Constellation	50	Presidio	58
Cornerstone	54	PrimeCare Medical, Inc.	44
Kaiser Foundation Health Plan of the Mid Atlantic States Inc.	26	Sage Policy Group	44
Law Office of Thomas N. Yeager	Inside Back Cover	Savers	58
LGIT Health	20	Standard Solar, Inc.	59
Local Government Insurance Trust (LGIT)	Back Cover & 32	The Northeast Maglev	30
Maryland Broadband Cooperative	55	US Communities Cooperative Purchasing	62
Maryland Environmental Service	56	Washington Gas, A WGL Company	63
MD Relay	61	WGL Energy Services, Inc.	22 & 52
Motorola Solutions	42	Zelenkofske Axelrod LLC	59

MACo Past Presidents

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	2016	John F. Barr - Washington County
1984	Esther P. Gelman - Montgomery County		
1985	Edwin D. McGee - Somerset County		

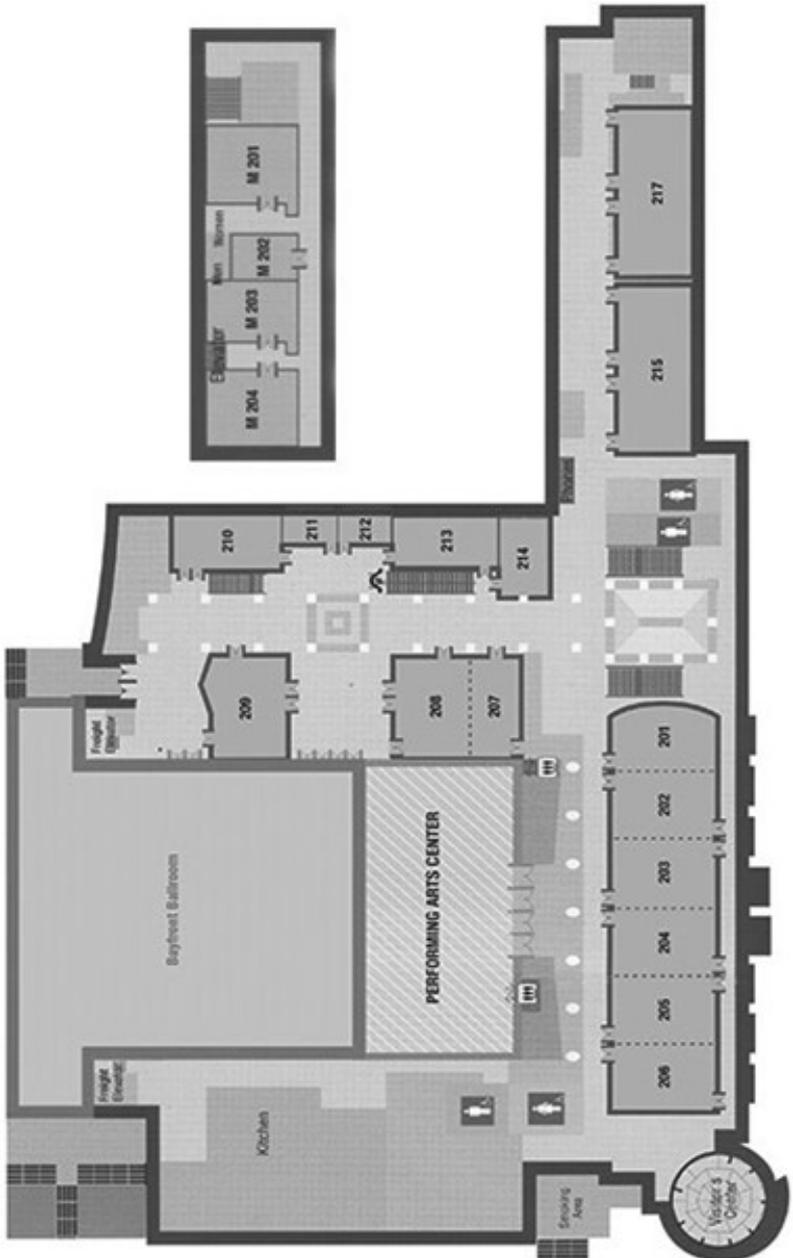
Roland E. Powell Convention Center Floor Plans

FIRST FLOOR



Roland E. Powell Convention Center Floor Plans

SECOND FLOOR



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

**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:





Law Office of
Thomas N. Yeager
Experience, Integrity, Results
www.yeagerlawoffice.net

A Full Service Law Firm

- ◆ **Litigation, Transactional, Administrative, and Real Estate Matters**

- ◆ **Representation of Local Government Boards, Commissions, Agencies, and Governing Bodies**

- ◆ **Cost Effective, Results-Oriented Legal Services for Your Special Projects, Litigation, and General Representation Needs**

Proud Sponsor of the 2017 MACo Conference

203 Maple Avenue, Chestertown, MD 21620
410-810-0428 ◆ 410-778-6464 fax
yeagerlawoffice@baybroadband.net

Thomas N. Yeager, Esquire ◆ Stephen P. Lagoy, Esquire ◆ Carolyn K. Kalbfus, Esquire

When One of Maryland's Counties IT System was Hijacked, LGIT was there.

NOW THAT'S LGIT.

For more information, please check out LGIT's website or contact Michele Keplinger to learn more about Cyber Coverage through LGIT.



Local Government Insurance TRUST

We take our name seriously.

7225 Parkway Drive • Hanover, MD 21076 • Tel 443.561.1700 • www.lgit.org