

# VACo Associate Members



# 2014 Products and Services Catalog



A resource guide featuring  
VACo Associate Members  
and Financial Partners.

# VACo ASSOCIATE MEMBERS

VACo's Associate Membership Program is the most efficient and cost-effective way to showcase a company to decision makers from Virginia's 95 counties. This relationship can play a major role in marketing efforts, and it benefits counties by identifying potential suppliers in a broad range of services.

VACo believes that developing a strong relationship with the private sector and other public sector organizations is beneficial not only to counties, but also to the people of the Commonwealth.

For more information on VACo's Associate Member program, visit our Website at [www.vaco.org](http://www.vaco.org).

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# Architecture

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## Ballou Justice Upton Architects

Ballou Justice Upton Architects is the successor firm of Ballou, Justice & Upton and Associates, Architects and Carneal & Johnston. With the merger of these two firms, boasting nearly 100 years of experience, we have an excellent reputation for providing architectural and engineering services utilizing innovative technology and state-of-the-art design. Design excellence is the hallmark of this organization. Many Virginia education, county administration and privately owned facilities carry the Ballou Justice Upton Architects signature of quality. Our work has included multi-disciplined efforts in expansion, additions renovations and new construction in all facets of architectural design. Ballou Justice Upton Architects consists of experienced and recognized leaders in architectural design, planning, interior design, project management and construction administration. Our team combines their talents to offer an Owner Oriented approach to providing professional services.



ARCHITECTURE  
INTERIORS  
PLANNING

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## BCWH Architects

BCWH Architects is a full-service architectural, planning and interior design firm with a diverse body of work in a wide variety of architectural contexts. BCWH exists for collaborative place-making experiences that enrich and inspire. The firm seeks to provide innovative design solutions that are appropriate to the place, the client, the function and the budget.



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## Crabtree, Rohrbaugh & Associates Architects

Crabtree, Rohrbaugh & Associates is a nationally recognized design firm housing more than 90 leaders in the fields of architecture, interior design, planning and project management. We have been recognized as a Top 250 Architecture Firm by Architectural Record and a Top 500 Design Firm by Engineering News-Record. We have the resources to provide our clients with the highest quality architectural design services and through our management approach provide the personal attention associated with a small firm. People are our greatest asset. Our Project Managers and Directors are among the most talented and diversified in the country, and the environment we have created at the firm has kept our core members growing with us.



# Dewberry®

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## Dewberry

Dewberry is a leading professional services firm with a proven history of providing architecture, engineering, and management and consulting services to a wide variety of public- and private-sector clients. Recognized for combining unsurpassed commitment to client service with deep subject matter expertise, Dewberry is dedicated to solving clients' most complex challenges and transforming their communities. Established in 1956, Dewberry is headquartered in Fairfax, Virginia, with more than 40 locations and 2,000 professionals nationwide.



*Celebrating 35 Years of Design Excellence*

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## DJG, Inc.

Celebrating 35 years, DJG is a multi-discipline engineering and architectural design firm with experience in municipal office buildings, maintenance and public works complexes, with specialized experience in public safety and emergency service facilities, notably fire stations. Services include architecture and interior design; civil, structural, landscape architecture, mechanical and electrical engineering; as well as construction administration and sustainable design.





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## HBA Architects & Interior Design, Inc.

### We Listen

We've learned that listening...really listening, leads to success. We listen to not only to our clients, but to the full spectrum of individuals that will be impacted by our projects. It is a simple strategy that works.

### We Care

We share this planet. HBA understands and embraces our responsibility to protect and nurture our vital natural resources. We make design choices for the environment and economic benefits of conservation.

### We Stand the Test of Time

The only constant is change...missions change, technology evolves, staff transitions. While we cannot forecast the future, we do build flexibility into our design and accommodate for change, so that your facilities can grow with you. In addition, the materials we select to build your project will be both durable and easily maintained. We monitor our designs to ensure quality construction, and finally, we evaluate your facility and our performance a year after occupancy to measure your satisfaction.

# MOSELEYARCHITECTS

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## Moseley Architects

Moseley Architects is a full-service design firm, who over the past decade designed and provided construction administration services for clients in the Mid-Atlantic region, including more than 100 local governments; more than 30 higher education institutions; and more than 85 school districts.



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## PMA Planners + Architects

Full service planning and architecture design practice focused on community design, urban design and preservation of place.



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## RRMM Architects

2013 marked the 25th anniversary of RRMM Architects, a leading, dynamic Virginia design firm offering architectural, interior design, planning and design/build services to clients across the Commonwealth and the United States. Our architects and interior design professionals have helped transform spaces where people live, work, learn, shop, heal and worship – always with an eye on form that maximizes functionality and environmental responsibility. From our Chesapeake and Roanoke offices, our Architects and Interior Designers have worked with various municipalities to create LEED certified schools, public safety facilities, healthcare facilities, offices and more.



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## Silling Associates, Inc.

Silling Associates, Inc. is a regional leader in architectural planning and design with a broad range of expertise including courthouse, judicial, correctional, educational, recreational and health care work. As one of the longest continuing architectural practices in the eastern United States, Silling continues to have a powerful impact on the region's architectural landscape through fresh, yet solid design and responsible project management.



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## Spectrum Design, P.C.

Spectrum Design is a full-service, architecture and engineering design firm – exceeding expectations in innovation, practicality and sustainability. For more than 60 years, Spectrum Design has been a recognized architectural and engineering leader throughout the state of Virginia and our reputation continues to grow based upon the strength of our capabilities and high levels of customer satisfaction.

At Spectrum Design, we approach each project with a client-centered focus uniquely developed to benefit any need. Our goal is to establish and maintain a long-term relationship with each client because we strongly believe that personalized service is a crucial component to producing quality projects. Once we understand the needs of each new client, we are better suited and prepared to quickly meet future needs as they arise.



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## Thompson & Litton, Inc.

Thompson & Litton, Inc. serves its five-state Mid-Atlantic client base from offices in Wise, Radford, Clintwood, Chilhowie, Tazewell, and Vansant, Virginia and in Bristol, Tennessee. Our firm has on staff more than 120 professional and support staff comprised of architects, engineers, MEP, surveyors, land use planners, construction administrators and grant/financing specialists.



*Architecture • Civil Engineering • Structural Engineering  
Mechanical Engineering • Electrical Engineering • Land Surveying*

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## Wiley|Wilson

Wiley|Wilson is a 100 percent employee-owned firm providing multi-discipline architectural and engineering services to government, private sector and institutional clients. Our full service staff is fully committed to sustainable design with LEED accredited personnel in all disciplines. Founded in 1901, the firm has identified Core Values that are our guiding principles and, we believe, are essential to successful partnering and project delivery.

- **ACCOUNTABILITY:** Wiley|Wilson takes responsibility and ownership for its actions. As a 100 percent employee-owned firm, each and every one of our employee-owners have a stake in the success of our client's projects.
- **ADAPTABILITY:** Wiley|Wilson understands that each project is different and that there can be no preconceived design solution. We design solutions based on a collection of surveyed facts, and respond to the unique nature of a project.
- **COMMUNICATION:** Wiley|Wilson believes that communication is the key value to satisfying our clients. It is our goal to cultivate and grow each relationship into one of mutual respect and trust.
- **ENGAGEMENT:** Wiley|Wilson pledges our commitment to each of our clients, acting as a trusted advisor throughout the course of each project.
- **INNOVATION:** Wiley|Wilson is an industry leader, who believes in "constant progress." That is the motto we work by, and the attitude we bring to our clients, having a proven track record of producing original solutions that solve our client's problems.
- **INTEGRITY:** Wiley|Wilson conducts its business with integrity as the cornerstone, striving for excellence in all aspects of a project.



# Architecture

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## **Other Architecture Associate Members**

**ARCADIS US, Inc.** (see Consulting)

**Austin Brockenbrough & Associates, LLP** (see Civil Engineering)

**Heery International, Inc.** (see Construction Management)

# Associations

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## National Association of Counties

National Association of Counties (NACo) is the only national organization that represents county governments in the United States. Founded in 1935, NACo provides essential services to the nation's 3,068 counties. NACo advances issues with a unified voice before the federal government, improves the public's understanding of county government, assists counties in finding and sharing innovative solutions through education and research and provides value-added services to save counties and taxpayers money.



Virginia Association Of  
Community Services Boards, Inc.

*Making a Difference Together*

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## Virginia Association of Community Services Boards, Inc.

The VACSB represents the CSB/BHAs in state and federal public policy matters, including state and federal funding. In Virginia, the VACSB works to build consensus on policy, administrative and operational issues of CSB/BHAs and to represent those issues to the state agencies who most relate to the CSB/BHAs, to the Governor of Virginia and to the Virginia General Assembly. VACSB advocates with partnerships, provides training and development for CSB/BHA staff and board members, private providers and partnership organizations.



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## Virginia Association of Governmental Purchasing

VAGP is an organization dedicated to the growth of procurement professionals through education, study, discussion and exchange of ideas and experiences.



## VIRGINIA ASSOCIATION OF LOCAL ELECTED CONSTITUTIONAL OFFICERS

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---

## Virginia Association of Local Elected Constitutional Officers

VALCO represents local constitutional officers.



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## Virginia Cable Telecommunications Association

The mission of the Virginia Cable Telecommunications Association is to promote the cable television and telecommunications services of member companies in the Commonwealth of Virginia to the public, the business community and state officials. This will be accomplished through coordinated public relations and awareness efforts, adequate training, organized member lobbying, timely and informational meetings and conventions and consolidated efforts with local, state and national cable advocacy groups.



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## Virginia Community Action Partnership

Virginia Community Action Partnership is the statewide membership association for Virginia's 31 nonprofit private and public community action agencies. We all work together on our common vision to fight poverty and build self-sufficiency, for strong families and communities throughout the Commonwealth of Virginia. Each agency focuses on its unique local needs. Each is also part of the community action network, coming together to discuss common issues, share ideas, experiences and strategies for success.





Virginia Local Government  
Management Association

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## Virginia Local Government Management Association

The primary goal of the association is to strengthen the quality of local government through professional management. The association seeks to promote professional management in a variety of ways including training, networking and resource sharing.



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## VA, MD, DE Association of Electric Cooperatives

VA, MD, DE Association of Electric Cooperatives is a trade association.



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## Virginia Rural Water Association

Virginia Rural Water Association provides training and educational opportunities along with on-site visits to small water and wastewater systems across the Commonwealth.

# Civil Engineering

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## A. Morton Thomas and Associates, Inc.

A. Morton Thomas and Associates, Inc. is a full-service civil engineering firm providing surveying, site infrastructure design, landscape architecture, construction inspection and environmental services.



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## Anderson & Associates

Anderson & Associates is a progressive employee-owned professional services design firm specializing in civil and environmental engineering, surveying, planning and landscape architecture. Since 1968, A&A team members have served as planners, designers, stewards and advocates for institutional, municipal, state, industrial and private sector clients.

A&A is headquartered in Blacksburg, Virginia, and emphasizes responsiveness and close attention to client needs through its employee-owners and four offices in Virginia, West Virginia and North Carolina. Anderson & Associates is “focused on service, focused on you.”

# *Atlantic Geotechnical Services, Inc.*

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---

## **Atlantic Geotechnical Services, Inc.**

Geotechnical engineering services, construction materials testing services (including special inspections) and environmental site assessment.

Work under term contracts with several counties; performing services for buildings, roads, dams, retaining walls, landfills, etc.

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# Austin Brockenbrough

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ENGINEERING + CONSULTING

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## Austin Brockenbrough & Associates, LLP

Multi-disciplined professional services firm providing civil, mechanical, electrical, structural engineering, architecture, surveying and subsurface utility engineering. Specialties are site development, water-wastewater, utilities, transportation, petroleum, tank and piping inspections. LEED accredited personnel. SWaM certified.





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## Bowman Consulting

At Bowman Consulting, we create communities that work by providing comprehensive civil engineering, planning, landscape architecture, surveying, environmental and geothermal services. In addition to our leading edge technical expertise, we possess in-depth knowledge of local building and development regulations, and have extensive and longstanding relationships with key decision makers in all the areas that we serve.

We offer the depth of resources that one expects from a large design firm. At the same time, we operate with a degree of flexibility typically found only in boutique firms. Led by many of our fields' most respected professionals, we attract and retain the industry's best and brightest.



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## Branch Highways, Inc.

Branch Highways, Inc., is a full-service heavy highway and civil construction company located in Roanoke, Virginia performing work throughout the Mid-Atlantic region. As a privately held organization, Branch is fortunate to operate under an Employee Stock Ownership Plan (ESOP), which provides direct benefits to our employees, the region's economy and our customers.

Branch Highways, Inc. believes that well-trained employees and safe working practices result in quality-conscious construction. We have a full-time Safety Director and a stringent Safety Policy that we take very seriously.



# Draper Aden Associates

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## Draper Aden Associates

Draper Aden Associates is a leading Virginia-based consulting engineering firm with over 39 years of experience in facilities planning and engineering design for municipalities, state agencies, cultural institutions and private clients. Our offices are located in Blacksburg, Charlottesville Hampton Roads and Richmond.

We provide civil, environmental, geotechnical, solid waste and structural engineering; surveying and subsurface utility engineering; site planning and engineering; and construction administration services.



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## Hurt & Proffitt

Hurt & Proffitt (H&P) is a SWaM certified small business with offices located in Lynchburg, Norfolk and Wytheville, Virginia. H&P provides civil engineering, land development, surveying, environmental, geotechnical investigations and construction testing & inspection. Our services also include water and wastewater design, stormwater management, funding application assistance, geographic information systems (GIS), cultural resources, LEED® sustainable design, environmental permitting, dam engineering, construction administration and other related services. Our integrity, attention to detail, vast experience and commitment to professional standards have helped make us one of the top engineering and surveying firms in the Commonwealth of Virginia.



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## Schnabel Engineering

Our focus is on solving problems related to the earth and the environment. Schnabel offers highly specialized services in geotechnical engineering, geostructural design, dam engineering, tunnel and underground engineering, environmental and applied geoscience services, construction inspection and testing and resident engineering services. We draw upon a longstanding tradition of excellence in client service, high quality and value-added solutions fueled by expertise and experience. You can depend on Schnabel Engineering.



# TIMMONS GROUP

YOUR VISION ACHIEVED THROUGH OURS.

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## Timmons Group

Timmons Group is a multi-disciplined professional services firm providing civil engineering, site development, transportation engineering and highway design, park and community planning, water and wastewater facilities design, geographic information systems, stormwater management, geotechnical assessments and materials testing, construction administration, irrigation design, landscape architecture, LEED® and sustainable design, urban planning, surveying and other services throughout the Mid-Atlantic region.

# Civil Engineering



## Other Civil Engineering Associate Members

**ARCADIS US, Inc.** (see Consulting)

**Dewberry** (see Architecture)

**DJG, Inc.** (see Architecture)

**GKY & Associates** (see Water Services)

**Spectrum Design, PC** (see Architecture)

**Tectonic Engineering Consultants, PC** (see Consulting)

**Thompson & Litton, Inc.** (see Architecture)

**Wiley| Wilson** (see Architecture)

# Construction Management

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*Since 1909*

## Contact

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**Website:** [www.englishconst.com](http://www.englishconst.com)

---

## English Construction Company, Inc.

English Construction Company, Inc. is a fourth-generation family-owned business established in 1909. English provides construction services throughout the Mid-Atlantic states including general contracting, monumental and institutional buildings, historic restoration and renovation, water filtration and eastewater treatment plants, transportation, infrastructure and utility work, as well as industrial work including power plants.

# HEERY

## Contact

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---

## Heery International, Inc.

Heery International, Inc. is an architecture, interior design, engineering, facility planning and management, program management and construction management firm with annual revenues of nearly \$600 million and responsible for more than \$5 billion in construction annually. Heery is recognized by such industry publications as Building Design & Construction and Engineering News-Record as one of the nation's leading firms.

# HOAR PROGRAM MANAGEMENT

## Contact

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**Website:** [www.hoarpm.com](http://www.hoarpm.com)

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## Hoar Program Management

Hoar Program Management (HPM) was created in 1998 as a way to offer 70 years of comprehensive construction related experience to clients who either lack or don't have enough professional design and construction management staff. Initial projects were small and primarily focused in the State of Alabama. Over time they have become larger, more diverse and more complex allowing HPM to develop a broader reputation and expand into national arenas. As a result, HPM now has additional offices in Huntsville, Alabama; Mobile, Alabama; and Houston, Texas.

As a division of Hoar Construction, HPM was founded on the principles of honesty and integrity and these values are largely responsible for the division's steady growth. HPM recognizes that its employees are its strength and also recognizes that its employees' attitude and commitment to the relentless pursuit of improvement are the reasons it has grown to be a leader in the industry. HPM was recently named as one of the top 50 program managers in the US by Engineering News Record. With a staff of 65 full-time employees, HPM is currently managing an annual construction volume of approximately \$325 million. With the flexibility to deliver a variety of services from real estate acquisition analysis and site selection to building commissioning and move management HPM serves a client base that includes both for profit and not for profit entities.

# SHOCKEY

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## THE PARTNER OF CHOICE®

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**Website:** [www.howardshockey.com](http://www.howardshockey.com)

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### Howard Shockey & Sons, Inc.

Howard Shockey & Sons, Inc. has been building since 1896. Located in Winchester, VA, Shockey offers preconstruction, design/build, general contracting and construction management services. Our projects are many and varied, including public/private partnerships, educational, lifecare, healthcare, parking, commercial, tilt-up and institutional facilities.



## **Construction Management, Inc.**

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---

## **Vanir Construction Management, Inc.**

At Vanir Construction Management, Inc., our mission is to provide the highest quality Program, Project and Construction Management Services to both public and private sector clients to help them achieve the goals of their construction program in an ethical, creative and cost-effective manner.

# Construction Management

## Other Construction Management Associate Members

**Belfor USA** (see Risk Planning and Disaster Management)

**Branch Highways** (see Civil Engineering)

**CDM** (see Civil Engineering)

**Johnson Controls, Inc.** (see Energy and Environmental Solutions)

**Schneider Electric** (see Energy and Environmental Solutions)

**Tectonic Engineering Consultants, PC** (see Consulting)

**Total Environmental Concepts** (see Consulting)

**Trane** (see Energy and Environmental Solutions)

# Consulting





## Contact

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## Advantus Strategies

Advantus Strategies provides connectivity between the public sector and business service providers to maximize opportunities, promote creative business solutions and most importantly to provide value for all parties. We deliver extensive experience, counsel and consulting to government and businesses on innovative technology solutions, environment and regulatory matters, infrastructure and transportation, economic development and public and legislative advocacy. Our veteran team understands the dynamics of local and state government, anticipating issues and enabling creative and effective solutions. Advantus works with government and industry leaders to identify emerging challenges and opportunities and then provide strategic direction and solutions.

The Advantus team is dedicated to helping organizations do more with less in this competitive global economy.





*Infrastructure · Water · Environment · Buildings*

## **Contact**

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---

## **ARCADIS US, Inc.**

ARCADIS US, Inc. brings a comprehensive and results-driven approach to the complex water environment. The rich, 125 year history of water management and water treatment provides a combination of experience and insight that inspires lasting solutions, sustainable quality and ecological balance in both the business and natural worlds. Through Red Oak Consulting, the management consulting group of ARCADIS, a wide-range of financial, operational, organizational and IT consulting services are offered.



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## Cost Control Associates

Cost Control Associates recover refunds and identify savings from your existing utility and telephone providers. Their work is conducted on a contingency fee basis, with no initiation fee and no cost if unsuccessful. Items covered include incorrect rates charged, billing for unused or disconnected services, noncompliance with contract rates, incorrect taxes and surcharges and many others. They have worked with over 600 municipalities throughout the USA, including a success rate of over 85 percent with their Virginia based localities.



## Contact

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## Engineering Consulting Services

Engineering Consulting Services (ECS) is a geotechnical, environmental, construction materials and facilities engineering firm headquartered in Chantilly, Virginia. ECS' subsidiaries operate over 42 locations in the Midwest, Southeast and Eastern states including 9 in Virginia. We employ nearly 900 people, including registered professional engineers and geologists, environmental scientists, certified technicians, field engineers and staff support.



## Contact

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## Mark III Brokerage

Mark III Employee Benefits is a true broker independent of the insurance companies. Because we work for our clients, we have the flexibility to change products and services to best meet the needs of the employees and employer. Our commitment is to high quality service and the best insurance solutions possible.

The logo for Maximus, featuring the word "MAXIMUS" in white, uppercase, serif font, centered within a solid purple square.

MAXIMUS

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---

## MAXIMUS, Inc.

MAXIMUS, Inc. – National Consulting firm specializing in cost allocation plans, systems implementation, human services consulting and other financial services for state and local government.



# Springsted

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## Springsted Incorporated

Springsted is an independent public sector advisor offering a full range of financial and management services.

- Public Finance
- Organizational Development & Human Resources
- Housing & Economic Development
- Operational Finance
- Investment Services

# TECTONIC

Practical Solutions, Exceptional Service

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## Tectonic Engineering Consultants, PC

TECTONIC Engineering & Surveying Consultants P.C. (TECTONIC) is a multi-disciplined engineering firm established in 1986 employing a staff of over 450 professionals comprised of civil, structural, environmental, geotechnical engineers, geologists, scientists, surveyors, planners and construction inspectors. The depth of experience combined with the multi-faceted capabilities of our staff presents a company that is highly qualified to accomplish projects from inception to completion. Our approach to the management and administration of these projects is grounded in basic practiced strategies, which have proven to deliver successful products time and again. TECTONIC has been in business for over twenty years with a reputation for offering professional quality services to its clients, earning our ranking in the top 200 firms of the Top 500 ENR engineering design firms since 2001.



## Contact

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## The Aycock Group

### **The Aycock Group -- Extensive Experience Helping Counties Create Clear Direction**

The Aycock Group has broad successful experience helping local governments and nonprofits develop clear direction with a road map. The Aycock Group has over 40 years of experience. We provide strategic planning, board retreats, board development, economic development and conflict resolution.

The Aycock Group has successfully worked with many local governments on the Virginia border including Vance County, Warren County, and Northampton County as well as across the state of North Carolina such as Buncombe County, the City of Havelock, the Town of Weaverville and the Town of Smithfield. We are excited that we are expanding into Virginia.

*Chris Aycock*, the President of The Aycock Group has extensive strategic planning, board development, economic development and conflict resolution experience. He is skilled in nationally respected facilitation approaches. He is published. Prior to founding The Aycock Group, he worked in management positions in the public sector. He has a Master's Degree in Public Administration.





## Contact

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## Total Environmental Concepts

Total Environmental Concepts (TEC) is a full service environmental consulting firm founded in 2000. The founding vision was to provide comprehensive and quality facility management and environmental solutions to clients, throughout the ever changing regulatory, cultural and scientific environments.

Since its founding, TEC has grown to service a wide variety of customers through a myriad of technical and consulting challenges. TEC has since become one of the premier facility management, environmental consulting and remediation service companies in the Mid-Atlantic Region with approximately 60 professional staff along with environmental construction operators and service technicians operating out of 5 office locations.



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## Troutman Sanders Strategies

Troutman Sanders Strategies is a full-service government relations and issue management firm. We advocate our clients' public policy issues through a broad array of contacts at the federal, state and local levels in order to build better partnerships among governments and businesses. Our core goal is to solve problems and produce tangible results for clients.

# *Wingate and Associates, Ltd.*

## **Contact**

**Harold C. Wingate**, President  
**Or Michael E. Wingate**, Vice President

5111 Melrose Avenue, NW  
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---

## **Wingate and Associates, Ltd.**

Real estate appraisers specializing in general reassessments.



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## Zelos

Zelos – a small, woman-owned firm located in northern Virginia – helps clients improve their businesses through targeted consulting and customized training. Our mission, and our daily practice, is to partner with our clients to build their own organizational strength to improve performance and results. “Zelos” is the Greek term for “zeal,” which is how we approach our projects, our clients, each other and our partners with zeal.

Through educational workshops and consulting services, we work collaboratively with clients to create solutions that can be immediately implemented for positive results. All workshops and consultations are facilitated with experts in respected fields who have distinguished careers in and around government and nonprofits. We each pledge to bring fresh ideas and deliver exceptional services that exceed our clients’ expectations. When we work with you, we are doing the work we love and it shows.

Simply put, Zelos is here to make your job easier. We solve real problems with real solutions.

# Consulting

## Other Consulting Associate Members

**Austin Brockenbrough & Associates, LLP** (see Civil Engineering)

**Belfor USA** (see Risk Planning and Disaster Management)

**Bowman Consulting** (see Civil Engineering)

**Branch Highways** (see Civil Engineering)

**CDM** (see Civil Engineering)

**Dewberry** (see Architecture)

**Draper Aden Associates, Inc.** (see Civil Engineering)

**GKY & Associates** (see Water Services)

**Health Savings Administrators** (see Health Services)

**Heery International** (see Construction Management)

**Hurt & Proffitt** (see Civil Engineering)

**Johnson Controls, Inc.** (see Energy and Environmental Solutions)

**Virginia Interactive** (see Software and Technology)

**Wiley| Wilson** (see Architecture)

# Energy and Environmental Solutions



# Johnson Controls



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## Johnson Controls, Inc.

Johnson Controls improves customers' buildings and infrastructure by making them more efficient, safe and productive. Johnson Controls is a world leader in providing infrastructure improvements with economic impact. Johnson Controls assists county governments in maximizing their budgets by renewing facility and county infrastructure, optimizing operations, reducing the environmental impact of facilities and providing secure environments for constituents and employees. We help county governments address immediate and long-term needs through our sustainable construction, renovation and operations programs, as well as facility services. Johnson Controls evaluates and can guarantee the benefits the improvements generate, which may allow improvements to essentially pay for themselves. Johnson Controls has more than 2 billion square feet of facilities under management worldwide and has saved customers \$16.76 billion in the last decade. Founded in 1885, Johnson Controls has 300 worldwide locations and 118,000 employees. The company's sales for 2003 totaled \$22.6 billion.



# Piedmont Environmental Council

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## Piedmont Environmental Council

The Piedmont Environmental Council safeguards the landscapes, communities and heritage of the Piedmont by involving citizens in related public policy and land conservation. Recognized as one of the most effective environmental groups in the country, PEC brings the strengths of a comprehensive strategy to our work of caring for this extraordinary place.





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## Schneider Electric

Schneider Electric's Energy Solutions Group is a global specialist in energy management and energy infrastructure improvements. Schneider Electric is leading the industry in smart metering, water & waste water energy improvements, lighting control, sustainable building applications and renewable technologies. We provide solutions in our core competencies: building automation, power distribution, data centers, industrial automation and security automation. Our expertise in these areas provides customers optimal energy and security efficiencies with the associated savings in capital and operating expenses.

Schneider Electric is a leading provider of building management solutions and energy services that deliver measurable business results to customers through an active commitment to help individuals and organizations "Make the most of their energy."



# TRANE®

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## TRANE

Our experienced specialists help local governments solve their energy, operational and infrastructure challenges. We help municipalities **SAVE** money. You'll find Trane equipment and/or controls in over 90% of all County Governments and school systems in Virginia. We partner with your architects and engineers to provide the most energy efficient equipment and controls in the industry, and we back that up with our superior Service team to keep it running like new.

Our presence with businesses in your County is also significant. We are a trusted advisor to both the public and private sector when it comes to reducing energy consumption, enhancing operational performance of buildings, providing renewable energy and sustainability solutions, and developing lighting and water strategies in an effort to improve your business metrics. In today's tough economic environment with tight budgets and growing deferred maintenance, Trane will work with you to devise strategies that address your financial and infrastructure goals. ***It's hard to stop a Trane!***

# Energy and Environmental Solutions

## Other Energy/Environmental Solutions Associate Members

**ARCADIS US, Inc.** (see Consulting)

**Branch Highways** (see Civil Engineering)

**GKY & Associates** (see Water Services)

**Groundwater & Environmental Services, Inc.** (see Energy and Environmental Solutions)

# Environmental Engineering

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# Environmental Engineering

## Other Environmental Engineering Associate Members

**ARCADIS US, Inc.** (see Consulting)

**Atlantic Geotechnical Services, Inc.** (see Civil Engineering)

**Belfor USA** (see Risk Planning and Disaster Management)

**Branch Highways** (see Civil Engineering)

**Dewberry** (see Architecture)

**Draper Aden Associates, Inc.** (see Civil Engineering)

**Groundwater & Environmental Services, Inc.** (see Energy and Environmental Solutions)

**Hurt & Proffitt** (see Civil Engineering)

**Wiley| Wilson** (see Architecture)

# Financial

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## First Financial Group of America

For over 30 years, the companies of First Financial Group of America have been serving the government and educational communities. We strive to help your employees understand the tax-related programs and insurance plans available in your county. First Financial Administrators, Inc. and First Financial Capital Corporation currently assist in over 500 county governmental entities and school districts in several states in the implementation and compliance of Section 125 plans.



# Nationwide® Retirement Solutions

*On Your Side™*

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**Website:** [www.nrsforu.com](http://www.nrsforu.com)

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## Nationwide Retirement Solutions

Nationwide Retirement Solutions is the leader in the 457 Deferred Compensation marketplace. NRS assists public employees in attaining their retirement savings goals in order to provide for a secure financial future.





## Contact

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## SunTrust Bank

**SunTrust Bank** is a complete banking service provider for companies, consumers, governments and nonprofits. We offer a range of proven business solutions, including financing, deposits and investments. Our governmental relationship managers focus exclusively on meeting the unique needs of local governments in Virginia, and have the experience and expertise to create tailored solutions that support your short and long term financial goals.



RBC Wealth Management®

## Contact

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---

## The LOSAP Group

### WHY CHOOSE US?

Who have we done this for?

Local fire departments, counties, cities, towns and villages that sponsor local fire department LOSAPs, state fire associations on behalf of their state's first responders, and national organizations.

Why do we do what we do?

Recruitment and retention of volunteers remains a major concern for communities nationwide. Providing benefits to volunteers as a retention and recruitment tool is an idea that is receiving great attention as an effective tool for supporting first responders.

What makes us different?

Our consultative team approach enables you to decide what type of program and which benefits will best suit your volunteers. Additionally, we believe in providing ongoing information and education you can rely upon.

Other benefits we provide you:

Monthly statements, quarterly performance reporting and asset summaries, bond maturity and income reports, Internet access, direct toll free number, no long-term contracts, complete liquidity, transferability and flexibility in handling your LOSAP investments without substantial upfront or redemption fees.



## Contact

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---

## Virginia Housing Development Authority

VHDA is a self-supporting, not-for-profit organization created by the Commonwealth of Virginia in 1972, to help Virginians attain quality, affordable housing. Our mortgages are funded by bonds we issue, not by taxpayer dollars, and are available for homebuyers and developers of quality rental housing. We also teach free homeownership classes and help people with disabilities and the elderly make their homes more livable.

VHDA works with lenders, developers, local governments, community service organizations and others to help put quality housing within the reach of every Virginian.



## Contact

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---

## Virginia Resources Authority

VRA provides financial solutions to local governments for projects that improve the quality of life for Virginians. Since its inception, VRA has funded more than 1,000 critical projects across the Commonwealth exceeding \$6 billion of investment in Virginia's communities. Financing solutions draw on VRA's creativity and unique ability to provide revolving fund loans to localities at below-market interest rates and to issue bonds backed by the Commonwealth of Virginia.



# Virginia Retirement System

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## Virginia Retirement System

State of Virginia Retirement System for public employees of the Commonwealth.

# Financial

## **Other Financial Associate Members**

**ARCADIS US, Inc.** (see Consulting)

**Health Savings Administrators** (see Health Services)

**Mark III Brokerage/Employee Benefits** (see Consulting)

**Springsted, Inc.** (see Consulting)

**VML/VACo Finance** (see Partners)

**Wingate & Associates, Ltd.** (see Consulting)

**Zelos** (see Consulting)

# Government Sales and Procurement





DEPARTMENT OF  
GENERAL SERVICES

**SURPLUS PROPERTY PROGRAM**

Serving Government. Serving Virginians.

## Contact

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## Office of Surplus Property Management

OSPM is a part of the Department of General Services (DGS). OSPM manages the distribution and allocation of usable state and federal surplus property, and services state agencies, local governments, counties, schools, eligible nonprofits and small businesses (SBA). The office also assists state government agencies with the disposal of their surplus property. There are two convenient warehouse locations in Richmond and Wytheville, and Virginians can also shop for surplus at the new OSPM retail store located in Wytheville.





## Contact

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**Website:** [www.thetruckpeople.com](http://www.thetruckpeople.com)

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## Worldwide Equipment

We will assist our customers in maintaining a competitive position by providing “Whatever it Takes” to do so. We will promote leading-edge thinking to our customers and our community. We will continually provide value to our customers. We are committed to policies and practices which encourage long-term relationships over short-term gains. Worldwide Equipment will strive to lead the industry in each of the various company interests.

# Government Sales and Procurement



## Other Government Sales Associate Members

**GovDeals** (see Partners)

**Virginia Association of Governmental Purchasing** (see Associations)

**U.S. Communities** (see Partners)

# Health Services

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## Contact

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---

## Airrosti Rehab Centers

At Airrosti, we focus on diagnosing the root cause of our patients' pain, then resolving that pain as quickly as possible. We focus on results, not funneling you into a long-term treatment plan.

Stringent hiring standards and a rigorous training program ensure you'll always be treated by someone who is an expert in the latest and most effective approaches to soft tissue injuries.

Our quality-care approach means we spend significant one-on-one time with every patient. We educate you and give you guidance you can use at home to speed your recovery. Because of our targeted approach, most patients report immediate relief after the first visit, with full resolution after an average of three appointments. This reduces patient costs and in many cases prevents unnecessary MRIs, pharmaceuticals and surgeries. Best of all, most insurance is accepted and no referral is necessary to schedule an appointment.

All Airrosti providers adhere to a disciplined approach that focuses on quality and results.



## Contact

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**Website:** [hsaadministrators.com](http://hsaadministrators.com)

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## Health Savings Administrators

Health Savings Administrators was formed in 1997 and provides employers and employees a unique blend of investment opportunity, customer service, and support. We see our role as providing consultation and support throughout the entire process, from plan design and implementation to the ongoing administration.

While many health savings account (HSA) vendors provide only a checking account for the initial HSA offering, we offer the account holder an opportunity to place every dollar of the HSA into a Vanguard mutual fund with no minimum required. Since 2008, Health Savings Administrators has been featured exclusively as the HSA solution on the Vanguard website.

Health Savings Administrators has garnered a national reputation as one of the best values in HSA's. We have been cited in Forbes (December 2004 and October 2009), Reuters (July 2013), and Money Magazine (September 2013, October 2013 and April 2014).

Health Savings Administrators provides HSA's for 38,000 individuals in 50 states. Approximately 56% of these account holders are associated with an employer. Currently, we have relationships with more than 1,100 employers nationwide including 11 Counties and/or school systems in Virginia.

Health Savings Administrators ranks as the 14<sup>th</sup> largest investment HSA with over \$330 million in assets. The 38,000 active accounts place us in the top 20 HSAs nationwide.

# Health Services

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## Other Health Services Associate Members

**Mark III Brokerage/Employee Benefits** (see Consulting)

# Health & Wellness

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## Contact

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## Aetna

### **Providing insurance since 1853**

Founded in 1853 in Hartford, Connecticut, Aetna is one of the nation's leading providers of health care, dental, pharmacy, group life, disability insurance and employee benefits.

### **Our work and activities**

We serve employers, individuals, college students, part-time and hourly workers, government employees and the community at large. We are dedicated to helping people achieve health and financial security. We put information and helpful resources to work for our members to help them make better-informed decisions about their health care. We work hard to improve health care in America. We want make sure health care is affordable and of good quality for all. Read about our plan to transform health care in America.



# Law

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## Contact

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## AquaLaw PLC

From legislative representation to environmental permitting and compliance counseling, to enforcement defense and interjurisdictional agreements, we have earned a reputation for providing practical advice and effective advocacy in a timely and cost-effective manner. We are personally committed to delivering outstanding service to help our clients succeed. When you need help with important legal matters, there is no substitute for a recommendation from an experienced colleague. A top-notch recommendation from our clients is the gold standard we strive to earn each day at AquaLaw. It is what has catapulted us to being one of the leading firms in the water industry nationwide.



CHRISTIAN & BARTON, LLP

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## Christian & Barton, LLP

Christian & Barton, LLP is a broad-based civil practice law firm in Richmond. Our attorneys have extensive experience representing public authorities, cities, counties and towns on a wide range of energy and financing issues. Our particular expertise includes electricity, natural gas and water public utility rates, service issues, franchise negotiations, siting of lines and facilities and valuation and taxation of utility property; contracting and public procurement; acquisition, leasing, zoning and development; economic development, financing and bond issuance; and general matters.

# Greehan, Taves, Pandak & Stoner

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## Greehan, Taves, Pandak & Stoner, PLLC

Greehan, Taves, Pandak & Stoner represents local governments and other governmental agencies in Virginia in areas of municipal/local government law, with a focus on land use and zoning, personnel, public safety, public-private partnerships/economic development and real estate tax assessment matters. The firm handles both trial and appellate litigation in federal and state courts, drafting of ordinances, negotiation of agreements and provision of legal advice as outside counsel.



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## Kutak Rock LLP

Kutak Rock is a national law firm with offices across the country, including offices in Richmond, Virginia and Washington, D.C. The firm serves local, regional and national clients, including governmental entities, in a practice that spans a broad range of disciplines. Kutak Rock has been listed among the most active bond counsel firms in the nation in annual industry rankings since such statistics were first made available, serving as bond counsel to cities, counties and towns, special purpose authorities, state governments and state agencies and nonprofit corporations. The firm also provides legal services to local governments on a variety of other matters, including environmental, construction, government contracting, labor and employment, telecommunications and real estate. Kutak Rock, utilizing its national resources to provide local results, has earned a national reputation for providing superior legal services in a practical cost-effective manner.

# McGUIREWOODS

*Relationships That Drive Results*

## Contact

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## McGuireWoods LLP

McGuireWoods LLP is a full-service law firm with practice areas including public finance, employment law, litigation, environmental, taxation and employee benefits and many other areas of interest to local governments.

# MILLER, EARLE & SHANKS, PLLC

Attorneys and Counsellors at Law

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## MILLER, EARLE & SHANKS, PLLC

Miller, Earle & Shanks has worked with local governments, national organizations and lectured nationwide to various professional groups. The Firm has experience in a broad range of local governmental boards as counsel to Counties and Towns at the request of elected officials.

Miller, Earle & Shanks offers their clients prompt, efficient and cost-effective legal service. With a listing in the *Martindale-Hubbell Law Directory*, the Firm has achieved an “a.v.” rating awarded by other practicing attorneys.

# SANDS ANDERSON

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## Sands Anderson

Serves local governments throughout Virginia and North Carolina as county, city and town attorneys, special counsel to departments and authorities, and municipal bond counsel and economic development advisors. The firm also offers a comprehensive range of transactional and litigation legal services to businesses, business owners and company executives, financial institutions, governments, healthcare providers, professional service firms and practitioners, individuals and insurers.

Offices available in: Christiansburg • Fredericksburg • McLean • Raleigh, N.C. • Richmond





# TROUTMAN SANDERS

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## Troutman Sanders, LLP

Troutman Sanders, LLP has four offices in Virginia. The firm has experience in a broad range of local government matters, and it represents counties, municipalities and governmental boards as special counsel at the request of elected officials, administrative staff, or the governmental body's regular attorneys. Areas of focus include public finance, environmental regulation, local government structure, annexation, public utilities, elections, voting rights, rezoning and land use, local taxation, contract disputes, employee grievances, utility franchises, revenue sharing, FOIA requests and conflict of interest laws.

# Miscellaneous

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## Contact

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## CSX Transportation

CSX is a leading supplier of rail-based freight transportation in North America. But there's more to CSX than you might expect. Discover what we're doing for our customers, environment and communities. What we believe in shapes who we are and what we do every day. Learn what pushes us to be the best freight transportation company we can be. Our success continues today thanks to the leadership of some of the industry's best and brightest. CSX is vital to the long-term security and vitality of the U.S. economy. See how our involvement with other companies, as well as state and federal governments, is helping to protect a prosperous future for us all.



**Central Rappahannock  
Regional Library**

**LibraryPoint.org**

## **Contact**

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**Website:** [www.librarypoint.org](http://www.librarypoint.org)

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## **Central Rappahannock Regional Library**

Central Rappahannock Regional Library is a public library that serves the Counties of Spotsylvania, Stafford and Westmoreland and the City of Fredericksburg.



# Dominion<sup>®</sup>

## Contact

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## Dominion Virginia Power

Dominion Virginia Power is an electric utility and energy company.



## Contact

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**Website:** [goodwillvirginia.org](http://goodwillvirginia.org)

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## Goodwill Industries of Central Virginia

Goodwill Industries serving Hampton Roads and Central Virginia is part of a network of 165 community-based, autonomous member organizations in the United States, Canada and 13 other countries that serve people with obstacles to employment through education, training and job placement services.

As a nonprofit organization, we help people become independent, tax-paying members of their communities, by giving them opportunities to work, earn income and enjoy a sense of pride and self-esteem. Our work and mission are focused on long-term employment solutions for persons with disabilities and individuals with social and economic disadvantages.



## Contact

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**E-mail:** [jen@milestonecorp.com](mailto:jen@milestonecorp.com)

**Website:** [www.milestonecommunications.com](http://www.milestonecommunications.com)

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## Milestone Communications

Founded in 2000, Milestone Communications is the leading developer of wireless towers in partnership with school and government landowners, enabling them to direct millions of dollars annually to educational and extracurricular budgets. Milestone solves network coverage priorities for the wireless industry efficiently and reliably by working closely with local communities to provide solutions that are aesthetically and functionally optimized for their environments. We have developed over 50 wireless towers over the last 12 years and currently manages more than 1,000 potential wireless infrastructure sites in the Mid-Atlantic region.



## Contact

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**Website:** [www.goodwillvalleys.com](http://www.goodwillvalleys.com)

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## Virginia Goodwill Network

The Virginia Goodwill Network (VGN) was established in May, 2007 as a consortium of six regional Goodwill organizations that provide workforce development programs and services to tens of thousands of Virginians each year.

The organization was formed with the vision that all Virginians should have the opportunity to work. The goal is to serve unemployed or underemployed persons by forging and strengthening partnerships within the business communities and public policy organizations of our state.



# Miscellaneous

## Other Miscellaneous Associate Members

**Aetna** (see Health and Wellness)

**Belfor USA** (see Risk Planning and Disaster Management)

**Branch Highways** (see Civil Engineering)

**Office of Surplus Property Management** (see Government Sales)

**SouthData** (see Software and Technology)

**Southeast RCAP, Inc.** (see Water Services)

**Southern Corrosion, Inc.** (see Water Services)

**Springsted, Inc.** (see Consulting)

**The Piedmont Environmental Council** (see Energy and Environmental Solutions)

**Utility Service** (see Water Services)

**Wingate & Associates** (see Consulting)

**Worldwide Equipment** (see Government Sales)

# Planning

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## Contact

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---

## George Washington Regional Commission

George Washington Regional Commission serves the Counties of Caroline, King George, Spotsylvania and Stafford and the City of Fredericksburg.



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**Website:** [www.richmondregional.org](http://www.richmondregional.org)

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## Richmond Regional Planning District Commission

Planning district commission serving the City of Richmond, Town of Ashland, and the counties of Charles City, Chesterfield, Goochland, Hanover, Henrico, New Kent and Powhatan.

# Planning

## Other Planning Associate Members

**ARCADIS US, Inc.** (see Consulting)

**Branch Highways** (see Civil Engineering)

**Crabtree, Rohrbaugh & Associates Architects** (see Architecture)

**Dewberry** (see Architecture)

**DJG, Inc.** (see Architecture)

**HBA Architects & Interior Design, Inc.** (see Architecture)

**Hurt & Proffitt** (see Civil Engineering)

**PMA Architecture** (see Architecture)

**Silling Associates, Inc.** (see Architecture)

**Springsted, Inc.** (see Consulting)

**The Aycock Group** (see Consulting)

**The Piedmont Environmental Council** (see Energy and Environmental Solutions)

**Thompson & Litton, Inc.** (see Architecture)

**Virginia Interactive** (see Software and Technology)

**Wiley| Wilson** (see Architecture)

**Zelos** (see Consulting)

# Recruitment





## Contact

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## Dickenson County Industrial Development Authority

Dickenson County is an excellent location for your business. We offer a trainable, productive workforce with a very strong work ethic and the ability to adapt to any situation. An abundance of available land and a pro-business attitude make Dickenson County an outstanding location for expanding or relocating your business. Dickenson County offers a rich and rewarding home for both businesses and families.

# Recruitment

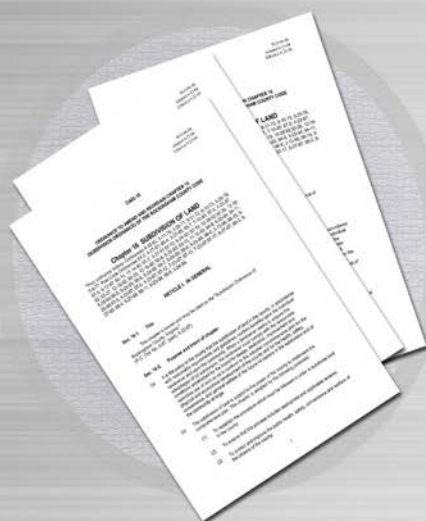


## Other Recruitment Associate Members

**Springsted, Inc.** (see Consulting)



# Regulatory





## Contact

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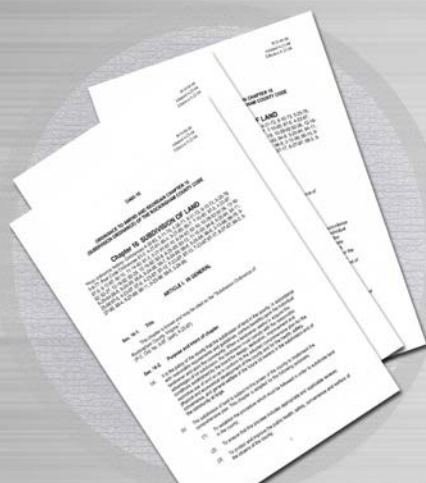
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## Municipal Code Corporation

Municipal Code is a family-owned business that has been operating in Tallahassee, Florida for over 62 years. Municipal Code is a legal publishing company that specializes in the codification of municipal law plus is the leading codifier in the country with over 150 municipal customers in Virginia and 3,100 across the country.

Our well-known services include: recodification, supplementation, republication, legal review, code on the internet, electronic only supplements, land development/smartcode/form based codes, ordbank & codebank. In addition to its core business, we have two additional businesses that include a document-management and scanning company ([www.mccinnovations.com](http://www.mccinnovations.com)), as well as a utility billing business ([www.mccadvantage.com](http://www.mccadvantage.com)).

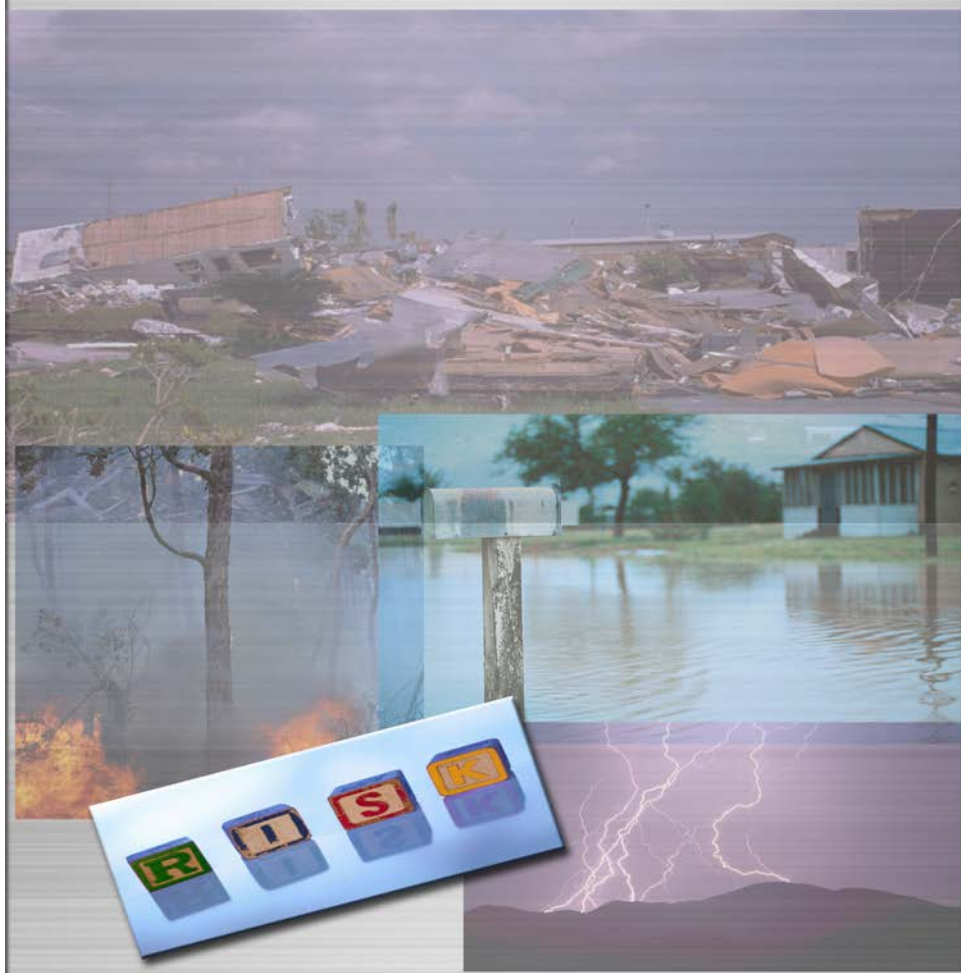
# Regulatory



## Other Regulatory Associate Members

**Springsted, Inc.** (see Consulting)

# Risk Planning and Disaster Management





## Contact

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## Assura, Inc.

At Assura, our focus is to help our clients identify and manage risks to their business while navigating through the complex maze of regulations.

Assura is revolutionizing the field of risk management. We focus on:

- Helping clients safeguard their businesses;
- Making sure clients achieve and maintain compliance with applicable regulations;
- Determining required investment in risk management.

### Is Your Business At Risk?

Our suite of services includes:

- Risk and Crisis Management
- Regulatory Compliance
- Audit and Audit Defense
- IT Disaster Recovery
- Information Security
- Business Continuity and Continuity of Operations

Call us today at **866.672.8714 ext. 311** to find out how Assura can help you turn your risk management investment into reward.

# **BELFOR**

## **PROPERTY RESTORATION**

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### **Belfor USA**

BELFOR USA is the worldwide leader in disaster recovery and property restoration. We quickly analyze and restore damage of every kind and on any scale resulting from man-made or natural disasters. We enable business and private customers to overcome the consequences of damage quickly, smoothly and cost effectively. BELFOR invests every effort in minimizing business interruptions and getting things back to normal. We draw on more than 35 years of experience, use the latest technical equipment and employ highly qualified people. After all, our assignment is more than just a job: the survival of your assets is at stake. BELFOR is available 24 hours a day, seven days a week. Our operations are strategically placed across the Commonwealth, ready to respond at a moment's notice.

When disaster strikes, stay calm, call BELFOR.

# Risk Planning and Disaster Management



## Other Risk Planning and Disaster Management Associate Members

**AIS Network** (see Software and Technology)

**TECTONIC** (see Consulting)



# Software and Technology

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advanced  
network  
systems

*The Right Technology Partner*

800.639.6757

[www.getadvanced.net](http://www.getadvanced.net)

## Contact

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## Advanced Network Systems

Advanced Network Systems helps Virginia's local governments and state agencies achieve their goals and solve business challenges with the right information technology. We combine our expert knowledge in public sector IT and extensive technical resources to provide the right mix of network design, systems integration and ongoing support. For more information, please visit our website at [www.getadvanced.net](http://www.getadvanced.net).



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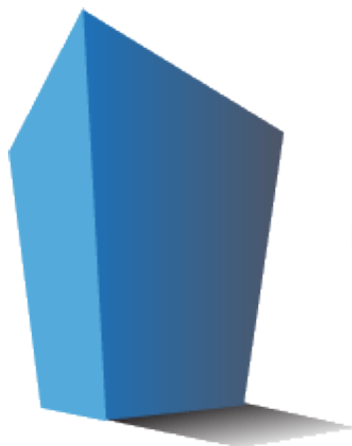
**Website:** [www.aisn.net](http://www.aisn.net)

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## AIS Network

Now celebrating its 20th anniversary, AIS Network takes businesses and governments to the cloud. AISN is the premier provider of eGov hosting services to the Commonwealth of Virginia. We also serve federal, state and local governments as well as major corporations and other large enterprises throughout North America.

Few IT companies can claim the title of “hosting pioneer,” and AISN claims it proudly. We have been recognized as a leader in the managed hosting industry for two decades.



**CIT**  
CENTER FOR INNOVATIVE TECHNOLOGY

## **Contact**

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## **Center for Innovative Technology**

CIT's broadband initiatives help jurisdictions develop strategies and locate funding to install broadband technologies into underserved areas, especially those communities that are undergoing economic transformation. Last year, CIT's broadband program leveraged a \$100,000 investment by the Commonwealth into nearly \$2.6 million to expand broadband deployment to nearly one million miles in the Commonwealth.



## Contact

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## Keystone Information Systems, Inc.

Keystone Information Systems, Inc., provides a comprehensive and fully integrated software solution for the Financial, Payroll, HR, Tax and Revenue administration of small to medium sized Virginia county governments and school divisions. We have a growing base of representative Virginia installations which include proven modules for use in Real Estate Appraisal, Building Permitting, Utility Billing, all COR functions and all Treasurers and Collections needs.



*Working with Electric and Telephone Systems to Keep  
Rural America Connected to a High-tech World.*

## Contact

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---

## National Rural Telecommunications Cooperative

The National Rural Telecommunications Cooperative (NRTC) represents the advanced telecommunications and information technology interests of 1,500 rural utilities and affiliates in 48 states. We help rural electric and telephone utilities strengthen their businesses with best-fit telecommunications solutions for rural America.

The National Rural Electric Cooperative Association (NRECA) and the National Rural Utilities Cooperative Finance Corporation (CFC) founded NRTC in 1986 to provide products and services specifically developed for rural utilities and their customers.

NRTC helps ensure our members' success by aggregating their individual buying power, negotiating national contracts and supporting business solutions which expand their service offerings. Member commitment to their communities drives NRTC's focus on bringing advanced telecommunications to rural America.



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## Proxios

While thousands of IT systems providers have come and gone in the last decade, Proxios stands strong. Launched in Richmond, Virginia in 1999, Proxios has always been a market-driven business. At that time, several small- to medium-sized businesses in Richmond and vicinity voiced their concerns about the high costs, the time investment, personnel investment and the overwhelming nature of staying up-to-date with the latest technology. Who wants to invest in managing IT systems when you are not in the IT business? Therefore, the mission of Proxios has always been to alleviate these business owners' pain by delivering turnkey solutions and responsive support at a predictable price. Today, our headquarters remains in Richmond, while we have technology offices in Utah as well as a sales office in New York City.



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---

## SHI International Corp.

### SHI: Your IT Procurement Source

SHI International Corp. (SHI) is a leading provider of computer hardware and software products and services to Government and Educational organizations throughout the United States. At SHI, we are dedicated to providing Government and Education entities with World Class Support and Competitive Pricing – two of the most important aspects for successful technology acquisition. As an SHI customer, you have a team of Sales and Support professionals to assist you with daily purchasing. Your Virginia Team has over 17 years of experience with Government and Education customers, programs and pricing. SHI is a 100 percent minority owned (Asian Pacific) enterprise, registered with the National Minority Supplier Development Council and the DMBE (SWAM Certification Number 661227).

- **VITA Microsoft Contract** **VA-131017-SHI** for MS Select Plus/EA/EES/OVS-ES
- **VITA Desktop Productivity Software Contract** **VA-140401-SHI** for Software, Maintenance and Services
- **VITA Hardware and Peripherals Contract** **VA-140331-SHI** for HP, Lenovo, Microsoft Surface, Samsung and Peripherals



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---

## SouthData

SouthData understands your county's essential need for accurate and timely tax statements and real estate assessment notices. Our company has a 27-year track record in providing quality billing and mailing services to clients across the United States. We specialize in the Government market, and we will help you achieve your job requirements with less headaches and frustration.

Outsourcing to SouthData eliminates the hassles of printing, stuffing and mailing thousands of tax forms and assessments. Our products and services save you time and money – no more overtime or equipment lease payments. Your staff can focus on their daily activities, and you can rest easy knowing that we are taking care of everything for you.

SouthData offers governments a better way to do business with the FlexBill® System, which features property tax, vehicle tax and assessments. SouthData offers electronic or print delivery options for any of your billing and communication needs. Also, ask us about our online payment portals, which are custom designed for your county.





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---

## Verizon

International provider of voice, video and data services serving residential, small business and enterprise customers on the most advanced landline and wireless networks available.



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---

## Verizon Networkfleet

Verizon Networkfleet is pleased to join the Virginia Association of Counties. Since 1999, Networkfleet has been working with government agencies at the local, county, state and federal levels to help them improve operating efficiency and reduce expenses.

At the county level, we understand that you are constantly being asked to do more with less. Networkfleet's proprietary GPS vehicle tracking and engine diagnostic technologies provide the accurate, timely data you need to manage your fleet more efficiently and effectively. The Networkfleet telematics solution transforms the way fleets operate by providing actionable data to improve efficiency and reduce costs.

One of the unique aspects of the Networkfleet solution is that it connects directly with a vehicle's engine computer to monitor critical data such as mileage, speed, fuel use and engine diagnostic trouble codes. Your fleet managers and administrators log in to a secure, easy-to-use online and mobile application 24/7 to access complete fleet information, robust reporting capabilities and reliable tracking of fixed and movable fleet assets. The system also includes Garmin Integration for direct communication with your drivers, and can be integrated with other software to automate fleet management tasks and improve efficiency.

By continuously monitoring a vehicle's location and engine status, Networkfleet's wireless fleet management system can provide detailed information on each vehicle's usage, including miles traveled, engine hours, days utilized, number of trips and more, for specific periods of time. This allows your fleet managers to analyze both under and over utilization of vehicles to maximize fleet productivity.



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## Virginia Interactive

Virginia Interactive, LLC (VI) is a wholly owned subsidiary of NIC and signed its original contract with the Commonwealth of Virginia in September 1997. NIC has been in business since 1992 and currently has engagements in 27 states. For nearly 15 years, it has been VI's privilege to develop, build and operate in the Commonwealth and deliver award winning essential eGovernment information and services to the businesses and citizens.

VI is part of the NIC family of companies, and NIC is the nation's leading provider of eGovernment services that help governments use technology to reduce costs and provide a higher level of service to businesses and citizens. eGovernment is not just a vertical or line of business for NIC – serving government is our only business, and the state and local governments we support recognize the benefits of aligning with a specialist, not a generalist. As eGovernment experts, our solutions are specifically tailored to meet the needs of every state partner instead of providing off-the-shelf solutions built for the private sector that require extensive customization for government. Our business units are designed to provide constituents with user-friendly and convenient access to in-demand government information and services.

# Software and Technology



## Other Software and Technology Associate Members

**Anderson & Associates, Inc.** (see Civil Engineering)

**Johnson Controls, Inc.** (see Energy and Environmental Solutions)

# Waste Management





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---

## EnviroSolutions, Inc.

EnviroSolutions, Inc. – Solid waste and recycling collection.  
Commercial and industrial.



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## Republic Services

Our mission is to provide industry-leading solid waste and environmental services that exceed our customers' highest expectations. We offer a safe, respectful and rewarding workplace for our employees as we continue to develop a company dedicated to excellence, environmental responsibility, ethical behavior and increasing shareholder value.



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---

## Waste Management, Inc.

Waste Management, Inc. is North America's leading provider of integrated environmental solutions. We partner with our customers and communities to manage and reduce waste from collection to disposal while recovering valuable resources and creating clean, renewable energy.

We provide collection, transfer, recycling, and disposal services. We are also a leading developer, operator and owner of waste-to-energy and landfill gas-to-energy facilities in the United States.

Our 45,000 employees are committed to Environmental Performance—our mission to maximize resource value, while minimizing environmental impact so that both our economy and our environment can thrive. We serve over 20 million residential, industrial, municipal and commercial customers.



# Waste Management

## **Other Waste Management Associate Members**

**AquaLaw, PLC** (see Law)

**ARCADIS US, Inc.** (see Consulting)

**Austin Brockenbrough & Associates, LLP** (see Civil Engineering)

**Branch Highways** (see Civil Engineering)

**Southeast RCAP, Inc.** (see Water Services)

**Total Environmental Concepts** (see Consulting)

# Water Services

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---

## GKY & Associates, Inc.

GKY & Associates, Inc. is a Virginia SWaM certified small business specializing in water resources and environmental service consulting for public and private sector clients throughout the Commonwealth and across the nation. GKY was founded in 1975 as a specialized civil engineering, computer modeling and environmental science firm. Initial company projects supported numerous federal agencies in the areas of water quality, computer modeling and transportation-related hydraulic guidance. Since then, GKY has expanded its business to developing practical solutions to challenging problems in the areas of water quality, water resources, hydrology, hydraulics and environmental analysis.



Groundwater & Environmental Services, Inc.

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---

## Groundwater & Environmental Services, Inc.

We are GES. We provide environmental consulting, engineering and technical field services related to assessment, remediation and compliance for all environmental media. We also offer a host of value-added strategic and practical solutions.

For more than a quarter-century, we have helped our clients balance environmental objectives with business realities. Stable leadership, consistent management and an efficient organization are the strengths that have enabled us to uphold our values and the flexibility to adapt, diversify and grow to serve our clients' evolving needs.



Water Is Life ®

## Contact

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## Southeast RCAP, Inc.

Private nonprofit that provides funding for water/waster water to rural Virginia, via county and towns, as seed grants. Loan funds also available towards water/wastewater and housing for economic development (not available for individual families). IPR funding for those homeowner-occupied properties lacking bathrooms or incomplete plumbing. Emergency Assistance grants to individual families towards water/wastewater related issues.



## Contact

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**Website:** [www.tankcare.net](http://www.tankcare.net)

---

## Southern Corrosion, Inc.

We offer a wide range of services for all of your water tank needs: Painting; Restoration and Repair; Tank Management; Tank Security; Electrical and Aviation Lighting; Antennae Installation; Tank Safety Equipment.



## Contact

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---

## Utility Service Co., Inc.

Utility Service Co., Inc. is a nationwide provider of integrated services for potable water storage tanks. Services include: maintenance programs for tanks, wireless communication management, new tank sales and leasing and mixing systems to control water quality from chlorination by-products.

# Water Services

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## Other Water Services Associate Members

**AquaLaw, PLC** (see Law)

**ARCADIS US, Inc.** (see Consulting)

**Virginia Rural Water Association** (see Associations)



# Partners

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---

## GovDeals

GovDeals is a state-of-the-art auction service that allows VACo members to conduct online transactions of surplus, abandoned and confiscated equipment and property via the Internet. Not only can VACo members list their items for sale immediately as they are declared surplus, but they are instantly exposed to a large group of registered buyers interested in government surplus. GovDeals now offers Flexible Pricing Options in addition to Financial Settlement Services, which allows GovDeals to collect all surplus auction proceeds electronically from buyers through PayPal, Wire Transfer and Credit Card. GovDeals also offers onsite training, ongoing help desk support, asset promotion and press release assistance to all VACo members.



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---

## NCSPlus Incorporated

Our recovery system is designed to get results while maintaining your valuable relationships. Our approach gets results – without resentment.

There are only two aspects that determine how successful you'll be in recovering delinquencies: a debtor's willingness to pay and their ability to pay. We eliminate the natural friction caused by traditional collection methods because we allow your clients to make their payments directly to you. This approach softens your debtors' resistance to paying their obligation.

What remains is their ability to pay... which you work out with them when they call you directly.

[Our process](#) utilizes skip tracing, phone calls, a series of letters, an attorney written demand and the incentive of credit reporting. If you choose, we report accounts who don't pay you to Experian, Equifax and TransUnion. This consequence of potential reporting to credit bureaus helps us recover as much as 45 percent of your accounts.

NCSPlus has been performing this service for 29 years. This simple system provides you 24-hour access to our online system to monitor our results, or to print up-to-date progress reports. You're in control and can start, pause, or stop our process with a click of a mouse.

Visit [ncsplus.org](http://ncsplus.org) for more information.



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---

## U.S. Communities

Purchasing Alliance is a government purchasing cooperative that reduces the cost of goods and services by aggregating the purchasing power of public agencies nationwide. U.S. Communities provides world class procurement resources and solutions to local and state government agencies, school districts (K-12), higher education and nonprofits. Our participants have access to a broad line of competitively solicited contracts with best in class national suppliers.



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---

## VACoRP

VACo Risk Management Programs is the No. 1 provider to counties and county related agencies for all types of insurance coverages. VACoRP and VACoGSIA are member-owned programs governed by seven member supervisory boards elected from the general membership. The primary objective is to provide rates in a manner that is equitable for all members. Participation is limited to counties, county school systems and county related agencies. The Virginia Association of Counties Self-Insurance Risk Pool (VACoRP) was created to provide property and liability insurance and risk management services. The Virginia Association of Counties Group Self-Insurance Association (VACoGSIA) was created to provide workers compensation and risk management services.



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---

## VML/VACo Finance

VML/VACo Finance was established pursuant to resolutions unanimously adopted by the Boards of Directors of the Virginia Municipal League and Virginia Association of Counties. Our core competency is pooling resources on behalf of local governments in order to provide superior financial services at lower costs. Since its founding, VML/VACo Finance has made over \$750 million in loans to Virginia localities. The VACo/VML Pooled OPEB Trust, created in 2008, is the largest pooled OPEB trust in the nation. The Accounting Services program provides interim finance professionals and services to local governments throughout the Commonwealth.

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