



2010 Annual Conference
August 3-5, 2010
Oglebay Resort
Wheeling, West Virginia

For Exhibitors

An Invitation to Exhibit

WVML 2010 Annual Conference

August 3-5, 2010
Oglebay Resort
Wheeling, West Virginia



Reach Hundreds of Municipal Government Decision-Makers

Through the hard work and leadership of the advisory committee and host cities, we have developed a dynamic program of accessible information that draws upon the common themes of municipal government. Combined with the backdrop of Oglebay this conference is guaranteed to be an invaluable one for municipal officials who attend.

An exhibit at the 2010 WVML Annual Conference will bring your company face-to-face with the state's most distinguished and influential municipal government leaders. More than 200 mayors, councilmembers, city managers, clerks and recorders and key department heads will be on hand representing cities across the state.

We look forward to seeing you there.

Showcase Your Products and Services

Join other exhibitors who will showcase the latest in:

- Environmental Engineering and Planning
- Financial Management and Insurance
- Information Technology
- Park & Recreation
- Public Safety
- Telecommunications and much more

2009 EXHIBITORS

AJ-Allegheny Systems, LLC

Kenny Saul
5036A Washington St., West
Charleston, WV 25313
304-769-0202

Alpha Associates, Inc.

Bobbie Hawkins
209 Prarie Avenue
Morgantown, WV 26501
304-296-8216

Anderson & Associates Inc.

Lance Morgan, PE
93 Virginia Street
Beckley, WV 25801
304-461-0020

Appalachian Software

Walter Frazier
44 Amber Way
Scott Depot, WV 25560
304-757-1260

BrickStreet Insurance

Lisa Hamrick
400 Quarrier Street
Charleston, WV 25071
304-941-1043

Casto & Harris

Pete Nichols/Richard Lockhart
109 Market Street
Spencer, WV 25276
304-927-2222

CGI Communications, Inc.

Kristen Burress
130 East Main St., 1st Floor, Granite
Bldg.
Rochester, NY 14604
585-427-0020

Chase Bank

Randy Morgan, VP, Branch Manager
1625 Washington St E.
Charleston, WV
304-344-9892

Clemens Nelson & Associates, Inc.

Howard Heffelfinger
6500 Emerald Parkway, Ste. 100
Dublin, Ohio 43016
614-923-7700

CSSI

Corey Six
#2 Rosemar Circle, Suite A
Parkersburg, WV 26104
304-428-2143

Commercial Ins. Services

Janet Buckley
340 MacCorkle Ave., S.E.
Charleston, WV 25304
304-345-8000

Comvest Ltd-WVML Leasing

Jeff Smell/Pat Curry
P.O. Box 2025
Clarksburg, WV 26302
304-842-6214

Cover All Buildings of WV

Adam Rohrig
Box 727
Bridgeport, WV 26330
304-623-4827

Flink Company

Dan Palmer
50 North Vermillion St.
Streator, Il.
815-674-5982

GAI Consultants, Inc.

Elwood Penn
500 Summers Street
Charleston, WV 253601
304-926-8100

Gov Deals, Inc.

Christy Logan
5907 Carmichael Place
Montgomery, Alabama 36117
334-387-0476

HADCO Lighting

Dave Deporter
43 Ocelot Drive
Hanover, PA 17331
410-905-3861

Healthcare Financial Services

Jill Epstein
1204 Kanawha Blvd., East
Charleston, WV 25301
304-388-6807

Mountaineer Computer Systems

Jim Copland
P.O. Box 982
Lewisburg, WV 24901
304-647-5980

Parsons Brinckerhoff

David W. Hafley, AICP
2333 Alumni Park Plaza, Ste. 330
Lexington, Ky. 40517
859-272-6556

Playground Specialists, Inc.

Jeff Barber
1735 N. Seton Avenue
Emmitsburg, MD 21727
800-385-0075

Recreation Resource, Inc.

Ray Miller
P.O. Box 371
Kennett Square, PA 19348
800-220-4402

Stafford Consultants, Inc.

C. Dean Upton
P.O. Box 5849
Princeton, WV 24740
304-425-9555

Sternberg Lighting

Tom Frank
555 Lawrence Avenue
Roselle, Il. 60172
847-588-3400

The Bank of New York Mellon

Craig Robinson
919 East Main St., Suite 1602
Richmond, VA 23219
804-517-2111

The State Credit Union

Beth Terry
2200 Washington St., East
Charleston, WV 25311
304-558-4808

Thrasher Engineering

Steve Englehardt
30 Columbus Blvd.
Clarksburg, WV 26501
304-0624-4108

USDA Rural Development

Paula Moeller
75 High St., Suite 320
Morgantown, WV 26505
304-269-8431

Utility Service Partners, Inc.

Albert Saussol
480 Johnson Rd., Suite 100
Washington, Pa. 15301
724-749-1009

Walter H. Drane Company

Michael Kelly
23811 Chagrin Blvd., Suite344
Beachwood, Ohio 44122
216-514-1022

West Virginia American Water

Sam Gray
1600 Pennsylvania Avenue
Charleston, WV 25302
304-340-2090

West Virginians for Reliable Power

Bryan Brown
P.O. Box 20426
Charleston, WV 25362
304-546-5500

WV Correctional Industries

Betty Slack
617 Leon Sullivan Way
Charleston, WV 25301
304-558-6054

West Virginia Development Office

Monica Miller
1900 Kanawha Blvd., East
Charleston, WV 25305
304-957-2049

West Virginia Housing Development Fund

Adola Miller
814 Virginia Street, East
Charleston, WV 25301
304-345-6575

WV LTAP

Kim Carr
Box 6103
Morgantown, WV 26506
304-293-3031 X2612

WV State Treasurer's Office

John Fisher
One Players Club Drive
Charleston, WV 25311
304-340-5022

APPLICATION FOR EXHIBIT SPACE

Deadline date: July 4, 2010

West Virginia Municipal League

Oglebay Resort

Wheeling, WV

August 3-5, 2010



FOR OVERNIGHT ACCOMMODATIONS

Call Oglebay Resort

1-800-624-6988 or 304-243-4000 for reservations

Nightly rate \$93.00 Standard; \$155.00 Premium

This form must be returned for exhibit space registration to be complete

CONTACT INFORMATION

Company Name _____

Contact _____ Title _____

Tel _____ Fax _____ Email _____

Address _____

City _____ State _____ Zip _____

Country _____ Web Site Address _____

Products or Services to be featured:

Exhibit Space Rates

The rate for one booth space is \$450.00 for members or \$800.00 for non-members. The rate is payable in advance and is non-refundable if not cancelled within 7 days of the setup date.

Number of Booths requested: _____ Total Cost: \$ _____

Booth Preference(s): _____

Please note: we will try to accommodate your preferences, however, due to date of registration, space limitations, etc., we may be unable to fulfill such requests.

Make checks payable to: **West Virginia Municipal League Conference**

I accept the terms and conditions of applying for exhibit booth space as outlined and included in the application package.

Exhibitor Signature: _____ Date: _____

Company: _____ Telephone: _____

Wednesday, August 4, 2010 (continued)

- 12:15 p.m. – 1:30 p.m. **2.) Developing Effective Public Policy**
Governing Dynamic, LLC
Developing Good Public Policy is easier said than done. Whether you are responding to a problem or being proactive to improve your municipality's quality of life, you can bet that at least one of the over 83,000 governments across the nation is dealing with a similar issue.
- 1:35 p.m. – 2:30 p.m. **Seminars –**
Luncheon-
Guest Speaker: Hoppy Kercheval, Metro News
- 2:15 p.m.- 5:15 p.m. **1.) Are Clothes Optional Today? (tentative)**
Finding your employees or yourself on facebook and the internet
2.) Successful Political Campaigns
John Sorrenti, John Jay Consulting
Today's political arena is different from the one you probably first entered. John Sorrenti, is a former elected official with a keen insight into politics. Local Government prospers from continuity and experience. If you want to stay in office, we want to help you.
- 2:15 p.m. – 2:30 p.m. **WV City Management Association Meeting**
TBA:
Refreshment Break sponsored by:
- 2:30 p.m. – 3:30 p.m. **Concurrent Seminars –**
1.) Ripped from the Headlines
Mark Matkovich, WVML Programs
A light hearted venue looking at Ethics and the Elected Official
2.) Motivating Employees
Bernie Deem, Deem HR
Learn new ways to motivate employees when raises are slim or non-existent. Boost morale-Boost the City
- 3:35 p.m. – 4:15 p.m. **Concurrent Seminars- TBA**
1.)
2.)
- 5:00 p.m. – 5:30 p.m. **Municipal Reception**
5:30 p.m. – 8:00 p.m. Annual Awards Dinner

Thursday, August 5, 2010

- 6:45 a.m.
8:00 a.m. – 9:00 a.m.
9:00 a.m. – 10:30 a.m. **WV Municipal Clerk/Recorder's Fun Walk**
Breakfast Buffet:
"Closing Event"
Annual Business Meeting/Election of Officers & Board
All members should attend to vote.
Resolutions for legislative changes presented
Annual Report of the League
- 10:30 a.m. - 11:00 a.m.
9:00 a.m. – 2:00 p.m. **2010-2011 Board of Director's Meeting**
Newly Appointed Municipal Judges Mandatory Training
Instructor: Floyd M. (Kin) Sayre, III
Bowles, Rice, McDavid, Graff & Love LLP

EXHIBITOR SERVICE REQUEST FORM

This form must be completed by each exhibitor and forwarded IMMEDIATELY to the Conference Exhibit Planner at the following address in order for exhibit space registration to be complete:

Conference Name: WVML 2010 Annual Conference
Address: 2020 Kanawha Blvd., East
Charleston, WV 25311

Exhibit Planner: Kathy Burton, Admin. Assistant
Phone: 304-342-5564/1-800-344-7702
FAX: 304-342-5586

Exhibitor Setup Date/Time: _____

Facility Conference Coordinator Name/Phone: _____

UTILITY REQUIREMENTS

Electricity	Water	Telephone Lines
Number of Sources: _____	Number of Sources: _____	Number of Sources: _____
Source Requirements:	Source Requirements:	Source Requirements:
#1 _____ volts _____ amps _____ watts	#1 _____	#1 _____
#2 _____ volts _____ amps _____ watts	#2 _____	#2 _____
#3 _____ volts _____ amps _____ watts	#3 _____	#3 _____
#4 _____ volts _____ amps _____ watts	#4 _____	#4 _____
#5 _____ volts _____ amps _____ watts	#5 _____	#5 _____

Please describe in detail the type of equipment you will be exhibiting and your special requirements with regard to utility needs (i.e. male/female plug; separate special duplex; single phase; three phase, etc.) _____

Please Note: Specific charges may be assessed by the conference facility. If applicable, these charges are not covered by the exhibitor's registration fee.

Exhibitor/Vendor Name: _____

On-site Contact Person(s): _____

Signature: _____ Phone: _____ Date: _____

For Office Use Only

Booth Number: _____ (assigned by Conference staff)

ADDITIONAL EXHIBITOR INFORMATION

RECEIVING/RETURNING EXHIBIT MATERIALS

The conference facility has limited storage space and should be contacted directly for storage and shipping information. They should NOT be scheduled for arrival at the conference facility until the day of setup. Small boxed items should be noted HOLD FOR: Convention Name/Individual; Company Name and Date of Arrival. THE RETURN OF ALL EXHIBITS AT THE CONCLUSION OF THE CONFERENCE IS THE SOLE RESPONSIBILITY OF THE EXHIBITOR. SHIPPING ARRANGEMENTS FOR PICKUP OF RETURNABLE ITEMS WILL NOT BE MADE BY THE CONFERENCE FACILITY.

LOADING & UNLOADING

This is the sole responsibility of the exhibitor and/or his trucking company and NOT the responsibility of the conference facility; conference facility staff can NOT load and unload exhibits. If mechanical equipment is required, arrangements should be made fourteen (14) days prior with the Coordinator from the conference facility by each exhibitor; additional fee(s) may be assessed as deemed necessary by the Director of the conference facility to the conference or exhibitor—a credit card number will be required.

UTILITY REQUIREMENTS

Electrical hookups are usually no problem, but are to be stipulated on the special form on the reverse of this sheet. Drains for water are NOT available to exhibitors. Special telephone and computer hookups may not always be available at conference sites, so be specific when completing the “INFORMATION/SERVICE REQUEST FORM” so the WVML conference planner can communicate in advance with the conference facility to determine if needed connections can be arranged. Additional fees may be assessed for electrical/telephone needs which require any special wiring by conference facility electricians and the exhibitor will be responsible for this cost.

FIRE AND SAFETY

All state and local rules of fire and safety are expected to be observed by each exhibitor.

EXHIBITOR INFORMATION/SERVICE REQUEST FORM

It is imperative that the Exhibitor Information/Service Request forms be completed in their entirety and sent to the conference office as soon as possible to facilitate a successful exhibition by each company/vendor involved. We look forward to having you be a part of our annual conference and hope that you will consider coming back year after year.

WV MUNICIPAL LEAGUE 2010 MEMORIAL GOLF TOURNAMENT

The WV Municipal League Memorial Golf Tournament will be held in conjunction with the Annual Conference in Wheeling, at the Palmer Course located within Oglebay Resort.

Several prizes will be awarded including: The **CURTIS M. UHL** Memorial Award and The **M. MURRILL RALSTEN** Memorial Award.

Registration begins at **7:30 a.m.** at the Golf Course and the Tournament will begin **promptly at 8:00 a.m.**, Tuesday, August 3, 2010. The entry price per person will be **\$100.00**. This price covers player's Lunch, Green Fees and Cart.

Names of Foursome:

Captain

Name: _____

Name: _____

Address: _____

Address: _____

Phone: _____

Phone: _____

Name: _____

Name: _____

Address: _____

Address: _____

Phone: _____

Phone: _____

Make check payable and return to:

WVML Golf

2020 Kanawha Blvd., E.

Charleston, WV 25311

Please send your entry and fee by July 4, 2010



For Sponsorship

WVML 2010 CONFERENCE SPONSORSHIP

If you are interested in sponsoring an event, please see the list of events below. You may complete the sponsor form attached and return by the deadline date so we may insure you receive recognition for your gift of sponsorship.

DATE/EVENT	AMOUNT NEEDED
8-3 Entertainment	\$ 2,000.00
8-3 Welcome Reception	\$10,000.00
8-4 Breakfast	\$ 2,000.00
8-4 Break a.m.	\$ 1,500.00
8-4 Delegates Lunch	\$ 4,000.00
8-4 Break p.m.	\$ 1,500.00
8-4 Reception	\$ 1,000.00
8-4 Annual Dinner	\$10,000.00
8-5 Breakfast Buffett	\$ 2,000.00

Co-sponsors may be assigned for amounts pledged less than balance needed. Every effort will be made to assure co-sponsors are notified of partners and accept the co-sponsor assigned with them. The Welcome Reception and Annual Dinner Banquet usually have 3-5 co-sponsors to underwrite the events.

**WV MUNICIPAL LEAGUE
2010 ANNUAL CONFERENCE
SPONSOR REGISTRATION
Oglebay Resort, Wheeling, WV
AUGUST 3-5, 2010**

Attention: Kathy Burton 1-800-344-7702

Fax: 304- 342-5586

Contact Person:

Company Name:

Mailing Address:

City: _____

State: _____ **Zip:** _____

Telephone:

Please indicate proper printing of - your company, contact name, and address - as you would like to have it in our Conference Program & Agenda.

Sponsor is responsible for delivering any signs or banners for display. Contact the League Office for details.

SPONSOR AMOUNT: \$ _____

Make check payable to:

**WV Municipal League
2020 Kanawha Blvd., E.
Charleston, WV 25311**

Return on or before July 4, 2010

WV MUNICIPAL LEAGUE
2020 KANAWHA BLVD., EAST
CHARLESTON, WV 25311
1-800-344-7702

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US Postage
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Chas. WV 25311