MARYLAND
Association of
COUNTIES

IDEAS
&
INNOVATIONS

MACo Summer Conference
August 13-16, 2014
Roland Powell Convention Center
Ocean City, Maryland
(Worcester County)
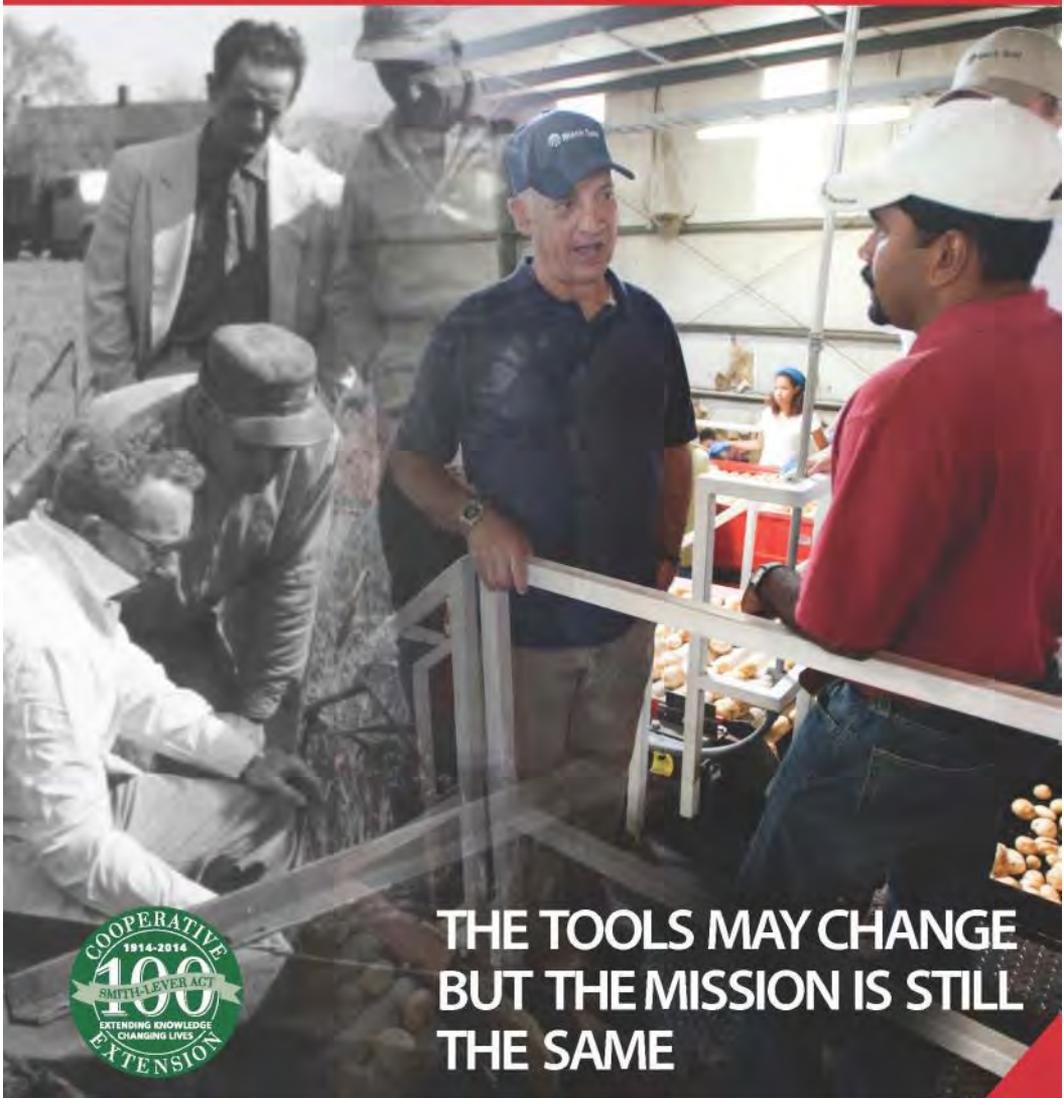
PROGRAM

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The MACo Corporate Partner Program

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

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

For additional information contact our Outreach Coordinator, Kaley Schultze, at kschultze@mdcounties.org or at 410.269.0043.

The Academy for Excellence in Local Governance

MACo, MML, and LGIT, in partnership with the University of Maryland School of Public Policy are sponsors of the Academy for Excellence in Local Governance (Academy).

The Academy is a voluntary training program designed to help local government officials, especially newly elected officials, meet the challenges of governing. County officials may enroll in the "county track" and earn a certificate after completing comprehensive training on local governance.

WHO IS ELIGIBLE?
All county elected or appointed officials may attend Academy courses and register for the Academy to receive an Academy certificate.

WHAT ARE THE EDUCATION REQUIREMENTS?
To receive the Academy Certificate, local officials must register and complete 8 required Core classes and an additional 6 elective units of their choosing.

HOW LONG WILL IT TAKE?
Participants are encouraged to complete the requirements within three years, but may take as long as needed.

WHAT IS THE COST?
Academy registration is a one-time fee of $250. For elected officials only: upon request, MACo will pay a $150 stipend towards the registration fee. Conference or other seminar fees are additional fees paid by the participant.

WHERE ARE "COUNTY TRACK" COURSES OFFERED?
Classes are offered at MACo, MML, and LGIT conferences and course trainings.

WHICH COURSES ARE OFFERED AT THIS CONFERENCE?
Look for the Academy symbol that signifies an Academy credit course.

QUESTIONS?
The University of Maryland School of Public Policy is the program administrator, providing registration, transcripts, and general support. Contact the School of Public Policy at 301.314.2641.
Visit the Academy booth on the second floor of the convention center.

Wednesday, August 13, 2014
1:00 pm - 3:00 pm: "Consensus and Team Building" (Core)
3:15 pm - 4:45 pm: "Public Information Act" (Core)

Thursday, August 14, 2014
2:00 pm - 3:00 pm: "Financial Literacy—Building Successful Futures"
3:30 pm - 4:30 pm: "Creative and Collaborative Transportation Solutions to Meet Citizen Needs"

Friday, August 15, 2014
1:00 pm - 2:00 pm: "Human Trafficking: Channeling Human Services to Challenging Populations "
2:15 pm - 3:15 pm: "Alzheimer's, Autism, and Dementia: Improving Endangered Missing Persons Response"
2:15 pm - 3:15 pm: "Counties Going Green—A Guide to Sustainable Purchasing"

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

MARYLAND Association of COUNTIES

Thank you, Summer Conference Sponsors!

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- Maryland Association of Community Colleges
- Maryland-Delaware-District of Columbia Beverage Association
- Maryland Broadband Cooperative
- Maryland Clean Energy Center
- Maryland Environmental Service
- Maryland Local Government Health Cooperative (MLGHC)
- Maryland World Class Consortia
- Motorola Solutions, Inc.
- Musco Sports Lighting
- NACo Financial Services
- NAIOP Maryland, Inc.
- Nationwide Retirement Solutions
- NORESCO, LLC
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- Royal Plus, Inc.
- Schaefer Center for Public Policy, University of Baltimore
- Software AG
- Standard Solar, Inc.
- Stantec
- UnitedHealthcare
- University of Maryland Extension
- Urban Grid Solar
- Washington Gas Energy Services
- Waste Management/Wheelabrator
- Wells Fargo
- Wexford Health

Early Birds Get the Worm
(Or in this case - CASH!)

What are Early Attendance Prizes??
At the beginning of each conference session, a ticket is drawn and the winner receives either $20 (in an affiliate session) or $50 (in a general session).

Where do I get the tickets?
"Prize tickets" can be found in your conference registration materials. Please fill out the "name" field on the ticket. MACo staff will collect the tickets prior to the beginning of the session.

How is it awarded?
The session moderator draws a name and the cash prize is awarded right there on the spot. The remaining tickets are discarded.

Show up 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 Ballroom 3 to be eligible to win a $250 gift certificate to Best Buy!

Meetings At-A-Glance

	Wednesday, August 13, 2014	
10:30 am - 4:30 pm	MACHO - Health Officers Affiliate Meeting	Room 217

	Thursday, August 14, 2014	
8:00 am - 9:00 am	Rural Counties Coalition Meeting & Breakfast (private)	Room 209

	Friday, August 15, 2014	
7:30 am - 8:30 am	County Administrators Breakfast Meeting	Room 213
7:30 am - 8:45 am	County Elected Officials Breakfast & Forum*	Room 217
12:00 pm - 1:00 pm	Budget and Finance Officers Affiliate Lunch **	Room 207
12:00 pm - 1:00 pm	County Attorneys' Affiliate Lunch **	Room 210
12:00 pm - 1:00 pm	Human Resources Affiliate Lunch **	Room 209
12:00 pm - 1:00 pm	Human Services Affiliate Lunch **	Room 213
12:00 pm - 1:00 pm	Maryland County Officials Diversity Caucus Lunch **	Room 215
12:00 pm - 1:00 pm	Upper Shore, Mid Shore, and Lower Shore Regional Council Lunch **	Room 208
12:00 pm - 1:00 pm	Women of MACo Luncheon **	Room 217

County Elected Officials Breakfast Ticket Required
MACo Summer Conference Lunch Ticket Required

SAVE THE DATE
Summer Conference: August 12-15, 2015
Roland Powell Convention Center, Ocean City, Maryland

Session Schedule by Affiliate

A = Academy for Excellence in Local Governance Elective course

Thank You Golf Tournament Sponsors!

Golf Hole Sponsors

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Continental Breakfast:
Nationwide Retirement Solutions

Golf Giveaways:
- Cigna - Golf Balls
- Local Government Insurance Trust - Bags, Umbrellas, Hats
- UnitedHealthcare - Cooler and Wine
- URS Corporation - Snack Bags and Door Prize Baskets

Golf Tournament Prizes:
- Comfort Inn Gold Coast—2 Night Hotel Stay
- Green Turtle/Blue Ox Bar & Grill—Gift Cards & 10% Discount for all Attendees
- Fresco's Restaurant - Gift Certificates
- Jive Martini Bar - Gift Certificates
- Ocean City Golf Club - 12 Free Rounds of Golf
- Quality Inn—2 Night Hotel Stay

Wednesday, August 13, 2014

7:00 am - 3:00 pm	Registration Open	Lower Level Foyer
7:00 am - 3:00 pm	Mobile App Display	Lower Level Foyer

Need to know how the MACoCon Mobile App works? Stop by the display across from the registration kiosks. Or, ask a MACo staff member for assistance. Download the app now by going to www.mdcounties.org/MobileMACo to access the schedule, session details, exhibitor and sponsor information, and maps all from your smartphone or tablet.

7:00 am - 3:30 pm	Beverage Station *Sponsored by Urban Grid Solar*	Lower Level Foyer
7:00 am - 4:30 pm	Attendee Break Room *Sponsored by Software AG*	Room 211

Software AG wants to build an application for your local government for free! Feel free to make use of the Software AG Break Room, and while visiting the Break Room, drop your card in the bowl to be entered into the contest. All attendees are invited to participate in the contest. If selected, Software AG will build an application for your agency for free to demonstrate their AgileApps Live rapid application development platform. Your web application will be mobile-ready and available for employees, citizens, and management, as hosted in the cloud by Software AG. They will sit with you to understand your business process workflow, business rules, and user roles, and then Software AG will do the rest!

9:00 am - 4:00 pm	2014 Golf Tournament (Off-Site) *Sponsored by MACo's Gold & Silver Corporate Partners and Nationwide Retirement Solutions*	Ocean City Golf Club
8:30 am - 11:30 am	**Special Session**	Room 209

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

This FREE course, required as part of the Smart and Sustainable Growth Act of 2009 passed by the Maryland General Assembly, required Planning Commission, Planning Board, and Board of Appeals members to complete an education course on or before July 1, 2010. For new members, the course is required to be completed within 6 months after appointment to the Commission or Board. The Maryland Department of Planning (MDP) and the Maryland Planning Commissioners Association (MPCA) is offering this course to all those who have not yet completed it.

AARP Maryland: AARP believes age and experience can expand your possibilities. AARP creates and connects you to unique tools and programs, helps saves its members money, and tackles the issues that matter most to individuals, families and the community. What we do might surprise you. We're all about real possibilities. For more information, visit www.aarp.org/md, 200 St. Paul Place, Suite 2510, Baltimore, MD 21202, (410) 895- 7604, mkulick@aarp.org.
Web Address: http://aarp.org/md **Booth #:** 532 *Sponsor of: Crab Feast Water & Lemonade Cups*

AESI: AESI is a data-driven research company that provides accountability and performance management for domestic and international organizations. Our company's focal point is to deliver services in three functional areas: Education Management and Development, Human Capital Management and Technology Integration. **Website:** aesinow.com *Sponsor of: Half Page Ad*

Aetna: Aetna is one of the nation's leading diversified health care benefits companies, serving an estimated 44 million people with information and resources to help them make better informed decisions about their health care. Aetna offers a broad range of traditional, voluntary and consumer-directed health insurance products and related services, including medical, pharmacy, dental, behavioral health, group life and disability plans, and medical management capabilities, Medicaid health care management services, workers' compensation administrative services and health information technology services. Aetna's customers include employer groups, individuals, college students, part-time and hourly workers, health plans, health care providers, governmental units, government-sponsored plans, labor groups and expatriates. For more information, see www.aetna.com. **Web Address:** http://aetna.com **Booth #:** 307 *Sponsor of: Welcoming Session.*
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Bank of America Merrill Lynch: Bank of America N.A. Public Sector Banking and Markets Group provides services to meet both short and long term needs of our public sector clients. Included in our scope are credit products, public finance, global commodities, leasing products, risk management, treasury management services, investments, bond proceed investment, cash flow analysis, card services, benefits solutions, and depository products. Please contact Ed Bianchi, Senior Vice President, at 410-547-4272 or ed.bianchi@baml.com for more information. **Web Address:** http://bankofamerica.com *Sponsor of: Welcoming Session. BRONZE CORPORATE PARTNER*

Baltimore Gas & Electric (BGE): Maryland's largest gas and electric utility with over 3,300 employees delivering power, safely and reliably, to approximately 1.2 million customers in central Maryland. **Web Address:** http://bge.com **Booth #:** 433 *Sponsor of: Governor's Cabinet Reception & Taste of Maryland Reception. SILVER CORPORATE PARTNER*

Business Health Services: BHS delivers cost-effective employee assistance programs, corporate wellbeing and workplace engagement solutions to help organizations achieve their highest levels of productivity and profitability. **Web Address:** http://bhsonline.com *Sponsor of: Human Resources Affiliate Lunch Sponsor*

CareFirst BlueCross BlueShield: In its 76th year of service, CareFirst BlueCross BlueShield is a not-for-profit, non-stock health services company which, through its affiliates and subsidiaries, offers a comprehensive portfolio of products and administrative services to individuals and groups in Maryland, the District of Columbia and portions of northern Virginia. CareFirst is the parent company of CareFirst of Maryland, Inc., and Group Hospitalization and Medical Services, Inc. CareFirst, Inc., and its affiliates are governed by a Board of Directors and special statutes regulating the company's business in Maryland, the District of Columbia and Northern Virginia.
Web Address: http://carefirst.com **Booth #:** 428 *Sponsor of: Golf Tournament Hole, Crab Feast & Mobile App Badge. GOLD CORPORATE PARTNER*

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

8:30 am - 11:30 am   **Special Session, continued**   Room 209

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. The course covers planning law and ethics and touches on new regulations and policies including the 2012 Septic Bill and PlanMaryland.

Speakers:
- Richard Josephson, Director, Planning Services, Maryland Department of Planning
- Amanda Conn, Deputy Secretary, Maryland Department of Planning
- John Landbeck, Board of Zoning Appeals, City of Aberdeen
- Sandy Landbeck, Council Member, City of Aberdeen
- Keith Lackie, Eastern Shore Planner

Moderator: Robert Elliott, President, Maryland Planning Commissioners Association

10:30 am - 4:30 pm   Maryland Association of County Health   Room 217
Officers' Affiliate Meeting (private)

12:00 pm - 1:00 pm   **Special Session**   Room 208

State Revitalization Programs

This session will provide an overview of State programs that directly benefit cities, towns and counties throughout Maryland. Community redevelopment programs such as Community Legacy, Smart Growth Impact Fund, Main Street Maryland, Sustainable Communities designations, and the Sustainable Communities Tax Credit provide funding and technical assistance to applicants seeking economic development and community revitalization. Representatives from the Maryland Departments of Planning and of Housing & Community Development will give an overview of how these effective State programs have helped cities and towns across Maryland.

Speakers:
- Carol Gilbert, Assistant Secretary for Neighborhood Revitalization, Maryland Department of Housing and Community Development
- Renee Novak, Preservation Officer, Historic Preservation Incentives Program, Maryland Historical Trust
- Kevin Baynes, Director of Community Programs, Maryland Department of Housing and Community Development

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

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

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

Cunningham Recreation / GameTime: Since 1966, Cunningham Recreation has been providing customers with complete park and playground solutions from design to construction. We can provide our customers with safe affordable playground equipment, a variety of safety surfacing materials, sports and fitness equipment, bleachers and press boxes, scoreboards, shade and shelter options, site furnishings, water play, skate parks and dog parks. We also offer a comprehensive playground management and maintenance program including inspection software.
Web Address: http://cunninghamrec.com **Booth #:** 607 *Sponsor of: Mobile App Badge*

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

Wednesday, August 13, 2014

1:00 pm - 2:30 pm   **Special Session**   Room 204

Clean Up That Mess Using GIS: Emerging Trends for Geographic Information System Technology

Geographic Information System (GIS) technology has rapidly become a standard and vital tool for county governments. While GIS technology was originally focused on land use planning, the technology now helps counties address such policy challenges as traffic control, water and sewer, public safety, waste management, and a variety of other services. Panelists will discuss updates and emerging trends in GIS technology and highlight the many diverse areas where GIS can assist county governments.

Speakers:
- Marshall Stevenson III, Senior Program Manager, Geospatial Innovations, Whitney, Baily, Cox & Magnani, LLC
- Santino DePaul, Account Executive, Water/Wastewater, Environmental Systems Research Institute, Inc. (Esri)
- Matthew Power, Director, Maryland StateStat
- Benjamin Birge, CountyStat Manager, Prince George's County

Moderator: The Honorable Adelaide (Addie) Eckardt, MD House of Delegates

1:00 pm - 3:00 pm   **Academy for Excellence in Local Governance Core Class**   Room 202/203

Consensus & Team-Building

Success in forging good government often comes from reaching compromise and consensus. Sharing ownership of ideas and programs with a broad group of stakeholders can facilitate stronger working relationships that have far-reaching positive effects. This hands-on class features interactive discussion of the essential elements of reaching consensus and team building.

Speakers:
- Tom Reynolds, Director, Education Services, Maryland Municipal League
- Lou Geiszl, Deputy Director, Maryland Mediation & Conflict Resolution Office

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

3:00 pm - 3:15 pm   Coffee Break   Upper Level Foyer
                           Sponsored by Urban Grid Solar

**Join us for our Winter Conference
January 7-9, 2015
Chesapeake Bay Regency Hyatt—Cambridge, MD**

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

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

Gerard E. Evans, Ltd: Gerard E. Evans, Ltd. is a full service lobbying and governmental relations firm with over 35 years of experience comprised of its principal, Gerard E. Evans and associate lobbyist and daughter, Hayley E. Evans. Members of the firm have worked at every level of political campaigning and government, and have acquired a unique set of skills and experiences in the Maryland Legislative process that enable them to faithfully serve their clients in a vast array of projects, issues and initiatives. **Website:** www.lobbymd.com *Sponsor of: Mobile App Co-Sponsor*

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

KCI Technologies, Inc.: With more than 1,000 employees collaborating on diverse projects, KCI is constantly driven by energy, passion and talent. The firm is among the fastest growing in the architectural, engineering and construction industry, yet Maryland counties are still among our biggest clients companywide. Our staff of experts contributes to a body of knowledge in a variety of fields through training, technical articles, published white papers, and conference presentations. We are recognized as an industry leader, employing cutting-edge technologies, management practices and strategic growth initiatives. Our people, projects and organizational success have been honored with awards from some of the trade's most prestigious bodies. KCI ranks #74 on the Engineering News-Record (ENR) annual list of Top 500 Design Firms in the country, as well as #7 on the list of Top 20 Telecommunications Firms, and #48 among the Top 100 'Pure' Designers. **Web Address:** http://kci.com **Booth #:** 500, 501 *Sponsor of: Cyber Café*

L-3 National Security Solutions: L-3 National Security Solutions (NSS) group provides full-spectrum cyber operations, enterprise and mission information technology, intelligence operations support and operational infrastructure support through integrated engineering, adaptive processes and the expertise required to solve critical security challenges. The L-3 STRATIS division specializes in cybersecurity, intelligence and next-generation IT solutions for the Intelligence Community; the Department of Defense; U.S. federal civilian, state and local government agencies; and international customers. To learn more, visit L3stratis.com/state_local. **Web Address:** http://l-3nss.com
Sponsor of: Golf Tournament Hole & Taste of Maryland Reception. **SILVER CORPORATE PARTNER**

Law Offices of Norman D. Rivera, LLC: The Law Offices of Norman Rivera, LLC was formed in

3:15 pm - 4:45 pm	**Academy for Excellence in Local Governance Core Class**	Room 202/203

Public Information Act

What kind of information should be released to the public upon request? This class helps officials and staff at all levels who must deal with the public by informing them about the requirements of Maryland law on the handling of public records. This class includes real-life scenarios to further illustrate appropriate responses to request from the public or the press.

> **Speaker:** Adam Snyder, Esq., Chief Counsel, Opinions & Advice, Office of the Attorney General
>
> **Moderator:** The Honorable William Valentine, Commissioner, Allegany County

3:15 pm - 4:45 pm	**Special Session**	Room 208

LGAC's New Chesapeake Bay Watershed Agreement Briefing

A new Chesapeake Bay Watershed Agreement was signed on June 16, 2014. This new Agreement acknowledges that the long-term success of the Bay restoration effort will depend on local leadership. Join members of the Chesapeake Bay Partnership in a conversation about the new Chesapeake Bay Watershed Agreement. The discussion will be facilitated by Dave Dunmyer, Queen Anne's County Commissioner and member of the Local Government Advisory Committee (LGAC) to the Chesapeake Executive Council. Representatives of the Partnership will provide an overview of the Agreement and highlight specific Goals and Outcomes of interest to local governments.

> **Speakers:**
> - Joe Gill, Secretary, MD Department of Natural Resources
> - Rich Hall, Secretary, MD Department of Planning
> - Bob Summers, Secretary, MD Department of the Environment
> - Nick DiPasquale, Director, Chesapeake Bay Program Office
>
> **Moderator:** The Honorable David Dunmyer, Commissioner, Queen Anne's County and Member, Local Government Advisory Committee to the Chesapeake Executive Council (LGAC)

Future MACo Conference Dates

ANNUAL WINTER CONFERENCE
January 7-9, 2015
Hyatt Regency Chesapeake Bay Hotel
Cambridge
(Dorchester County)

ANNUAL SUMMER CONFERENCE
August 12 - 15, 2015
Roland Powell Convention Center
Ocean City
(Worcester County)

Wednesday, August 13, 2014

4:30 pm- 6:00 pm   **Discussion and Reception**   Room 201

Taming the Tiger of Workers' Compensation Costs

Sponsored by the Chesapeake Employers' Insurance Company

Ever wondered what drives workers' compensation costs and what counties can do as employers to keep costs down and employees safe? Learn about the factors considered in workers' compensation premiums, ways to help reduce workers' compensation costs, and issues currently affecting workers' compensation claims and costs. The Chesapeake Employers' Insurance Company (formerly the Injured Workers' Insurance Fund – IWIF), invites all county elected officials, administrators, and human resources personnel to join them for a reception and forum to discuss these questions. Meet your Chesapeake Employers' representatives over refreshments and then engage a panel of workers' comp experts. Come away with tools and solutions for your county.

   Speakers:
   - Tim Michels, COO, Chesapeake Employers' Insurance Company
   - Tina Thomas-Lyght, Senior Underwriter, Chesapeake Employers' Insurance Company
   - Dr. Stephen Fisher, Medical Advisor, Chesapeake Employers' Insurance Company

   Moderator: The Honorable Rick Pollitt, County Executive, Wicomico County

Thursday, August 14, 2014

7:00 am - 4:00 pm   Registration   Lower Level Foyer

7:00 am - 4:00 pm   Mobile App Display   Lower Level Foyer

Need to know how the MACoCon Mobile App works? Stop by the display across from the registration kiosks. Or, ask a MACo staff member for assistance. Download the app now by going to www.mdcounties.org/MobileMACo to access the schedule, session details, exhibitor and sponsor information, and maps all from your smartphone or tablet.

7:00 am - 4:30 pm   Attendee Break Room   Room 211
                     Sponsored by Software AG

Drop by to take a break. Need a quiet place to take a phone call? Hold an impromptu meeting? Respond to emails? Or, drop in to talk to Software AG about the great work they could do for your county or business. Enter to win a free application - see page 13 for more details.

7:30 am - 9:30 am   Continental Breakfast   Room 208/209 Foyer
                     Sponsored by the Law Offices of
                     Norman D. Rivera

7:30 am - 4:00 pm   Beverage Station   Upper Level Foyer
                     Sponsored by Urban Grid Solar

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

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

Local Government Insurance Trust (LGIT): A non-profit Trust created, owned and governed by Maryland local governments and endorsed by MACo to provide various liability and property insurance and health benefits coverages. **Web Address:** http://lgit.org **Booth #:** 507 *Sponsor of: Keynote Speaker & Book Discussion, Neck Wallets, Golf Tournament Hole, Crab Feast & Back Cover of Program. GOLD CORPORATE PARTNER*

Maryland Association of Community Colleges: At 16 Maryland community colleges, 22 campuses and more than 1,000 learning sites across the state, over 500,000 community college students annually pursue academic degrees, 130+ certifications in career and technical training, and diverse courses that refresh and develop career and life skills. Community college programs are designed for both full and part-time students, and include online learning opportunities, state-of-the-art facilities, and professional and adjunct teaching staff. Key partners in local economic development, Maryland community colleges deliver customized training designed to meet immediate, local labor needs and ensure the availability of a skilled workforce to attract new business employers. The Maryland Association of Community Colleges (MACC) is an advocate for the state's community colleges and the educational needs of the students they serve. For more information about MACC and Maryland's community colleges, visit www.mdacc.org or call (410) 974-8117. **Web Address:** www.mdacc.org **Booth #:** 504 *Sponsor of: Mobile App Badge & Crab Feast Coasters*

Maryland Broadband Cooperative: Maryland Broadband is a statewide Cooperative whose mission is to provide world class high speed internet services to un-served and underserved areas of Maryland through its membership. **Web Address:** http://mdbc.us *Sponsor of: Wireless Internet Connection*

Maryland Clean Energy Center: Powering Maryland's Clean Energy Economy - The Maryland Clean Energy Center was created in 2008 to encourage the transformation of the energy economy with programs that catalyze the growth of business, increase related "green collar" jobs, and make clean

Thursday, August 14, 2014

8:00 am - 9:00 am	Rural Counties Coalition Meeting & Breakfast (private)	Room 209
9:00 am - 10:00 am	**Welcoming Session & Keynote Address** *Sponsored by MACo's Bronze Corporate Partners and Exelon Generation*	Bayfront Ballroom

Trying Hard is Not Good Enough: Improving Quality of Life and Service Performance Through Results-Based Accountability

Keynote Speaker: Mark Friedman, Founder and Director, Fiscal Policy Studies Institute

Sponsored by the Local Government Insurance Trust (LGIT)

Internationally renowned author and speaker, Mark Friedman, will present a set of methods that can be used to improve the quality of life in communities, cities, counties, states, and nations; including everything from the well-being of children to the creation of a sustainable environment. Attend this session to learn about a framework that will help you get from talk to action quickly. Make a real, tangible difference, don't just try hard and hope for the best. Mark's methods have been used in over 40 states and seven countries outside the U.S. Participants will come away from this presentation with practical methods for taking action that are simple and common sense, that use plain language, produce minimum paper, and are actually useful to managers, community leaders and decision-makers.

Moderator: The Honorable Thomas G. Duncan, Council Member, Talbot County

10:00 am - 10:15 am	Coffee Break *Sponsored by Urban Grid Solar*	Upper Level Foyer
10:00 am - 10:15 am	**Exhibit Hall Grand Opening**	Lower Level Foyer

10:00 am - 4:30 pm   **Exhibit Hall A/B Open**

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

10:00 am - 6:30 pm   **Dockside Exhibit Hall Open**

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

energy technologies, products and services affordable, accessible, and easy to implement for Maryland residents. **Web Address:** http://mdcleanenergy.org ***Sponsor of: Crab Feast Beverage Cart & Stands***

Maryland Environmental Service: Maryland Environmental Service is an innovative and leading edge solver of environmental problems, a responsible and successful manager of environmental operations and a great place to work. Our mission is to provide operational and technical services to protect and enhance the environment for the people of Maryland. **Web Address:** http://menv.com **Booth #:** 127 ***Sponsor of: Welcoming Session & Mobile App Badge. BRONZE CORPORATE PARTNER***

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

Maryland World Class Consortia: The MWCC is a non-profit organization whose mission is to strengthen and grow the state and national economies through performance excellence. We help organizations of all types use world class techniques, such as lean and six sigma, to build competitive capability. Our collaborative includes state and local government, expert practitioners and service providers, and a diverse collection of member companies (manufacturing, aerospace and defense, engineering, financial service firms, health care providers, commercial and food products, and many others). We offer diagnostic, benchmarking and planning tools; educational workshops and programs; networking opportunities and speaker events; and consulting and financial implementation support. The Maryland World Class Consortia delivers business results. Explore our website: www.mwcmc.org. **Web Address:** http://mwcmc.org ***Sponsor of: Center 2-Page Spread in Program***

Maryland-Delaware-District of Columbia Beverage Association: Trade Association representing local soft drink bottlers and distributors. **Web Address: Booth #:** 1001 ***Sponsor of: General Sponsor***

Motorola Solutions, Inc.: Motorola Solutions, Inc. provides public safety and public service sector integration and communications solutions to the State of Maryland, 16 of its 23 Counties plus the Cities of Baltimore, Salisbury, and Annapolis. Motorola's portfolio of solutions includes wireless voice and 4G data systems, Computer Aided Dispatch, Records & Jail Management Systems, Mobile Data Software, Mobile Computing Hardware, Citizen Response Management (311) Systems, Wireless Broadband Networks, Video Surveillance Systems, and Interoperability Networks. Motorola Solutions is proud to be a Corporate Partner of the 2014 Maryland Association of Counties Conference. For more information on these solutions, please visit Booth #600. **Web Address:** http://motorolasolutions.com **Booth #:** 600 ***Sponsor of: Tote Bags, Taste of Maryland Reception, Golf Tournament Hole & Mobile App Badge Sponsor. SILVER CORPORATE PARTNER***

Musco Sports Lighting: Musco provides indoor and outdoor lighting solutions and makes sports lighting happen worldwide, featuring environmentally and budget friendly Light-Structure Green™. **Web Address:** http://musco.com **Booth #:** 234 ***Sponsor of: Thursday's Kids' Event***

NAIOP Maryland, Inc.: The Maryland Chapters of NAIOP represent more than 700 companies involved in commercial, industrial and mixed use real estate. Established in 1967 as the National Association of Industrial and Office Properties, today NAIOP is the nation's leading advocate for companies involved in commercial construction, land development, brokerage, property

10:00 am - 6:30 pm	Cyber Café Open	Dockside Hall

Sponsored by KCI Technology, Inc.

Check your email, print presentation materials, or engage in social media - internet-connected computers and printers are available courtesy of KCI Technology, Inc.

11:30 am - 1:30 pm	Buffet Lunch (ticket required)	Exhibit Halls

12:00 pm - 1:00 pm	Dept. of Social Services Directors Lunch (private)	Room 213

1:00 pm - 1:45 pm	**Federal Update with United States Senator Ben Cardin**	Room 215

Senator Cardin will share how the work of Congress will affect Maryland and speak with county elected officials about their top priorities in a town hall setting. Senator Cardin has been a national leader on health care, retirement security, the environment, and fiscal issues as a member of the U.S. Senate and House of Representatives. Senator Cardin was first elected to the U.S. Senate in 2006 and he was re-elected in 2012. He currently serves on the Environment and Public Works (EPW), Finance, Foreign Relations, and Small Business & Entrepreneurship committees. In the 113th Congress, he chairs the Water and Wildlife Subcommittee of EPW and he chairs the East Asian and Pacific Affairs Subcommittee of the Foreign Relations Committee.

> **Speaker:** The Honorable Ben Cardin, United States Senator from Maryland

> **Moderator:** The Honorable Jack Russell, President, St. Mary's County Board of Commissioners

2:00 pm - 3:00 pm	**AFFILIATE SESSIONS**

Pickleball and Rock Walls and WiFi, Oh My!	Room 203

Changing Expectations for County Recreation Departments
Sponsored by MACo's Parks & Recreation Affiliate
The public expects high quality services and recreational opportunities from county park and recreation departments. However, as public recreation preferences and expectations change over time, it can be challenging for a county to keep up. From providing wireless internet (WiFi) service and rock walls in recreational facilities to creating field space to accommodate a diverse set of league sports, county departments are being asked to provide an increasingly broad array of services. Panelists will discuss recent and emerging trends in public recreation and highlight how several counties have responded to meet these new needs.

> **Speakers:**
> - Paul Magness, Deputy Director, Harford County Department of Parks and Recreation
> - Christopher Merdon, Chief Information Officer and Director, Howard County Department of Technology and Communication Services
> - Michele Potter, President, Maryland Recreation and Parks Association and Director of Parks, Recreation, and Culture, City of Gaithersburg

> **Moderator:** The Honorable Michael Busch, Speaker, MD House of Delegates

management, finance, architecture, engineering and law. **Web Address:** www.naiopmd.org *Sponsor of: Welcoming Session. BRONZE CORPORATE PARTNER*

National Association of Counties (NACo) Financial Services: MACo is proud to sponsor the U.S. Communities™ Government Purchasing Alliance. U.S. Communities is the leading national government purchasing cooperative that reduces the cost of goods and services by aggregating the purchase power of public agencies nationwide. U.S. Communities provides participants with access to a broad line of competitively solicited contracts with national suppliers that have committed to providing their lowest overall public agency pricing. **Web Address:** http://uscommunities.org and http://naco.org **Booth #:** 317 *Sponsor of: Crab Feast Crab Mallets*

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

NORESCO, LLC: As one of the largest energy services companies in the U.S., NORESCO utilizes design-build and a variety of performance-based contracting vehicles to deliver energy and maintenance savings and significant infrastructure upgrades to existing facilities. These upgrades can be funded through cost savings that the projects generate, without the need for up-front capital expenditures by the customer. NORESCO has guaranteed more than $3 billion in energy and operating cost savings at more than 7,000 sites throughout the U.S. and worldwide. **Web Address:** http://noresco.com **Booth #:** 333 *Sponsor of: Golf Tournament Hole & Taste of Maryland Reception. SILVER CORPORATE PARTNER*

Pepco & Delmarva Power C&I Energy Savings Program: The Pepco and Delmarva Power C&I (Commercial & Industrial) Energy Savings Program encourages energy efficiency projects, large and small. From changing out light fixtures to replacing major mechanical equipment, Pepco and Delmarva Power provides Maryland customers cash incentives that reduce the initial cost of energy efficiency projects. These equipment and system upgrades improve your efficiencies, lower lifetime operating costs, and reduce your business's impact on the environment. **Web Address:** http://cienergyefficiency.pepco.com **Booth #:** 403 *Sponsor of: Golf Tournament Hole & Taste of Maryland Reception. SILVER CORPORATE PARTNER*

PNC Bank, N. A.: Banking, financial services. **Web Address:** http://pnc.com *Sponsor of: Welcoming Session. BRONZE CORPORATE PARTNER*

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

Presidio: At Presidio, we think, architect, implement and support the practical reality of IT every day.We make it possible for our clients to harness the limitless power of IT to drive their business forward. By taking the time to deeply understand how your business works we architect transparent, enduring technology solutions that meet your immediate needs – and prepare you for tomorrow. Presidio partners with industry leaders to develop and support the answers to our clients' IT challenges. We've earned the highest certifications from all of our strategic partners. As one of the largest solutions providers in the U.S., we combine experience and stability with regional

2:00 pm - 3:00 pm   **AFFILIATE SESSIONS, continued**

Going the Distance – Building the "Last Mile" of Broadband   Room 204
Infrastructure
Sponsored by MACo's Administrators Affiliate
As technology improves, businesses and citizens across Maryland need the capability to communicate and locate information at faster speeds. However, the build-out of broadband networks to allow for this type of communication can be costly, especially in areas where populations and potential customers are less dense. This session will focus on the importance of broadband infrastructure and overcoming deployment challenges; panelists will discuss cost-effective solutions for going the last mile.
Speakers:
- Andrew Afflerbach, PhD, Chief Executive Officer and Director of Engineering, CTC Technology and Energy
- Tyler C. Patton, Vice President, Public Affairs, MD Broadband Cooperative
- Beth Thomas, Information Technology Coordinator, Allegany County
- John Lyons, Cable Television Administrator, Anne Arundel County

Moderator: The Honorable Sheila E. Hixson, MD House of Delegates

The Opioid Epidemic, Part 1:   Room 205
A Public Health Response to the Opioid Problem
Sponsored by MACo's Health Officers Affiliate
Opioid abuse and overdoses are reaching epidemic proportions across the country and within Maryland, but much debate remains as to how to best address this difficult issue. From medical treatments such as Methadone, Suboxone, and Narcan, to public education campaigns and prescription drug drop- off boxes, there is a wide breadth of strategies to tackle the problem from all fronts. In this session, panelists will address the opioid epidemic from a public health perspective and discuss what is currently being done in jurisdictions across Maryland, how it's being done, and why.
Speakers:
- Yngvild Olsen, M.D., M.P.H., Medical Director, Institutes for Behavior Resources/REACH Health Services
- Jinlene Chan, M.D., M.P.H., Acting Health Officer, Anne Arundel County Department of Health
- Craig Stofko, M.Ed, LCADC, Health Officer, Somerset County

Moderator: The Honorable John Olszewski, Jr., MD House of Delegates

Is Your County Under Water? Understanding the National   Room 206
Flood Insurance Program "Community Rating System"
Sponsored by MACo's Administrators, Budget & Finance, and Planners Affiliates
The passage of Biggert Waters 2012 and Homeowner Flood Insurance Affordability Act of 2014 revised federal flood insurance law, creating opportunities for cost-savings. The National Flood Insurance Program's Community Rating System (CRS) is one of the actions a community can take, on behalf of their residents and business

expertise and service, so you can rest assured we'll be there to help you locally with the ability to cover your global business needs. We are not just trusted partners, we enable new thinking. **Web Address:** http://presidio.com **Booth #:** 522 *Sponsor of: Welcoming Session.*
BRONZE CORPORATE PARTNER

Princess Royale: The Princess Royale Oceanfront Family Resort & Condominiums is one of the premier Ocean City Maryland hotels. Our hotel is the largest all suite resort offering the ultimate in accommodations. Located on white sandy beaches of Ocean City Maryland, we offer a variety of accommodations from spacious two room suites with fully equipped kitchenettes directly overlooking the beautiful Atlantic Ocean to suites overlooking our indoor heated swimming pool, hot tubs, saunas and four-story glass oceanfront tropical atrium. We also offer two and three bedroom oceanfront condominiums making the Princess Royale ideal for family vacations, romantic getaways and business travelers. **Web Address:** http://princessroyale.com *Sponsor of: Half Page Ad*

Royal Plus, Inc.: Royal Plus Disaster Kleenup - Royal Plus specializes in repairing damage to homes and businesses caused by wind, water, fire, mold and various other natural and manmade causes. We work to restore your property to full operations with minimal downtime. Our technicians are trained in disaster response and are mobilized to a scene within hours. We operate out of 3 locations in Florida and 5 locations in MD, DE & VA. 24/7 Emergency Service. 866-404-PLUS (7587), www.royalplus.com **Web Address:** http://royalplus.com **Booth #:** 626 *Sponsor of: Full Page Ad*

Schaefer Center for Public Policy: Schaefer Center for Public Policy - Consultants to government, providing strategic planning, evaluation and analysis, survey research, managing for results, and management training to government and non-profit organizations.
Web Address: http://scpp.ubalt.edu **Booth #:** 205 *Sponsor of: Full Page Ad*

Software AG: Software AG assists government agencies in optimizing and modernizing their existing technology to increase the speed of digitizing government, making decisions, and achieving results faster. Our software and services strategically transform organizations — and closely align both business and IT teams around common and achievable business goals. We are focused on supporting agencies and departments of every size, unlock and increase their potential and agility making their IT investments more flexible and citizen-focused. Building on over 40 years of customer-centric innovation, the company is among the top 10 fastest-growing technology companies in the world and is ranked as a "leader" in fifteen market categories. Software AG is fueled by our core product families of SoftwareAG Live, which includes AgileApps Live, Process Live, and application portfolio management. **Web Address:** http://softwareag.com *Sponsor of: Breakroom*

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

Stantec: We're active members of the communities we serve. That's why at Stantec, we always design with community in mind. The Stantec community unites more than 13,000 employees working in over 200 locations. Our work - professional consulting in planning, engineering, architecture, interior design, landscape architecture, surveying, environmental sciences, project management, and project economics - begins at the intersection of community, creativity, and client relationships. With a long-term commitment to the people and places we serve, Stantec has the

2:00 pm - 3:00 pm   **AFFILIATE SESSIONS, continued**

owners, to lower flood insurance costs. Panelists in this session will discuss what activities are creditable under the CRS, the role of county officials, and how counties apply for CRS. Only 5% of all National Flood Insurance Program communities belong to CRS, but even those not currently enrolled in the program can take away great ideas on floodplain management and risk reduction within their communities.

Speakers:
- Kevin Wagner, Natural Resources Planner, MD Dept. of the Environment
- Mari Radford, CFM, Mitigation Planner/CRS Coordinator, FEMA Region 3

Moderator: The Honorable Charles Fisher, Vice President, Somerset County
     Board of Commissioners

Financial Literacy - Building Successful Futures   Room 209
Sponsored by MACo's Budget & Finance Affiliate

Financial literacy focuses on obtaining the skills necessary to make informed and effective decisions when managing financial resources. These skills may vary from paying bills and balancing a check book, to saving for college and retirement. This session will discuss the importance of starting our children off on the right foot, saving for college, and ensuring financial security in retirement.

Speakers:
- The Honorable Peter Franchot, Comptroller of Maryland
- Joan Marshall, Executive Director, Maryland College Savings Plan
- Carlo L. Cordasco, Jr., CRPC, Income Planning Specialist, Nationwide Financial
- Robin McKinney, Executive Director, Financial Education and Capability Commission

Moderator: The Honorable Kathy Klausmeier, Maryland State Senate

3:00 pm - 3:30 pm   Ice Cream & Fruit Break   Exhibit Hall A/B
Sponsored by Exelon Generation

3:30 pm - 4:30 pm   Dockside Hall Closes for Reception Preparation

3:30 pm - 4:30 pm   **AFFILIATE SESSIONS**

That's My Right! Responding to Constitutional Challenges   Room 203
Sponsored by MACo's Attorneys Affiliate

Counties are faced with a myriad of potential legal and litigation challenges on a daily basis. But constitutional disputes can pose unique challenges as they deal with core fundamental rights and often evoke high citizen and media interest. Panelists will discuss several common scenarios and recently publicized issues, including prayer at legislative meetings, use of public facilities by controversial groups, and potential county liability for police brutality and discrimination claims against sheriff's departments. The panelists will provide an overview of each issue and advice on how a county should respond when faced with such a claim.

unique ability to connect to projects on a personal level and advance the quality of life in communities across the globe. **Web Address:** http://stantec.com *Sponsor of: General Sponsor*

The Original Greene Turtle & The Blue Ox: The Original Greene Turtle is the locals' favorite sports bar and grille and great for families too. The Blue Ox Bar & Grill has something for everyone. **Web Address:** http://facebook.com/OriginalGreeneTurtle *Sponsor of: Golf Tournament Giveaways & Half Page Ad*

UnitedHealthcare Insurance Company: UnitedHealthcare of Maryland is a health care company focused on improving the health of local communities. UnitedHealthcare is headquartered in Rockville, MD and is an operating division of UnitedHealth Group. As the largest single health carrier in the United States we stand committed to our mission of greater quality and affordability, while maintaining access to the health care system. This mission, and our people, are dedicated to serving our customers as we continue to support healthier decisions that create a higher level of well-being for everyone. **Web Address:** http://uhc.com **Booth #:** 228 *Sponsor of: Full Page Ad*

University of Maryland Extension: The only grassroots organization of its kind in the state, University of Maryland Extension (UME) applies land-grant university knowledge and resources to solve practical problems for Maryland citizens. Our Mission: Increase economic prosperity, improve the environment, and enhance quality of life. University of Maryland Extension's programs affect the lives of people throughout the state – in urban, suburban, and rural communities. **Web Address:** http://extension.umd.edu **Booth #:** 101 *Sponsor of: Inside Front Cover of Program*

Urban Grid Solar: Urban Grid specializes in the turnkey development and finance of solar photovoltaic projects (500 kW to 5MW) throughout the United States. Urban Grid's 20-25 year Power Purchase Agreements (PPAs) are designed to generate consistent operating performance and predictable economic benefit to our clients. The Urban Grid team brings together seasoned finance and construction professionals to provide the highest quality solar installation and offer the best financial solution for commercial, educational, government and non-profit organizations. **Web Address:** http://urbangridco.com **Booth #:** 606 *Sponsor of: All-Day Beverage Stations*

Washington Gas Energy Services: Washington Gas Energy Services, Inc. (WGES) is one of the largest and most experienced natural gas and electricity suppliers in the Mid-Atlantic region. Over 350,000 commercial and residential customers in Maryland, Virginia, Delaware, Pennsylvania and the District of Columbia depend on WGES to supply their energy needs. **Web Address:** http://wges.com **Booth #:** 700, 701 *Sponsor of: Golf Tournament Hole, Taste of Maryland Reception & Mobile App Badge. SILVER CORPORATE PARTNER*

Waste Management / Wheelabrator: Full service solid waste and recycling services company including collection, processing, hauling, disposal, recycling and waste-to-energy. **Web Address:** http://wm.com **Booth #:** 328, 329 *Sponsor of: Golf Tournament Hole, Crab Feast & Mobile App Badge. GOLD CORPORATE PARTNER*

Wells Fargo: Wells Fargo & Company is a diversified financial services company providing banking, insurance, investments, mortgage, and consumer and commercial finance through more than 10,000 stores and 12,000 ATMs and the Internet (wellsfargo.com and wachovia.com) across North America and internationally. Our vision: We want to satisfy all our customers' financial needs, help them succeed financially, be the premier provider of financial services in every one of our markets, and be known as one of America's great companies. **Web Address:** http://wellsfargo.com *Sponsor of: Welcoming Session. BRONZE CORPORATE PARTNER*

Wexford Health: Based on over 20 years of industry experience, Wexford Health's cost-effective, clinically sound programs manage health care costs while maintaining quality of care. Contact us to learn how our medical, mental health, pharmacy, dental, telemedicine, and utilization management programs can help control your clinical and administrative costs. **Web Address:** http://wexfordhealth.com **Booth #:** 601 *Sponsor of: Half Page Ad*

3:30 pm - 4:30 pm   **AFFILIATE SESSIONS, continued**

Speakers:

- The Honorable Robin Frazier, Commissioner, Carroll County
- Charles Thompson, Jr., Executive Director/General Counsel, International Municipal Lawyers Association
- John Breads, Jr., Director of Legal Services, Local Government Insurance Trust
- Jason Allison, County Attorney, Cecil County

Moderator: The Honorable Brian Feldman, MD State Senate

In the Wake of Detroit: Public Pension Liabilities   Room 204

Sponsored by MACo's Human Resources Affiliate

Pensions have made national headlines in recent years, and notably as part of the City of Detroit's bankruptcy proceeding. In that case, pension liabilities were cited as a cause of the City's fiscal demise, and as a financial commitment that could not be entirely avoided, even in bankruptcy. In this session, panelists will discuss the Detroit case, the State of Maryland and county pension systems, and strategies that have been successfully employed for reducing liabilities in those systems.

Speakers:

- Elizabeth K. Kellar, President/CEO, Center for State and Local Government Excellence
- Anne E. Gawthrop, Esq., Director of Legislative Affairs, Maryland State Retirement Agency
- Kristin Barcak, Ten-Year Financial Plan Manager, Baltimore City

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

The Opioid Epidemic, Part 2:   Room 205
A Public Safety Response to the Opioid Problem

Sponsored by MACo's Health Officers Affiliate

Opioid abuse has become a serious threat to public safety in Maryland. Law enforcement officers on local, state, and regional levels are working to stem the flow of illicit opioids into the state and put an end to drug-related violence. Efforts to curb opiate-related deaths include some jurisdictions training first-responders to carry life-saving drugs to help stop an overdose. In part two of this two-part session, participants will learn more about what is currently being done from a public safety perspective to combat the opioid epidemic across Maryland jurisdictions.

Speakers:

- Major James R. Pyles, Commander, Northern Command, Criminal Enforcement Division, Maryland State Police
- Glen Fueston, Director of the Investigative Support Center (ISC), Washington/Baltimore, High Intensity Drug Trafficking Area (HIDTA)
- Kevin Davis, Chief of Police, Anne Arundel County Police Department

Moderator: The Honorable David Rudolph, MD House of Delegates

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Wear Your Conference Name Badge!

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

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

Thank you, Ocean City!

Thanks to MACo's Silver Corporate Partners for Sponsoring the <u>Taste of Maryland Reception!</u>

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3:30 pm - 4:30 pm   **AFFILIATE SESSIONS, continued**

Creative and Collaborative Transportation Solutions
to Meet Citizen Needs

A   Room 206

Sponsored by MACo's Engineers Affiliate

Counties face multiple struggles in meeting citizen transportation needs. Heavily populated areas may struggle to provide sufficient transit routes, while less dense areas may struggle with structuring routes to meet citizen needs. This panel will explore regional and other approaches to achieve efficiency within and across jurisdictional boundaries and ways to help citizenry better understand their transportation options.

> **Speakers:**
> - Beth Kreider, Director, Locally Operated Transit Systems, MD Transit Administration
> - George G. Cardwell, Planning Administrator, Office of Planning & Zoning/ Transportation Division, Anne Arundel County
> - John Powell, Transportation Administrator, Howard County
> - Jessica Monahan, Associate Legislative Director, National Association of Counties (NACo)
>
> **Moderator:** The Honorable Frank Turner, MD House of Delegates

Trying Hard is Not Good Enough –   Room 214
A Book Discussion with Keynote Speaker Mark Friedman

Sponsored by MACo's Administrators Affiliate

Join Keynote Speaker and author Mark Friedman for a discussion of his book Trying Hard is Not Good Enough: How to Produce Measurable Improvements for Customers and Communities. Participants will delve deeper into the idea of a "cleaner, simpler, more practical" approach to leadership and getting results. Discuss this book with Mark and other conference attendees and come away with even more ideas and practical methods to put in place when you return home from the conference.

> **Speaker:** Mark Friedman, Director, Fiscal Policy Studies Institute
>
> **Moderator:** The Honorable Deborah Davis, Commissioner, Charles County

4:30 pm   Exhibit Hall A/B Closes

4:30 pm - 6:30 pm   **Taste of Maryland Reception** (ticket required) Dockside Hall
                     Sponsored by MACo's Silver Corporate Partners and BGE

Join us to sample Maryland's local food and beverage bounty! Wine, cheese, and more will be featured from local producers around the state as we celebrate Maryland's tourism industry.

4:30 pm - 6:30 pm   **Kids' Party** (registration required)   Room 208
                     Sponsored by Musco Sports Lighting

Children of registered conference participants can enjoy childcare and entertainment provided by OC Parks & Rec while their parents enjoy the Taste of Maryland Reception. Registration is required—walk-ins will not be accepted. Contact vwhite@mdcounties.org.

7:00 am - 2:30 pm	Registration	Lower Level Foyer
7:00 am - 2:30 pm	Mobile App Display	Lower Level Foyer
7:00 am - 3:30 pm	Attendee Break Room **Sponsored by Software AG**	Room 211

Drop by to take a break. Need a quiet place to take a phone call? Hold an impromptu meeting? Respond to emails? Or, drop in to talk to Software AG about the great work they could do for your county or business. Enter to win a free application - see page 13 for more details.

7:30 am - 8:30 am	County Administrators Affiliate Meeting	Room 213
7:30 am - 8:45 am	County Elected Officials Forum & Breakfast (ticket required)	Room 217
8:30 am - 10:00 am	Continental Breakfast **Sponsored by the Law Offices of Norman D. Rivera**	Exhibit Halls, Upper Level Foyers
8:30 am - 3:30 pm	Beverage Station **Sponsored by Urban Grid Solar**	Exhibit Halls, Upper Level Foyers

9:00 am - 2:00 pm	Exhibit Halls Open

Over 220 booths await you in our two exhibit halls. Explore Hall A/B to visit with representatives from various State departments, nonprofit organizations, and commercial businesses. You'll find our counties, tourism, and economic development booths in Dockside Hall, where we are showcasing Maryland as a tourism destination!

9:00 am - 2:00 pm	Cyber Café Open **Sponsored by KCI Technologies, Inc.**	Dockside Hall

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Don't forget about the Cyber Café in Dockside Hall!
Check your email, print documents, check in with your
constituents through Facebook and Twitter.
Cyber Café provided courtesy of KCI Technologies, Inc.

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Maryland Association of Counties

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Friday, August 15, 2014

9:00 am - 10:30 am   **General Session**   Bayfront
                                                             Ballroom

Counties on the Cutting Edge
As the policy challenges faced by county governments continue to grow in scope and complexity, more than ever counties are being forced to "think outside the box" and implement innovative responses. Panelists will highlight cutting edge solutions created by counties to address a variety of thorny policy issues, both across the nation and within Maryland.

Speakers:
- Emilia Istrate, PhD, Director of Research and Outreach, NACo
- Julie Pippel, Director, Washington County Division of Environmental Management
- Daniel Hoffman, Chief Innovation Officer, Montgomery County
- Gregg Todd, County Administrator, Queen Anne's County
- Julia Day, Deputy Commissioner of Land Reources, Baltimore City Housing Dept.
- Beth Thomas, Coordinator of Information Technology, Allegany County

Moderator: The Honorable C.A. Dutch Ruppersberger,
            United States Representative, Second Congressional District

10:30 am - 10:45 am   Coffee Break   Upper Level
                      Sponsored by Urban Grid Solar   Foyer

10:45 am - 12:00 pm   **General Session**   Bayfront
                                                             Ballroom

Doubling Your Dollars and Outcomes -
Innovative Approaches for Funding and Financing Projects
The economy and limited resources have forced counties to think creatively when identifying approaches and funding for projects and programs. While there are many financing approaches and grant programs available, identifying and understanding them can be a complicated and time-consuming process. This session will highlight financing options and methods for identifying available resources to stretch your dollars and achieve greater outcomes.

Speakers:
- The Honorable Kevin Kamenetz, County Executive, Baltimore County
- Teno West, Partner, Pannone, Lopes, Devereaux, & West
- Liya Shuster, Associate, Advisory Services, Third Sector Capital Partners
- Karl Kalbacher, Director of Grants, The Ferguson Group

**Moderator:** The Honorable Adrienne Jones, MD House of Delegates

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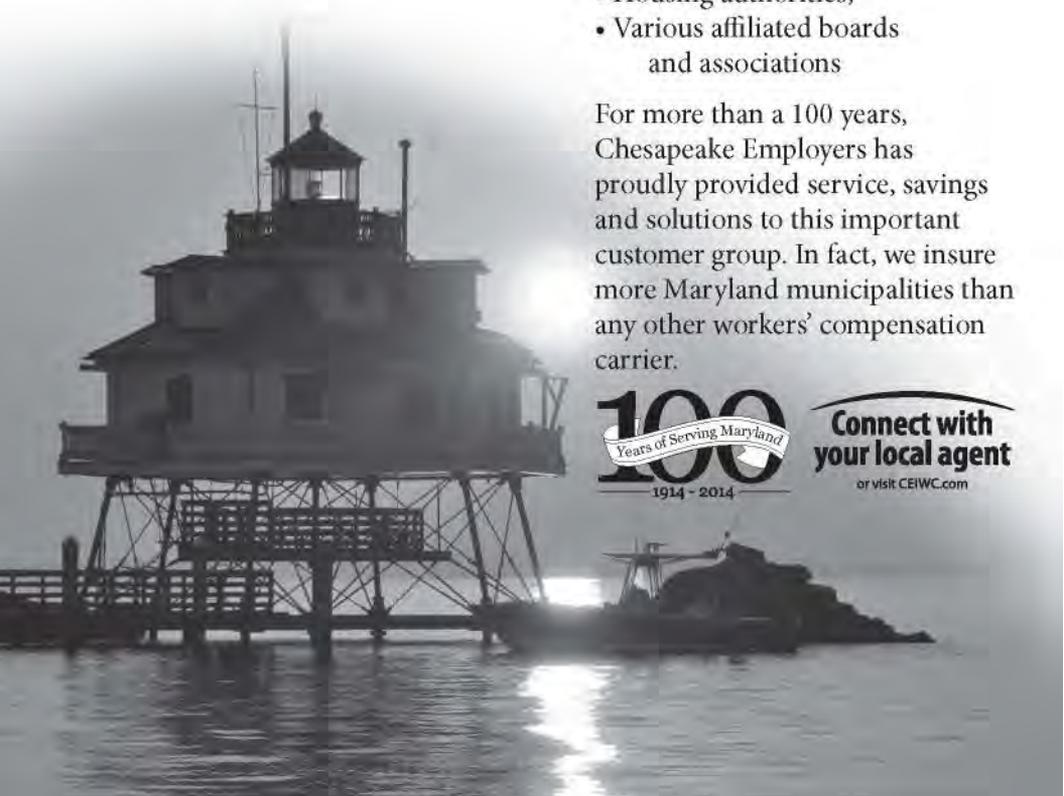
Friday, August 15, 2014

11:30 am - 1:00 pm   Buffet Lunch (ticket required)   Exhibit Halls

12:00 pm - 1:00 pm   **Affiliate & Interest Group Lunches** (ticket required)

Budget & Finance Affiliate Meeting & Lunch	Room 207
County Attorneys Affiliate Meeting & Lunch	Room 210
Human Resources Affiliate Meeting & Lunch	Room 209
(sponsored by Business Health Services)	
Human Services Affiliate Meeting & Lunch	Room 213
Upper Shore Regional Council Meeting & Lunch	Room 208
Maryland County Officials Diversity Caucus Luncheon	Room 215
Women of MACo Luncheon	Room 217

1:00 pm - 2:00 pm   **AFFILIATE SESSIONS**

Federal Funding for County Causes: Working with Congress   Room 202

Sponsored by MACo's Budget & Finance Affiliate

In this session, Congressional staff to Senator Barbara Mikulski will share how federal policy and funding assist infrastructure repair and development in Maryland. A representative of the National Association of Counties (NACo) will describe the effect of federal legislation and funding on county infrastructure projects nationwide and how to get more involved in NACo on current policy issues. Panelists will describe federally-funded projects currently underway in Maryland counties, legislative efforts in Congress to address aging infrastructure, and how to work with your federal partners to address needs in your community.

   Speakers:
- Lori Albin, State Director, Office of United States Senator Barbara Mikulski
- Jessica Monahan, Associate Legislative Director, NACo
- Xan Fishman, Senior Legislative Assistant, Office of United States Representative John Delaney

   Moderator: The Honorable Ike Leggett, County Executive, Montgomery County

Human Trafficking: Channeling Human Services to Challenging Populations   Room 203

Sponsored by MACo's Human Services Affiliate

Human trafficking is one of the fastest growing and profitable criminal enterprises in the world. Victims of this modern-day form of slavery often include children or adults forced, coerced, or deceived into the sex trade, child exploitation, or forced labor and services. According to a report from the Abell Foundation, Maryland sits at the heart of a multi-state trafficking circuit. As this problem grows, so must strategies to rescue and assist the victims. In this session, panelists will discuss human trafficking in Maryland, along with the challenges and different approaches to providing assistance and services to the victims.

1:00 pm - 2:00 pm   **AFFILIATE SESSIONS, continued**

Speakers:
- Christine Dolan, Broadcasting & Print Investigative Journalist, Former Political Director at CNN
- Milton Orellana, Detective, Easton Maryland Department of Police
- D. Michael Lyles, Executive Director, Prince George's County Department of Human Relations
- Amanda Rodriguez, Human Trafficking Policy Advisor, Governor's Office of Crime Control and Prevention

Moderator: The Honorable Kriselda Valderrama, MD House of Delegates

Is IRR Maryland's Next Big Land Use Policy?   Room 204
Sponsored by MACo's Planners Affiliate
During the 2014 interim, the Maryland Sustainable Growth Commission has been working on a proposed policy for Infill, Redevelopment, and Revitalization (IRR) that could guide future State funding decisions for infrastructure and services. The IRR policy will consider a broad variety of planning and regulatory reforms at both the State and local level. If properly implemented, such a policy could further advance reasonable Smart Growth goals while acknowledging regional differences and local planning decisions. However, a poorly crafted IRR policy could ignore regional differences, create "winners and losers," and erode local land use autonomy. Panelists will discuss the status and key components of the IRR policy, including potential effects on county governments.

Speakers:
- Jon Laria, Chair, Maryland Sustainable Growth Commission
- Sandy Coyman, Inspections Officer, Talbot County Dept. of Permits and Inspection
- Frank Hertsch, President, Morris and Ritchie Associates

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

Fixing Bail Without Breaking Jail   Room 205
Sponsored by MACo's Corrections Affiliate
In the wake of the Maryland Court of Appeals' Richmond v DeWolfe decision establishing the right to indigent representation at preliminary bail hearings, the State is still working toward revamping the system to comply with the rulings. The one-year $10 million stopgap funding in place for FY 15 to fund court-appointed attorneys includes an unprecedented requirement for counties to pick up the tab after the money runs out. With no long-term policy solution to Maryland's court-ordered changes to its bail system, many questions and kinks remain. Panelists in this session will discuss potential solutions for FY 16 and beyond.

Speakers:
- Chief Judge John P. Morrisey, District Court of Maryland
- Scott Shellenberger, State's Attorney, Baltimore County
- Capt. Michael R. Merican, President, Maryland Correctional Administrators Association (MCAA); Commander, Corrections Division, St. Mary's County Detention Center

Moderator: The Honorable Kathleen M. Dumais, MD House of Delegates

1:00 pm - 2:00 pm   **AFFILIATE SESSIONS, continued**

Combating Invasive Threats –   Room 206
Protecting Data Against Spamware and Malware
Sponsored by MACo's Budget & Finance Affiliate
Every day we hear of another security breach that has compromised personal identity and financial information. In the days of spamware and malware, counties need to be extremely cautious that systems are in place to protect data from these attacks. This session will provide an overview of the data threats and discuss technology solutions to ensure county and financial data are secure and that controls are in place.

  Speakers:
  - Alan Hale, Senior Vice President; Sr. Fraud Policy Strategist, Bank of America
  - Lee Waskevich, Security Practices Director, ePlus Technology

  Moderator: The Honorable Susan Lee, MD House of Delegates

2:00 pm - 2:15 pm   Coffee Break   Upper Level
                      Sponsored by Urban Grid Solar   Foyer

2:15 pm - 3:15 pm   **AFFILIATE SESSIONS**

What You Need to Know About the Fair Housing Act   Room 205
Sponsored by MACo's Planners Affiliate
As recipients of Community Development Block Grant (CDBG) funds from the U.S. Department of Housing and Urban Development (HUD), Maryland's counties certify every year that they are "affirmatively furthering fair housing." Over the past five years, HUD and advocates have stepped up enforcement efforts on this obligation, and local governments have come under greater scrutiny, even forfeiting CDBG funds on occasion. During this session, a national fair housing expert will give a presentation on this Fair Housing Act duty and on HUD's new Disparate Impact Rule and local experts and officials will discuss what these developments mean for Maryland's counties.

  Speakers:
  - Timothy M. Smyth, Relman, Dane & Colfax, PLLC
  - Kathleen Koch, Executive Director, Arundel Community Development Services
  - Elizabeth Glenn, Deputy Planning Director, Baltimore County

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

Changing Tides: New Opportunities Through the   Room 204
Bay Restoration Fund
Sponsored by MACo's Environmental Health Affiliate
The Bay Restoration Fund (BRF) has been an important source of county government funding for upgrading both waste water treatment plants and failing septic systems. Legislation passed during the 2014 General Assembly Session expands the ability of county governments to access BRF monies when hooking up failing septics to treatment plants or enforcing septic system requirements for best available nutrient

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2:15 pm - 3:15 pm   AFFILIATE SESSIONS, continued

removal technology. Further changes are anticipated to the BRF funding stream in 2017 as the majority of major wastewater treatment plant upgrades are completed and Maryland's progress in meeting its Chesapeake Bay water pollution goals are reevaluated. Panelists will discuss the new funding opportunities available under the BRF and the likely future changes to the Fund.

Speakers
- Jag Khuman, Director, Water Quality Financing Administration, MDE
- Kerry Topovski, Director, Anne Arundel County Division of Environmental Health
- Erik Fisher, Maryland Land Use Planner, Chesapeake Bay Foundation

Moderator: The Honorable Maggie McIntosh, MD of Delegates

Alzheimer's, Autism, and Dementia: Room 203
Improving Endangered Missing Persons Response
Sponsored by MACo's Aging Affiliate

Current research indicates a dramatic increase in the diagnoses of autism and cognitive disabilities affecting the aging population. This trend will affect our communities and our local resources in particular ways. Representatives of AARP and the Pathfinders for Autism will discuss the increase of persons with these cognitive disabilities in our communities. Montgomery County and the Maryland Police Training Commission will describe their comprehensive approaches to the growing number of cases of Missing Persons with Alzheimer's, Autism, and Dementia.

Speakers:
- Sarah Lenz Lock, Senior Vice President for Policy, AARP Policy, Strategy, and International Affairs (PSI)
- Laurie Reyes, Police Officer, Montgomery County Department of Police
- Shelly McLaughlin, Director of Communications, Pathfinders for Autism

Moderator: The Honorable Benjamin Kramer, MD State Delegate (invited)

A Conversation with Governor Parris Glendening   Room 201
Sponsored by MACo's Environmental Health Officers Affiliate

As Governor of Maryland from 1995-2003, Glendening promoted tax reform, economic development, and environmental protection. Prior to becoming Governor, he was a local elected official in many capacities: a city Councilman in Hyattsville; a Council Member in Prince George's County; the County Executive in Prince George's County for three consecutive terms; and President of MACo from 1986-1987. Join Governor Parris N. Glendening for his reflections on his years of service and his insight into today's policy areas of interest for county governments. This discussion will be moderated by Phil Tilghman, former Wicomico County Council Member and current public access TV host, whose "One on One" program regularly explores topics with Eastern Shore public figures.

Speaker: The Honorable Parris N. Glendening, Governor of Maryland (1995-2003); President, Smart Growth America's Leadership Institute

Moderator: Phillip L. Tilghman, One on One Host, PAC (Public Access Channel) 14

2:15 pm - 3:15 pm   **AFFILIATE SESSIONS, continued**

Counties Going Green –   Room 206
A Guide to Sustainable Purchasing
Sponsored MACo's Budget & Finance Affiliate

As companies continue to make more environmentally friendly products, purchasing officials must have the proper skills to evaluate these products in terms of cost and effectiveness. This training session will offer best practices for sustainability and help you select products that offer the best value, not only in terms of cost and performance, but for the health of fellow employees and our environment.

     Speaker: Anne Jackson, Sustainability Officer, MD Dept. of General Services
     Moderator: The Honorable Steven J. Arentz, MD House of Delegates

3:15 pm - 4:15 pm   **Governor's Cabinet Reception**   Room 209
                    Sponsored by BGE and Corvias Communications

5:00 pm - 8:00 pm   **Crab Feast** (ticket required)   South Parking Lot
                    Event sponsored by MACo's Gold Corporate Partners
                    Beverage Carts & Stands sponsored by the Maryland Clean Energy Center
                    Cups sponsored by AARP
                    Crab mallets sponsored by the National Association of Counties (NACo)

Saturday, August 16, 2014

7:00 am - 10:30 am	Registration	Lower Level Foyer
7:00 am - 10:30 am	Mobile App Display	Lower Level Foyer
7:00 am - 12:15 pm	Attendee Break Room ***Sponsored by Software AG***	Room 211
7:30 am - 9:30 am	Continental Breakfast ***Sponsored by the Law Offices of Norman D. Rivera***	Upper Level Foyer
9:00 am - 9:30 am	MACo Business Meeting	Room 201/202
9:30 am - 11:00 am	**Education General Session**	Room 201/202

Common Core in the Classroom

Our schools are currently in the midst of a fundamental transition. The national Common Core Standards aim to ensure all students are ready for success after high school, by establishing clear, consistent guidelines for what every student should know and be able to do in math and English language arts from kindergarten through 12th grade. The proposed standards mark a departure from the content of what our children learn and a new approach to how they will learn it. A panel of experts will

9:30 am - 11:00 am   **Education General Session, continued**

discuss the effects of this change on Maryland's K-12 school community, from the perspectives of teachers, parents, and administrators.

Speakers:
- Lillian M. Lowery, Ed.D., Maryland State Superintendent of Schools, Maryland State Department of Education
- Betty Weller, President, Maryland State Education Association
- Raymond Leone, President, Maryland PTA (invited)

Moderator: The Honorable John Bohanan, MD House of Delegates

9:30 am - 11:00 am   **Public Safety General Session**   Room 203/204

Mutual Aid: County-State-Nation Partnerships in Public Safety Technology

Advances in communications, dispatch, and records management technologies can enhance state, local, and national public safety response. This past legislative session, MACo championed the creation of a governance body for the Maryland FiRST Interoperable Public Safety Radio System. In this session, representatives of the MD FiRST, CAD/RMS, and FirstNet programs will describe the opportunities for county governments to partner with the State to improve their own communications and enhance the State's public safety coordination. A representative of L3 National Security Solutions will provide perspective interoperable solutions and policies based on several decades developing systems for public and private sector clients in the US and abroad.

Speakers:
- Kenneth R. Coppage, Director, Statewide Radio System, MD Department of Information Technology
- Lori Romer Stone, Maryland Broadband Coordinator, Statewide Interoperability Program Management Office
- John K. Hasenei, Asst. Bureau Chief/Commander Technology & Information Mgmt. Command, Maryland State Police
- Michael Kiron, Senior Solutions Architect, L-3 National Security Solutions

Moderator: The Honorable Nicholaus R. Kipke, MD House of Delegates

11:00 am - 11:15 am   Coffee Break   Upper Level Foyer
         Sponsored by Urban Grid Solar

11:15 am - 12:15 pm   **Gubernatorial Forum**   Bayfront Ballroom

With the general election only a few months away, MACo is honored to have both gubernatorial candidates with us to participate in a gubernatorial forum. Conference participants will have the opportunity to hear from the Democratic and Republican parties' candidates on issues of importance to county government.

Speakers:
- Lt. Governor Anthony Brown, Democratic Candidate for Governor
- Larry Hogan, Republican Candidate for Governor

Moderator: Jeff Salkin, Host of *State Circle, Maryland Public Television*

12:15 pm   Adjournment

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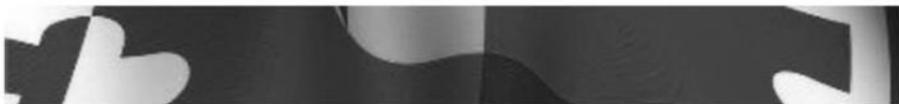**6994 Columbia Gateway**
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2014 Exhibits

MACo is pleased to offer a variety of commercial, county and State agency exhibitors as part of the 2014 Annual Summer Conference. These exhibitors have devoted a great deal of time and effort in the preparation of their displays. Please visit each one in both Exhibit Hall A/B and Dockside Hall to say hello and thank you.

Exhibit Hall Hours

Thursday	Dockside Hall: 10:00 am - 3:30 pm
	& 4:30 pm—6:30 pm
	Exhibit Hall A/B: 10:00 am - 4:30 pm
Friday	Both Exhibit Halls: 9:00 am - 2:00 pm

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

AARP Maryland - Booth # 532 - AARP believes age and experience can expand your possibilities. AARP creates and connects you to unique tools and programs, helps saves its members money, and tackles the issues that matter most to individuals, families and the community. What we do might surprise you. We're all about real possibilities. For more information, visit www.aarp.org/md, 200 St. Paul Place, Suite 2510, Baltimore, MD 21202, (410) 895- 7604, mkulick@aarp.org. 200 St. Paul St., Baltimore, MD, 21202, 410.302-8451 - **Web Address:** www.aarp.org/md

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

Aetna - Booth # 307 - Aetna is one of the nation's leading diversified health care benefits companies, serving an estimated 44 million people with information and resources to help them make better informed decisions about their health care. Aetna offers a broad range of traditional, voluntary and consumer-directed health insurance products and related services, including medical, pharmacy, dental, behavioral health, group life and disability plans, and medical management capabilities, Medicaid health care management services, workers' compensation administrative services and health information technology services. Aetna's customers include employer groups, individuals, college students, part-time and hourly workers, health plans, health care providers, governmental units, government-sponsored plans, labor groups and expatriates. For more information, see www.aetna.com. 980 Jolly Road, U11E, Blue Bell, PA, 19422, 215.775.8940 -
Web Address: www.aetna.com

American Tennis Courts Inc. - Booth # 429 - Athletic courts and running track construction and refurbishment. Latexite and premier surfacing. Asphalt and concrete paving. 4051 North Point Rd., Baltimore, MD, 21222, 410.477.4400 - **Web Address:** www.americantenniscourtsinc.com

AmpliFund Public Sector - Booth # 609 - AmpliFund Public Sector helps manage every stage of the grant lifecycle and provides tools to more efficiently meet reporting compliance requirements, generate revenue and increase capacity. Drawing on sophisticated tracking capabilities, AmpliFund Public Sector enables government entities to see exactly how funds enter and leave their state, county or municipality. This includes robust sub-recipient management features, allowing for easy monitoring, reporting and auditing of complex grants. 812 Huron Rd. E., Suite 350, Cleveland, OH, 44115, 216.377.5500 -
Web Address: www.streamlinksoftware.com

Annapolis & Anne Arundel County CVB - Booth # 921 - Come sail away to Annapolis and Anne Arundel County - American Sailing Capital. Known best for the Chesapeake Bay, the United States Naval Academy,

2014 Maryland
Lean **Government**
Conference

Wednesday & Thursday, 22-23 October, 8:30 am to 4:00 pm
North Baltimore Plaza Hotel, Timonium, MD
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The Maryland World Class Consortia's fourth annual **Maryland Lean Government Conference** will be part of the two-day **2014 Mid-Atlantic Lean Conference**.

Don't miss this opportunity to learn <u>proven techniques</u> to:
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Lean Government: Lean methods applied in government to improve processes and create better outcomes for employees, citizens, and business. Visit our registration page for more Lean Government information and case studies.

Presentations by:
- Mary Jo Caldwell, Dir. of Improvement, State of Minnesota
- Shannon Flumerfelt, Michigan State Dept. of Human Services
- Scott Rutherford, US Navy Norfolk Naval Shipyard
- Andrew Kleine & Amy Costanzo, Baltimore Dept. of Finance
- Steve Wall, Dir. Of Continuous Improvement, State of Ohio
- Renea Chandler, Improvement Mgr, Jacksonville Sheriff's Ofc
- Emily Passino, Tennessee Dept. of Finance & Administration
- Andrea Ross, Virginia Department of Corrections

More information at **www.mwcmc.org/LeanGovernment**.

Quotes From Our Earlier Lean Government Conferences:
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- "I learned things I can use in my department and my life."
- "I just wish my boss was here!"

Price: $349 one-day pass, $449 both days
             Price includes breakfast and lunch
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Anne Arundel County - Booth # 922 - Over 500,000 residents call Anne Arundel County home due to the area's superior quality of life on the Chesapeake Bay, a rich heritage, and prime location in the Mid-Atlantic region. The county is home to BWI-Thurgood Marshall Airport, Fort Meade, Maryland's state capital Annapolis, the United States Naval Academy and a dynamic and diverse business community. 2660 Riva Rd., Suite 200, Annapolis, MD, 21401, 410.222.7410 - **Web Address:** www.aaedc.org

Baltimore City - Booth # 903 - The Mayor's Office of Government Relations represents the Administration's interests at the state, local and federal levels. The Office prepares the annual legislative agenda and annual budget priorities. The Office also serves as the liaison with the city council, state and federal executive departments and the City's state and federal delegations. The Office is the lead Executive Branch agency in partnership with the National Conference of Mayors, the Maryland Association of Counties and the Maryland Municipal League. 100 North Holliday Street, Baltimore, MD, 21202, 410.396.7208 - **Web Address:** www.baltimorecity.gov

Baltimore Convention Center - Booth # 902 - Convention Center located in the center of Baltimore City providing meeting space for large and small meetings and conventions. The Center is also an excellent facility for gala events. 1 West Pratt Street, Baltimore, MD, 21201, 410.649.7171 - **Web Address:** http://bccenter.org

Baltimore County - Booth # 904 - Baltimore County Government 400 Washington Avenue, Towson, MD, 21204, 410.887.2460 - **Web Address:** http://www.baltimorecountymd.gov

Baltimore Metropolitan Council - Booth # 417 - The Baltimore Metropolitan Council now provides data in a format that can be displayed using Google Earth. By overlaying data on Google Earth's high-tech landscaped interface, BMC creates cutting edge presentations. Visit BMC's table-top display to take a virtual tour that depicts: travel speeds on regional highways; how bicyclists grade individual local roads; major recently-issued building permits worth $1 million and up; long range transportation plan projects; and aerial photos of congested areas. Customized tours can be designed to meet your needs. 1500 Whetstone Way, Suite 300, Baltimore, MD, 21230, 410.732.9563 - **Web Address:** www.baltometro.org

BGE - Booth # 433 - Maryland's largest gas and electric utility with over 3,300 employees delivering power, safely and reliably, to approximately 1.2 million customers in central Maryland. 110 W. Fayette Street, Baltimore, MD, 21201, 410.470.8986 - **Web Address:** www.bge.com

BGE Outdoor Lighting - Booth # 432 - BGE Outdoor Lighting is the smart choice for residential, commercial & municipal outdoor lighting products and services. 1068 N. Front Street, Baltimore, MD, 21202, 410.470.8404 - **Web Address:** www.bge.com

BIS Digital, Inc. - Booth # 530 - BIS provides the latest digital recording technology to over 4,000 customers including over 2,000 courtroom systems, major corporate and local businesses, hospitals, Federal, state and local government agencies including courts, municipal, county and city chambers, meeting and department offices, public safety and law enforcement, university and schools, law firms and medical offices. 1350 NE 56th St., Suite 300, Fort Lauderdale, FL, 33334, 800.834.7674 4521 - **Web Address:** www.bisdigital.com

Black Box Network Services - Booth # 326 - Black Box is a comprehensive communications system integrator. As one of the world's largest technical services companies, Black Box is dedicated to designing, building and maintaining today's complicated data and voice infrastructure systems. 6000 New Horizons Blvd., Amityville, NY, 11701, 631.370.7838 - **Web Address:** http://www.blackbox.com

Bolton Partners Inc. - Booth # 520 - Bolton Partners is an employee benefits specializing in actuarial pension consulting for public sector plans. We also provide investment consulting services for defined contribution (457, 403(b)) and pension plans. 100 Light Street, 9th Floor, Baltimore, MD, 21202, 443.573.3901 - **Web Address:** www.boltonpartners.com

2014 Exhibits

Brick Industry Association - The Brick Industry Association (BIA) is the nationally recognized authority on clay brick construction representing the nation's distributors and manufacturers of clay brick and suppliers of related products. Booth # 334 - 3379 Peachtree Rd., NE, Atlanta, GA, 30326, 404.446.1667 - **Web Address:** www.gobrick.com

BuyBoard - Booth # 410 - BuyBoard is a national on line purchasing cooperative that streamlines the purchasing process and helps members make confident buying decisions. Developed to comply with state laws which require government entities to make purchases from an approved list of vendors who have gone through a competitive procurement process. 1115 Limekiln Pike, Ambler, PA, 19002, 215.317.7500 - **Web Address:** www.buyboard.com

Calvert County - Booth # 929 - Lighthouses, wine trails, museums, seafood, festivals, shops - discover amazing adventure and unspoiled beauty in Calvert County, Charm of the Chesapeake. 175 Main Street, Prince Frederick, MD, 20678, 410.535.4583 - **Web Address:** www.ecalvert.com

CareFirst BlueCross BlueShield - Booth # 428 - In its 76th year of service, CareFirst BlueCross BlueShield is a not-for-profit, non-stock health services company which, through its affiliates and subsidiaries, offers a comprehensive portfolio of products and administrative services to individuals and groups in Maryland, the District of Columbia and portions of northern Virginia. CareFirst is the parent company of CareFirst of Maryland, Inc., and Group Hospitalization and Medical Services, Inc. CareFirst, Inc., and its affiliates are governed by a Board of Directors and special statutes regulating the company's business in Maryland, the District of Columbia and Northern Virginia. 10455 Mill Run Circle, Owings Mills, MD, 21117, 410.581.3000 - **Web Address:** www.carefirst.com

Caroline County - Booth # 910 - Caroline County's extensive river trails offer memorable afternoons for anyone who likes to get out and paddle. Cycling and hiking trails wind through state parks and nature preserves. Miles of scenic byways pass through beautiful countryside with stops in quaint small towns. Come spend this weekend Outdoors with Caroline! 10219 River Landing Road, Denton, MD, 21629, 410.479.0655 - **Web Address:** http://tourcaroline.com

Carroll County - Booth # 907 - Carroll County, MD 225 North Center Street, Westminster, MD, 21157, 410.386.2983 - **Web Address:** http://ccgovernment.carr.org

Cassidian Communications - Booth # 409 - Cassidian Communications, an Airbus Defense & Space Holdings, Inc. Company is a global leader and trusted source for mission-critical communications technologies, including NG9-1-1 call taking systems, emergency notification solutions and services, and P25 land mobile radio networks and LTE. For Cassidian Communications, CRITICAL MATTERST. For more information please visit www.CassidianCommunications.com 42505 Rio Nedo, Temecula, CA, 92590, 951.719.2414 - **Web Address:** CassidianCommunications.com

CDW-G - Booth # 512 and 513 - A wholly owned subsidiary of CDW, ranked No. 267 on the Fortune 500, CDW-G is a leading provider of technology solutions to government, education and healthcare customers. The company features dedicated account managers who help customers choose the right technology products and services to meet their needs. The company's solutions architects and engineers offer expertise in designing customized solutions, while its advanced technology engineers assist customers with the implementation and long-term management of those solutions. Areas of focus include notebooks, desktops, printers, servers and storage, unified communications, security, wireless, power and cooling, networking, software licensing and mobility solutions. 2 Enerprise Drive, Ste. 404, Shelton, CT, 06484, 866.819.6497 - **Web Address:** http://www.cdwg.com

Cecil County - Booth # 908 - Cecil County Economic Development, Tourism, and Agriculture. 200 Chesapeake Boulevard, Suite 2700, Elkton, MD, 21921, 410.996.8465 - **Web Address:** ccgov.org

Charles County - Booth # 931 - Strategically located along the Baltimore/Washington/Richmond corridor, Charles County is a great place to live, work and play. We invite residents and visitors to our website www.CharlesCountyMD.gov and view the e-calendar, lodging, dining and attractions. 200 Baltimore Street, PO Box 2150, La Plata, MD, 20646, 301.259.2500 - **Web Address:** www.charlescountymd.gov

2014 Exhibits

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

Charlotte Hall Veterans Home - Booth # 206 - Maryland's only long term care and assisted living facility specifically for veterans and their eligible spouses. 29449 Charlotte Hall Rd., Charlotte Hall, MD, 21401, 301.884.8171 483 - **Web Address:** www.charhall.org

Chesapeake Bay Roasting Company - Booth # 808 - Why settle for ordinary coffee? Introducing Chesapeake Bay Roasting Company. With Chesapeake Bay Roasting Co., you'll always get a fresher, better tasting cup of coffee, because so much care goes into making our hand-roasted blends. CBRC is a coffee company committed to making a difference in the world. We strive to pay a fair wage to their coffee farmers. Then, each carefully selected batch of beans is sustainably roasted using renewable energy and eco-friendly equipment, packaged in fully recyclable materials. For each can or carton purchased, we give 2% towards the protection and restoration of the Chesapeake Bay watershed. Find us at cbrccoffee.com 2100 Concord Blvd., Crofton, MD, 21114, 410.454.0102 - **Web Address:** cbrccoffee.com

Chesapeake Employers' Insurance Company - Booth # 528 - Chesapeake Employers' Insurance has specialized in providing workers' compensation insurance to Maryland businesses since 1914. (Previously Injured Workers' Insurance Fund - IWIF) 8722 Loch Raven Boulevard, Towson, MD, 21286, 410.494.2170 - **Web Address:** www.ceiwc.com

Cigna - Booth # 327 - Cigna is a global health service company, dedicated to helping the people we serve improve their health, well-being and sense of security. We make this happen through a broad range of integrated health care and related plans and services, and proven health and well-being programs that are targeted to the unique needs of our customers, clients and partners. At Cigna, we understand that people are unique, and so, too, is their health. In a world of many millions, we see each person defining a healthy life on his or her own terms. It's our aim to be part of that journey, helping people achieve better health and peace of mind along the way. Cigna's operating subsidiaries in the United States provide an integrated suite of health services, such as medical, dental, behavioral health, pharmacy and vision care benefits, as well as group life, accident and disability insurance. Cigna maintains sales capability in 30 countries and jurisdictions and has nearly 70 million customer relationships throughout the world. 10490 Little Patuxent Parkway, Suite 400, Columbia, MD, 21044, 410.884.2594 - **Web Address:** http://www.cigna.com

Cirdan Group, Inc. - Booth # 306 - Cirdan Group, Inc. is a Maryland-based consulting firm with a reputation for providing no-nonsense program and project management expertise. We've performed more than 30 IV&V assessments for our clients, all of whom are repeat customers. Our personnel have completed projects and staffing assignments that include IV&V assessments, SDLC redesigns, procurement development, project management, and transition management. Our consulting staff is comprised of top-notch program and project managers (all certified PMPs), technical analysts, business analysts, technical writers, trainers, and testers. 7067 Columbia Gateway Drive, Suite 250, Columbia, MD, 21046, 410.312.4795 **Web Address:** www.cirdangroup.com

Clean Chesapeake Coalition - Booth # 521 - The Clean Chesapeake Coalition is an association of Maryland local governments whose local officials have coalesced to pursue improvement to the water quality of the Chesapeake Bay in a prudent and fiscally responsible manner - through research, coordination and advocacy. The nine member jurisdictions - including Allegany, Caroline, Carroll, Cecil, Dorchester, Frederick, Harford, Kent and Wicomico - comprise roughly 40% of Maryland's total land area and more than one-third of its shoreline. 210 S. Cross Street, Suite 101, Chestertown, MD, 21620, 410.810.1381 - **Web Address:** www.CleanChesapeakeCoalition.com

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Resources diminish and become harder to connect. Technology advances and overwhelms. Threats increase, but we're not in an arms race. We're in a communications race.

Within the information flowing between citizens, responders and agencies is the intelligence that builds a safer city. Motorola Solutions can help you collect more of it, make it actionable and securely distribute it across mission critical devices and easy-to-manage networks. It's the technology and expertise that turns noise into information, information into intelligence, and intelligence into safety. And it's how to do the absolute most with less – build safer cities, counties, states and provinces... and communities that thrive.

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Clear Flow by Concrete Pipe & Precast LLC - Booth # 232 - CP&P manufactures and supplies the ClearFlow line of cost effective, high quality, standard, pre-assembled utility vaults/manholes meeting requirements of numerous municipalities and water authorities. In addition, CP&P will engineer custom sizes and configurations to suit various site conditions and unique job site specifications for special installations. We offer the option of onsite adjustment and instruction by the service representative for each installation. Reinforced precast concrete offers flexibility and durability for your site requirements. 210 Stone Spring Rd., Harrisonburg, VA, 22801, 540.820.7552 - **Web Address:** www.concretepandp.com

CMS Business Solutions - Booth # 423 - CMS has been the preferred provider of document and mail services to Maryland counties and DGS over the past 18 years. Thank you for the continued confidence in CMS, we will work hard to add value to your workflow 1625 Knecht Avenue, Baltimore, MD, 21227, 410.242.7356

Cogency - Toxicological, Environmental and Medical Solutions - Booth # 524 - Cogency - Toxicological, Environmental and Medical Solutions - Cogency Solutions, led by Dr. Hung Cheung, has expertise in Public Health, Risk Communication, Respiratory Environmental Medicine and Indoor Environmental Quality Investigations. The Cogency mission is to provide leadership and clarity in helping clients manage and prevent environmental injuries and occupational hazards. Our team of specialists investigates and manages environmental outbreaks and occupational hazards such as occupational asthma, respiratory outbreaks, chemical exposures, mold, Legionella, indoor air quality issues, etc. and provide resolutions based on science. 1421 Clarkview Rd., Suite 100, Baltimore, MD, 21209, 410.375.4886 -
Web Address: www.cogencyteam.com

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

Concentra Medical Centers - Booth # 610 - Occupational medical provider treating workplace injuries, drug screening, and physicals. Concentra currently has over 315 medical centers nationally. 609 Global Way, Linthicum, MD, 21090, 860.214.7409 - **Web Address:** http://www.concentra.com

Constellation - Booth # 531 - Constellation is part of Exelon Corporation. As the country's largest energy company, we touch every aspect of the energy value chain. We represent an energy platform from which we provide integrated energy solutions covering all aspects of energy delivery to provide customers comprehensive solutions. 100 Constellation Way, Baltimore, MD, 21202, 410.591.5714 -
Web Address: www.constellation.com

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

D. S. Thaler & Associates, Inc. - Booth # 331 - D.S. Thaler & Associates, Inc. is a full-service firm with leadership in surveying, landscape architecture, land planning and civil engineering. Founded in 1976, we utilize our experience, insight, commitment and creativity in developing innovative solutions to complex

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challenges. 7115 Ambassador Road, P.O. Box 47428, Baltimore, MD, 21244-4728, 410.944.3647 - **Web Address:** www.dsthaler.com

Deep Creek Lake, Maryland / Garrett County - Booth # 924 - With 600 members, the Garrett County Chamber of Commerce provides support for small businesses and handles the tourism promotion of Garrett County & the Deep Creek Lake area. 15 Visitor's Center Drive, McHenry, MD, 21541, 301.387.4386 - **Web Address:** http://www.visitdeepcreek.com

Delta Dental - Booth # 407 - Type of Business (for the printed program - If left blank, no listing will be in the program)Delta Dental is the largest, most experienced dental benefits carrier in the U.S. A nationwide system of dental health service plans, Delta Dental offers custom programs, extensive reporting systems and centralized claims processing. Three out of four dentists participate with Delta Dental. One Delta Drive, Mechanicsburg, PA, 17055, 800.471.7091 - **Web Address:** http://www.DeltaDentalins.com

Department of Permitting Services - Booth # 920 - The National Association of Counties (NACo) has announced that Montgomery County's Department of Permitting Services (DPS) has received a "Best of Category" 2014 Achievement Award in the category of County Administration Management for its ePermits Apply Online Program. The program earned "Best in Category" status, according to NACo, due to its "exceptional results and unique innovations." Customers can apply online from their home, office or any other location with internet service. eServices (ePermits and ePlans) improves service delivery for customers by allowing for concurrent reviews, reduces the risk of errors, is more transparent, makes permitting more accessible and convenient, improves use of diminished staff resources to meet increasing work volume and responsibilities, and conserves precious environmental resources by reducing paper consumption, vehicle emissions and fuel consumption. In 2013 35 percent of applications for new home permits have been submitted as ePlans and more than 50 percent of all electrical permits are issued as ePermits. 255 Rockville Pike, 2nd Floor, Rockville, MD, 20850, 240.777.6280 - **Email:** permittingservices@montgomerycountymd.gov

DISYS Solutions, Inc. - Booth # 431 - DISYS Solutions, Inc. (DSI) is a CISCO Gold Partner and HP Enterprise Specialist partner delivering industry leading advanced technology solutions to the U.S. public sector for over 20 years. Customer-centric mission for satisfaction, higher productivity, and maximum return on their investment. 4151 Lafayette Center Dr., Suite 600, Chantilly, VA, 20151, 703.234.6255 - **Web Address:** www.disyssolutions.com

Dorchester County - Booth # 911 - Delight in endless water views and stunning sunsets along our 1700 miles of shoreline. Savor Maryland crab fresh from local water. Discover stories of Harriet Tubman and Annie Oakley. All less than an hour from the Bay Bridge. 2 Rose Hill Place, Cambridge, MD, 21613, 410.228.1000 - **Web Address:** tourdorchester.org

EA Engineering, Science, and Technology, Inc. - Booth # 406 - A leading provider of interdisciplinary environmental solutions, EA is helping Maryland counties Do More with Less. Through the integration of engineering, science, and technology, EA is working with local governments to reduce energy costs, better manage assets, leverage spending on TMDL compliance, and save money on water, wastewater, and solid waste operations. Headquartered in Hunt Valley, EA has Maryland offices in Ocean Pines and Abington. EA employs more than 400 professionals through a network of 23 offices across the continental United States, as well as Alaska, Hawaii, and Guam. In business for more than 40 years, EA has earned an outstanding reputation for technical expertise, responsive service, and judicious use of client resources. For more information about EA, visit www.eaest.com. 225 Schilling Circle, Suite 400, Hunt Valley, MD, 21031, 410.329.5116 - **Web Address:** http://www.eaest.com

Easton Utilities - Booth # 508 - Customer portals, mobile apps, online payment systems and billing systems for state and local governments. 201 N. Washington Street, Easton, MD, 21601, 410.924.6064 - **Web Address:** itps.eastonutilities.com

ecoATM - Booth # 128 - ecoATM, the first e-waste recycling kiosk, was invented to help solve the e-waste challenge by providing a safe, easy, and convenient place for people to responsibly recycle their used or broken mobile devices for instant cash. Dually, ecoATM is committed to establishing lasting and

collaborative relations with law enforcement and other key stakeholders to promote consumer safety and awareness around cell phone and device security, as well as to deter phone theft. ecoATM aims to inspire mass consumer participation in electronic recycling as well as set the standard for security and public safety. 10515 Vista Sorrento Parkway, San Diego, CA, 92121, 858.766.7327 - **Web Address:** www.ecoatm.com/

Election Systems & Software - Booth # 611 - Election Systems & Software, Inc. (ES&S) is the world's largest and most experienced provider of total election management solutions with more than 300,000 systems installed worldwide. Over the past decade, ES&S has handled more than 60,000 of the world's most important events - elections. 11208 John Galt Blvd., Omaha, NE, 68137, 402.970.1118 - **Web Address:** www.essvote.com

Emergency Number Systems Board - Booth # 218 - 9-1-1 Board 115 Subrook Lane, Suite 201, Pikesville, MD, 21208, 410.585.3019 - **Web Address:** http://www.dpscs.state.md.us/ensb

Energy Systems Group, LLC - Booth # 411 - ENERGY SYSTEMS GROUP (ESG) is an award-winning energy services company (ESCO) that provides sustainable energy solutions which allow building owners to maximize their energy efficiency and operational performance, while reducing their carbon footprint. Through our core business of performance contracting, we provide our customers with innovative energy efficiency, technology, and long-term financing solutions for modernization of their facilities and energy infrastructure. 1099 Winterson Road, Suite 110, Baltimore, MD, 21090, 410.981.6640 - **Web Address:** http://www.energysystemsgroup.com

Energy3, LLC - Booth # 400 - Energy3, LLC is the nation's premier energy solutions company based in Annapolis, Maryland. E3 designs, builds, operates and finances municipal public energy projects across the country and around the world. Whether it is MSW Gasification, Waste Water Plant Digesters, Solar, Wind, Geothermal or facility energy audits and retrofits, E3 through PPP can finance up to 100% of their clients' projects and, in many cases, is even willing to guarantee performance. 1997 Annapolis Exchange Parkway, Suite #300, Annapolis, MD, 21401, 410.271.4054 - **Web Address:** www.energy-three.com
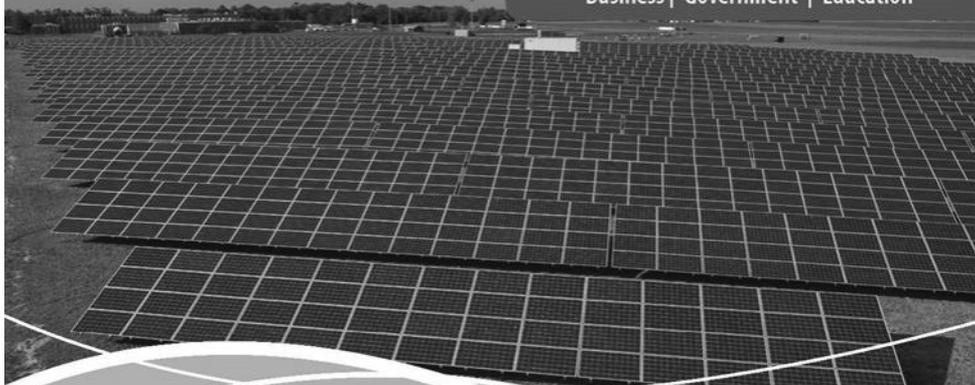
En-Net Services - Booth # 303 and 304 - En-Net Services has spent 18 years servicing public sector customers providing computer hardware, software, networking equipment, cabling, supplies, and maintenance. En-Net possesses the experience, infrastructure, resources, knowledge, and capability that is required to support your organization. En-Net currently holds several statewide sales and service contracts as well as a GSA Schedule for your purchasing convenience. www.en-netservices.com 712 N. East Street, Frederick, MD, 21701, 301.846.9901 - **Web Address:** http://www.en-netservices.com

Ennis-Flint - Booth # 430 - Preformed thermoplastic pavement markings. 115 Todd Court, Thomasville, NC, 27360, 336.475.6600 - **Web Address:** www.ennisflint.com

Environmental Systems Research Institute, Inc.(Esri) - Booth # 502 - Esri® helps organizations map and model our world. Esri's GIS technology enables them to effectively analyze and manage their geographic information and make better decisions. They are supported by an experienced and knowledgeable staff and an extensive network of business partners and international distributors. 380 New York St.,, Redlands, CA, 92373, 909.793.2853 - **Web Address:** www.esri.com

Envirotech Enviromental Consulting Inc. - Booth # 420 - Envirotech Environmental Consulting, Inc. is a full service environmental consulting firm providing active maintenance and management services to municipalities at eco-sensitive sites, including stormwater management, sediment and erosion control, and Due Diligence reporting. Professional services also include design specifications, installation and maintenance of environmental water quality products. 26412 Broadkill Road, Milton, DE, 19968, 302.684.5201 - **Web Address:** www.envirotechecinc.com

ePlus Technology Inc. - Booth # 602 and 603 - ePlus Technology is a leading IT systems integrator for the public sector. Not only can we provide products, financing and electronic procurement solutions, but we also have the technical expertise to implement and manage these solutions as a professional services provider. 8865 Stanford Blvd., Suite 203, Columbia, MD, 21045, 240.512.2005 - **Web Address:** www.eplus.com

2014 Exhibits

ESRGC, Salisbury University - Booth # 534 - Online Master of Science in GIS Management and GIS Service provider for state and local governments. 1101 Camden Avenue, Salisbury, MD, 21801, 410.677.5390 - **Web Address:** http://www.esrgc.org/

Filtrexx International - Booth # 515 - Filtrexx is a proven green technology that is used in over 100 applications. We use locally made, annually renewable, biobased, recycled compost in our USA manufactured mesh containment system to create patented products used around the world. Applications include erosion & sediment control, low impact development, restoration, and agriculture. Makers of the original compost filter sock. 35481 Grafton Eastern Rd., Grafton, OH, 44044, 440.926.2607 - **Web Address:** www.filtrexx.com

Frederick County - Booth # 906 - County Government. 12 East Church Street, Frederick, MD, 21701, 301.600.2590 - **Web Address:** http://www.frederickcountymd.gov

GANTECH Inc. - Booth # 616 - GANTECH is a systems integrator empowering organizations to realize the value of virtualization through our ISO/IEC 2000 methodologies. 9175 Guilford Rd., Ste. 101, Columbia, MD, 21046, 443.319.8426 - **Web Address:** http://www.gantech.net

GeoNorth - Booth # 424 - MapOptixT - Enterprise Integration Made Easy. Discover how MapOptixT can quickly integrate your information, lower operating costs and meet multiple business needs. Allows you to rapidly integrate GIS with existing business systems; offers easy "point and click" administration; does not require programming; offers a User Profile Concept which allows control access to data, tools and functions; allows unlimited User Profiles; download and export data for a variety of uses - mail merge - printable maps. 561 E 36th Ave, Anchorage, AK, 99503, 907.677.1500 - **Web Address:** www.geonorth.com

GovDeals, Inc. - Booth # 332 - GovDeals, Inc. provides online auction services to government agencies to sell their surplus items online. 5907 Carmichael Place, Montgomery, AL, 36117, 800.613.0156 - **Web Address:** www.govdeals.com

Governor's Coordinating Offices - Booth # 208 and 209 - Governor's Coordinating Offices 301 West Preston Street, Suite 1500, Baltimore, MD, 21201, 410.767.4159

groSolar - Booth # 315 - groSolar, a Maryland based company, is a one stop source for solar PV projects with services ranging from development & financing to engineering, procurement, & construction to long-term operations & maintenance. groSolar serves the 1 MW+ solar market and our national award-winning experience includes projects at brownfields, landfills, water treatment plants, undeveloped land, and manufacturing facilities. 9175 Guilford Rd., Suite 202, Columbia, MD, 21046, 802.359.6538 - **Web Address:** www.grosolar.com

Groundwater Sciences Corporation - Booth # 525 - Groundwater resource development and environmental consultants. 2601 Market Place, Suite 310, Harrisburg, PA, 17110, 717.901.8192 - **Web Address:** www.groundwatersciences.com

Harford County - Booth # 927 - County Government. 220 South Main Street, Bel Air, MD, 21014, 410.638.3355 - **Web Address:** www.harfordcountymd.gov

Harris Corporation - Booth # 516 - Harris Public Safety and Professional Communications is a leading supplier of Assured Communications® systems and equipment for federal, public safety, utility and transportation markets, with products ranging from the most advanced IP voice and data networks, to multiband radios, to public safety-grade broadband video and data solutions with over 500 systems deployed worldwide. 13200 McCormick Drive, Tampa, FL, 33626, 727.415.6592 - **Web Address: www.harris.com**

Home Paramount Pest Control, Inc. - Booth # 624 and 625 - Offering the very best in termite and pest control services since 1939. 2011 Rock Spring Rd., Forest Hill, MD, 21050, 410.510.0700 8116 - **Web Address:** www.homeparamount.com

Howard County - Booth # 905 - County government. 3430 Courthouse Drive, Ellicott City, MD, 21043, 410.313.4022 - **Web Address:** http://www.howardcountymd.gov

2014 Exhibits

Hyatt Regency Chesapeake Bay - Booth # 810 - An extraordinary Eastern Shore experience awaits you at the Hyatt Regency Chesapeake Bay. Beautifully situated on the banks of the Choptank River, our 400 acre hotel and resort in Cambridge is a delightful location for meetings, family reunions, or simply relaxing. 100 Heron Blvd., Cambridge, MD, 21613, 410.901.6336 - **Web Address:** www.chesapeakebay.hyatt.com

Institute for Governmental Service and Research - Booth # 131 - Founded in 1948, the Institute for Governmental Service (IGSR)advances the University of Maryland's public service mission through applied research, education, training, and technology innovations to improve the well-being of individuals and communities. With expertise in quantitative and qualitative assessment, as well as business process re-engineering, IGSR functions to increase knowledge and improve policies, operations, and outcomes in the public service delivery arena. The Institute partners with local governments, state and federal agencies, university researchers, and organizational effectiveness, leadership and governance, fiscal management, and land use and growth management. The Institute also provides strategic planning consultation and facilitation as part of its service portfolio. 4321 Hartwick Road, Suite 208, College Park, MD, 20742, 301.405.3773 - **Web Address:** http://www.igsr.umd.edu/

J&J Truck Bodies & Trailers - Booth # 419 - Manufacturers of steel, aluminum, and stainless steel dump bodies that are used in commercial and municipal applications for road maintenance and construction; can be outfitted with plows and spreaders for snow and ice management. 10558 Somerset Pike, Somerset, PA, 15501, 814.444.3400 - **Web Address:** www.jjbodies.com

Johnson Controls, Inc. - Booth # 305 - Energy Performance Contracting. Renewable Energy. 60 Loveton Circle, Sparks, MD, 21152, 410.382.4882 - **Web Address:** http://www.johnsoncontrols.com

KCI Technologies, Inc. - Booth # 500 and 501 - With more than 1,000 employees collaborating on diverse projects, KCI is constantly driven by energy, passion and talent. The firm is among the fastest growing in the architectural, engineering and construction industry, yet Maryland counties are still among our biggest clients companywide. Our staff of experts contributes to a body of knowledge in a variety of fields through training, technical articles, published white papers, and conference presentations. We are recognized as an industry leader, employing cutting-edge technologies, management practices and strategic growth initiatives. Our people, projects and organizational success have been honored with awards from some of the trade's most prestigious bodies. KCI ranks #74 on the Engineering News-Record (ENR) annual list of Top 500 Design Firms in the country, as well as #7 on the list of Top 20 Telecommunications Firms, and #48 among the Top 100 'Pure' Designers. 936 Ridgebrook Rd., Sparks, MD, 21152, 410.316.7986 - **Web Address:** http://www.kci.com

Kennedy Krieger Institute - Booth # 200 - Located in the Baltimore/Washington region, the Kennedy Krieger Institute is internationally recognized for improving the lives of 20,000 children and adolescents with disorders and injuries of the brain, spinal cord, and musculoskeletal system each year, through inpatient and outpatient clinics; home and community services; and school-based programs. 707 N. Broadway, Baltimore, MD, 21205, 443.923.9200 - **Web Address:** www.kennedykrieger.org

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

M&T Bank - Booth # 402 - M&T Bank provides a full range of banking services to the local government market, including municipal leasing, tax exempt financing, deposit and treasury management services. Under our Wilmington Trust brand, we offer a comprehensive suite of solutions for municipal customers including corporate trust services, escrow services, and class-leading investment management services. 1966 Greenspring Drive, Suite 405, Timonium, MD, 21093, 410.244.4449 - **Web Address:** www.mandtbank.com

Mack Trucks, Inc. - Booth # 418 - Class 8 truck manufacturer. 2402 Lehigh Parkway South, Allentown, PA, 18103, 484.464.5695 - **Web Address:** www.macktrucks.com

Mansfield Oil Company - Booth # 412 - Mansfield supplies and distributes refined and renewable fuels,

CNG/LNG and diesel exhaust fluid in the US and Canada. Other services include fuel logistics, fleet cards, equipment systems and services, environmental compliance, ERP integration, tax exempt transaction processing, and fuel systems monitoring. 1025 Airport Parkway, Gainesville, GA, 30501, 970.333.1475 - **Web Address:** www.mansfieldoil.com

Maryland Agricultural & Resource-Based Development Corp. - Booth # 613 - The Maryland Agricultural and Resource-Based Industry Development Corporation (MARBIDCO) is an economic development financial intermediary organization established to promote the continued viability of Maryland's agriculture, forestry, and seafood industries. A major objective of MARBIDCO is to help agricultural and resource-based businesses to innovate, diversify and exploit emerging market opportunities in food and fiber production and agri-tourism. The programming offered by the Corporation is also designed to help increase rural business sustainability and profitability while at the same time contributing to the preservation of Maryland's rural working landscape of productive farms and forests. MARBIDCO's core programming involves the making of low-cost loans for land, equipment and working capital (working in conjunction with commercial lenders), as well as grants for specialized rural business development assistance. The Corporation has also been tasked with assisting State and county land preservation agencies in facilitating installment or "critical farm" easement sale purchases, as well as, a new "Next Generation" young farmer land purchase assistance and farmland preservation program. 1410 Forest Drive, Suite 26, Annapolis, MD, 21403, 410.267.6807 - **Web Address:** www.marbidco.org

Maryland Agricultural Education Foundation, Inc. - Booth # 314 - The Maryland Agricultural Education Foundation is a non-profit organization that promotes agriculture throughout the state through a Mobile science Lab Program, MD Agricultural Showcase and continuous education programs for teachers. POB 536, Havre de Grace, MD, 21078, 410.939.9030 - **Web Address:** http://www.maefonline.com

Maryland Association of Community Colleges (MACC) - Booth # 504 - At 16 Maryland community colleges, 22 campuses and more than 1,000 learning sites across the state, over 500,000 community college students annually pursue academic degrees, 130+ certifications in career and technical training, and diverse courses that refresh and develop career and life skills. Community college programs are designed for both full and part-time students, and include online learning opportunities, state-of-the-art facilities, and professional and adjunct teaching staff. Key partners in local economic development, Maryland community colleges deliver customized training designed to meet immediate, local labor needs and ensure the availability of a skilled workforce to attract new business employers. The Maryland Association of Community Colleges (MACC) is an advocate for the state's community colleges and the educational needs of the students they serve. For more information about MACC and Maryland's community colleges, visit www.mdacc.org or call (410) 974-8117. 60 West St., Suite 200, Annapolis, MD, 21401, 410.974.8117 - **Web Address:** http://www.mdacc.org

Maryland Association of Counties - Booth # 813 - The Maryland Association of Counties (MACo) is a non-profit and non-partisan organization that serves Maryland's counties by articulating the needs of local government to the Maryland General Assembly. The Association's membership consists of county elected officials and representatives from Maryland's 23 counties and Baltimore City. Through MACo's advocacy, training, education programs, and annual conferences, members are provided with endless opportunities to improve their capacity to serve their residents. 169 Conduit Street, Annapolis, MD, 21401, 410.269.0043 - **Web Address:** www.mdcounties.org

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

Maryland Association of Nonpublic Special Ed Facilities - Booth # 416 - MANSEF and the Maryland Association of Resources for Families and Youth (MARFY) - Maryland Association of Nonpublic Special Education Facilities (MANSEF) is an association of 92 publicly funded special education schools approved by

MSDE with over 2000 teachers and professionals annually serving 5000 children. The Maryland Association of Resources for Families and Youth (MARFY) is an association of 55 private sector agencies joined by a common commitment to improving the lives of children, youth and families. 6501 North Charles Street, POB 6815, Towson, MD, 21285, 410.938.4413 - **Web Address:** http://www.mansef.org

Maryland Charity Campaign - Booth # 130 - The Maryland Charity Campaign is a workplace charitable giving program that offers state and university employees the opportunity to contribute to charities using the convenience of payroll deduction. Currently nearly 700 charities participate in the campaign. 100 S. Charles St., 5th Floor, Baltimore, MD, 21201, 410.895.1388 - **Web Address:** www.mdcharity.org

Maryland Classified Employees Association - Booth # 325 - Union representing Maryland state, county, and municipal employees. 933 Mt. Hermon Rd., Salisbury, MD, 21804, 410.749.9135 - **Web Address:** http://www.mcea.org

Maryland Conservation Partnership - Booth # 708 - Maryland's Conservation Partnership-a coalition of federal, state and local agricultural agencies dedicated to protecting and conserving natural resources and promoting Maryland agriculture by providing a range of educational, financial, technical assistance and regulatory programs. Members include the Maryland Association of Soil Conservation Districts, Maryland Department of Agriculture, State Soil Conservation Committee, University of Maryland Extension, USDA Farm Service Agency and USDA Natural Resources Conservation Service. 50 Harry S. Truman Parkway, Annapolis, MD, 21401-7080, 410.841.5788 - **Web Address:** www.mda.maryland.gov

Maryland Correctional Administrators Assn. - Booth # 203 - The Association strives to enhance public safety by promoting the best interest of each jurisdiction through: improved operations, improved training and working conditions for correctional personnel, facilitate the effectiveness of correctional programs, coordinate technical assistance, award criminal justice scholarships and propose or comment on relevant legislation. PO Box 960, Leonardtown, MD, 20650, 301.475.4200 2276 - **Web Address:** http://www.mdle.net/mcaa

Maryland Correctional Enterprises - Booth # 116 and 117 - Maryland Correctional Enterprises (MCE) provides structured training and employment for Maryland offenders, through the production and sale of quality products to improve their employment opportunities upon release. MCE can offer our customer base a wide variety of products and services. 7275 Waterloo Rd., Jessup, MD, 20794, 410.540.5426 - **Web Address:** www.mce.md.gov

Maryland Department of Aging - Booth # 221 - State Government 301 W. Preston Street, Suite 1007, Baltimore, MD, 21201, 410.767.1085 - **Web Address:** http://www.mdoa.state.md.us

Maryland Department of Assessments and Taxation - Booth # 126 - State agency 301 West Preston Street, Room 801, Baltimore, MD, 21201, 410.767.1184 - **Web Address:** www.dat.state.md.us

Maryland Department of Business & Economic Development - Booth # 122 - A partner for business growth, the Department of Business & Economic Development assists start up and established companies with capital access, small and minority franchise financing, expedited business licensing and permitting, advocacy and outreach, and promotion of tourism, film and the arts. Learn more at www.choosemaryland.org and http://visitmaryland.org/Pages/MarylandHome.aspx. 401 E. Pratt St., World Trade Center Baltimore, Baltimore, MD, 21202, 410.767.6440 - **Web Address:** www.choosemaryland.org

Maryland Department of Disabilities - Booth # 215 - The Maryland Department of Disabilities serves as an advocate for Marylanders with disabilities and their families. Working in partnership with other State agencies, the Department provides leadership to other State agencies to remove barriers and create new opportunities in education, employment, housing and transportation. As part of these efforts, the Department evaluates the State's disability initiatives and measures the outcome of all programs and services serving people with disabilities across the State. The Department's mission is to advance the rights and interests of people with disabilities so they may fully participate in their communities. 217 East Redwood Street, Suite 1300, Baltimore, MD, 21202, 410.767.3660 - **Web Address:** www.mdod.maryland.gov

Maryland Department of General Services - Booth # 219 and 220 - The DGS mission is to provide leading-

edge professional and technical services to keep State and local government working today and in the future. DGS impacts Maryland by leading clean energy saving efforts, building with "green" technology, and ensuring cost-effective use of resources. We are committed to DOING GREAT SERVICE! 301 West Preston Street, Suite 1401, Baltimore, MD, 21201, 410.767.4960

Maryland Department of Health & Mental Hygiene - Booth # 125 - State government agency. 201 West Preston Street, Suite 500, Baltimore, MD, 21201, 410.767.6510 -
Web Address: http://www.dhmh.state.md.us

Maryland Department of Housing & Community Development - Booth # 120 and 121 - The Maryland Department of Housing and Community Development works with partners to finance housing opportunities and revitalize great places for Maryland citizens to live, work and prosper. 100 Community Place, Crownsville, MD, 21032, 410.514.7404 - **Web Address:** www.mdhousing.org

Maryland Department of Human Resources-Constituent Svcs. - Booth # 230 - DHR/CSO's mission is to provide a central point of contact for the citizens of Maryland to obtain information about programs and services and gain access to services administered by DHR. 311 W. Saratoga St., Room 247, Baltimore, MD, 21201, 410.767.7043 - **Web Address:** www.dhr.state.md.us

Maryland Department of Information Technology - Booth # 124 - Coordinate, purchase and manage all telecommunication devices and systems utilized by State agencies. The Secretary of IT leads chief information officers of all agencies to streamline business processes across State government. 45 Calvert Street, Annapolis, MD, 21401, 410.260.6614 - **Web Address:** http://doit.maryland.gov

Maryland Department of Juvenile Services - Booth # 222 - (DJS) is a child-serving agency responsible for assessing the individual needs of referred youth and providing intake, detention, probation, commitment, and after-care services. 120 West Fayette Street, Baltimore, MD, 21201, 410.230.3154 -
Web Address: www.djs.state.md.us

Maryland Department of Labor, Licensing and Regulation - Booth # 226 and 227 - Government State Agency. 1100 North Eutaw St., Room 612, Baltimore, MD, 21201, 410.767.2199 -
Web Address: http://www.dllr.state.md.us

Maryland Department of Legislative Services - Booth # 312 - Staff support agency for the Maryland General Assembly. 90 State Circle, Annapolis, MD, 21401, 410.946.5573 - **Web Address:** http://mlis.state.md.us

Maryland Department of Natural Resources (Smart, Green and Growing) - Booth # 709 and 710 - Smart Green & Growing: Smart, Green & Growing is: (a) a resource for "green" information and services, (b) a gathering place to share sustainable ideas, (c) a tool to track state progress, or (d) all of the above? The Smart, Green & Growing Initiative (Created in 2009) provides a place for citizens, businesses, organizations and governments to come together to strengthen our economy, protect our environment, and improve our quality of life -all components of a more sustainable future. From adopting smart growth policies and growing green jobs, to improving transit and revitalizing our communities, SGG is helping us make informed choices, both about the kind of future we envision for our State and the actions we must take to realize that vision . 508 Taylor Avenue, Annapolis, MD, 21401, 410.260.8016 - **Web Address:** http://dnr2.maryland.gov

Maryland Department of Planning - Booth # 210 - Maryland State Government Agency 301 W. Preston Street, Suite 1101, Baltimore, MD, 21201, 410.767.4614 - **Web Address:** http://Planning.Maryland.gov

Maryland Department of Public Safety & Correctional Services - Booth # 231 - The Maryland Department of Public Safety and Correctional Services is one of the largest state agencies in Maryland. Our functions include the operation of three correctional divisions that total 27 facilities, and 45 parole and probation supervision offices. DPSCS is also responsible for maintenance of Maryland's Criminal Justice Information Repository, the Criminal Injuries Compensation Board, the Maryland Police and Correctional Training Commissions, the Emergency Number Systems Board and many other valuable criminal justice functions. Our mission is to keep communities safe so that all Marylanders can enjoy living and working in the state. We are achieving this through the increased security of our institutions and by supplying offenders and ex-offenders the tools necessary to stay out of the criminal justice system. We are also working together with

partner agencies to not only share important intelligence information that can reduce crime and violence, but to perform tasks needed by our neighboring communities that save tax payer dollars and improve the sustainability of Maryland's natural resources. 300 East Joppa Road, Suite 1000, Towson, MD, 21286, 410.339.5010 - **Web Address:** www.dpscs.state.md.us

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

Maryland Emergency Management Agency - Booth # 509 - The Maryland Emergency Management Agency:MEMA is responsible for coordinating the State's response in any major emergency or disaster. This includes supporting local governments as needed or requested, and coordinating assistance with FEMA and other federal partners. MEMA staff conducts exercise and training, planning, regional liaison programs, mitigation and recovery, grants management, and technology support. The Maryland Joint Operations Center (MJOC) is an 24/7 operation run jointly by MEMA and the Maryland National Guard. 5401 Rue Saint Lo Drive, Reisterstown, MD, 21136, 410.978.3093 - **Web Address:** mema.maryland.gov

Maryland Employer Support for the Guard & Reserve - Booth # 621 - Department of Defense Agency. Mission is to promote a culture in which all American employers support and value the military service of their employees. 29 Division Street, Baltimore, MD, 21201-2288, 410.234.3809 - **Web Address:** http://www.mdesgr.org

Maryland Energy Administration - Booth # 123 - The Maryland Energy Administration's mission is to assist Maryland citizens and businesses to save money through smart investments in energy efficiency, renewable energy and conservation. 60 West Street, Suite 300, Annapolis, MD, 21401, 410.260.7657 - **Web Address:** www.energy.maryland.gov

Maryland Environmental Service - Booth # 127 - Maryland Environmental Service is an innovative and leading edge solver of environmental problems, a responsible and successful manager of environmental operations and a great place to work. Our mission is to provide operational and technical services to protect and enhance the environment for the people of Maryland. 259 Najoles Road, Millersville, MD, 21108, 410.729.8207 - **Web Address:** http://www.menv.com

Maryland Fire Chiefs' Association - Booth # 233 - To bring together, Fire Officers, Fire Chiefs and other persons interested in saving life, protection of property and the preventing and extinguishing of fires. To discuss ways and means for the betterment of the fire service in Maryland and reduction of the unnecessary loss of life and property of fires. 16020 Alderwood Lane, Bowie, MD, 20716, 301.717.1161 - **Web Address:** http://www.mdchief.org

Maryland Health Connection - Booth # 430 - Maryland Health Connection, a service of the Maryland Health Benefit Exchange, is the marketplace for individuals, families and small businesses to enroll in health insurance and determine eligibility for Medicaid, MCHP and financial help with insurance costs. 750 East Pratt St., 16th Floor, Baltimore, MD, 21202, 410.547.8154 - **Web Address:** marylandhealthconnection.gov

Maryland Heritage Areas - Booth # 809 - Maryland's Heritage Areas are locally designated regions where public and private partners make commitments to preserving historical, cultural and natural resources for sustainable economic development through heritage tourism. 4948 Conowingo Rd., Darlington, MD, 21034, 410.457.2482 - **Web Address:** www.mht.maryland.gov

Maryland Higher Education Commission - Booth # 114 - The Maryland Higher Education Commission (MHEC) coordinates the growth and development of post-secondary education in Maryland. In keeping with the goals outlined in the State Plan for Post-Secondary Education, the Commission establishes statewide policies for public and private colleges and universities, and for private career schools. The Commission reviews and approves the start-up and continuation of new colleges and universities in Maryland as well as requests for new academic programs at established schools. Additionally, MHEC serves as the administrator for state financial aid programs. 6 North Liberty Street, 10th Floor, Baltimore, MD, 21201-3705, 410.767.3043 - **Web Address:** www.mhec.state.md.us

Maryland Independent College & University Association - Booth # 310 - The Maryland Independent College and University Association is a voluntary association of sixteen independent colleges and

universities, which has as its mission the collective representation and coordination of independent higher education in Maryland. The Association is comprised of a diverse and distinctive group of institutions with different visions, missions, and goals. 60 West Street, Suite 201, Annapolis, MD, 21401, 410.269.0306 - **Web Address:** http://www.micua.org

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

Maryland Insurance Administration - Booth # 214 - State Agency that regulates insurance industry in Maryland. Provides consumer education on insurance. 200 Saint Paul Street, Suite 2700, Baltimore, MD, 21202, 410.468.2024 - **Web Address:** http://www.mdinsurance.state.md.us

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

Maryland Local Government Health Cooperative - Booth # 506 - Maryland Local Government Health Cooperative (MLGHC) - The Maryland Local Government Health Cooperative was established in 2010 by The Benecon Group in partnership with the Local Government Insurance Trust (LGIT) to assist Local Governments in the Self-Funding of their Group Health Insurance program in a safe and secure environment. The Self-Funded Health Insurance Cooperative environment will help employers save precious premium dollars while providing outstanding coverage to their employees. The Maryland Local Government Health Cooperative's mission is to help employers obtain the lowest possible cost option for financing their Health Insurance while providing savings, control, transparency, protection and health navigation/wellness initiatives. When you want the savings and control of a Self-Funded Health Insurance program, turn to the Maryland Local Government Health Cooperative. Web Address: www.LGIT.com 147 West Airport Road, Lititz, PA, 17543, 717.723.4600 - **Web Address:** www.lgit.org

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

Maryland Mediation & Conflict Resolution Office - Booth # 129 - MACRO is the state dispute resolution office under the judiciary. MACRO has a government and public policy initiative to support ADR processes through grants. 2001-C Commerce Park Drive, Annapolis, MD, 21401, 410.260.3540 - **Web Address:** www.marylandmacro.org

Maryland Office of the Comptroller - Booth # 212 - Tax information and assistance. 80 Calvert Street, Room 215, Annapolis, MD, 21401, 410.260.6346 - **Web Address:** http://www.marylandtaxes.com

Maryland Office of Tourism - Booth # 806 - The Maryland Office of Tourism is an agency of the Division of Tourism, Film and the Arts within the Maryland Department of Business and Economic Development, The tourism office serves as the state's official travel marketing agency, promoting Maryland's attractions, accommodations and services to increase visitor spending. Visitors to the state spent more than $14.9 billion on travel-related expenses in 2012. During 2012, the Maryland tourism industry also generated $2 billion in state and local taxes and provided more than 135,000 jobs for Maryland residents. 401 E. Pratt St., 14th Floor, Baltimore, MD, 21202, 410.767.6288 - **Web Address:** www.visitmaryland.org

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

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

Web Address: http://www.marylandconcrete.com

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

Maryland Relay - Booth # 614 - Maryland Relay is a free public service that allows persons with hearing or speech loss to stay independent on the telephone. Maryland Accessible Telecommunications distributes free amplified phones, ring signalers, TTY's, and other assistive devices to qualified applicants who have disabilities. 301 W. Preston Street, 1008A, Baltimore, MD, 21201, 800.552.7724 - **Web Address:** mdrelay.org

Maryland Small Business & Technology Dev. Center - Booth # 132 - Small business and technology management and training services. 7100 Baltimore Ave., Suite 401, College Park, MD, 20740, 301.403.8300 - **Web Address:** http://www.mdsbdc.umd.edu

Maryland State Department of Education - Booth # 223 - Maryland's public education system has been ranked number one in the nation four years in a row for one simple reason - it does not stand still. Maryland's ultimate goal is to create a world-class education system that prepares all students for college and career success in the 21st century. Stop by the booth and learn about Maryland's new curriculum, new assessments, teacher/principals evaluations, NCLB flexibility, and much more. 200 West Baltimore Street, Baltimore, MD, 21201, 410.767.0475 - **Web Address:** http://marylandpublicschools.org/

Maryland State Firemen's Association - Booth # 229 - The MSFA represents the State of Maryland volunteer fire, rescue and emergency medical services. 424 Greenland Beach Rd., Baltimore, MD, 21226, 443.871.0409 - **Web Address:** http://www.msfa.org

Maryland Tourism Council - MTC - Booth # 803 - For over 50 years, the Maryland Tourism Council (MTC) has represented and united varied segments of tour and travel, bringing together the entire industry to enhance business growth and to promote the development of Maryland tourism. The Maryland Tourism Council (MTC) is the only statewide membership association representing all segments of the hospitality and tourism industry, emphasizing government affairs, business growth, professional development, and alliance with other tourism organizations, the business community, and state and local governments. PO Box 298, Crownsville, MD, 21032, 443.563.1315 - **Web Address:** www.mdtourism.org

Maryland Transportation Technology Transfer Center - Booth # 322 - To foster a safe, efficient, and environmentally sound surface transportation system by improving skills and increasing knowledge of the transportation workforce and decision makers. 5000 College Ave., Suite 3102, Building 2206, College Park, MD, 20740, 301.403.4239 - **Web Address:** http://www.mdt2center.umd.edu

Maryland Wineries Association - Booth # 804 - MWA is a non-profit association representing all Maryland wineries and their 1,000+ acres of grapes under vine throughout the state. 6247 Falls Rd., Suite G, Baltimore, MD, 21209, 410.252.9463 - **Web Address:** www.marylandwine.com

Maryland-Delaware-District of Columbia Beverage Association - Booth # Dockside Hall back wall - Trade Association representing local soft drink bottlers and distributors. 3 Chruch Circle, #201, Annapolis, MD, 21401, 410.693.2226

MassMutual Financial Group - Booth # 235 - MassMutual's Retirement Services Division has been serving retirement plans for more than 65 years with approximately 3 million participants. Visit massmutual.com/retire for more information. 100 Bright Meadow Blvd., Enfield, CT, 06082, 856.630.1926 - **Web Address:** www.massmutual.com/retire

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

Mid-Atlantic Waste Systems - Booth # 615 - you one-stop shop for waste handling equipment. We provide new and used equipment sales, service and parts. Garbage trucks, balers, compactors, wire granulators,

Stepping up
for healthy counties

The **Maryland Association of Counties (MACo)** is dedicated to meeting the needs of local government through advocacy, training, educational programs and annual conferences, while providing members with the tools and resources to better serve their residents.

We share a similar passion to help people live healthier lives and are honored to recognize those in attendance at the **2014 MACo Summer Conference** who continue to serve the needs of county elected officials and governments throughout the State of Maryland.

UnitedHealthcare®

sweepers, sewer cleaners and recycling equipment. 10641 Cordova Road, Easton, MD, 21601, 410.820.7188 - **Web Address:** www.mawaste.com

Miss Utility - Booth # 612 - An underground utility line is damaged once every six minutes nationwide due to failure to call 811 before digging. Miss Utility is the one-call excavation and demolition notification center for Maryland and Washington, D.C., and Miss Utility of Delmarva is the one-call center for Delaware and the Eastern Shore of Maryland. Anyone who is planning to dig or alter the surface of the ground must call Miss Utility at 811 or 1-800-257-7777 for Maryland (west of the Chesapeake Bay) and Washington, D.C., and 1-800-282-8555 for Delaware and Maryland (east of the Chesapeake Bay) or submit an online request at www.missutility.net at least two full business days prior to digging so that owner-member utilities can mark the approximate location of the underground lines and ultimately prevent damages, injuries and costly fines. Dora Parks, Manager, Client Relations at 410.782.2026 for dparks@missutility.net. 7223 Parkway Drive, Suite 100, Hanover, MD, 21117, 410.782.2026 - **Web Address:** www.missutility.net

Montgomery County - Booth # 919 - As we leave the shadow of the great recession, Montgomery County is proud of the progress it has made in moving forward with innovative and bold ideas. The projects we'll be presenting and discussing are: a Health and Human Services Neighborhood Network that is embedding health care and services in communities; through an Autism Technology Pilot program we're helping students diagnosed with autism communicate using new methods and technologies; we're making it easier for businesses to operate by offering permit streamlining through electronic plan submission; our 311 Call Center is using state of the art technology and social media to handle resident service requests; we're turning food into economic opportunity through Food Recovery and Kitchen Incubator initiatives; we're building new economic engines in places like White Flint and the Great Seneca Science Corridor through groundbreaking smart growth initiatives; we're creating social and economic value in government data through our open data portal; the White House has lauded us for our SCALE Project, a part of the Smart America program. This project has the potential to save lives and make non-functioning smoke detectors a thing of the past; we're saving printing costs and improving citizen engagement via our new electronic budget book and financial transparency portal. We're continuously improving, continuously evolving, and continuously exploring new ways to make life better in Montgomery County. 101 Monroe St., 2nd Floor, Rockville, MD, 20850, 240.777.2590 - **Web Address:** http://www.montgomerycountymd.gov

Motorola Solutions, Inc. - Booth # 600 - Motorola Solutions, Inc. provides public safety and public service sector integration and communications solutions to the State of Maryland, 16 of its 23 Counties plus the Cities of Baltimore, Salisbury, and Annapolis. Motorola's portfolio of solutions includes wireless voice and 4G data systems, Computer Aided Dispatch, Records & Jail Management Systems, Mobile Data Software, Mobile Computing Hardware, Citizen Response Management (311) Systems, Wireless Broadband Networks, Video Surveillance Systems, and Interoperability Networks. Motorola Solutions is proud to be a Corporate Partner of the 2014 Maryland Association of Counties Conference. For more information on these solutions, please visit Booth #600. 7031 Columbia Gateway Drive, 3rd Floor, Columbia, MD, 21046, 410.712.4802 - **Web Address:** www.motorolasolutions.com

Multivista - Booth # 517 - Multivista Construction and Asset Documentation allow our county clients to do more with less. Stop by our booth #517 to see why! 204 E. Joppa Road, Towson, MD, 21286, 443.823.1827 - **Web Address:** http://www.multivista.com

Musco Sports Lighting - Booth # 234 - Musco provides indoor and outdoor lighting solutions and makes sports lighting happen worldwide, featuring environmentally and budget friendly Light-Structure GreenT. 100 1st Ave. W, Oskaloosa, IA, 52577, 641.673.0411 - **Web Address:** www.musco.com

National Association of Counties - Booth # 317 - Serving county members for more than 75 years with exclusive benefits and services. 25 Massachusetts Ave., NW, Ste.500, Washington, DC, 20001, 202.942.4221 - **Web Address:** www.naco.org

National Center for Smart Growth - Booth # 102 - The Center conducts research and training on Smart Growth topics and provides planning services to counties. The Center is also launching the Partnership for Action learning in sustainability (PACS) with local jurisdictions. 1112A Preinkert Field House, Building 054, College Park, MD, 20742, 443.540.5033 - **Web Address:** http://www.smartgrowth.umd.edu

2014 Exhibits

National Security Agency - Booth # 324 - The National Security Agency/Central Security Service leads the U.S. Government in cryptology that encompasses both Signals Intelligence (SIGINT) and Information Assurance (IA) products and services, and enables Computer Network Operations (CNO) in order to gain a decision advantage for the Nation and our allies under all circumstances. 9800 Savage Road, Suite 6600, Fort Meade, MD, 20755-6600, 443.479.7206 - **Web Address:** www.nsa.gov

National Vision Administrators, LLC (NVA) - Booth # 505 - NVA, the official vision care provider of the Local Government Insurance Trust and the Maryland Local Government Health Cooperative is a national vision benefits company with over 35 years experience catering to the needs of the public sector. NVA provides innovative and cost-effective vision programs to address the unique benefit challenges facing public sector employers. 1200 Route 46 West, Clifton, NJ, 07013, 732.570.9656 - **Web Address:** www.e-nva/com

Nationwide Retirement Solutions - Booth # 526 and 527 - On Your Side. Nationwide is a market leader in providing supplemental retirement savings programs for public employees. Nationwide has been serving public sector employees and their families for nearly 40 years. Nationwide's programs include 457(b), 401 (a), and Post-Employment Health Plans, and are comprehensive - incorporating investment, education, and administrative service solutions for governmental employers. Visit or call Retirement representatives are registered representatives of Nationwide Investment Services Corporation, member FINRA. 5117 Columbia Road, Columbia, MD, 21044, 800.675.6244 - **Web Address:** http://www.nrsforu.com

Navarro & Wright Consulting Engineers, Inc. - Booth # 135 - Navarro & Wright Consulting Engineers, Inc. (N&W) is a multi-disciplined engineering firm with a local office in Baltimore, MD that offers the project management, engineering, design, surveying, geotechnical, materials testing, environmental sciences, and construction management services necessary to site, permit, design, construct and support operations for a wide range of municipal projects throughtout Maryland 111 S. Calvert St., Suite 2700, Baltimore, MD, 21202, 410.385.5335 - **Web Address:** www.navarrowright.com

New World Systems - Booth # 319 - Three decades of stability, innovation and public sector focus have made New World Systems one of the most trusted public sector software providers in the country. New World's Logos.NET unified suite of applications for Financial Management, HR/Payroll, Utilities, Community Development, eSuite and Decision Support provide time-saving workflow and more information from a single database. With extensive input from a large customer base, New World continues to enhance and further integrate our software. This protects our customers' long-term investment and ensures our solutions work the way you do, lowering costs, and enabling a more streamlined approach to local government administration. 888 W. Big Beaver Rd., Troy, MI, 48084, 248.269.1000 - **Web Address:** www.newworldsystems.com

NORESCO, L.L.C. - Booth # 333 - As one of the largest energy services companies in the U.S., NORESCO utilizes design-build and a variety of performance-based contracting vehicles to deliver energy and maintenance savings and significant infrastructure upgrades to existing facilities. These upgrades can be funded through cost savings that the projects generate, without the need for up-front capital expenditures by the customer. NORESCO has guaranteed more than $3 billion in energy and operating cost savings at more than 7,000 sites throughout the U.S. and worldwide. 2750 Prosperity Ave., Suite 130, Fairfax, VA, 22031, 410.980.0433 - **Web Address:** http://www.noresco.com

Norseman Defense Technologies - Booth # 514 - Norseman Defense Technologies is an information solutions/consultant. Norseman provides IT hardware, software & data center solutions. 8172 Lark Brown Rd., Elkridge, MD, 21075, 410.579.8600 - **Web Address:** www.norseman.com

Office of Administrative Hearings - Booth # 113 - Many of Maryland's government agencies regulate certain actions of businesses and citizens and some are involved in determining the rights of citizens. Maryland's businesses and citizens may not always agree with the actions taken by State government agencies. The Office of Administrative Hearings is an independent unit within the Executive Branch of State government which was created in 1990 to provide due process hearings and alternative dispute resolution for any person of business affected by the action or proposed action or State agencies. 11101 Gilroy Rd, Hunt Valley, MD, 21031, - **Web Address:** www.oah.state.md.us

2014 Exhibits

Office of the Attorney General - Booth # 211 - The Office of the Attorney General has general charge, supervision and direction of the legal business of the State, acting as legal advisors and representatives of the major departments, various boards, commissions, officials and institutions of State Government. The Consumer Protection Division of the office provides a mediation and arbitration service to consumers to help resolve complaints against businesses and health insurance carriers. There are two different mediation units within the Division, the General Mediation Unit and the Health Education and Advocacy Unit, to meet a wide variety of needs. These units handle approximately 12,000 complaints each year and are successful in approximately 60% of the cases they handle. In addition, the Health Education and Advocacy Unit handles private health insurance appeals and is becoming very active in assisting consumers with the Health Insurance Exchange. 200 St. Paul Place, Baltimore, MD, 21202, 410.576.7942 -
Web Address: www.oag.state.md.us

Offices of U.S. Representatives Ruppersberger & Sarbanes - Booth # 703 - Congressional offices providing constituent services and federal government information to the citizens of Maryland. 375 W. Padonia Rd., Suite 200, Timonium, MD, 21093, 410.628.2701 - **Web Address:** www.dutch.house.gov; http://sarbanes.house.gov

Office of the Secretary of State - Booth # 137 - Secretary of State responsibilities include attesting to the Governor's signature on all public papers & documents; certifies documents for international transactions; administers the notary public laws & registers charitable organizations. Wineland Building, 16 Francis Street, Annapolis, MD, 21401, 410.260.3894 - **Web Address:** http://www.sos.state.md.us

Office of U.S. Senator Barbara A. Milkulski - Booth # 705 - Office of the United States Senator. 901 S Bond St #310, Baltimore, MD, 21231, - **Web Address:** http://www.mikulski.senate.gov

Pepco & Delmarva Power C&I Energy Savings Program - Booth # 403 - The Pepco and Delmarva Power C&I (Commercial & Industrial) Energy Savings Program encourages energy efficiency projects, large and small. From changing out light fixtures to replacing major mechanical equipment, Pepco and Delmarva Power provides Maryland customers cash incentives that reduce the initial cost of energy efficiency projects. These equipment and system upgrades improve your efficiencies, lowers lifetime operating costs, and reduces your business' impact on the environment. 9231 Corpare Boulevard, 4th Floor, Rockville, MD, 20850, 301.640.2435

Phillips Office Solutions - Booth # 425 and 426 - Office printing technologies, copiers, managed print, scanning - document management, electronic filing and retrieval, production print and graphics, on site service/support, help-desk. 501 Fulling Mill Road, Middletown, PA, 17057, 410.582.1000 -
Web Address: www.buyphillips.com

Planet Aid, Inc. - Booth # 401 - Planet Aid is a 501(c)(3) charitable organization engaged in the reuse and recycling of textiles, the proceeds of which fund sustainable development programs in the poorest nations around the world. 6730 Santa Barbara Court, Elkridge, MD, 21075, 410.982.0768 -
Web Address: www.planetaid.org

Pleasants Construction - Booth # 511 - A certified installer of U.V. cured fiberglass reinforced pipe lining. 24024 Frederick Rd., Clarksburg, MD, 20871, - **Web Address:** http://www.pleasantsconstruction.com

Presidio - Booth # 522 - At Presidio, we think, architect, implement and support the practical reality of IT every day.We make it possible for our clients to harness the limitless power of IT to drive their business forward. By taking the time to deeply understand how your business works we architect transparent, enduring technology solutions that meet your immediate needs - and prepare you for tomorrow. Presidio partners with industry leaders to develop and support the answers to our clients' IT challenges. We've earned the highest certifications from all of our strategic partners. As one of the largest solutions providers in the U.S., we combine experience and stability with regional expertise and service, so you can rest assured we'll be there to help you locally with the ability to cover your global business needs. We are not just trusted partners, we enable new thinking. 7601 Ora Glen Drive, Suite 100, Greenbelt, MD, 20770, 301.313.2116 - **Web Address:** www.presidio.com

Prince George's County & M-NCPPC - Booth # 925 and 926 - Prince George's County, the "place to be: -

experience, expand, explore. Highlighting opportunities in the county for businesses, visitors, and residents. www.princegeorgescountymd.org 14741 Governor Oden Bowie Dr., Upper Marlboro, MD, 20772, 301.952.4314 - **Web Address:** http://www.mncppc.org

Providence Center Inc. - Booth # 627 - 501(c)(3) - Non-profit for adults with developmental disabilities that seeks to provide the skills and supports needed for those we serve to gain the most independence possible and design their own futures. 370 Shore Acres Rd., Arnold, MD, 21012, 410.766.2212 - **Web Address:** www.providencecenter.com

Queen Anne's County - Booth # 930 - Queen Anne's County Government 425 Piney Narrows Road, Chester, MD, 21619, 410.604.2100 - **Web Address:** www.qac.org

R Adams Cowley Shock Trauma Center, UMD - Booth # 623 - The R Adams Cowley Shock Trauma Center created the Center for Injury Prevention and Policy focusing on injury trends and developing prevention education programs in the State of Maryland. 22 South Greene Street, Baltimore, MD, 21201, 410.328.7347 - **Web Address:** http://umm.edu/programs/shock-trauma

R.E. Powell Convention Center/Town of Ocean City - Booth # 802 - Ocean City is Maryland's beach resort for all reasons and seasons! The expanding Roland E Powell Convention Center and Town of Ocean City welcome you to sample all that OC has to offer. Our Convention Center, host to many of the regions premier events, will make your event a memorable and outstanding occasion. Ocean City's exciting Boardwalk and award-winning beaches are perfect for family vacations, and the resort provides a year round venue for retreats, meetings or conventions. Surrounded by 17 beautiful golf courses, a host of fishing opportunities, the serene coastal bay environment and the mighty Atlantic Ocean, Ocean City offers the best of everything. Contact the Ocean City Convention & Visitors Bureau for all your needs at 410-289-2800 or ococean.com 4001 Coastal Highway, Ocean City, MD, 21811, 410.723.8601 - **Web Address:** www.ococean.com

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

Results Leadership Group - Booth # 812 - Results Leadership Group provides cutting-edge consulting, training, and software in support of government and non-profits creating measurable improvements for customers and communities. 11300 Rockville Pike, Suite 1001, Rockville, MD, 20852, 240.242.6931 - **Web Address:** www.resultsleadership.org

Ricoh USA, Inc. - Booth # 316 - Ricoh USA specializes in office imaging equipment, production print solutions, document management systems and IT services. 70 Valley Stream Parkway, Malvern, PA, 19355, 717.487.2888 - **Web Address:** www.ricoh-usa.com

Rileighs, Inc. - Booth # 805 - Your one stop source for Commercial Christmas decorations and lighting including power saving LED lights, custom and seasonal banners and flags -state, US, or custom. POB 4365, Bethlehem, PA, 18018, 610.871.7171 - **Web Address:** www.rileighsdecor.com

Road Safety, LLC - Booth # 518 - ROAD SAFETY, LLC is a certified woman-owned business specializing in traffic control services, installation and removal of temporary and permanent pavement markings, temporary and permanent signs and other traffic control devices. We also carry a variety of traffic control devices, pavement markings, signs, personal safety gear and truck safety equipment for sale or rental. 129 Roesler Road, Glen Burnie, MD, 21060, 410.787.0222 - **Web Address:** www.roadsafetyllc.com

Rockwell Collins / ARINC - Booth # 201 - With more than eight decades of mission-critical radio experience Rockwell Collins ARINC delivers APCO P25, Tetra and DMR standards based Integrated Critical Communications systems designed to support radios and other components from a variety of manufacturers. We are committed to providing our customers technology choice, lower costs, and true interoperability. 2551 Riva Road, Annapolis, MD, 21401, 410.573.3166 - **Web Address:** www.arinc.com

Royal Plus, Inc. - Booth # 626 - Royal Plus Disaster Kleenup - Royal Plus specializes in repairing damage to homes and businesses caused by wind, water, fire, mold and various other natural and manmade causes. We work to restore your property to full operations with minimal downtime. Our technicians are trained in disaster response and are mobilized to a scene within hours. We operate out of 3 locations in Florida and 5

locations in MD, DE & VA. 24/7 Emergency Service. 866-404-PLUS (7587), www.royalplus.com 201 Belt Street, Snow Hill, MD, 21863, 866.404.7587 - **Web Address:** www.royalplus.com

Rudolph's Office & Computer Supply, Inc. - Booth # 311 - Rudolph's Office & Computer Supply, Inc. is a woman-owned Maryland State Certified Minority Business Enterprise (MBE 94-126) based in Baltimore. We provide our customers with the best service in the industry resulting in simple, efficient and seamless programs that fulfill every business need including office supplies and equipment, office furniture and design, technology solutions, cleaning and janitorial supplies, promotional and custom made products, coffee and water services, break room supplies, computers and printers, toner and ink, paper, toner buy back and recycling programs, and green and recycled products. Since 1980, we have continued to grow in size, expand our services, and build a loyal clientele. Our success can be attributed to our staff of dedicated professionals who make it their business to make sure your business runs smoothly. All aspects of our company have been designed to fulfill the diverse requirements of our many clients. The scope of services we provide is routinely redefined by the needs and wants of our clientele. It is not our goal to meet our clients' needs; it is our mission to exceed their expectations. We are confident you will see the difference a service-oriented vendor can make. 5020 Campbell Blvd., Suite C, Baltimore, MD, 21236, 410.931.4150 - **Web Address:** www.rudolphsupply.com

Rural Maryland Council & the Rural Maryland Foundation - Booth # 115 - Rural Maryland Council is an independent state agency and Maryland's federally designated State Rural Development Council under the United States Department of Agriculture's National Rural Development Partnership. Our mission is to bring together federal, state, county, and municipal government officials as well as representatives of the for-profit and nonprofit sectors to identify challenges unique to rural communities and to develop and implement policy solutions. 50 Harry S. Truman Parkway, Annapolis, MD, 21401, 410.841.5772 - **Web Address:** www.rural.maryland.gov

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

Segal Consulting - Booth # 309 - Segal Consulting has been helping our clients find their way for 75 years. We offer practical advice to help our clients maximize the value in their benefits, HR and investment programs. Segal is at the forefront of developing innovations, such as leveraging behavioral economics to increase employee engagement in wellness plans and retirement savings programs. In partnership with our valued clients, we continue to develop cutting-edge benefit approaches that provide secure retirement and quality health care for employees and cost-efficiencies and innovations for employers. 1920 N St., NW, Washington, DC, 20036, 202.833.6482 - **Web Address:** www.segalco.com

ShorePower Project - Booth # 807 - The ShorePower Project, a regional initiative of Eastern Shore municipalities, works to reduce energy consumption and expenses, increase green energy sources, and decrease carbon emissions. 101 S. Water Street, Chestertown, MD, 21620, 410.778.7237 - **Web Address:** www.shorepowerproject.com

Siemens Industry, Inc. - Booth # 529 - Public services management and systems consulting firm specializing in services such as SNP implementations and systems integration. 2520 Lord Baltimore Dr., Baltimore, MD, 21244, 410.645.1600 - **Web Address:** http://www.siemens.com

Skyline Technology Solutions - Booth # 414 and 415 - Network Engineering + Integration; WAN/LAN design; Network Management + Monitoring; Infrastructure Engineering, Construction + Project Management; Voice over IP, Network Security; Video Management Development, Intelligent transit solutions. 508 C McCormick Dr., Glen Burnie, MD, 21061, 410.590.2012 - **Web Address:** www.skylinenolimits.com

SkyLouver Systems - Booth # 404 and 405 - SkyLouverT Systems is a new Energy Positive Day Lighting System (an intelligent Skylight) for commercial, industrial, and institutional, applications. The system works by collecting, separating and redirecting the solar energy that falls on a building's roof. SkyLouver all but eliminates the need for day-time interior lighting and can greatly offset the cost of a building's heating and cooling load. 3221 Frederick Avenue, Baltimore, MD, 21229, 410.945.3300 -

Web Address: www.skylouversystems.com

SolarCity - Booth # 503 - SolarCity is a national leader in clean energy services and America's #1 full service solar provider. 3055 Clearview Way, San Mateo, CA, 94402, 801.828.8926 -
Web Address: www.solarcity.com

Soltesz - Booth # 523 - Soltesz, formerly Loiederman Soltesz Associates, Inc. (LSA), is a professional services engineering firm specializing in site/civil design. The firm provides engineering, planning, surveying and environmental services to public and private sector clients such as owners, architects, developers, builders, and municipal, state and federal government agencies. Soltesz provides its services through all phases of the building process: site selection, entitlement, permitting, construction, and post construction. Headquartered in Rockville, Maryland, Soltesz spans five offices strategically located throughout the DC metropolitan area. 2 Research Place, Suite 100, Rockville, MD, 20850, 301.948.2750 -
Web Address: www.solteszco.com

Somerset County - Booth # 912 - Promoting Somerset County as a travel destination. 11440 Ocean Highway, P.O. Box 243, Princess Anne, MD, 21853, 410.651.2968 -
Web Address: http://www.visitsomerset.com

Sprint - Booth # 628 - Sprint, communication solutions that power your business and enable your employees. Fleet solutions, paperless forms, voice and data all powered on an all new nationwide network. 2219 York Rd., Lutherville-Timonium, MD, 21093, 443.250.0000 - **Web Address:** www.sprint.com

St. Mary's County Division of Tourism - Booth # 928 - The St. Mary's County Division of Tourism offers a comprehensive program to attract visitors to Maryland's mother county. Situated between the Patuxent and Potomac Rivers and the Chesapeake Bay, St. Mary's offers outdoor and water recreation, historic sites and attractions plus great places to dine, shop and stay. www.visitstmarysmd.com P.O. Box 653, Leonardtown, MD, 20650, 301.475.4200 x1404 - **Web Address:** www.visitstmarysmd.com

Standard Solar, Inc. - Booth # 335 - Standard Solar, Inc. is a leader in the full-service development, construction, integration, financing and installation of solar electric systems. Dedicated to making solar solutions more accessible to businesses, institutions and governments, the company is leading the way to energy independence. Committed to offering responsible and energy cost-saving solar solutions that conform to the highest standards, Standard Solar is one of the most trusted and respected solar companies. Since 2004, Standard Solar has been the partner of choice to make solar energy financially accessible, helping customers through financing options, including Power Purchase Agreements (PPAs) and navigating expanded federal and state and local tax credits. The company's Standard Energy Solutions (SES) division provides home energy solutions including home solar, energy efficiency and energy management services. Named one of the Fastest Growing Private Companies in America for four consecutive years by Inc. magazine, Standard Solar is headquartered in Rockville, MD. For more information, please visit www.standardsolar.com. 1355 Piccard Drive, Suite 300, Rockville, MD, 20850, 301.944.1200 -
Web Address: www.standardsolar.com

Statewide Interoperability Program Management Office - Booth # 224 - The Maryland Broadband Team, under the leadership of the Statewide Interoperability Office, is leading the outreach program for the planning and implementation of the Nationwide Public Safety Broadband Network. Our role is to work with first responders to ensure that the network is deployed in Maryland to public safety standards. 5740 Executive Drive, Suite 110, Catonsville, MD, 21228, 443.622.9637

Sunbelt Rentals Inc. - Booth # 320 - With more than 425 locations nationwide, Sunbelt Rentals offers GSA and military customers 24/7 service, safety training programs, AWPs and forklifts, construction and earth moving equipment, pumps and power generators, an immediate supply of consumable items, GSA rental rates, and online account management. Visit www.sunbeltrentals.com or call 1-888-727-4468 2341 Deerfield Drive, Fort Mill, SC, 29715, 803.578.5497 - **Web Address:** www.sunbeltrentals.com

Talbot County - Booth # 1000 - County Government 11 N. Washington Street, Easton, MD, 21601, 410.770.8010 - **Web Address:** www.talbgov.org

Tax Management Associates, Inc. - Booth # 422 - Tax Management Associates, Inc. (TMA) is among the

nation's largest and most experienced providers of revenue enhancement services. Our core business is personal property auditing. We have performed over 163,000 audits, raising over 900 million dollars for our clients. What can we do for your jurisdiction? 2225 Coronation Blvd., Charlotte, NC, 28227, 704.847.1234 - **Web Address:** www.tma1.com

Tidewater Utilities, Inc. - Booth # 434 - Provider of full water and wastewater contract operations services. 1100 S. Little Creek Road, Dover, DE, 19901, 302.734.7500 - **Web Address:** http://www.tuiwater.com

T-Mobile USA - Booth # 413 - T-Mobile and MetroPCS became TMUS on the New York Stock Exchange May 1, 2013. Together, we are the nation's 4th largest wireless provider, serving more than 42 million subscribers with our nationwide 4G network and about 70,000 total points of distribution. Our headquarters, known as the Field Service Center, are in Bellevue, Washington. There is also a large corporate presence for MetroPCS located in Richardson, Texas. 601 Pennsylvania Avenue, NW, Washington, DC, 20001, 850.339.3870 - **Web Address:** http://business.t-mobile.com/government

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

Tradition Energy - Booth # 318 - Tradition Energy is one of the nation's most experienced full-service energy management and procurement advisors. We are the exclusive U.S. Communities energy management and consulting supplier helping local governments, including counties, control and reduce their energy expenditures. 25 Mall Road, Suite 403, Burlington, MA, 01803, 410.302.0137 - **Web Address:** www.traditionenergy.com

Traffic Systems & Technology / DD&A - Booth # 510 - Supplier of technology solutions supporting traffic, ITS, and lighting. 7853 Coppermine Dr., Manassas, VA, 20109, 703.530.9655 - **Web Address:** www.trafficsystems.us

Trane Commercial - Booth # 519 - Trane is an industry leader in commercial HVAC solutions that reliably improve indoor environmental quality while improving energy efficiency. Trane provides new system solutions, HVAC service, parts and supplies as well as equipment upgrades, building controls and more. 10947 Golden West Drive, Suite 100, Hunt Valley, MD, 21031, 717.561.5415 - **Web Address:** www.trane.com

U.S. Bridge - Booth # 427 - Custom design and fabricate vehicular steel bridges. 201 Wheeling Avenue, PO Box 757, Cambridge, OH, 43725, 740.432.6334 - **Web Address:** www.usbridge.com

U.S. Dept. of Housing and Urban Development - Booth # 622 - HUD's mission is to create strong, sustainable, inclusive communities and quality affordable homes for all. HUD is working to strengthen the housing market to bolster the economy and protect consumers. 10 S. Howard Street, Baltimore, MD, 21244, 410.209.6593 - **Web Address:** www.hud.gov

U.S. Senator Benjamin Cardin - Booth # 704 - U.S. Senate - legislative. 100 South Charles Street, Suite 1710, Baltimore, MD, 20201, 410.962.4436 - **Web Address:** http://www.cardin.senate.gov

U.S. Small Business Administration - Booth # 321 - The U.S. Small Business Administration (SBA), a federal agency, assists existing and prospective entrepreneurs with starting and growing their businesses. Counseling, financing, government contracting and low-cost training programs are offered. Be sure to stop by our booth and pick up your free copy of the Maryland Small Business Resource Guide. To learn more, visit us on the web at www.sba.gov/md or call the SBA Baltimore District Office at (410) 962-6195. 10 South Howard St., #6220, Baltimore, MD, 21201, 410.962.6195 - **Web Address:** http://www.sba.gov

UMBC MD Inst. For Policy Analysis & Research - Booth # 103 - University Public Policy Research Institute 1000 Hilltop Circle, Baltimore, MD, 21250, 410.455.1083 - **Web Address:** http://www.umbc.edu/mipar

U.S. Navy (NAVFAC Washington) - Booth # 207 - U.S. Navy - Partnering for conservation and recreation in

Maryland. Using the DoD Readiness and Environmental Protection Integration Program, the Navy has funds available to preserve lands, protect agriculture and create parks. 1314 Harwood St., SE, Washington, DC, 20374, 202.685.0238

Uni-Select USA/FLEETPARTS - Booth # 702 - Premier supplier of automotive and heavy duty parts, tools, chemicals, shop supplies, and paint. 901 N. Lenola Rd., Moorestown, NJ, 08057, 540.742.5498 - **Web Address:** www.uniselectusa.com

UnitedHealthcare Insurance Company - Booth # 228 - UnitedHealthcare of Maryland is a health care company focused on improving the health of local communities. UnitedHealthcare is headquartered in Rockville, MD and is an operating division of UnitedHealth Group. As the largest single health carrier in the United States we stand committed to our mission of greater quality and affordability, while maintaining access to the health care system. This mission, and our people, are dedicated to serving our customers as we continue to support healthier decisions that create a higher level of well-being for everyone. 6095 Marshalee Drive, Suite 110, Elkridge, MD, 21075, 410.796.6290 - **Web Address:** www.uhc.com

Univ. of MD, MD Fire and Rescue Institute - Booth # 619 - MFRI is a nationally recognized training and educational facility that travels globally to provide NFPA based and OSHA training for emergency services, DOD, government and industry. 4500 Paint Branch Parkway, College Park, MD, 20742, 301.226.9942 - **Web Address:** http://www.mfri.org

University of Maryland Center for Health & Homeland Security - Booth # 133 - Founded in 2002, the University of Maryland Center for Health and Homeland Security (CHHS) is a non-profit consulting firm and academic center that works side-by-side with leading emergency responders in the public and private sector to develop plans, policies, and strategies that ensure the safety of citizens in the event of natural or man-made catastrophes. With more than 50 professionals on staff whose diverse expertise includes emergency management planning, exercise and training, continuity of operations, interoperability, crisis management, and cybersecurity, CHHS strives to develop new strategies and creative approaches to fulfill our clients' goals. As our experienced CHHS team discovers innovative ways to complete projects efficiently and effectively, we bring best practices full circle to continually improve the fields of public health, homeland security, and emergency management. 500 W. Baltimore St., Baltimore, MD, 21201, 410.706.1014 - **Web Address:** www.mdchhs.com

University of Maryland Extension - Booth # 101 - The only grassroots organization of its kind in the state, University of Maryland Extension (UME) applies land-grant university knowledge and resources to solve practical problems for Maryland citizens. Our Mission: Increase economic prosperity, improve the environment, and enhance quality of life. University of Maryland Extension's programs affect the lives of people throughout the state - in urban, suburban, and rural communities. 18330 Keedysville Rd., Keedysville, MD, 21756, 301.432.4490 - **Web Address:** extension.umd.edu

Urban Grid Solar - Booth # 606 - Urban Grid specializes in the turnkey development and finance of solar photovoltaic projects (500 kW to 5MW) throughout the United States. Urban Grid's 20-25 year Power Purchase Agreements (PPAs) are designed to generate consistent operating performance and predictable economic benefit to our clients. The Urban Grid team brings together seasoned finance and construction professionals to provide the highest quality solar installation and offer the best financial solution for commercial, educational, government and non-profit organizations. 337 Log Canoe Circle, Stevensville, MD, 21666, 410.604.3603 - **Web Address:** www.urbangridco.com

URS Corporation - Booth # 408 - URS Corporation is a leading provider of engineering, construction and technical services for public agencies and private sector companies around the world. The Company offers a full range of program management; planning, design and engineering; systems engineering and technical assistance; construction and construction management; operations and maintenance; information technology; and decommissioning and closure services. URS' business is focused on five key market sectors: Federal, Oil & Gas, Infrastructure, Power, and Industrial. Our clients include the U.S. federal government, national governments of other countries, state and local government agencies in the United States and internationally, and FORTUNE 500 companies and other multinational corporations. URS has more than 50,000 employees in a network of offices in nearly 50 countries. 4 North Park Dr., Suite 300, Hunt Valley,

MD, 21030, 410.785.7220 - **Web Address:** www.urs.com

USDA Rural Development - Booth # 134 - Infrastructure financing for water, sewer, community facilities, public bodies and non-profits. 1221 College Park Dr., Suite 200, Dover, DE, 19904, 302.857.3580 - **Web Address:** http://www.rurdev.usda.gov

Valley Supply & Equipment Company, Inc. - Booth # 421 - Distributor/dealer of construction equipment. Sales service, parts and rentals of construction related products. 20332 Leitersburg Pike, Hagerstown, MD, 21742, 443.506.5408 - **Web Address:** www.valleysupplyequipment.com

Verizon Wireless - Booth # 330 - Verizon Wireless is an innovative wireless communications company that connects people and businesses with the most advanced wireless technology and service available. Our company launched the nation's first 3G wireless broadband network. We were also the first tier-one wireless provider in the nation to build and operate a 4G LTE network and globally, we offer voice and data services in more than 200 destinations. Verizon develops and deploys the network, mobile technologies and information systems that help drive your organization forward. 7600 Montpelier Road, Laurel, MD, 20723, 240.568.1134 - **Web Address:** http://www.verizonwireless.com

Vermeer Mid Atlantic, Inc. - Booth # 620 - Vermeer Mid Atlantic Inc. specializes in selling and renting construction equipment for the recycling, tree care and underground industries. We also provide parts and service for these industries. 8830 Corridor Rd., Annapolis Junction, MD, 20701, 301.498.5200 - **Web Address:** www.vermeermidatlantic.com

Wallace Montgomery - Booth # 533 - Wallace Montgomery is a full-service transportation consulting firm serving the Mid-Atlantic. We are a recognized leader in the sustainable development of transportation and public works facilities. Respected for our efforts to enhance and protect the environment, the firm has delivered high-quality services to a diverse group of clients since its founding in 1975. With a professional staff of more than 160, WM specializes in planning, engineering, and construction management for government agencies, as well as the private sector. Our portfolio includes projects involving highways, streets, bridges, transit, facilities, traffic features, utilities, parks, trails, and building structures. The successful completion of these jobs has come from embracing the firm's core values that emphasize communication, client service, and quality work. 10150 York Rd., Suite 200, Hunt Valley, MD, 21030, 410.494.9093 - **Web Address:** www.wallacemontgomery.com

Walmart - Booth # 302 - Wal-Mart Stores, Inc. (NYSE: WMT) helps people around the world save money and live better - anytime and anywhere -- in retail stores, online, and through their mobile devices. Each week, more than 245 million customers and members visit our 11,302 stores under 71 banners in 27 countries and ecommerce websites in 10 countries. With fiscal year 2014 sales of over $473 billion, Walmart employs more than 2 million associates worldwide. Walmart continues to be a leader in sustainability, corporate philanthropy and employment opportunity. Additional information about Walmart can be found by visiting http://corporate.walmart.com on Facebook at http://facebook.com/walmart and on Twitter at http://twitter.com/walmart. Online merchandise sales are available at http://www.walmart.com and http://www.samsclub.com. 701 8th Street, NW, Washington, DC, 20001, 301.570.4582 - **Web Address:** www.corporate.walmart.com

Washington County - Booth # 202 and 923 - Washington County, Maryland Government strives to fulfill its duty to the citizens of Washington County with regard to operational efficiency, fiscal responsibility, and responsiveness to the needs of the community. This vision is used to ably assist the Board of County Commissioners of Washington County in achieving goals for moving the County forward as present needs and future plans are addressed. According to the Maryland Department of Legislative Services, the Washington County General Fund has one of the lowest costs per capita for services provided of all 23 counties and Baltimore City. This is attributed to the efficiency, staffing levels, and cost containment exhibited in Washington County Government operations. Visit www.washco-md.net for more information. 100 W. Washington Street, Hagerstown, MD, 21740, 240.313.2382 - **Web Address:** www.washco-md.net

Washington Gas Energy Services - Booth # 700 and 701 - Washington Gas Energy Services, Inc. (WGES) is one of the largest and most experienced natural gas and electricity suppliers in the Mid-Atlantic region. Over 350,000 commercial and residential customers in Maryland, Virginia, Delaware, Pennsylvania and the

District of Columbia depend on WGES to supply their energy needs. 1 Texas Station Court, Suite 230, Timonium, MD, 21093, 410.628.4302 - **Web Address:** http://www.wges.com

Washington Suburban Sanitary Commission - Booth # 706 and 707 - WSSC is among the largest water and wastewater utilities in the nation, with a network of nearly 5,000 miles of fresh water pipeline and more that 5,400 miles of sewer pipeline. 14501 Sweitzer Lane, Laurel, MD, 20707, 301.206.8233 - **Web Address:** www.wsscwater.com

Waste Management / Wheelabrator - Booth # 328 and 329 - Full service solid waste and recycling services company including collection, processing, hauling, disposal, recycling and waste-to-energy. 701 Pennsylvania Avenue, NW, #590, Washington, DC, 20004, 202.639.1203 - **Web Address:** www.wm.com

WasteZero - Booth # 308 - WasteZero, the leading provider of municipal solid waste reduction programs in the U.S., is on a mission to cut residential trash in half across the nation. WasteZero partners with hundreds of municipalities throughout the U.S. to reduce the amount of waste landfilled and burned, increase recycling, and generate savings. The company helps municipalities design, launch, and manage next-generation pay-as-you-throw systems, in which people pay by the bag for their solid waste services. These programs increase individuals' awareness of the cost of their trash, reducing solid waste by an average of 44% and doubling or sometimes tripling recycling. In most cases, WasteZero is able to guarantee its municipal customers that its programs will meet or exceed specific waste reduction targets. WasteZero manufactures the customized specialty plastic trash bags for its programs and other customers in the U.S. from recycled content. It is committed to creating U.S. jobs and to solving the nation's solid waste crisis. A certified B Corporation, WasteZero is a national organization with key management offices in Raleigh, N.C., and the Boston area, and a manufacturing facility in Hemingway, S.C. For more information, visit www.wastezero.com. 8540 Colonnade Center Drive, Suite 312, Raleigh, NC, 27615, 919.322.1207 - **Web Address:** www.wastezero.com

WBCM - GeoSpatial Innovations - Booth # 535 - Founded in 1977 and headquartered in suburban Baltimore, WBCM is the area's first multidisciplinary AEC firm to provide not only architecture and engineering services, but also comprehensive construction management and facility construction. Independently and through innovative alliances and teaming, WBCM serves public and private clients throughout the Mid-Atlantic region and beyond with additional offices in Philadelphia, Harrisburg and Pittsburgh, Pennsylvania. The Engineering News-Record lists Whitney Bailey Cox & Magnani (WBCM) as one of the Top 500 Design Firms. 849 Fairmount Avenue, Suite 100, Baltimore, MD, 21286, 410.512.4542 - **Web Address:** http://www.wbcm.com

Wexford Health Sources, Inc. - Booth # 601 - Based on over 20 years of industry experience, Wexford Health's cost-effective, clinically sound programs manage health care costs while maintaining quality of care. Contact us to learn how our medical, mental health, pharmacy, dental, telemedicine, and utilization management programs can help control your clinical and administrative costs. 501 Holiday Drive, Foster Plaza Four, Pittsburgh, PA, 15220, 412.937.8590 - **Web Address:** www.wexfordhealth.com

Wicomico County - Booth # 909 - Wicomico County recreation, parks and tourism. 8480 Ocean Highway, Delmar, MD, 21875, 410.548.4914 - **Web Address:** www.wicomicotourism.org

Wisp Resort - Booth # 811 - Nestled in the mountains of Western Maryland lies Wisp Resort. The Free State's 4-season premiere ski, golf and recreation destination welcomes conferences, meetings, team building and groups. 296 Marsh Hill Road, McHenry, MD, 21541, 301.387.4000 2295 - **Web Address:** www.wispresort.com

Worcester County - Booth # 913 - Tourism agency promoting attractions, historic, sites, towns & beaches of Worcester County. 104 West Market Street, POB 208, Snow Hill, MD, 21863, 410.632.3110 - **Web Address:** http://www.visitworcester.org

xG Technology - Booth # 136 - xG Technology is the maker of xMax, a turnkey wireless broadband data, voice, and video system. xMax leverages next-generation smart radio technology to deliver high-mobility, rapid deployment, security and easy interoperability with common smartphones and other devices. This makes it an ideal solution for permanent, temporary, or emergency wireless communications needs. , Philadelphia, PA, 610.772.0607 - **Web Address:** www.xgtechnology.com

Maryland Association of Counties Summer 2014 Exhibitors

Institution	Booth
AARP Maryland	532
Acclaimed Promotions	435
Aetna	307
American Tennis Courts Inc.	429
AmpliFund Public Sector	609
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710 Smart, Green & Growing (DNR)

708 Conserv. Partnership

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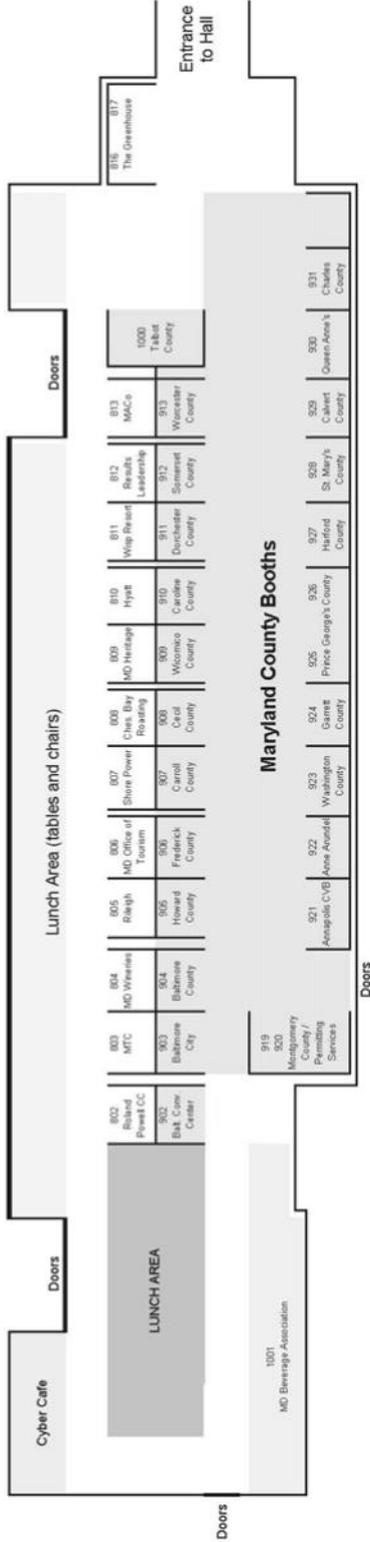703 US Reps

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700 701 Washington Gas Energy Service

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Loading Dock

Exit

Dockside Hall

Entrance to Hall

816 / 817 The Greenhouse

Doors

Windows overlooking Bay

Lunch Area (tables and chairs)

Doors

Cyber Cafe

Doors

LUNCH AREA

1001 MD Beverage Association

Doors

Maryland County Booths

Booth	Name
802	Roland Powell CC
803	MTC
804	MD Wineries
805	Raleigh
806	MD Office of Tourism
807	Shore Power
808	Ches. Bay Roasting
809	MD Heritage
810	Hyatt
811	Wisp Resort
812	Results Leadership
813	MACo
1000	Talbot County

Booth	Name
902	Balt. Conv. Center
903	Baltimore City
904	Baltimore County
905	Howard County
906	Frederick County
907	Carroll County
908	Cecil County
909	Wicomico County
910	Caroline County
911	Dorchester County
912	Somerset County
913	Worcester County

Booth	Name
919 / 920	Montgomery County / Permitting Services
921	Annapolis CVB
922	Anne Arundel
923	Washington County
924	Garrett County
925	Prince George's County
926	Prince George's County
927	Harford County
928	St. Mary's County
929	Calvert County
930	Queen Anne's
931	Charles County

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MACo Past Presidents

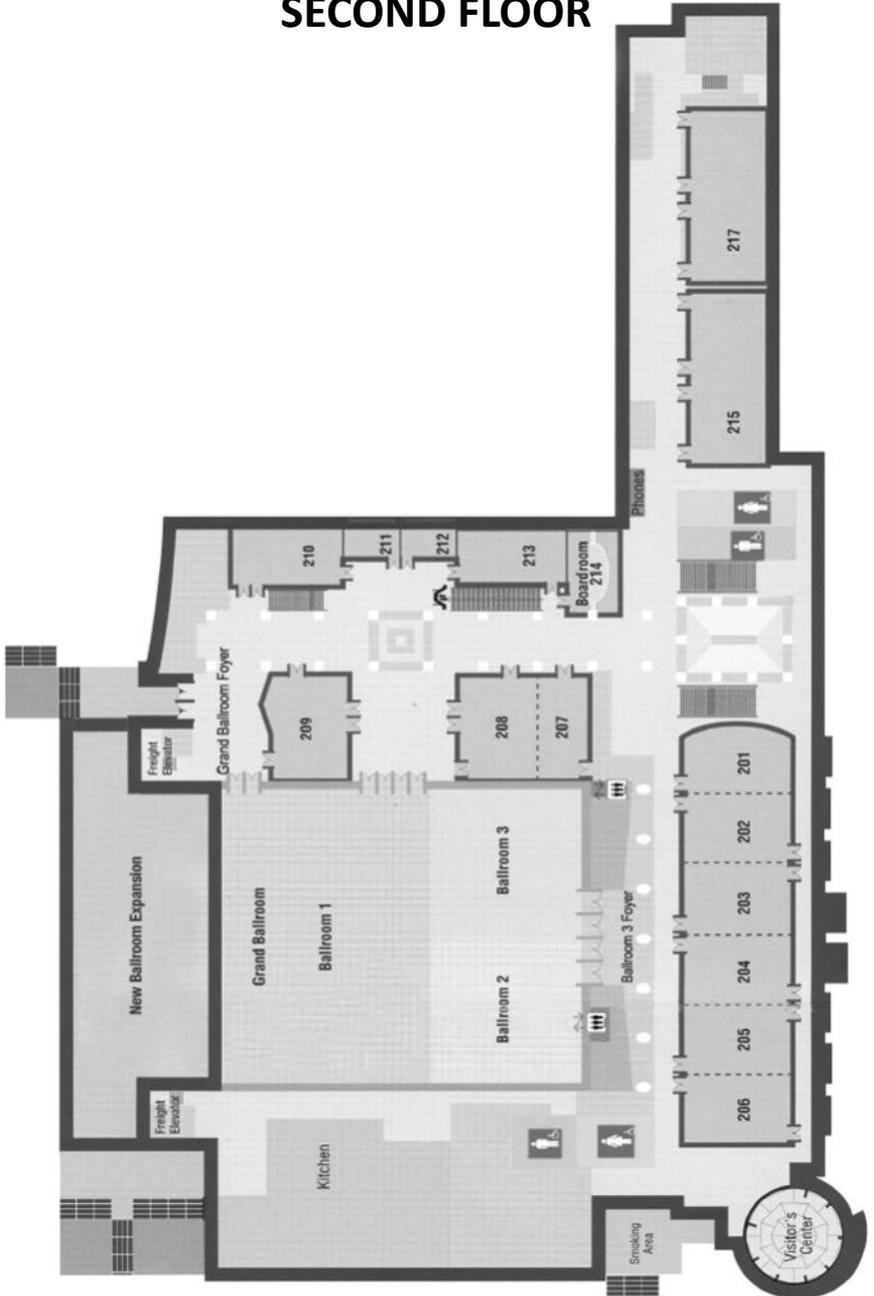|	
1951	U. Grant Hooper - Frederick County
1952	U. Grant Hooper - Frederick County
1953	Paul M. Widdownson, Sr. - Wicomico County
1954	Walter V. Bennett - Carroll County
1955	J. Thomas Kibler - Kent County
1956	Ralph L. Lowman - Anne Arundel County
1957	Thomas N. Kay - Cecil County
1958	Herbert W. Reichelt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

Roland E. Powell Convention Center Floor Plans

FIRST FLOOR

Exhibit Hall B

Exhibit Hall A

Stage

Food Court

Ramp

Storage

Show Office

MACo Registration

Business Center

Box Office

Exit Area

C103

C102

C101

Exhibit Hall C

Show Office

Lobby

Dockside Exhibit Hall

Storage

Administrative Offices

Box Office

Reception

Lobby

Visitor's Center Reception

Roland E. Powell Convention Center Floor Plans

SECOND FLOOR

Floor plan labels: 217, 215, Phones, 210, 211, 212, 213, Boardroom 214, Grand Ballroom Foyer, Freight Elevator, 209, 208, 207, 201, 202, 203, 204, 205, 206, New Ballroom Expansion, Grand Ballroom, Ballroom 1, Ballroom 3, Ballroom 2, Ballroom 3 Foyer, Freight Elevator, Kitchen, Smoking Area, Visitor's Center