



MARYLAND
Association of
COUNTIES

The Road Ahead

MACo WINTER CONFERENCE

January 7-9, 2015 | Cambridge, MD
Hyatt Regency Chesapeake Bay Hotel

*New Leaders.
New Partners.
New Strategies.*

Program

*20 educational sessions,
30 exhibitors,
and countless ways to shape
Maryland's public policy landscape!*

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experience by using this
Twitter hashtag:

#MACoCon

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@MDCounties

MARYLAND ASSOCIATION of COUNTIES

169 Conduit Street
Annapolis, MD 21401

410.269.0043 - Balt. Metro
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Doug Howard, Carroll County
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Vicki Almond, Baltimore County



The MACo Corporate Partner Program

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

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Maryland Broadband Cooperative	PNC Bank
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Maryland Local Government Health Cooperative (MLGHC)	

County governments are always looking for new ways to deliver efficient and effective services to their constituents. In 2010, 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.



Thank you, Winter Conference Sponsors!

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- PNC Bank, N.A.
- Presidio
- Standard Solar, Inc.
- The PFM Group
- Urban Grid Solar
- Washington Gas Energy Services
- Waste Management/Wheelabrator

MACo Has a Conference Mobile App!

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

FREE Download Instructions: Access the AppStore/Google Play on your mobile device and search for “Mobile MACo” to download the App

**IF YOU DOWNLOADED THE APP FROM
SUMMER CONFERENCE, YOU DO NOT NEED TO
RE-DOWNLOAD—JUST USE THAT APP!**

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

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

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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 or visit the Academy booth on the second floor of the convention center.

Wednesday, January 7, 2015

1:15 pm - 2:45 pm: “What You Need to Know about County Government: Snapshots from the Academy”

3:00 pm - 5:00 pm: “Ethics” (Core)

Thursday, January 8, 2015

1:00 pm - 2:00 pm: “10 Things You Don’t Know About Running a County Jail”

2:15 pm - 3:15 pm: “How Hard Can It Be? An Introduction to County Planning & Zoning”

3:30 pm - 4:30 pm: “Bullseye: Hitting the Moving Target of County Government Recruitment and Training”

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

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.

Future MACo Conference Dates



SUMMER CONFERENCE

August 12 - 15, 2015

*Roland Powell
Convention Center
Ocean City
(Worcester County)*



WINTER CONFERENCE

December 9 - 11, 2015

*Hyatt Regency
Chesapeake Bay Hotel
Cambridge
(Dorchester County)*

WEDNESDAY, JANUARY 7, 2015

7:30 am - 4:30 pm

REGISTRATION

Chesapeake Foyer

Sponsored by Davenport & Company, LLC

7:30 am - 8:30 am

CONTINENTAL BREAKFAST

Chesapeake Foyer

Sponsored by AquaLaw PLC

8:00 am - 1:00 pm

NEWLY ELECTED OFFICIALS ORIENTATION (NEOO)

*****This orientation is for newly elected county officials ONLY*****

During this orientation, newly elected officials will learn about local government budgeting and structure and will participate in roundtable mentoring sessions to learn directly from seasoned elected officials about the duties, responsibilities, and challenges they will face over the next four years. Participants will also learn about their role in working with the General Assembly and MACo, and will hear briefly from the National Association of Counties, the Local Government Insurance Trust, Nationwide Retirement Solutions, and the Academy for Excellence in Local Governance about resources available to public officials as part of MACo membership.

Moderator: The Honorable Tari Moore, County Executive, Cecil County

8:00 am - 8:30 am

NEOO: WELCOME & MACo INTRODUCTION

Chesapeake EFG

Speakers:

- Thomas G. Duncan, 2014 MACo President; Former Council Member, Talbot County
- Michael Sanderson, Executive Director, Maryland Association of Counties
- Debbie Turner, Program Director, Nationwide Retirement Solutions
- Bryan Desloge, Second Vice President, National Association of Counties
- Timothy S. Ailsworth, Executive Director, Local Government Insurance Trust
- Thomas Kennedy, Director, Executive Programs, University of MD School of Public Policy

8:30 am - 9:00 am

NEOO: LOCAL GOVERNMENT STRUCTURE

Chesapeake EFG

This session will provide an overview of county government, including the different type of county government structures (commission, code home rule, and charter) and how they influence local governance. Speakers will then share their personal insights and experiences of the particular relationships between county government and other state and local entities, including: state agencies such as the election boards and health departments; local entities such as the schools, community colleges and libraries; and elected offices, such as the circuit court, orphan's court, state's attorney and sheriff.

Speakers:

- Kenneth C. Decker, County Administrator, Caroline County
- Terry L. Shannon, County Administrator, Calvert County

Many thanks to the current and veteran county elected officials participating in our NEOO Mentoring session:

- The Honorable Steve Arentz, MD State Delegate; Former MACo Board Member; Former Commission President, Queen Anne's County
- The Honorable Calvin Ball, Council Member, Howard County
- The Honorable Pamela G. Beidle, MD State Delegate; Former Council Member, Anne Arundel County
- The Honorable David R. Craig, 2010 MACo President; Former County Executive, Harford County; Former MACo Board Member
- Thomas Duncan, 2014 MACo President; Former Council Member, Talbot County
- The Honorable George C. Edwards, MD State Senator; Former Commissioner, Garrett County
- The Honorable Tari Moore, Cecil County Executive; MACo Secretary
- Rick Pollitt, 2013 MACo President; Former County Executive, Wicomico County
- The Honorable Laura Price, Council Vice President, Talbot County
- The Honorable Craig Rice, Council Member, Montgomery County
- The Honorable James N. Robey, Maryland State Senator; 2006 MACo President; Former County Executive, Howard County
- Jack Russell, Former Commission President, St. Mary's County; Former MACo Board Member
- The Honorable Sheree Sample-Hughes, MD State Delegate-Elect; Former Wicomico County Council Member
- The Honorable Rikki Spector, Council Member, Baltimore City; 1995 MACo President; MACo Board Member
- Ingrid M. Turner, 2012 MACo President; Former Council Member, Prince George's County
- The Honorable Bill Valentine, Commissioner, Allegany County; MACo Board Member
- The Honorable Jerry Walker, Council Chair, Anne Arundel County; MACo Board Member



Be Courteous!
Please Silence ALL Noisemakers for Sessions & Meetings!

WEDNESDAY, JANUARY 7, 2015

8:00 am - 1:00 pm

NEWLY ELECTED OFFICIALS ORIENTATION (NEOO)

This orientation is for newly elected county officials ONLY

9:00 am - 10:15 am

**NEOO: MENTORING SESSION—
WHAT TO EXPECT NOW THAT YOU
ARE A COUNTY ELECTED OFFICIAL**

Chesapeake A

(Private: Newly Elected County Officials ONLY)

In this interactive and informal session, newly elected county officials will have the opportunity to ask questions of veteran and current elected officials and learn from their knowledge and expertise. NOTE: This session is for NEWLY ELECTED COUNTY OFFICIALS ONLY – staff are not invited to attend this session.

Mentors: (Please see list on previous page)

10:15 am - 10:30 am

COFFEE BREAK
Sponsored by Presidio

Chesapeake
Foyer

10:30 am - 11:15 am

**NEOO: COUNTY ELECTED OFFICIALS'
ROLE IN THE LEGISLATURE**

Chesapeake
EFG

State elected officials want to hear from you regarding legislation that will affect local revenues, operations, and services. After all, you work for the same constituencies. During this session, you will hear from a State Senator and Delegate offering tips for working most effectively with your county's delegation in the General Assembly. You will also learn about MACo's role in the legislative process and the Association's grassroots advocacy efforts.

Speakers:

- The Honorable Pamela G. Beidle, MD State Delegate
- The Honorable George C. Edwards, MD State Senator
- Andrea Mansfield, Legislative Director, Maryland Association of Counties

11:15 am - 12:00 pm

NEOO: LOCAL GOVERNMENT BUDGETING

Chesapeake
EFG

A county budget is the most important managerial tool available to local government as it serves as an operations guide, a financial plan, a communications plan, and a policy document. During this session, speakers will discuss the importance of the budget, how to account for revenues and expenditures, and fiscal pressures that affect the bottom line.

Speakers:

- Elaine M. Kramer, Chief Financial Officer, St. Mary's County
- Ted Zaleski III, Acting Chief of Staff/Director, Department of Management & Budget, Carroll County

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WEDNESDAY, JANUARY 7, 2015

8:00 am - 1:00 pm NEWLY ELECTED OFFICIALS ORIENTATION (NEOO)

This orientation is for newly elected county officials ONLY

12:00 pm - 1:00 pm NEOO: ORIENTATION LUNCH— Chesapeake A
THE VALUE OF FORGING RELATIONSHIPS
(ticket required)
(Private: Newly Elected County Officials ONLY)

As an elected official, you are part of a larger team. While you may not always agree, you need to learn how to work constructively with your fellow elected officials at all levels of government and organizations with close ties to the county. Our luncheon speaker will discuss his personal insights on this topic and offer tips for building effective relationships.

Speaker: The Honorable Craig L. Rice, Council Member, Montgomery County

11:00 am - 6:00 pm EXHIBITS OPEN/CYBER CAFÉ OPEN Foyer
& Choptank A

12:00 pm - 1:15 pm LUNCH ON YOUR OWN Hyatt's Water's
Edge Grill

1:15 pm - 2:45 pm WHAT YOU NEED TO KNOW ABOUT  Chesapeake EFG
COUNTY GOVERNMENT: SNAPSHOTS
FROM THE ACADEMY FOR EXCELLENCE IN
LOCAL GOVERNANCE

A foundation of knowledge and skills is needed to successfully navigate the many different facets of being a government official. In this session, speakers will briefly touch on the basic skills and information every county government practitioner needs to know: Basics of Risk Management; Conducting Effective Meetings; Consensus and Team Building; County Financial Management; Ethics; Employment Issues; Open Meetings; and the Public Information Act. All of these topics are covered more fully as Core Courses in the Academy for Excellence in Local Governance. Attending this course will earn the participant 1 Elective Credit with the Academy!

Speakers:

- Thomas C. Reynolds, Director, Education Services, Maryland Municipal League
- Richard A. Furst, Senior Loss Control Manager, Local Government Insurance Trust
- Ted Zaleski III, Acting Chief of Staff/Director, Department of Management & Budget, Carroll County
- Elaine M. Kramer, Chief Financial Officer, St. Mary's County
- Ernest A. Crofoot, County Administrator & County Attorney, Kent County

Moderator: The Honorable Sheree Sample- Hughes, Maryland State Delegate-Elect

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WEDNESDAY, JANUARY 7, 2015

2:30 pm - 5:30 pm

**LEADING EFFECTIVELY ON SMART
GROWTH - SMART GROWTH AMERICA
MEETING & RECEPTION**

Skipjack AB

Co-sponsored by Smart Growth America and 1000 Friends of Maryland, the "Maryland Chapter of the Local Leaders Council" is a network of leaders in local government who are passionate about implementing smart growth. Network with county leaders dedicated to improving quality of life for all Marylanders. Hear from county leaders about their work in building strong and vibrant communities. Learn about resources and membership opportunities with the Maryland Chapter. The session will include informal networking and refreshments.

Speakers:

- The Honorable Parris Glendening, Governor of Maryland 1995-2003
- The Honorable Rushern L. Baker, III, County Executive, Prince George's County
- The Honorable Roger Berliner, Council Member, Montgomery County
- The Honorable Jan Gardner, County Executive, Frederick County

2:45 pm - 3:00 pm

COFFEE BREAK
Sponsored by Presidio

Choptank A

3:00 pm - 5:00 pm

ETHICS
Academy Core Course



Chesapeake EFG

Ethical dilemmas face county elected official every day in an atmosphere where public and private actions are increasingly scrutinized. Many ethical challenges facing elected officials are matters of common sense, but more complicated situations may fall into "gray" areas. This class, led by a seasoned practitioner in government ethics, explores the law and applies it to hypothetical but realistic situations. You do not need to be enrolled in the Academy for Excellence in Local Governance to attend this session, but participants will earn Core credit for completing this session.

Speaker: Ernest A. Crofoot, County Administrator & County Attorney, Kent County

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

4:30 pm - 5:30 pm

**MARYLAND SMART ENERGY
COMMUNITIES AWARDS RECEPTION**

Windjammer

Seven Maryland counties and Baltimore City will be recognized for their participation in the Maryland Smart Energy Communities program. This event will include a brief overview of the program and information about how all Maryland counties can participate, receive grant funding, and get recognized for their leadership in energy management. Each award recipient will be spotlighted as their accomplishments and energy projects are announced and representatives are called forward to receive their MSEC placard. Recipients include Baltimore City and Anne Arundel, Prince George's, Garrett, Talbot, Montgomery, Harford, and Frederick Counties.

Local Governments Working Together To Lower Health Benefit Costs Through Self-Funding

If your organization is having challenges with the volatility in the fully-insured or stand-alone self-funded marketplace, consider the Maryland Local Government Health Cooperative (MLGHC) Program.

This unique, self-funded program helps you lower health insurance costs such as risk charges, premium taxes, and expense charges. The program eliminates typical self-funded cash flow concerns and protects you in both good and bad years.

As a result, it allows you to enjoy savings, transparency, and greater control over your future.



The cooperative will provide a member with:

- Each Member can retain their current benefits
- No potential for cash calls or year-end assessments
- Know your pricing and renewals are set appropriately by actuaries that work for you
- A cap on claim liability
- Steady financing with a fixed monthly budget
- No lasering at renewal
- Premium dollars not needed to pay claims are returned to members (SURPLUS)

Take Control of Your Future

For full details on how your organization can benefit from the savings, cash flow, and control of the MLGHC program, please call Michele Keplinger at 800-673-8231. Or visit us at LGIT.com.

In excess of \$1 million returned to members since 2010

Thanks to MACo's Silver Corporate Partners for Sponsoring the Welcoming Banquet!

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WEDNESDAY, JANUARY 7, 2015

5:30 pm - 6:30 pm

WELCOMING RECEPTION

Chesapeake Foyer

Hosted by the Hyatt

6:30 pm - 8:30 pm

WELCOMING BANQUET & KEYNOTE SPEAKER
(ticket required)

Chesapeake
Ballroom

Welcoming Banquet Sponsored by MACo's Silver Corporate Partners

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

For elected officials in public service, the challenges are many and the risks are real. But for those willing to step up and lead the way, opportunities abound! This interactive program reveals four "everyday super powers" that can help you and your team transform good intentions into meaningful results on the Road Ahead. Learn how to tap into your superhero, harvest the wisdom of those around you, build collaborative purpose, and move your constituents' best interests forward. Build your CAPE with Clarity, Attitude, People, and Engagement™ and take your leadership results from ordinary to extraordinary!

Keynote Speaker: Ron Black, The Mentor Group

Moderator: Thomas G. Duncan, 2014 MACo President

8:30 pm - 9:30 pm

DESSERT RECEPTION

Michener's Library

Hosted by MACo's Corporate Partners

MACo's Corporate Partners invite all MACo Winter Conference attendees to join them in Michener's Library for an informal reception.

*****Attendees must wear conference badges to enjoy complimentary refreshments.*****

THURSDAY, JANUARY 8, 2015

7:30 am - 3:30 pm

EXHIBITS OPEN/CYBER CAFÉ OPEN

Foyer
& Choptank A

7:30 am - 3:30 pm

REGISTRATION

Chesapeake Foyer

Sponsored by Davenport & Company, LLC

7:30 am - 9:00 am

CONTINENTAL BREAKFAST

Chesapeake Foyer

Sponsored by AquaLaw PLC

7:30 am - 9:00 am

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

Choptank BC

Making Your Voice Heard in Annapolis

MACo invites Maryland County Elected Officials to join us for breakfast to learn more about MACo's advocacy efforts in Annapolis and how you can take part! MACo staff will discuss the Association's role during the General Assembly Session, working with MACo's Legislative Committee, and taking positions on bills. Staff will also provide an overview of MACo's Legislative Tracking Database and the "MACo Action Alert" system.



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your daughter
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THURSDAY, JANUARY 8, 2015

9:00 am - 4:00 pm

SPOUSE TOUR (registration required)

Dorchester County

Please meet in the Hyatt Lobby at 9:00 am

9:00 am - 10:15 am

GENERAL SESSION

Chesapeake EFG

Making Public Infrastructure the People's Priority

A strong public infrastructure increases residents' quality of life and fosters business growth and economic development. Conversely, poor public infrastructure can drive residents and businesses away. Yet, despite its critical importance, Maryland is struggling to maintain a sound infrastructure system. As our aging infrastructure decays, the costs to renovate and replace it is already in the billions and will continue to increase over time. Panelists will highlight the state of our public infrastructure, discuss the impact that reduced state and federal funding has had on county infrastructure projects and maintenance, and review recent and upcoming efforts to make infrastructure funding a priority, not only for policymakers, but for the residents themselves.

Speakers:

- The Honorable John K. Delaney, United States Representative (District 6)
- Bryan Desloge, Second Vice President, National Association of Counties
- Memo Diriker Ph.D., Director, Business, Economic, & Community Outreach Network, Perdue School of Business, Salisbury University

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

10:15 am - 10:30 am

COFFEE BREAK

Choptank A

Sponsored by Presidio

10:30 am - 11:45 am

GENERAL SESSION

Chesapeake EFG

Advancing Your Community...Techniques For Economic Development Strategies

Economic development transforms our lives by encouraging innovation, creating jobs, and enriching communities. Yet demographic differences amongst the counties may lead to different approaches to achieve these outcomes. This session will discuss specific economic development strategies and the importance of working together in partnership to achieve our economic goals.

Speakers:

- Lawrence Twele, CEO, Economic Development, Howard County
- Laurie M. Boyer CECD, Executive Director, Rockville Economic Dev., Inc.- REDI
- Keasha N. Haythe, Director, Economic Development, Dorchester County
- William H. Cole, President & CEO, Baltimore Development Corporation

Moderator: The Honorable Adrienne Jones, Maryland State Delegate

11:45 am - 12:45 pm

**BUFFET LUNCH
(ticket required)**

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THURSDAY, JANUARY 8, 2015

11:45 am - 12:45 pm INTEREST GROUP LUNCHEONS (Thursday lunch ticket required)

Public Information Officers & County Communications Staff Lunch

Brigantine
Boardroom

County Public Information Officers and County Communications Professionals are invited to attend this lunch to discuss communications challenges and best practices.

Regional Councils' Lunch

Galleon ABC

Members of the five regional councils (Tri-County Council for the Lower Eastern Shore of Maryland, Mid-Shore Regional Council, Upper Shore Regional Council, Tri-County Council for Southern Maryland and Tri-County Council for Western Maryland) are welcome to attend. This is an informal lunch for the purpose of initiating introductions and discussions between participants from the rural regions of the state.

Rural Counties Coalition Lunch

Cutter AB

The Maryland Rural Counties Coalition, a MACo Chapter Organization, invites all attendees to join them for a roundtable discussion on issues impacting Maryland's rural jurisdictions

Women of MACo Lunch

Choptank C

Female elected and appointed officials are invited to attend this lunch. Lunch will be served at noon, followed by welcoming remarks from Women of MACo President and Baltimore County Council Member Vicki Almond, a brief introduction to MACo's Grassroots Outreach Initiative by MACo Policy Analyst Robin Clark, and an address by Stephanie Rawlings-Blake, Mayor of Baltimore.

1:00 pm - 2:00 pm

AFFILIATE SESSIONS

10 Things You Don't Know About Running a County Jail

Sponsored by MACo's Corrections Affiliate

A Chesapeake E

You may know that in the interest of public safety and justice, county jails provide confinement of pretrial detainees and certain convicted felons within the borders of their facilities. You may also know that county jails offer alternatives to incarceration and re-entry program. But do you know what it takes to get those jobs done and keep facility operations running 24 hours per day, 7 days per week, and 365 days per year while providing a clean, safe and secure environment for detainees and staff? In this session, learn about the ins-and-outs of running county jails as well as the comprehensive, innovative, and effective services they provide to prisoners and the surrounding communities.

Speakers:

- Capt. Michael Merican, Warden/Commander, Department of Corrections, St. Mary's County
- Robert L. Green, Warden, Montgomery County Correctional Facility, MD Correctional Administrators Assn.

Moderator: The Honorable Joseline Peña-Melnyk, Maryland State Delegate

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THURSDAY, JANUARY 8, 2015

1:00 pm - 2:00 pm

AFFILIATE SESSIONS (continued)

Treacherous Shoals: Navigating the Murky Depths of Water Issues

Chesapeake F

Sponsored by MACo's Attorneys Affiliate

Water issues have been at the forefront of many recent federal and state environmental initiatives, resulting in both legislation and litigation. While these initiatives aim to improve our impaired waterways, it can be challenging for a county to comply with costly water mandates while avoiding litigation and state and federal penalties. Panelists will explain a variety of recent water issues, including: (1) the requirements of the Chesapeake Bay Total Maximum Daily Load; (2) litigation surrounding municipal separate storm sewer system (MS4) permits; (3) a proposed expansion of the "waters of the United States" definition under the Clean Water Act; and (4) responding to sea level rise.

Speakers:

- Alison Hooper Prost, Maryland Executive Director, Chesapeake Bay Foundation
- Christopher D. Pomeroy, Esq., President, AquaLaw PLC
- Andre Monette, Partner, Best Best and Kriger, LLP
- Zoe Johnson, Program Manager, Climate Policy, MD Dept. of Natural Resources

Moderator: The Honorable Jan Gardner, County Executive, Frederick County

Living in a Glass House: Transparency and Data Management for County Governments

Choptank B

Sponsored by MACo's Administrators Affiliate

Web-based technologies for government information and services have changed the landscape of access to government information. Local governments may use new technologies to reinvent the public meeting, create positive connections with citizens, target priority areas for open government policy reform, and identify the path to greater data transparency. As more and more county government data is becoming available online, counties must also confront the challenges of online documents, including technology infrastructure and security concerns. In this panel, a county government official, software developer, and a transparency advocate will discuss how to best provide information about government functions and services to the public.

Speakers:

- The Honorable Hans Riemer, Council Member, Montgomery County
- Jennifer Bevan-Dangel, Executive Director, Common Cause Maryland
- Lucas Cioffi, Co-Founder, QiqoChat.com

Moderator: The Honorable William Ferguson, Maryland State Senator

Will the Boomers Bust Us? A Reality Check

Chesapeake G

Sponsored by MACo's Aging Affiliate

Maryland began shifting from grant-based funding for aging programs to a fee-for-services model in 2012 with the Home and Community Based Waiver for Older Adults. Currently, we are billing for the Community Options Waiver and not covering the costs. Aging services such as Maryland Access Point (MAP) and others are moving to fee-for-service as well. The transition at the state level moves forward despite the fact that...



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THURSDAY, JANUARY 8, 2015

1:00 pm - 2:00 pm

AFFILIATE SESSIONS (continued)

...revenue estimates for fee-based services do not come close to matching current grant-funding levels. This panel will address how Area Agencies on Aging can continue to support older adults aging-in-place in Maryland with an eye towards strategic planning for the sustainability of current programs.

Speakers:

- Catherine Willis, LGSW, Director, Dept. of Community Services, Queen Anne's County
- Madeline M. Morey, Director, Department of Citizen Services, Carroll County
- Barbara Buchleitner, Project Manager, Anne Arundel County
- Teja Rau, Chief, LTSS, MD Department of Aging

Moderator: The Honorable William Valentine, Commissioner, Allegany County

All Work and No Play...The Role and Importance of Your Parks and Rec Department

Choptank C

Sponsored by MACo's Parks & Recreation Affiliate

Your parks and recreation department performs a vital and increasingly diverse role within your county's government. Besides offering traditional indoor and outdoor recreational activities, your parks and rec department is also involved in land conservation acquisitions, health and wellness initiatives, and providing social venues for target populations such as senior citizens. As citizen expectations have risen over recent years, departments have struggled to provide more services in the face of uncertain State aid. Panelists will provide an overview of a parks and recreation department, highlight the importance and role of Program Open Space, and discuss ongoing challenges.

Speakers:

- Laura Wetherald, Chief, Adm. Services & Recreation, Howard County
- Maria K. Brown, Instructor Pediatrics, Johns Hopkins School of Medicine
- Ann Holmes Jones, Director, Partners for Open Space

Moderator: The Honorable Anthony O'Donnell, Maryland State Delegate

2:00 pm - 2:15 pm

COFFEE BREAK

Choptank A

Sponsored by Presidio

2:15 pm - 3:15 pm

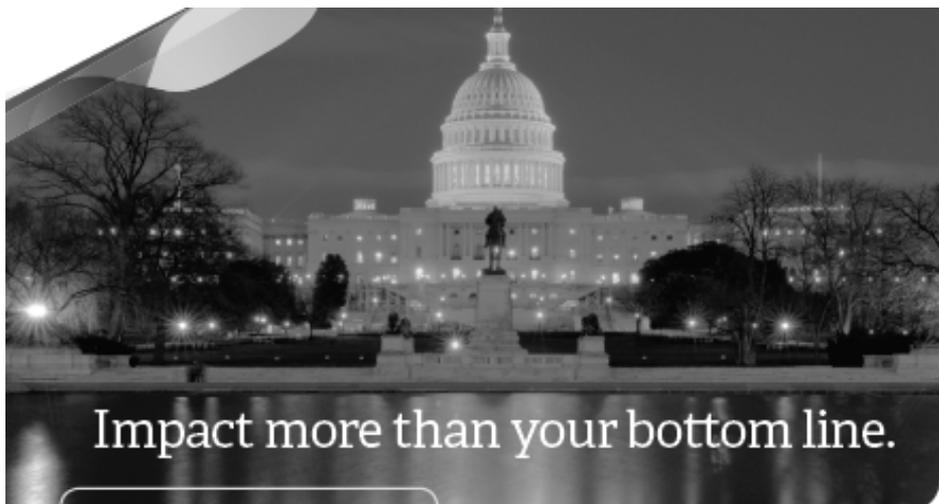
AFFILIATE SESSIONS

Waste Not, Want Not: The Promise and Challenge of Zero Waste

Chesapeake E

Sponsored by MACo's Administrators Affiliate

In Maryland, counties are responsible for residential recycling and have created strong recycling programs. However, the State is now considering adopting a "zero waste" policy, which has been defined as achieving an 80% recycling rate and 85% total waste diversion rate by 2040. Such a policy will have profound policy and budget implications not only for the counties but also municipalities, the private sector, and Maryland residents. Panelists will discuss the benefits and challenges Zero Waste presents to these different sectors.



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THURSDAY, JANUARY 8, 2015

2:15 pm - 3:15 pm

AFFILIATE SESSIONS (continued)

Speakers:

- David A. Costello, Deputy Secretary, Maryland Department of the Environment, Smart, Green & Growing (MD DNR)
- Pete Bieniek, Chief, Solid Waste Division, Cecil County
- Chaz Miller, Director of Policy/Advocacy, National Waste & Recycling Association

Moderator: The Honorable Stephen Lafferty, Maryland State Delegate

The Many Faces of Family Violence

Chesapeake F

Sponsored by MACo's Human Services Affiliate

Recent headlines have put a spotlight on the physical, emotional, sexual, and financial abuse or neglect that can occur within the dynamics of familial or intimate relationships. "Family violence" is the umbrella term for crimes in which family members are both the offenders and victim. These crimes include domestic violence, sexual abuse, child abuse, and elder abuse. In this session, participants will learn about the prevalence rates, support networks, and the wide array of State and local services available to protect and assist victims.

Speakers:

- Lisae C. Jordan, Esq., Executive Director & Counsel, Maryland Coalition Against Sexual Assault
- Ellyn M. Loy LCSW-C, Director Elder Abuse Project, CHANA and SAFE: Stop Elder Abuse
- Michele Hughes, Executive Director, Life Crisis Center

Moderator: The Honorable Adelaide Eckardt, Maryland State Senator-Elect

Mastering the Mystery of Infrastructure Budgeting

Chesapeake G

Sponsored by MACo's Budget & Finance Officers Affiliate

Counties own a lot of "stuff" - from canoes to roads, and from computers to pumping stations. Do you know what you have, what it will take to keep it in good shape, and how you will pay for it? When times are tough, maintenance often gets deferred, but even in good times infrastructure might not get all of the attention it should. Our speakers will discuss the importance of maintaining infrastructure and the challenges of keeping it up.

Speakers:

- Robert James Slocum, Director, Division of Eng. & Const. Management, Washington County
- Andrew Kleine, Budget Chief, Baltimore City
- Nicole Westerman, Senior Management Consultant, The PFM Group

Moderator: The Honorable Carolyn Howard, Maryland State Delegate

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THURSDAY, JANUARY 8, 2015

2:15 pm - 3:15 pm

AFFILIATE SESSIONS (continued)

What Your Federal Delegation Can Do For You

Choptank B

In this session, representatives from the Office of U.S. Senator Barbara Mikulski will share how federal policy and funding assist infrastructure repair and development in Maryland. Panelists will describe how to work with your federal partners to address needs in your community.

Speakers:

- Lori Albin, State Director, Office of U.S. Senator Barbara A. Mikulski
- Amy Seeberger, Outreach, Projects, and Grants Assistant, Office of U.S. Senator Barbara A. Mikulski

Moderator: The Honorable John Barr, Commissioner, Washington County

How Hard Can It Be? An Introduction to County Planning & Zoning A Choptank C

Sponsored by MACo's Planners Affiliate

Planning and zoning decisions are among the most challenging and controversial issues facing a county elected official. Planning and zoning is a complex and formidable process "" just what are those "visions" about anyway? As a county navigates this process, it must balance valid but often competing concerns from different stakeholders, including developers, businesses, agriculture, environmentalists, and county residents. Panelists will provide an overview of the planning and zoning process, discuss how to handle the "push and pull" between different stakeholder groups, and highlight recent significant land use changes at the State level.

Speakers:

- Jon M. Laria, Esq, Chair, Maryland Sustainable Growth Commission
- Adrian R. Gardner, General Counsel, M-NCPPC, Prince George's County
- Eric Soter, Principal, Rodgers Consulting

Moderator: The Honorable Charles Otto, Maryland State Delegate

3:15 pm - 3:30 pm

COFFEE BREAK

Choptank A

Sponsored by Presidio

3:30 pm - 4:30 pm

AFFILIATE SESSIONS

Roads, Runoff, Recycling, and More – Getting to Know Your Public Works Department

Chesapeake E

Sponsored by MACo's Engineers Affiliate

The local department of public works (DPW) can often be a confusing entity as it is responsible for a wide range of infrastructure projects and public services. Size and geographic locations vary, but this one department does many things: it builds and maintains your local roads and bridges, constructs and preserves your stormwater infrastructure, and manages your recycling and wastewater facilities, just to name a few. During this session, you will gain a better understanding of your rural and urban DPW. Speakers will discuss how rural and urban DPWs differ in structure, the size of their budgets, project priorities, and challenges.

Speakers:

- Edward C. Adams, Jr., Director, Public Works, Baltimore County
- Lee R. Beauchamp, Director, Public Works, Wicomico County

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

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THURSDAY, JANUARY 8, 2015

3:30 pm - 4:30 pm

AFFILIATE SESSIONS (continued)

Public Health Threats: What Every Public Official Should Know

Chesapeake G

Sponsored by MACo's Health Officers Affiliate

On a daily basis, Maryland's twenty-four local public health departments serve on the front lines to protect and ensure the health of their residents and communities. Whether it is headline-making diseases like Ebola and Enterovirus D68, or more common health threats such as influenza, rabies, Lyme, hepatitis, or foodborne and waterborne illnesses, Health Officers and their staff fill the important role of helping to prevent, contain, or eliminate these threats. This session will describe the importance of public health, the role of local public health departments in determining their county's health, and discuss the latest emerging and existing public health threats facing our counties today. The panelists will provide the most current information all county officials and legislators should know.

Speaker: Gregory Wm. Branch MD, MBA, CPE, Director, Baltimore County Health and Human Services

Moderator: The Honorable Joanne Benson, MD State Senator (invited)

Procurement Primer for Elected Officials and Professionals

Choptank B

Sponsored by MACo's Budget & Finance Officers Affiliate

Much of your county's success hinges on goods and services purchased through public processes. Counties seek to maximize their purchasing dollars to deliver the best for their citizens and taxpayers. Procurement law from the state and counties dictates standards and practices to follow to ensure fair competition, and to promote public goals. This panel will lay out what you need to know about the overlapping array of regulations, goals, and guidelines you - in your role as a county elected official, agency manager, or professional purchasing officer - need to know.

Speakers:

- T. Suzette Moore CPPO, CPPB, C.M., Director, Office of Procurement, Maryland Aviation Administration
- Linda D. Dangerfield CPPB, Vice President MPPA/ Deputy Director Ofc. of Procurement, Maryland Aviation Administration
- Karen Redderson, Area Extension Director, College of Ag. & Natural Resources, UMD Extension, Somerset, Wicomico, and Worcester Counties

Moderator: The Honorable Matthew Holloway, Council Vice President, Wicomico County

Bullseye: Hitting the Moving Target of County Government Recruitment and Training

 Choptank C

Sponsored by MACo's Human Resources Affiliate

Every county department relies on its greatest asset—its people—to deliver services to residents. Over the next few years, a number of seasoned county workers will become eligible for retirement, and, at the same time, millennial employees are entering the workforce with different skills and expectations than their predecessors. Human resources management in this setting requires creativity and innovation. In this session, county human resources officers will describe their tactics for maintaining a skilled...

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THURSDAY, JANUARY 8, 2015

3:30 pm - 4:30 pm

AFFILIATE SESSIONS (continued)

**Bullseye: Hitting the Moving Target of County Government
Recruitment and Training**

Choptank C

Sponsored by MACo's Human Resources Affiliate

...workforce over the next decade and a representative of Maryland's Community Colleges will share how they can assist county governments as they set their sights on a changing workforce.

Speakers:

- Stephanye R. Maxwell Esq., CPM, Director, Human Resources Management, Prince George's County
- Gregg A. Todd, Administrator, Queen Anne's County
- Bernard Sadusky Ed.D., Executive Director, Maryland Association of Community Colleges- MACC

Moderator: The Honorable William Pickrum, Commissioner, Kent County

4:30 pm - 5:30 pm

MACo ADMINISTRATORS' AFFILIATE
MEETING (private)

Galleon A

4:30 pm - 5:30 pm

MARYLAND COUNTY OFFICIALS' DIVERSITY
CAUCUS RECEPTION

Skipjack AB

5:30 pm - 6:30 pm

INAUGURAL BANQUET RECEPTION

Chesapeake Foyer

Sponsored by MACo's Bronze Corporate Partners

6:30 pm - 8:30 pm

INAUGURAL CEREMONY & AWARDS
BANQUET (ticket required)

Chesapeake
Ballroom

Sponsored by MACo's Gold Corporate Partners and Constellation, an Exelon Company
This banquet is the highlight of MACo's Winter Conference. Following a delicious dinner of locally-sourced cuisine prepared by the Hyatt's esteemed chef, MACo recognizes select legislators and elected officials and gives out awards for their service to the people of Maryland. The Association's incoming President, Officers, and Board of Directors are then sworn in to their roles as leaders of the county community for the year ahead.

8:30 pm - 9:30 pm

PRESIDENT'S RECEPTION

Choptank Ballroom

Sponsored by Kaiser Permanente

Incoming MACo President, Ike Leggett, County Executive for Montgomery County, invites all MACo Winter Conference registrants and guests to join him for dessert at the President's Reception.

SAVE THE DATE

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

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FRIDAY, JANUARY 9, 2015

7:30 am - 10:30 am

REGISTRATION

Chesapeake Foyer

Sponsored by Davenport & Company, LLC

7:30 am - 9:30 am

CONTINENTAL BREAKFAST

Chesapeake Foyer

Sponsored by AquaLaw PLC

8:00 am - 9:30 am

OPEN MEETINGS

A

Chesapeake A

Academy Core Course

Maryland's Open Meetings Law guides public officials in the requirements for providing public notice of decision-making functions and for closing meetings when appropriate. The law has nuances for different forms of county governments, especially for county commissioners, who act in a dual legislative/executive role. The Open Meetings Law has been revised to better accommodate "administrative functions" and other procedures of governmental bodies. Knowledgeable experts focus on the law's application to counties, including some of the cases and complaints that have come before the Compliance Board. You do not need to be enrolled in the Academy for Excellence in Local Governance to attend this session, but participants will earn Core credit for completing this session.

Speakers:

- Ann MacNeille, Asst. Attorney General, Opinions and Advice, MD Office of the Attorney General
- John S. Mathias, County Attorney, Frederick County

Moderator: The Honorable Todd Turner, Council Member, Prince George's County

9:30 am - 10:45 am

2015 GENERAL ASSEMBLY FORECAST

Chesapeake BCD

The beginning of a new term signifies change and new opportunities - but lawmakers will face several lingering challenges. Budget forecasts suggest limited opportunity for innovation and growth and many issues in public safety, environmental protection, education, and other areas continue to garner public and political attention. The General Assembly's two presiding officers, an opposition party leader, and a policy advocate from the newly elected Administration will share their views on the issues confronting Annapolis for 2015 and beyond.

Speakers:

- The Honorable Thomas V. Mike Miller, Jr., President, MD State Senate
- The Honorable Michael E. Busch, Speaker, MD House of Delegates
- The Honorable Christopher B. Shank, Minority Whip, MD State Senate
- The Honorable Joseph M. Getty, Chief Legislative Officer, Governor-Elect Hogan's Administration

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

10:45 am - 11:00 am

COFFEE BREAK & HOTEL CHECK-OUT

Chesapeake Foyer

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FRIDAY, JANUARY 9, 2015

11:00 am - 12:30 pm

CLOSING GENERAL SESSION

Chesapeake A

The County Officials' Guide to Lobbying in Annapolis

Each year the Maryland General Assembly faces countless issues that affect Maryland's counties. How can you, as a county official, best influence this process? Attend this candid and participatory session to learn some insider tips and sharpen your own skills. A panel of Maryland legislators will participate as part of the exercise, and then serve as a "Committee" for mock presentations – offering questions, guidance, and tips for the county officials presenting.

******Pre-registered participants will find their names on place cards at the head tables—all others are welcome to attend, but please take your seats at the unreserved tables. To check to see if you were pre-registered to participate, please stop by the Registration Desk.******

Moderator: Patrick Roddy, Lobbyist, Rifkin, Weiner, Livingston, Levitan & Silver, LLC

12:30 pm - 1:00 pm

WRAP-UP BOXED LUNCH

Chesapeake A

Following the Closing General Session, please join your fellow Winter Conference attendees for a boxed luncheon before heading home.

1:00 pm

ADJOURNMENT



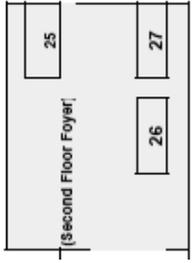
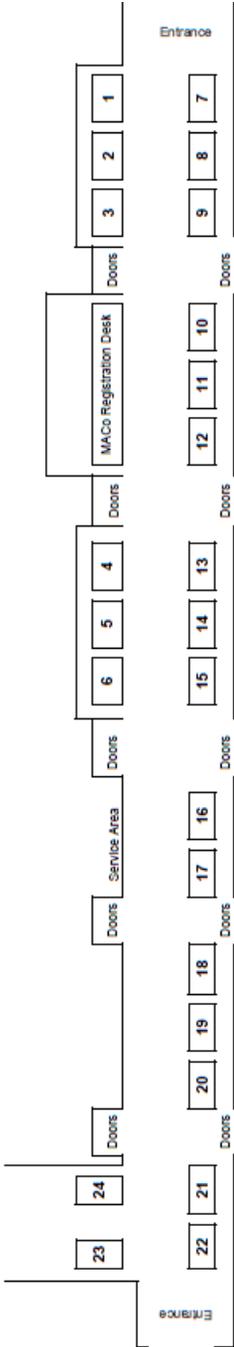
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Chesapeake Foyer Tabletop Exhibit Layout



Chesapeake Foyer Tabletop Exhibit Listing

Booth #	Exhibitors
1	U.S. Senator Barbara A. Mikulski
2	Comcast
3	NORESKO, L.L.C.
4	Presidio
5	Delta Dental
6	Quality Associates Inc. & DocPoint Solutions
7	Local Government Insurance Trust (LGIT)
8	Maryland Local Government Health Cooperative
9	Nationwide Retirement Solutions
10	CareFirst BlueCross BlueShield
11	Maryland Environmental Service
12	Washington Gas Energy Services
13	Pepco & Delmarva Power C&I Energy Savings Program
14	EA Engineering, Science, and Technology, Inc.
15	Republic Services
16	Musco Sports Lighting
17	Charles P. Johnson & Associates
18	Correct Care Solutions/Conmed Healthcare Management
19	Harris Corporation
20	Rockwell Collins/ARINC
21	Fresh Creek Technologies Inc.
22	Urban Grid Solar
23	Verizon Wireless
24	ShoreTel
25	Academy for Excellence in Local Governance
26	The Mentor Group—Keynote Speaker Ron Black
27	AB&T Telecom LLC



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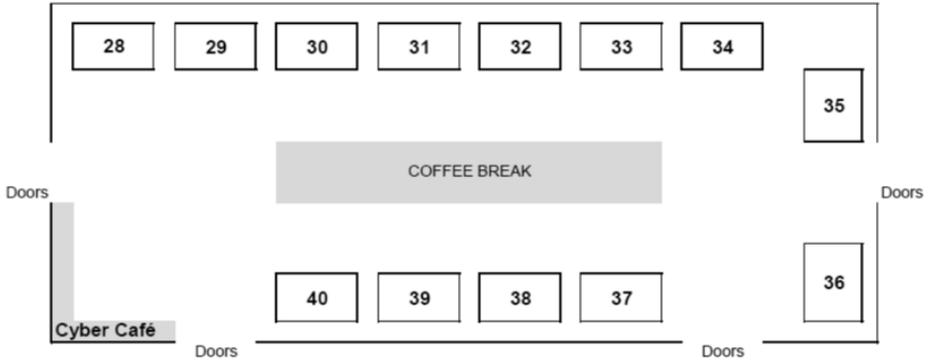
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Choptank A Tabletop Exhibit Layout



Choptank A Tabletop Exhibit Listing

Booth #	Exhibitors
28	National Association of Counties
29	Election Systems & Software
30	Washington County
31	Maryland Department of Aging
32	College Savings Plan of Maryland
33	SOE, a Scytt Company
34	Maryland Correctional Enterprises
35	Axiom Engineering Design
36	En-Net Services
37	Wexford Health
38	Maryland State Firemen's Association
39	ESRGC, Salisbury University
40	KCI Technologies, Inc.

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2015 Exhibitors

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

Exhibit Hall Hours	
Wednesday	11:00 am - 6:30 pm
Thursday	7:30 am - 3:30 pm

AB&T Telecom LLC - Booth # 27 - T-Mobile makes it easy for your department or agency to get the wireless services you need without the hassles of complicated bills, unanticipated costs and hidden coverage fees. Whether you're a federal, state or local government customer our team of government specialists understands the ins and outs of the government environment and is here to help you work out exactly what your agency needs. 9841 Broken Land Parkway, #211, Columbia, MD, 21046, 301.948.8161 -

Web Address: www.abttelecom.com

Axiom Engineering Design - Booth # 35 - Civil engineering, land surveying, landscape architecture, and land planning. 6990 Columbia Gateway Drive, Suite 150, Columbia, MD, 21046, 443.276.6220 -

Web Address: www.axiom-ed.com

CareFirst BlueCross BlueShield - Booth # 10 - In its 77th year of service, CareFirst BlueCross BlueShield is a not-for-profit, non-stock health services company which, through its affiliates and subsidiaries, offers a comprehensive portfolio of products and administrative services to individuals and groups in Maryland, the District of Columbia and portions of northern Virginia. CareFirst is the parent company of CareFirst of Maryland, Inc., and Group Hospitalization and Medical Services, Inc. CareFirst, Inc., and its affiliates are governed by a Board of Directors and special statutes regulating the company's business in Maryland, the District of Columbia and Northern Virginia. 10455 Mill Run Circle, Owings Mills, MD, 21117, 410.581.3000 -

Web Address: www.carefirst.com

Charles P. Johnson & Associates - Booth # 17 - 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. Our five core services - Planning, Engineering, Public Sector, Surveying, and Environmental Services - work cohesively to provide seamless customized services to our private and government clients. Proudly, nearly all members of the senior team have been with CPJ for 20 years or longer. 1751 Elton Rd., Suite 300, Silver Spring, MD, 20903, 301.434.7000 - **Web Address:** www.cpja.com

College Savings Plan of Maryland - Booth # 32 - The College Savings Plans of Maryland is an independent, non-profit Maryland State Agency that offers two Section 529 college savings plans to help families prepare for the future cost of college and reduce future debt. Both plans are affordable, flexible, and offer great State and federal tax benefits! 217 East Redwood Street, Suite 1350, Baltimore, MD, 21202, 443.769.1034 - **Web Address:** www.collegesavingsmd.org

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Correct Care Solutions / Conmed Healthcare Management - Booth # 18 - Correct Care Solutions (CCS) was founded in August 2003 to meet a growing industry need for a correctional health care provider with an innovative approach. Today, CCS is a privately owned Limited Liability Company (LLC) in our eleventh year of operation. Our company is specifically organized to provide comprehensive healthcare services in correctional facilities. Our programs include the design and successful operation of comprehensive medical,

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Delta Dental - Booth # 5 - Delta Dental, the nation's leading dental benefits carrier, offers a variety of dental plans for large and small clients with support of the largest dentist networks in the U.S. One Delta Drive, Mechanicsburg, PA, 17055, 800.471.7091 - **Web Address:** www.DeltaDentalins.com

EA Engineering, Science, and Technology, Inc. - Booth # 14 - Headquartered in Hunt Valley, EA provides environmental, compliance, natural resources, and infrastructure engineering and management solutions to Maryland Counties. We help Maryland Counties do more with less. Our approach, which increases efficiencies and results in cost savings, is based on sustainability and stewardship and encompasses the guiding principles of life cycle management. In business for more than 41 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:** www.eaest.com

Election Systems & Software - Booth # 29 - As the world's largest elections-only company, Election Systems and Software, LLC (ES&S) has been providing election equipment, software, and services for more than 34 years. Today, not only do we work with many of the same customers we've served for more than three decades, but our business has grown to include 42 states and more than 4,500 clients. From our beginnings supporting a handful of election administrators and voters in 1979, our election equipment and software is now used by about 60 percent of U.S. registered voters. The company employs over 450 election professionals with corporate headquarters in Omaha, Nebraska. 11208 John Galt Blvd., Omaha, NE, 68137, 800.247.8683 - **Web Address:** www.essvote.com

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Maryland Correctional Enterprises - Booth # 34 - MCE provides structured training and employment opportunities for Maryland offenders through the production and sale of thousands of quality products and services. MCE aims to produce lower recidivism rates and safer communities. Visit us at www.mce.md.gov. 7275 Waterloo Rd., Jessup, MD, 20794, 410.540.5426 - **Web Address:** www.mce.md.gov

Maryland Department of Aging - Booth # 31 - The Maryland Department of Aging provides information about Aging Services in Maryland. 301 W. Preston Street, Suite 1007, Baltimore, MD, 21201, 410.767.1085 - **Web Address:** www.mdoa.state.md.us

Maryland Environmental Service - Booth # 11 - 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:** www.menv.com

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Maryland State Firemen's Association - Booth # 38 - 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:** www.msfa.org

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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>. **GOLD CORPORATE PARTNER. Sponsor of the Welcoming Banquet Keynote Speaker, Newly Elected Officials Orientation Luncheon, Neckwallets, Inaugural Banquet and Awards Ceremony, & Back Cover of Program.**

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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. 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:** www.wges.com. **SILVER CORPORATE PARTNER. Sponsor of the Welcoming Banquet.**

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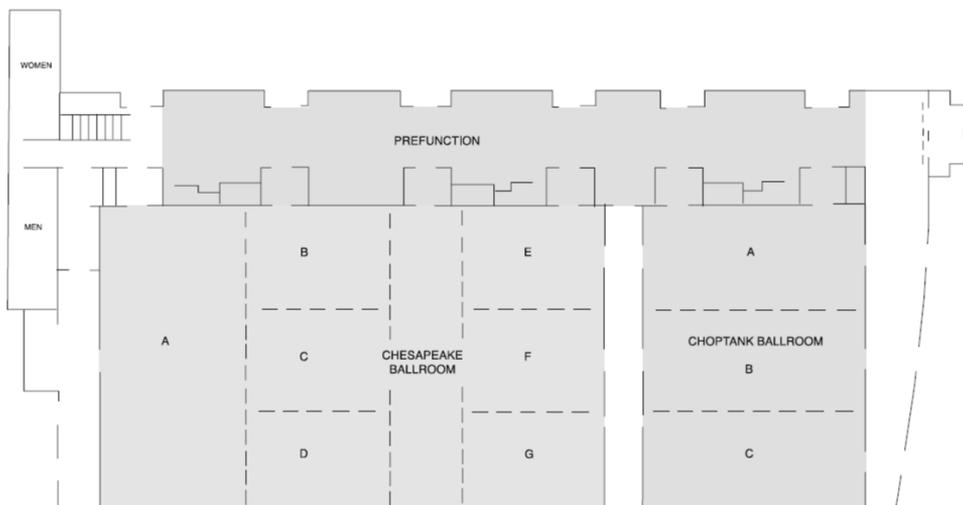
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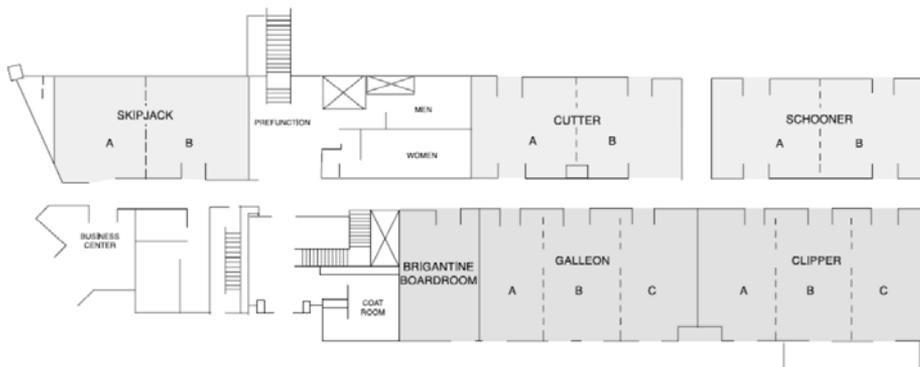
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