**2023 Virginia Partner Profiles**

**All Points Broadband**

All Points is the largest and fastest growing rural-facing Internet service provider in the mid-Atlantic and a three-time honoree (in 2018-2020) on the Inc. 5000 list of America’s fastest growing privately held companies. We empower communities by bringing utility grade broadband to underserved markets, and presently offer service in several market areas in Virginia, West Virginia, Maryland and Kentucky. In the past six months, All Points has secured more than $50 million in state and federal grants and other stakeholder contributions to deploy broadband networks in partnership with underserved counties and electric utility partners in Virginia. In the most recent Virginia Telecommunications Initiative (VATI) cycle, All Points partnered with the Northern Neck Planning District Commission for a successful, universal FTTH project across five counties that serves as the example for how to leverage partnerships between PDCs, electric utilities, and an ISP to close the digital divide.

**Contact our FTTH team:**[**fiber@allpointsbroadband.com**](mailto:fiber@allpointsbroadband.com)

**Website:**[**https://www.allpointsbroadband.com/**](https://www.allpointsbroadband.com/)

**The Berkley Group**

The Berkley Group is a 360-degree local government consulting firm with experts specializing in planning and community development, environmental planning, GIS, public involvement, and group facilitation. We bring a collaborative approach to our projects with an array of professional resources. Our staff have over a century of direct experience in local government which spans multiple states and numerous localities. We understand the variety of challenges confronting local governments, because we have worked in local government and continue to serve them proudly.

**Contact Information: Andrew D. Williams, AICP,**[**drew@bgllc.net**](mailto:drew@bgllc.net)

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

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**VA DHCD**

Virginia Governor's Housing Conference (VAGHC)

The Virginia Governor's Housing Conference has a broad range of attendees from many professional sectors including nonprofit organizations, foundations and other philanthropic donors, affordable housing developers, economic developers, local government elected officials, design professionals, financial institutions, government agencies, private developers, real estate professionals, educational institutions, trade organizations, community-based and faith-based organizations, and public housing providers. The conference consistently attracts more than 800 affordable housing advocates, providers and policy makers to discuss a host of important issues affecting all Virginians.

**Contact: Amanda Love,**[**amanda.love@dhcd.virginia.gov**](mailto:amanda.love@dhcd.virginia.gov)

**Website:**[**https://www.vaghc.com/**](https://www.vaghc.com/)

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**VACORP**

VACORP is here for you. We know the risks you face. Established in 1993 at the request of Virginia counties seeking an alternative insurance program, we are a comprehensive risk management program that addresses all sources of potential risk for Virginia political subdivisions. Now, VACORP provides coverage to more local governmental entities and agencies than any other provider. Because of our strength in numbers, we provide you with predictability of risks and stability of pricing. This gives you peace of mind. We are here for you, whenever you need us.

**Contact: Kathleen Guzi,**[**KGuzi@riskprograms.com**](mailto:KGuzi@riskprograms.com)

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

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[**Virginia Resources Authority**](http://www.virginiaresources.org/)  
VRA provides innovative and cost-effective financial solutions to meet the infrastructure needs of communities. From water and sewer improvements to transportation and public safety projects, VRA is available to assist local governments and regional authorities with affordable financing for all their capital improvement needs. Since its inception in 1984, VRA has provided over $10 billion of financing for more than 2,000 infrastructure projects across Virginia.

**Contact: Stephanie Jones,** [**SJones@VirginiaResources.org**](file:///C:\Users\Linda\Desktop\VAPDC\VAPDC%20FY23%20Sponsors\SJones@VirginiaResources.org) **Website:**[**https://www.virginiaresources.gov/**](https://www.virginiaresources.gov/)

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[**Virginia Risk Sharing Association (VRSA)**](https://vrsa.us/)

VRSA is here to protect our members and their employees so they may effectively serve their communities.

We are committed to financial strength to ensure stable rates.  VRSA is also committed to easing our members’ worries.  We do this by scanning for emerging risks arising out of new challenges or changed circumstances, keeping our members informed, and developing a dedicated, professional staff.  Our comprehensive coverages, and robust tools and resources allow members to proactively manage their risk.

**Contact: Peter Stephenson Email:**[**pstephenson@vrsa.us**](mailto:pstephenson@vrsa.us) **Website:**[**https://www.vrsa.us/**](https://www.vrsa.us/)