

The 2018 Mid-Atlantic Utility Conference

Integrated Approaches for Efficient Utilities

TURF VALLEY RESORT, MARYLAND * OCTOBER 23-24, 2018

Dear Colleague –

The Chesapeake Section of the American Water Works Association (CSAWWA) is pleased to announce the 2018 Mid-Atlantic Utility Conference!

This two-day event will bring utility leaders together from across the region – to share, learn, and network with each other and with industry partners.

It is truly a conference *by utilities, for utilities*.

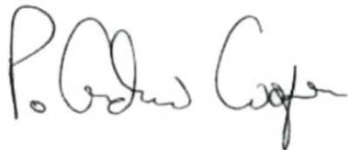
Enclosed is a summary of our program topics and the utility leaders who will participate. The program of presentations and panel discussions focuses on *Integrated Approaches for Efficient Utilities* – it's not just about drinking water!

Having so many leaders eager to participate in this event, speaks volumes about the need for networking and learning opportunities that focus on managing the modern utility efficiently. Last year's event in downtown Baltimore was a resounding success, and we expect this year's program to be even stronger.

We are offering numerous opportunities for exhibitors and sponsors to also participate, and sales open July 31st. This will be a great opportunity for firms to get their brand in front of utility decision makers from across the region! And we'll be kicking off the conference with golf on Turf Valley's beautiful links, so come a day early! Attendee registration opens later in August.

We will be providing greater detail on the program in the weeks ahead, so please, mark your calendar – you don't want to miss this conference!

Thank you,



Andy Cooper, P.E.
CSAWWA Chair
Conference Director
(443) 224-1796
acooper@wrallp.com



Chein-Chi Chang, Ph. D., P. E.
CSAWWA Utility Committee Chair
Conference Director
(202) 787-2459
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Welcome: Jim Irvin, Director, Howard County DPW

Keynote Address: Ben Grumbles, Secretary, MDE

Confirmed Presenters and Panelists: (listed alphabetically)

Mark Babbitt, Supervisor of Interagency, DC Water

Joseph Beach, Chief Financial Officer, Washington Suburban Sanitary Commission

William Bettin, Deputy Director, Harford County DPW

Matt Brown, CFO, DC Water

Lynn Buhl, Assistant Secretary, MDE

Olga Chernat, Executive Director, New York City Municipal Water Finance Authority

Rudy Chow, Director, Baltimore City DPW

Richard Corbi, Head of Operations, Maryland American Water

Steve de Mik, Director of Operations, HRSD

Dean Dickey, Director, Prince William County Sanitation Authority

Calvin D. Farr, Director of Public Utilities, City of Richmond

Biju George, Chief Operating Officer, DC Water

Ellen Gilinsky, Former Deputy Assistant Administrator for Water, US EPA

Josh Gliptis, Project Manager, Howard County Bureau of Utilities

Kimberly L. Grove, Chief, Office of Compliance & Laboratories, City of Baltimore DPW

Ted Henifin, General Manager, HRSD

Karen Henry, Assistant Director, Anne Arundel County, DPW

Andrew Kricun, P.E., Executive Director, Camden County NJ Municipal Utility Authority

Melissa LaBuda, Deputy Water Commissioner, Philadelphia Water Department

Damion Lampley, Chief of Utility Services, WSSC

Joe Mantua, Deputy General Manager of Operations, WSSC

Edward Markus, President of Amawalk Consulting, New York City

Suzanne Maxa-Albers, Senior Project Manager, BGE

David McDonough, Police and Homeland Security Division Manager, WSSC

Diane McGahagan, Energy Management, WSSC

Getachew Melsew, Manager of Planning, DC Water

Mark Miller, Howard County

Christine Mitchell, Condition Assessment Manager, HRSD

Frank Nabozny, Baltimore County DPW

Karen Pallansch, Chief Executive Officer, AlexRenew

Chris Phipps, Director, Anne Arundel County DPW

Kishia L. Powell, Commissioner, Atlanta City Watershed Management

Jay Price, Acting Bureau Head, Water and Waste Water, Baltimore City DPW

Rick Raike, Chief, Electrical and Energy Management, HRSD

Sonal Ram, Director, Office of Environmental Design, State Highway Administration

Jeffrey Raymond, Chief, Division of Communications and Community Affairs, Baltimore City DPW

Jonathan Reeves, Chief, Office of Emergency Management, DC Water

Carla Reid, General Manager, WSSC

Eric Schrader, Project Manager, City of Lynchburg, VA

Mindy Selman, Senior Environmental Markets Analyst, USDA

Art Shapiro, Chief, Howard County Bureau of Utilities

Joe Siemek, Director, Harford County DPW

Monty Simon, Project Manager, Baltimore City DPW

Rob Taylor, Energy Management, WSSC

Keith Tyson, Division Manager Engineering and Environmental Services, WSSC

Micah Vieux, Program Development Manager, Loudoun Water

Beate Wright, Executive Director, Water Research Foundation

Utility leaders will share insights and lessons learned on some of today's most important topics:

Innovation/Technology Rates, Financing, and Affordability

Water Quality Credit Trading

Alternative Project Delivery

Emergency and Disaster Resilience

Recruiting and Retaining Talent

Energy Costs

Community Outreach

Protection of Underground Assets



Sponsorships

CSAWWA is offering a number of unique and exclusive sponsorship opportunities for this event. Don't miss your chance to get your name in front of utility and industry leaders!

Conference Lanyard: You know this one, it's around all necks, all day, and your brand is prime-time! One available: \$2,000



Tote Bag: All conference attendees will receive a tote bag, and one exclusive sponsor's logo will be added. Two available: \$1,750 each



Tote Bag Swag: Sponsors can provide their branded items to be included in the conference tote bag. \$500, plus items (*final count of items to be provided*). Limit 10 sponsors



Program Advertisements: All conference attendees will receive a Conference Program, to include the Agenda, speaker bios, and other information. Program ads are available as follows:

- Inside Front and Back Covers, Outside Back Cover: One each, \$1,250
- Full-page ad (interior) - \$750
- Half-page ad (interior) - \$500
- Quarter page (interior) - \$250

Artwork must be submitted by September 14th, 2018

Sponsorships will be available first-come-first-served, beginning July 31st, 2018 at 10:00am (sharp!) and can only be purchased online with a credit card through our website:

www.csawwa.org

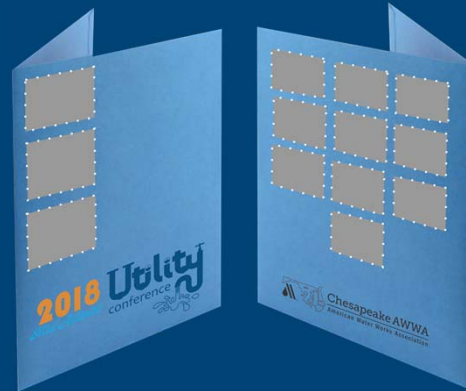
Event Sponsorships: Sponsorships are available for meals, breaks, and the Tuesday Evening Reception. All event sponsors will have their logo on our website, event signage, and additional promotional materials as shown below:

Reception Tuesday Evening (1 ½ hours): Half-page ad in program, logo on conference folder front: One available, \$1,500

Lunch Tuesday: Half-page ad in program, logo on conference folder front: One available, \$1,500

Lunch Wednesday: Half-page ad in program, logo on conference folder front: One available, \$1,500

Breaks and Breakfasts (two sponsors each): logo in program and on conference folder back: \$500
Options include: Tuesday breakfast, Tuesday breaks, Wednesday breakfast, Wednesday break



All conference attendees will receive a folder with note paper for use during the conference.

Event Sponsors will have their logos printed on the folder as shown above.

Additional **Golf Sponsorships** are available too! See the golf flyer or visit our website for more information.



Exhibitor Displays

The 2018 Mid-Atlantic Utility conference will offer a maximum 40 table-top spaces for vendor displays.

Tables are 8' long x 30" deep, full-size backdrops are not permitted. Meals and breaks will maximize networking and exposure for all vendors. Display spaces are available at \$900 ea. Each table comes with two full registrations, which includes all meals and the Tuesday evening reception.

Exhibit spaces go on sale July 31st, 2018 at 10:00 AM and can only be purchased online with a credit card, through our website: www.csawwa.org

Presentations will be held in the Ballroom and two breakout rooms. Breaks and the reception will be served in the Ballroom and in the lobby of the breakout rooms.

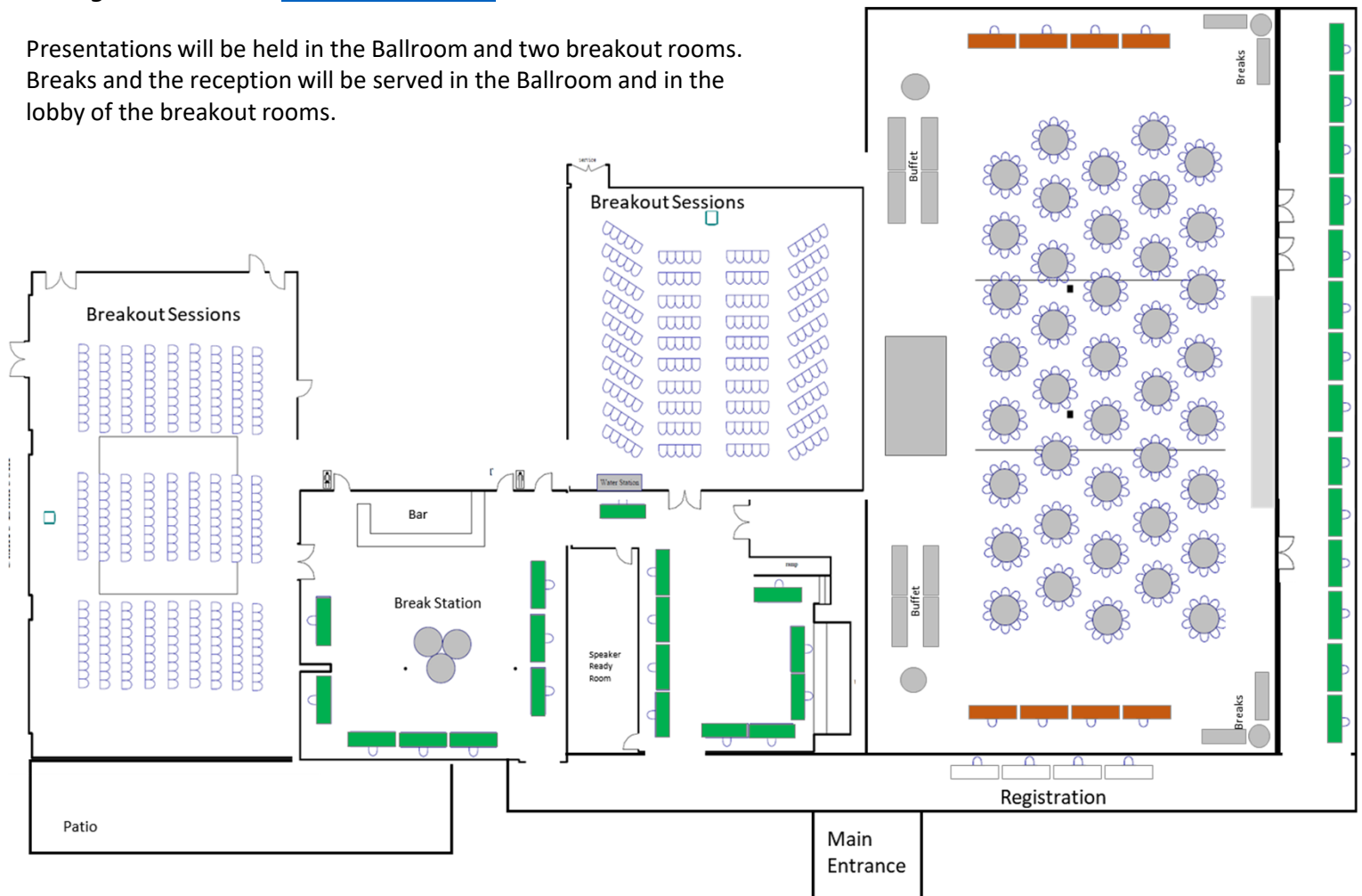


Table tops must be set up by 8am on Tuesday, October 23rd, and cannot be broken down until after the final Panel Discussion on October 24th, 4pm. When purchasing online, you will need to select preference for Ballroom if you wish to have one of those tables. Except for this room preference, table top selection will be first-come first-served on site.



Golf

Golf with your friends to kick off the Utility Conference!

Before the conference, play 18 holes on Turf Valley's beautiful links, in the serene rolling landscape of Howard County's countryside. Is there any better time for Chesapeake golfing than the fall???

Monday, October 22nd, 2018

Lunch – 11:00 am

Shotgun Start: 12:00 noon

Individual: \$110

Foursome: \$440

Tournament entry fee includes: greens fees, cart, practice range and prizes for the longest drive and closest to the pin.

Teams will be flighted based on final score. Format is Four Player Best Ball / Scramble / White Tee Boxes.

Register as an individual or team online at www.csawwa.org beginning July 31st at 10:00 am.

In case of a weather-related cancellation, refunds will be processed minus a \$10 administration fee.

Golf Sponsorships will be available first-come-first-served, beginning July 31st, 2018 at 10:00am and can only be purchased online with a credit card through our website: www.csawwa.org

\$100 – One 11" x 17" sign at Green-Tee

\$200 – Bronze: Two Green-Tee signs

\$300 – Silver: Three Green-Tee signs

\$400 – Gold: Four Green-Tee signs

\$700 – Silver, Option 2: Three Green-Tee signs plus team of four players

\$800 – Gold, Option 2: Four Green-Tee signs plus team of four players, plus four dozen balls

\$1,000 – Beverage Sponsor: All Golf Carts



Questions: Call or email Scott Shipe
301-790-7912 or jssh2o@aol.com



Registration and Hotel

Attendee Registration opens August 28th, 2018, at 10:00 am at

www.csawwa.org

One-Day Registration:

Private industry: \$140 (\$160)
Utility/Government: \$80 (\$100)
Small Systems*: \$60 (\$80)
Students: \$20 (\$25)

Two-Day Registration:

Private industry: \$240 (\$260)
Utility/Government: \$130 (\$150)
Small Systems*: \$95 (\$115)
Students: \$35 (\$40)

Special Group Rate – 10% off groups of 5 or more! (*discount applied at checkout.*)

Registration includes all meals and the reception on Tuesday.

(\$XX) = Late registration cost, after October 1st, 11:59pm

Cancellations received in writing by Monday, September 25th, 11:59 pm will be refunded minus a 20% administration fee. No refunds will be made after this time.

*Small Systems serving a population < 10,000.
PWSID number required at registration.

Hotel Information

The Turf Valley Resort located on 1,000 manicured acres, is conveniently located between Baltimore and Washington DC. Attendees get the amazing room rate of \$123/night! This rate is also extended to the three nights before, and three nights after the conference so plan to stay and enjoy all of Turf Valley's amenities, including the spa and golf course.

Attendees who wish to stay overnight are encouraged to book early – this special rate is only guaranteed through **October 1, 2018**.

Be sure to use Group Code 28598H when booking by phone or online with Turf Valley Resort.



410-465-1500 or 1888-833-8873
reservations.turfvalley.com