



VRA

VIRGINIA
RESOURCES
AUTHORITY

Virginia's Infrastructure Bond Bank

www.VirginiaResources.org



Governor's Infrastructure Financing Conference

April 3-5, 2019

The Hotel Roanoke and Conference Center



About the Virginia Resources Authority

The Virginia Resources Authority, working with its state agency partners, provides Virginia localities access to cost-effective, sustainable, and innovative financial solutions for projects that support vibrant and healthy Virginia communities. Created by the General Assembly in 1984, VRA supports community investments in the following areas:

| | | | | |
|------------------------------|--|---|-------------------------------------|--------------------|
| Public Safety | Transportation | Wastewater | Flood Prevention & Dam Safety | Solid Waste |
| Federal Facility Development | Brownfield Remediation & Redevelopment | Airports | Land Conservation & Preservation | Broadband |
| Local Government Buildings | Energy | Site Acquisition & Development for Economic & Community Development | Administrative & Operations Systems | Oyster Restoration |
| Water | Parks & Recreation | Defective Drywall Correction & Restoration | Dredging | |

Since its inception, VRA has funded more than 1,900 critical projects across the Commonwealth sourcing approximately \$9 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 moral obligation of the Commonwealth. The VRA staff offers extensive experience and expertise in a variety of financings and provides ongoing assistance to localities in connection with their public projects.

This ability to maximize value for local communities with cost-effective and innovative financing options has made VRA the choice provider of infrastructure financing for Virginia communities.



Table of Contents

| | |
|--|---|
| About the Virginia Resources Authority | 1 |
| Table of Contents | 2 |
| Schedule of Events | 3 |
| Sponsors and Exhibitors | 9 |





Schedule — Wednesday, April 3

| Time | Event* |
|---------------------------------|--|
| 9:00am | Registration |
| <hr/> | |
| 10:30am | Exhibit Booth Display |
| <hr/> | |
| Noon (Roanoke Ballrooms C-D) | Opening Luncheon Welcome - Anita J. Price, Council Member, City of Roanoke Guest Speaker - Christopher Morrill, Government Finance Officers Association Guest Speaker - Jeff Hughes, University of North Carolina |
| <hr/> | |



*Subject to Change



Wednesday, April 3

| Time | Event* |
|--|--|
| 2:30pm - 3:40pm (Roanoke Ballroom A) | Broadband in Virginia (Liz Povar, The Riverlink Group; Ben Davenport, GO Virginia; David Hudgins, Old Dominion Electric Cooperative; Evan Feinman, Governor's Chief Broadband Advisor) |
| (Roanoke Ballroom B) | Best Practices for Financial Decision Making (JoAnne Carter, The PFM Group; Barbara Donnellan; Castle Gray Associates, LLC) |
| 3:50pm - 5:00pm (Roanoke Ballroom A) | Collaborating for Best Results (David Blount, Thomas Jefferson Planning District Commission; Kevin Byrd, New River Valley Regional Commission; Gail Moody, Southside Planning District Commission; Wayne Strickland, Roanoke Valley-Alleghany Regional Commission) |
| (Roanoke Ballroom B) | Leveraging Federal Programs (Bob Gittler, US Economic Development Administration; Janice Stroud-Bickes, USDA Rural Development; Carrie Schmidt, US Housing & Urban Development) |
| 4:00pm - 5:00pm (Crystal Ballrooms A-C) | Tax Changes Impacting Financing (Arthur Anderson, McGuireWoods, LLP) |
| 5:00pm - 6:30pm (Roanoke Ballrooms CEF) | Opening Reception |
| | Dinner on your own. |

*Subject to Change





Schedule — Thursday, April 4

| Time | Event* |
|--|---|
| 8:00am – 9:00am (Roanoke Ballrooms C-D) | <p>Breakfast Program</p> <p>Community Transformation (Telly Tucker, City of Danville; David Smitherman, Pittsylvania County; Linda Green, Southern Virginia Regional Alliance; Matthew Rowe, Pittsylvania County, Ken Larking, City of Danville)</p> |
| 9:10am - 10:00am (Roanoke Ballroom A) | <p>Local Assistance for Roads (Julie Brown, Virginia Department of Transportation)</p> |
| (Roanoke Ballroom B) | <p>Housing as Infrastructure (Michael Hawkins, Virginia Housing Development Authority (VHDA))</p> |
| (Crystal Ballroom A-C) | <p>P3s: Lessons in Shifting Risk and Reducing Cost for the Public Owner (Charles McPhillips, Megan Gilliland, Kaufman & Canoles, P. C.; Sean Ekiert, Raymond James)</p> |
| 10:10am - 11:00am (Roanoke Ballroom A) | <p>Airports: The Front Door to Economic Development (Mark Flynn, Virginia Department of Aviation; Gregory Campbell, Shenandoah Valley Regional Airport; Timothy Bradshaw, Roanoke-Blacksburg Regional Airport; Jason Davis, Blue Ridge Regional Airport)</p> |
| (Roanoke Ballroom B) | <p>Alleghany County’s Communication System (Ann Shawver, Ann Harrity Shawver, CPA, PLLC; Jonathan Lanford, Alleghany County; Ryan Muterspaugh, Alleghany County; Webster Day, Spilman Thomas & Battle, PLLC; Kevin Rotty, The PFM Group)</p> |

(cont.)

*Subject to Change



Thursday, April 4

| Time | Event* |
|--|---|
| 10:10am - 11:00am (Crystal Ballrooms A-C) | DHCD's Financing Programs for Infrastructure (Erik Johnston, Jay Grant, Matt Weaver, Dept. of Housing & Community Development; Gail Moody, Southside Planning District Commission; Brian Reed, Mount Rogers Planning District Commission) |
| 11:10am - 12:00pm (Roanoke Ballroom A) | Historic Tax Credits (Robin Miller, Miller and Associates) |
| (Roanoke Ballroom B) | Financing Local Government--Challenges & Opportunities (Bob O'Neill, Davenport & Company, LLC) |
| (Crystal Ballrooms A-C) | Emerging Trends in Energy Infrastructure Development and Finance (Preston Bryant, McGuireWoods Consulting, LLC; Barry Wilhelm, Schneider Electric; Rich Dooley, Arlington County; Bill Greenleaf, Virginia Community Capital) |
| Noon | Luncheon Program |
| (Roanoke Ballrooms C-D) | Welcome - Sherman Lea, Mayor, City of Roanoke The Hon. Ralph Northam, 73rd Governor of the Commonwealth of Virginia Public Private Partnerships (Aubrey Layne, Secretary of Finance, Morteza Farajian, Deputy Secretary of Transportation) Henrico County's Facebook Story (Anthony Romanello, Henrico County) |

*Subject to Change





Schedule — Thursday, April 4

| Time | Event* |
|---|---|
| 2:00pm - 2:50pm (Roanoke Ballroom A) | Setting Up a Stormwater Utility (Dwayne D'Ardenne, City of Roanoke; Tim Mitchell, City of Lynchburg) |
| (Roanoke Ballroom B) | Tax Increment Financing (Bonnie France, Attorney) |
| (Crystal Ballrooms A-C) | School Financing (Jay Mahone, Virginia Public School Authority) |
| <hr/> | |
| 3:00pm - 3:50pm (Roanoke Ballroom A) | One Size Does Not Fit All ~ Municipal Securities Disclosures (Lisa Williams, Emily Gordy, and David Gustin; McGuireWoods LLP) |
| (Roanoke Ballroom B) | Cyber Security: Protecting Physical Assets of Government Entities (Elon Ginzburg, Wells Fargo) |
| (Crystal Ballrooms A-C) | Resolving Conflicts & Working with Partners (John Daniel, Virginia Alcoholic Beverage Control Authority; Mark Rubin, Virginia Commonwealth University; Preston Bryant, McGuireWoods Consulting) |
| <hr/> | |
| 4:00pm - 4:50pm (Roanoke Ballroom A) | Tourism Project Financing (Wirt Confroy, Virginia Tourism Corporation; Susan Borland, City of Hampton; Ross Fickenscher, AOSS Ventures) |
| (Roanoke Ballroom B) | Advanced Budgeting Case Study: City of Danville (Danielle Scott, PFM Group Consulting, LLC; Ken Larking, City Manager, City of Danville) |
| (Crystal Ballrooms A-C) | Filling the Gaps: Case Studies in Combining Financing Options (Carrie Cecil, Amy Condaras, Spilman Thomas & Battle, PLLC) |
| <hr/> | |
| *Subject to Change | Dinner on your own. |



Friday, April 5

| Time | Event* |
|--|---|
| 8:00am-9:00am (Roanoke Ballrooms C-D) | Breakfast Program Economic Opportunities in Energy and the Role of Local Governments (Bill Murray, Dominion Energy; Preston Bryant, McGuireWoods Consulting, LLC) |
| 9:10am - 10:00am (Roanoke Ballroom A) (Roanoke Ballroom B) | Exploring Options for Cost Savings (Clifton Parker, Aqua Virginia; Gerald Hartman, Hartman Consultants, LLC) Telecommunications Services (Richard E. Jenkins, Richelle Richardson, Rural Utilities Service, U.S. Dept. of Agriculture) |
| 10:10am - 11:00am (Roanoke Ballroom A) | Finances You Need to Know (Ann Shawver, Ann Harrity Shawver CPA, PLLC) |
| (Roanoke Ballroom B) | Overview of the Water/Wastewater Industry and Financing Opportunities (Scott Robertson, Bank of America; Tiphany Lee-Allen, Moody's Investors Service; Shawn Crumlish, Virginia Resources Authority, Ty Wellford, Davenport & Company, LLC) |
| (Crystal Ballrooms A-C) | Leveraging Global and Regional Infrastructure for Local Economic Development Success (Joe Hines, Timmons Group) |
| 11:10am (Roanoke Ballrooms C-D) | Local Government Updates (Laurie Hicks, Auditor of Public Accounts; Rachel Reamy, Auditor of Public Accounts) |

CONFERENCE CONCLUDES

*Subject to Change



Sponsors and Exhibitors



Aqua Virginia, Inc., is a Virginia public service corporation and a wholly-owned subsidiary of Aqua America, Inc., a publicly-traded company whose shares are listed on the New York Stock Exchange under the ticker symbol “WTR” (“Aqua”). Aqua is one of the nation’s largest investor owned water and wastewater utilities, founded in 1886, serving more than three million people in eight states. Aqua has a market capitalization over \$6 billion. In Virginia, Aqua has the privilege of meeting its customers’ water and wastewater needs in 173 communities and delivering services to over 80,000 residents. Aqua has a distinguished record and leads the industry in operating efficiency. Aqua continuously invests using scale and experience to provide the most cost-effective utility services possible and is regulated by the Virginia State Corporation Commission (the “SCC”).



AH Environmental Consultants, Inc. is a Virginia based small business with primary areas of expertise in water, wastewater, stormwater compliance, and environmental permitting and design. AH Environmental Consultants have been a successful provider of environmental consulting services to federal, state, and municipal clients for over 23 years.



BofAML’s Municipal Banking and Markets group is a fully integrated division including Public Finance Investment Banking, Sales, Trading, Underwriting, Municipal Credit Products (all acting through Merrill Lynch, Pierce, Fenner & Smith Incorporated), and Commercial Bank Credit Products and Client Management (acting through Bank of America, N.A.) for governmental clients. This single, coordinated business unit provides our municipal clients with a central platform for their capital raising, credit and treasury needs. Our industry-leading franchise includes specialists in all areas of municipal finance including state and local governments, transportation, public power, water and wastewater/SRF, higher education, student loans, housing and healthcare, among others.



The power to

work together

Bank of America Merrill Lynch is proud to support the Governor's Infrastructure Financing Conference.

bofaml.com

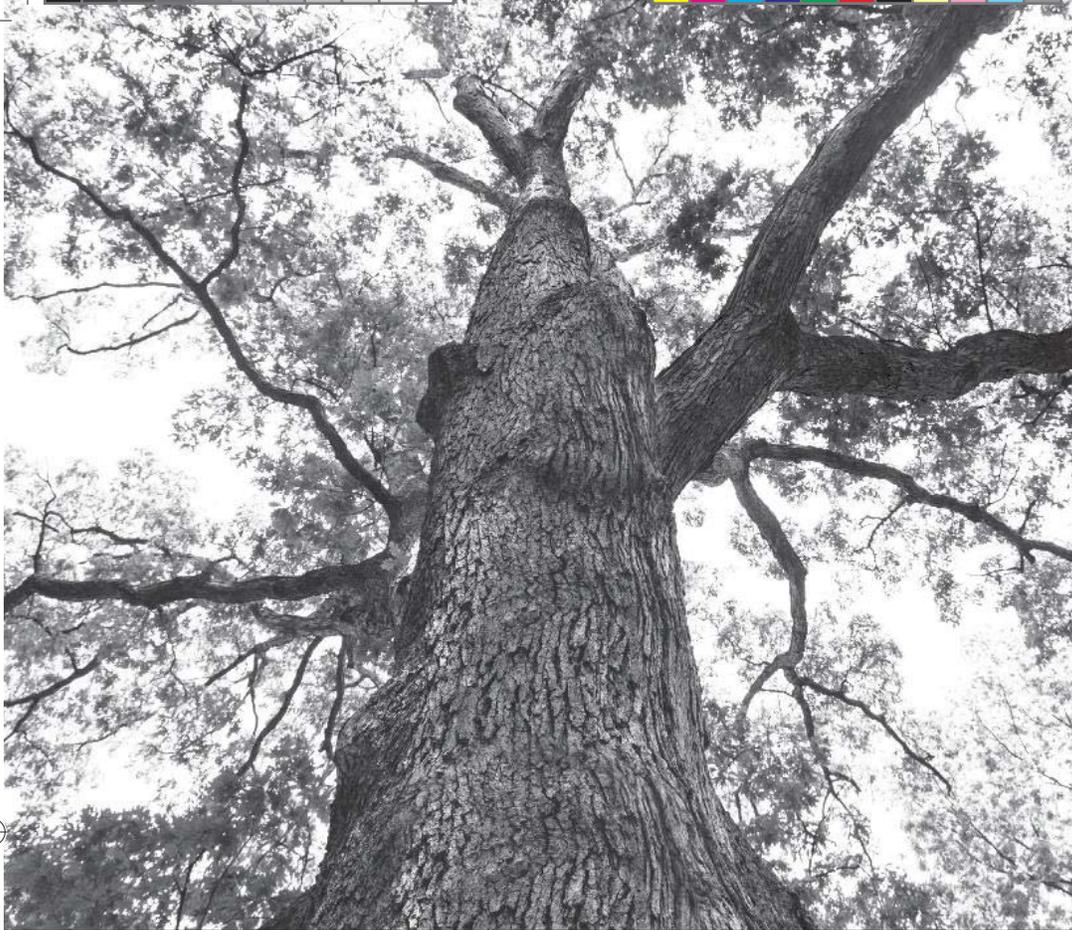
Bank of America Merrill Lynch 

Bank of America Merrill Lynch The power of global connections™



General disclaimer for Bank of America Merrill Lynch, visit baml.com/disclaimer.
 ©2018 Bank of America Corporation. GBAM-103-AD ARSHR7X4





BUILDING LEGACIES IN VIRGINIA & NORTH CAROLINA

Established in 1963, the Branch Group provides high-level leadership and innovation for construction management, design-build, site work, specialty subcontracting, and heavy highways, in addition to mechanical and electrical services. Branch Group touches on all aspects of the built environment through its three subsidiaries: Branch Civil, Branch and Associates, Branch MEP (G.J. Hopkins, L.A. Lacy)



branchgroup.com



Sponsors and Exhibitors



Bingham Arbitrage Rebate Services, Inc., a woman-owned firm located in Richmond, Virginia – leading the way in expert tax-exempt bond compliance since 1988. Our unique focus includes Arbitrage Rebate, Verification and Schedule K Form 990 Services. Working closely with bond counsel, Bingham’s highly experienced staff continually monitors changes in U. S. Treasury Regulations and tax laws, guiding clients through myriad compliance complexities, from Small Issuer to large volume pooled issuances. We’re, also, a proud rebate services provider for the Virginia “SNAP” Program. We are ready to help your Virginia organization learn the in’s and out’s of bond compliance and welcome the opportunity to serve you. For more information, please visit our website at www.bingham-ars.com.



BondLink is the municipal market’s #1 platform for superior investor outreach, roadshows and analytics. Our technology directly connects issuers and investors through customizable and easy-to-use tools. BondLink’s solutions make it quick and seamless for issuers to put GFOA and MSRB best practices into action.



Sponsors and Exhibitors



Established in 1963, the Branch Group provides high-level leadership and innovation for construction management, design-build, site work, specialty subcontracting, and heavy highways, in addition to mechanical and electrical services. Branch Group touches on all aspects of the built environment through its three subsidiaries: Branch Civil, Branch and Associates, Branch MEP (G. J. Hopkins, L. A. Lacy). Projects First—People Always. We are an ESOP company with 800+ employee-owners with a superior EMR score of .64 and annual revenue just over \$400 million. A fundamental aspect of a company's corporate responsibility toward its natural and social environment is sustainability, which involves reorienting decisions and business practices around preservation as well as profits. A sustainability approach that thinks beyond quarterlies into decades. An approach that takes into consideration more than building projects for an earnings report: it takes into consideration *Building Legacies for a Thriving Future*.



Citi, the leading global bank, has approximately 200 million customer accounts and does business in more than 160 countries and jurisdictions. Citi provides consumers, corporations, governments and institutions with a broad range of financial products and services, including consumer banking and credit, corporate and investment banking, securities brokerage, transaction services, and wealth management.

Additional information may be found at <http://www.citigroup.com> | Twitter: @Citi | YouTube: <http://www.youtube.com/citi> | Blog: <http://blog.citigroup.com/> | Facebook: <http://www.facebook.com/citi> | LinkedIn: www.linkedin.com/company/citi.



Every day, in cities around the world, people are doing amazing things. They're creating, innovating, adapting, building, imagining. What about a bank? Shouldn't we be equally ingenious? Strive to match our clients' vision, passion, innovation? At Citi, we believe that banking must solve problems, grow companies, build communities, change lives.



© 2018 Citigroup Inc. Citi and Citi with Arc Design are registered service marks of Citigroup Inc. The World's Citi is a service mark of Citigroup Inc.



Kaufman & Canoles is pleased to welcome Eric Ballou, Megan Martz Gilliland and Peyton Stroud. Dedicated to delivering cost-effective legal assistance, we balance the business and legal needs of both public and private clients—from municipalities and established corporations, to startups and venture capital companies. With creative ideas and a bold strategy, we can help your project thrive. **We can. And we will.**



Sponsors and Exhibitors

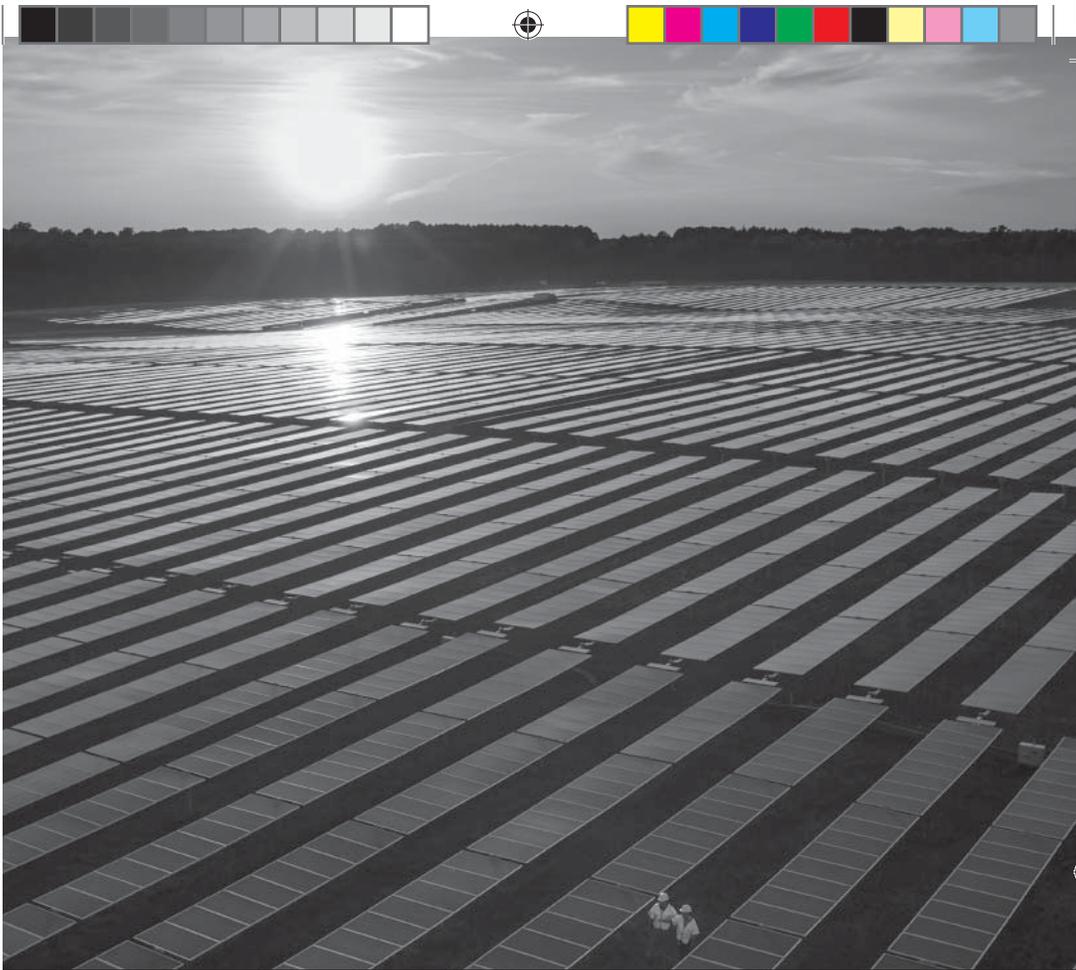
DAVENPORT & COMPANY SINCE 1863

Davenport is a registered Municipal Advisor that provides financial advisory services to local governments, utilities, public sector and not-for-profit issuers in the Mid-Atlantic region. As financial advisor, Davenport handles the debt issuance process for tax-exempt and taxable municipal securities via public offerings, direct bank loans and other financing options. Davenport also provides various strategic and financial planning services including multi-year budget and capital planning, credit rating monitoring and maintenance, financial pro-formas, investment strategy and management, debt capacity analysis and financial policy review.



Nearly 6 million customers in 19 states energize their homes and businesses with electricity or natural gas from Dominion Energy (NYSE: D), headquartered in Richmond, Va. The company is committed to sustainable, reliable, affordable, and safe energy and is one of the nation's largest producers and transporters of energy with nearly \$80 billion of assets providing electric generation, transmission and distribution, as well as natural gas storage, transmission, distribution, and import/export services. As one of the nation's leading solar operators, the company intends to reduce its carbon intensity 50 percent by 2030. Through its Dominion Energy Charitable Foundation, as well as EnergyShare and other programs, Dominion Energy plans to contribute more than \$30 million in 2018 to community causes throughout its footprint and beyond. Please visit www.DominionEnergy.com, Facebook or Twitter to learn more.





A bright future for you, and our environment.

At Dominion Energy, we're using renewable energy sources like wind and solar to help reduce carbon emissions. So we can all breathe easier.



DominionEnergy.com



DAVENPORT & COMPANY

SINCE 1863

Davenport & Company is a Registered Municipal Advisor providing financial advisory services to local governments, utilities, public sector entities and not-for-profit issuers.

PUBLIC FINANCE SERVICES

» **FINANCIAL PLANNING**

- Multi-Year Budget and Capital Planning
- Financial Policies
- Credit Rating Monitoring and Maintenance
- Financial Pro-Formas
- Debt Capacity and Debt Affordability Analysis

» **TRANSACTIONS**

- Public Sales, State and Federal Funding, Direct Bank Loans
- Comparative Analysis of Sale Types
- Monitor Refunding Opportunities
- Credit Rating Presentation/Meetings
- Bid and Pricing Analysis
- Closing Coordination and Post-Sale Analysis

» **INVESTMENTS**

- Investment Policies
- Investment Strategy and Management
- Cash Flow Forecasting
- Investment of Bond Proceeds

» **ECONOMIC DEVELOPMENT**

- Analysis of Local and State Incentives
- Funding Options
- Cost/Benefit Analysis
- Special Districts (e.g. TIFs/TADs, CIDs and other taxing districts)
- P3 Evaluation

» **STRATEGIC PLANNING SERVICES**

- Mission and Objectives
- Environmental Scan
- Strategy Formulation
- Implementation
- Accountability

(800) 846-6666 • www.investdavenport.com
Davenport & Company LLC Member: NYSE | FINRA | SIPC
901 East Cary Street, Suite 1100, Richmond, VA 23219





Sponsors and Exhibitors

HUNTON ANDREWS KURTH

Hunton Andrews Kurth is a global law firm of more than 1,000 lawyers handling transactional, litigation and regulatory matters for clients in myriad industries, including energy, financial services, real estate, retail and consumer products and technology. Areas of practice focus include public finance and infrastructure, P3, capital markets, mergers and acquisitions, intellectual property, and privacy and cybersecurity. For more than 50 years and with roots in Virginia, we have been helping governmental entities finance their infrastructure projects. During that time, we have acquired a wealth of experience and know-how that have enabled us to be seasoned practitioners of a complex craft, as well as trusted advisers navigating prudently through the rules and regulations that govern public finance. We work hand in hand with our Global Economic Development, Commerce & Government Relations group, a full-service public affairs arm of Hunton Andrews Kurth, to provide clients with a diverse set of services, including year-round lobbying activities, development of legislative and political strategies, negotiating economic development incentives, grassroots issue advocacy, coalition building, public relations and political contribution management. For additional information visit us at www.huntonak.com.

KAUFMAN & CANOLES

attorneys at law

The members of Kaufman & Canoles' Infrastructure & Transportation Team are seasoned attorneys experienced in financing, transportation and infrastructure projects and associated facilities. Team members structure, negotiate and document the full array of project and financing agreements to meet our client's specific needs. We provide strategic advice, assist in assembling the project team and structure the corporate vehicle for the transaction. We not only identify and facilitate transportation and infrastructure projects, but keep a firm eye on mitigating financial, construction, social and other risks, and advise on appropriate measures to minimize such risks.





Loop Capital

Loop Capital, founded in 1997, is an investment bank, brokerage and advisory firm that provides creative capital solutions for corporate, governmental and institutional entities across the globe. Loop Capital Markets and its affiliates serve clients in corporate and public finance, financial advisory services, taxable, tax-exempt and global equity sales, research and trading, analytical services and financial consulting services. Headquartered in Chicago, the firm has over 175 professionals in 21 offices across the country.



McGill Associates offers multi-disciplinary consulting, engineering, and landscape architecture services to clients throughout the Southeast. With more than 158 professional engineers, landscape architects, planners, and support staff in nine regional offices, we bring innovative, state-of-the-art, and cost-effective solutions to local, state, and regional projects. Whether it is civil or electrical engineering, environmental consulting, planning, landscape architecture, or construction needs, McGill Associates has the expertise needed for various project sizes and complexities.

McGUIREWOODS

For more than 180 years, McGuireWoods LLP has prided itself on providing high-quality legal service and sound strategic guidance for its clients. We have one of the largest public finance practices in the nation and currently have 25 lawyers practicing in our public finance department residing in our Richmond, Tysons, Raleigh, Charlotte, Chicago, New York, Baltimore, and Washington, D.C. offices. For the third time in four years, The Bond Buyer ranked McGuireWoods among the top three bond counsel in the 11-state Southeast U.S. region (with total sales volume of \$3.17 billion), as well as ranked No. 1 in Virginia for the fifth consecutive year and No. 5 in North Carolina. Our Virginia attorneys provide the full range of practice areas offered by the firm, including tax, labor and employment, commercial litigation, mergers and acquisitions, restructuring and insolvency, commercial real estate, regulatory and criminal investigations, energy, and government relations, in addition to public finance.





McGuireWoods helps clients gain and maintain a competitive edge.

Helping clients meet their legal and business challenges throughout the world, McGuireWoods LLP serves public, private, government and nonprofit clients from countless industries in all areas of law.

**We are proud to support the Governor's
Infrastructure Financing Conference.**

McGUIREWOODS

1,100 lawyers | 23 offices | www.mcguirewoods.com





Sponsors and Exhibitors

Morgan Stanley

Morgan Stanley's Public Finance Department has a long tradition of providing banking, structuring, marketing and distribution services to a wide variety of municipal clients in the Commonwealth and nationwide. The Firm consistently ranks among the top senior underwriters of municipal debt. Morgan Stanley brings premier institutional investor coverage and is one of the largest retail distribution network in the nation, creating a first-class sales distribution network for municipal issuers. The Firm has over 15,700 financial advisors in the Morgan Stanley Wealth Management unit, including 233 financial advisors in Virginia working in 13 offices throughout the Commonwealth dedicated to serving local residents.

RAYMOND JAMES

Built on the guiding principles of deep relationships, innovative ideas and superior execution, Raymond James consistently ranks among the top 10 senior managing underwriters of U.S. municipal bonds. Our veteran bankers and aggressive underwriters work with municipal and not-for-profit issuers nationwide to find customized, comprehensive solutions for their next project.



S.B. Ballard is a general contracting firm based in the Mid-Atlantic. We offer construction management, design-build, general contracting, green building/LEED™, pre-construction, PPEA services and virtual design construction to an extensive list of clients throughout the Mid-Atlantic and Southeast.



Morgan Stanley

Morgan Stanley is proud to support the

Virginia Resources Authority Governor's Infrastructure Financing Conference

© 2018 Morgan Stanley.



**Siebert
Cisneros
Shank & Co., L.L.C.**

Siebert Cisneros Shank & Co., L.L.C., leads the way in assisting its corporate and municipal clients raise funds in the capital markets. The firm is a full-service investment banking and financial services company and provides corporate and municipal investment banking, fixed-income sales and trading, corporate share repurchase and equity execution. Siebert Cisneros Shank was founded in 1996 and has 18 offices across the nation with headquarters in New York City and Oakland. It is a member of FINRA and SIPC.



SPILMAN IS PROUD TO SPONSOR THIS YEAR'S EVENT

spilman
thomas & battle

Virginia | West Virginia | North Carolina | Pennsylvania

1.888.859.0004 | 310 First Street, Suite 1100, Roanoke, Va. 24011

This is an attorney advertisement. | Attorney responsible for this ad: F.B. Webster Day



Sun Tribe Solar is an industry leader in the engineering, procurement, and construction of large-scale solar facilities. Sun Tribe Solar team members bring over 2 GW of renewable energy experience to the market and have successfully built generating facilities for well-known utilities including Dominion, PSEG, Exelon, and Entergy. Sun Tribe Solar engineers and project managers have led the design and construction of projects in 13 different states on projects ranging in size from 2 MW to over 63 MW. In the past three years, Sun Tribe Solar has successfully delivered 26 solar/solar+storage projects for high profile clients, including Northrup Grumman and the University of Virginia. Sun Tribe Solar was established to reshape the renewable energy industry on the east coast. Today, Sun Tribe Solar is the fastest-growing solar company in Virginia, helping develop the local renewable energy ecosystem and moving the commonwealth to the forefront of the renewable energy movement.

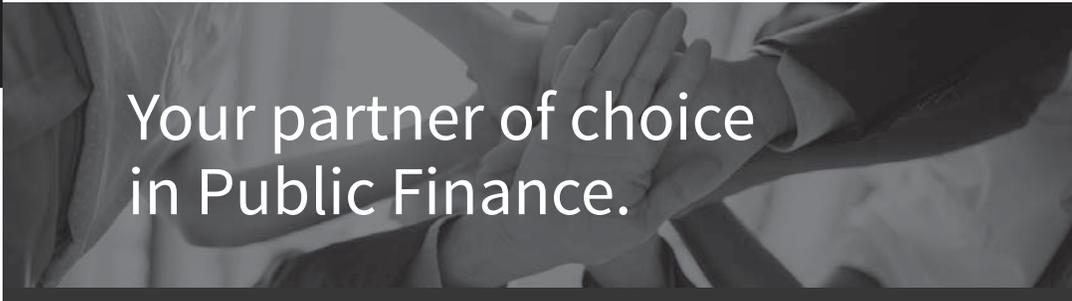




Sponsors and Exhibitors

spilman thomas & battle

Spilman Thomas & Battle is a full-service, super-regional law firm with seven offices strategically located in Virginia, West Virginia, North Carolina and Pennsylvania. From its office in downtown Roanoke, Spilman is proud to provide counsel and representation to financial institutions, municipalities, counties and other governmental entities, as well as families and individuals. Spilman brings depth of talent and experience in the areas of public finance, bankruptcy and creditors' rights, commercial transactions, tax law, and wealth management, and offers the strength of a large law firm coupled with the market knowledge and presence of local lawyers. Visit www.spilmanlaw.com for more information.



Your partner of choice
in Public Finance.

At Raymond James, your success is our top priority, and we are committed to offering our clients the best strategic advice designed to fit your individual needs. Whether it is a taxable or tax-exempt transaction, competitive or negotiated, we pride ourselves on providing flexible, tailor-made solutions to the state and municipal governments in Virginia that we are so grateful to serve.

Let us put our experienced local team and deep resources to work for you.

804.225.1130

RELATIONSHIPS | IDEAS | EXECUTION

RAYMOND JAMES

RJPUBLICFINANCE.COM

© 2018 Raymond James & Associates, Inc., member New York Stock Exchange/SIPC 18-PF-0725 JPR 10/18





Sponsors and Exhibitors



TIMMONS GROUP
YOUR VISION ACHIEVED THROUGH OURS.

Recognized for nearly 20 years as one of Engineering News Record's Top 500 Design Firms, Timmons Group provides economic development, civil engineering, environmental, geotechnical, GIS/geospatial technology, landscape architecture, and surveying services to a diverse client base. Our market-focused organization is structured to help fulfill our mission "to achieve unparalleled understanding of our clients, their businesses and their visions, resulting in unrivaled customer service and shared success." Our clients receive more than just the best engineering and professional services available. Our specialized market sector expertise makes us trusted advisors and valuable consultants on our clients' projects — from conception through completion.



TowneBank is proud to support the Governor's Infrastructure Financing Conference.

Since Towne's inception, we have worked diligently to provide creative financing solutions which support economic development, facilitate important capital improvement projects, and enhance the well-being of the communities we serve.



TOWNE BANK
The Best Bankers. Hometown Banking.

townebank.com

MEMBER
FDIC



EQUAL HOUSING
LENDER





TowneBank is proud to support the Governor’s Infrastructure Financing Conference. Since Towne’s inception, we have worked diligently to provide creative financing solutions which support economic development, facilitate important capital improvement projects and generally enhance the well-being of the communities we serve.

TROUTMAN SANDERS STRATEGIES

Troutman Sanders Strategies (“TSS”), founded in 2002 by Troutman Sanders, LLP, is a wholly owned subsidiary of the law firm specializing in building partnerships between businesses and government at the federal, state, and local levels. TSS was created in response to the recognition of the growing complexities in the interface between business and government. Today, with offices in Virginia, California, Georgia, North Carolina, and Washington, D.C., TSS has a national reputation for honesty, integrity, and dedication to clients’ needs and services. Each member of TSS has substantial experience in the legislative and regulatory process and has a broad array of bipartisan relationships at the state and local level. As public policy experts, consultants and lobbyists, TSS advances its clients’ interests by closely tailoring its strategies and actions in response to the ever-changing political landscape.



U.S. Bank is the fifth largest commercial bank in the United States with total assets of \$461 billion at the end of 2nd Quarter 2018. Established in 1863, U.S. Bank has been chartered for over 150 years. In that century and a half, our company has grown to operate 3,045 banking offices and 4,725 bank-branded ATMs. Through dedicated business lines, U.S. Bank provides specialized services including trustee and paying agent, innovative financing, and treasury management services, to government and non-profit organizations. As a trusted market leader, we provide our clients with strength, stability and service delivery – all performed with the utmost integrity.





Your success is our priority.

As your full-service provider, we offer flexible products and solutions to help drive you forward:

- Capital markets
- Custody
- Escrow solutions
- Innovative financing
- Investment management
- Treasury management and ePayables
- Trustee and paying agent

Contact our team to learn more:

Gregory Jordan, Global Corporate Trust
804.402.5305 | gregory.jordan@usbank.com

Bobbi Michalowski, Government Banking
757.345.3877 | roberta.michalowski@usbank.com

usbank.com/corporatetrust



Deposit products offered by U.S. Bank National Association. Member FDIC.

Investment products and services are:

**NOT A DEPOSIT • NOT FDIC INSURED • MAY LOSE VALUE • NOT BANK GUARANTEED •
NOT INSURED BY ANY FEDERAL GOVERNMENT AGENCY**

U.S. Bank is not responsible for and does not guarantee the products, services, performance or obligations of its affiliates. ©2018 U.S. Bank 110118 102002





USDA Rural Development is committed to helping improve the economy and quality of life in rural America. We offer loans, grants and loan guarantees to help create jobs and support economic development and essential services such as housing, health care, first responder services and equipment, and water, electric and communications infrastructure. We promote economic development by supporting loans to businesses through banks, credit unions and community-managed lending pools. We offer technical assistance and information to help agricultural producers and cooperatives get started and improve the effectiveness of their operations. We provide technical assistance to help communities undertake community empowerment programs. We help rural residents buy or rent safe, affordable housing and make health and safety repairs to their homes.



Virginia Department of Conservation & Recreation

The Department of Conservation and Recreation is the state's lead natural resource conservation agency. DCR protects what Virginians care about: natural habitat, parks, clean water, dams, open space and access to the outdoors. We use funding, expertise, education, improved access and acquisition to do the job.

More particularly, in terms of infrastructure, DCR ensures the structural integrity of more than 2,000 regulated dams in Virginia. We also manage facilities - cabins, buildings, marinas, boat launches, etc. - in 37 Virginia State Parks.



VIRGINIA DEPARTMENT OF ENVIRONMENTAL QUALITY

Virginia DEQ's Clean Water Financing and Assistance Program provides targeted financial solutions and guidance to localities and citizens to protect and enhance water quality in the Commonwealth. The Program administers the Clean Water Revolving Loan Fund (CWRLF) which has provided \$3.3 billion in low interest and no interest loans for clean water projects throughout Virginia. The CWRLF funds planning, design, and construction of wastewater and stormwater infrastructure, agricultural best management practices, brownfield remediation, land conservation, and living shorelines. For more information contact Karen Doran, Program Manager, Clean Water Financing and Assistance Program, Virginia Department of Environmental Quality - (804) 698-4133 or karen.doran@deq.virginia.gov.





What Could You Do With A Community Impact Grant?

Tackling a tough housing challenge often starts with market research, design and engineering studies, community outreach and other activities that require funding. VHDA's **Community Impact Grant** may provide the money you need! Join the many localities across Virginia using grant money from VHDA to get started with community revitalization, mixed-use/mixed-income developments and other initiatives to provide quality housing and spur economic growth.

Find out more: Contact VHDA's Director of Strategic Housing, Chris Thompson, at 804-343-5692 or Chris.Thompson@vhda.com.

Work with a partner you trust – VHDA.



Virginia's Housing Partnership | vhda.com





Sponsors and Exhibitors



The 1996 Amendments to the federal Safe Drinking Water Act (SDWA) created the Drinking Water State Revolving Fund (DWSRF) Program. One purpose of the program is to provide financial assistance to public water systems enabling them to finance the costs for capital improvement/ construction projects and to replace aging infrastructure. The DWSRF has made approximately \$458 million available for drinking water in the Virginia Program since 1996. Any owner, public or private, of a community waterworks or nonprofit non-community waterworks is eligible to apply. Typical loan terms are for 20 or 30 years. Interest rates range from 1.5% to the ceiling rate that is 1% below the market rate for municipal 20-year AA revenue bonds. Disadvantaged waterworks may qualify for special benefits.



The Virginia Department of Housing and Community Development (DHCD) is committed to creating safe, affordable and prosperous communities to live, work and do business in Virginia. DHCD partners with Virginia's communities to develop their economic potential, regulates Virginia's building and fire codes, provides training and certification for building officials and invests more than \$100 million each year into housing and community development projects throughout the state - the majority of which are designed to help low- to moderate-income citizens. By partnering with local governments, nonprofit groups, state and federal agencies and others, DHCD is working to improve the quality of life for Virginians.





Sponsors and Exhibitors



VHDA's **Community Impact Grants** help local governments involved in community revitalization efforts, and they encourage the development of mixed-use/mixed-income properties, which often spur economic growth. These grants often fund community outreach, market research, design and engineering studies, or other due diligence activities, but they are not limited to those uses.

Money for these grants comes from VHDA's REACH Virginia program. Each year, VHDA contributes a substantial portion of their net revenues to fund this program, which is used to address housing needs throughout the state.

If you think a Community Impact Grant could benefit your locality, please contact Chris Thompson, Director of Strategic Housing at Chris.Thompson@vhda.com or 804-343-5692.



The Virginia Department of Mines, Minerals and Energy (DMME) serves a large and varied group of citizens, organizations and agencies throughout the Commonwealth. The agency regulates both worker safety and environmental protection in the coal mining, mineral mining and natural gas industries. It also hosts the Commonwealth's geologic survey and serves Virginia with its energy office that focuses on renewables and efficiency. DMME's mission is to enhance the development and conservation of energy and mineral resources in a safe and environmentally sound manner to support a more productive economy in Virginia.



Sponsors and Exhibitors



The Tobacco Region Revitalization Commission was created in 1999 by the General Assembly. Utilizing funds from the national tobacco settlement it is tasked with promoting growth and economic development in Southern and Southwest Virginia. The Commission knows that developing a strong and diverse economy requires investment in the region’s critical infrastructure. The Commission has invested extensively in megasite development and the infrastructure necessary to support those sites as well as broadband expansion and education and workforce training to ensure that Southern and Southwest Virginia are well positioned to attract the jobs of the future. The Commission believes that such investments in site improvements and our workforce help localities attract more business, more jobs, and more investment in taxable assets which increase local revenue and the economic base of localities in our footprint. To date, the Commission has awarded more than \$1 billion across Southern and Southwest Virginia in our continued effort to develop a diverse and vibrant economy across the region.

VIRGINIA IS FOR LOVERS

Nearly 50 years after its creation, “Virginia is for Lovers” continues to be one of the most recognizable and iconic tourism slogans of all time. The Virginia Tourism Corporation promotes and develops the tourism and motion picture industries to stimulate Virginia’s economy and enhance the quality of life of all Virginians.





WELLS
FARGO

Wells Fargo is proud to support the Governor's Infrastructure Financing Conference



Put our experienced team to work for you

Wells Fargo Government & Institutional Banking is a specialized business with professionals who are experienced in understanding the unique challenges faced by all types of government organizations. From raising capital and managing assets to increasing operational efficiencies and managing risk, we can offer the right combination of services to help you achieve your goals. Let us put the knowledge gained from experience to work for you.

To learn more, visit wellsfargo.com/government

Together we'll go far



Commercial banking products and services are provided by Wells Fargo Bank, N.A. Investment banking and capital markets products and services are provided by Wells Fargo Securities, and are not a condition to any banking product or service. Wells Fargo Securities is the trade name for certain securities-related capital markets and investment banking services of Wells Fargo & Company and its subsidiaries, including Wells Fargo Securities, LLC, member NYSE, FINRA, NFA, and SIPC, and Wells Fargo Bank, N.A., acting through its Municipal Products Group. Municipal derivatives solutions are provided by Wells Fargo Bank, N.A., a swap dealer registered with the CFTC and member of the NFA.

© 2018 Wells Fargo Bank, N.A. All rights reserved. Member FDIC. PDS-1348529





VRA

1111 E. Main St, Suite 1920
Richmond, VA 23219
804.644.3100
VirginiaResources.org

