



*Financial Services for  
Virginia Municipal League  
Members*

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**VML/VACo Finance**  
MSRB-registered Municipal Advisor

PRESENTATION FOR:  
**Virginia Local Elected Officials Conference**

1.8.26

## About VML/VACo Finance

- Established in 2003 by Virginia Municipal League and the Virginia Association of Counties as a non-profit corporation
- Provide high-quality financial services to all political subdivisions in Virginia
- Governed by a Board of Directors comprised of local government officials appointed by VML and VACo
- Services include:
  - Financing & Municipal Advisory
  - Investments
  - Accounting Services

# VML/VACo Finance: *Virginia Local Governments' Most Widely Used Financial Services Program*

Abingdon  
Accomack County  
Accomack-Norhampton PDC  
Accomack-Norhampton RHA  
Albemarle County  
Alexandria  
Alexandria City Public Schools  
Alexandria Renew Enterprises  
Alleghany County Public Schools  
Amelia County  
Amelia County Public Schools  
Amherst  
Amherst County  
Appalachia  
Appomattox County  
Appomattox County Public Schools  
Arlington County  
Ashland  
Bath County  
Bedford  
Bedford Regional Water Authority  
Big Stone Gap  
Big Stone Gap RHA  
Blacksburg

**Town of Boynton**  
(pop. 302)

Bridgewater  
Bristol  
Brunswick County  
Brunswick County Public Schools  
BVU Authority  
Campbell County  
Cape Charles  
Capital Region Airport Commission  
Caroline County  
Caroline County Public Schools  
Carroll County  
Central Shenandoah PDC  
Central Virginia PDC  
Central Virginia Regional Jail  
Central Virginia Waste Mgmt Auth  
Charles City County  
Charlotte County  
Charlottesville

Chase City  
Chatham  
Chesapeake  
Chesapeake Public Schools  
Chesterfield County  
Chesterfield County Public Schools  
Christiansburg  
Clarke County  
Colonial Beach  
Colonial Behavioral Health  
Covington  
Craig County  
Crater Criminal Justice Academy  
Crewe  
Culpeper  
Culpeper County  
Cumberland County  
Damascus  
Danville-Pittsylvania Comm Services  
Dayton  
Dickenson County Public Schools  
Dickenson County Social Services  
Dinwiddie County  
Dinwiddie County Public Schools

Fairfax County  
Fairfax County Public Schools  
Falls Church  
Fauquier County  
Floyd County  
Fluvanna County  
Franklin  
Franklin City Schools  
Franklin County  
Frederick Water  
Fredericksburg  
Fredericksburg City Schools  
Front Royal  
Galax  
Gate City  
Giles County  
Giles County Public Schools  
Giles County Public Service Auth

Glade Spring  
Glasgow  
Gloucester County  
Goochland County  
Gordonsville  
Grayson County  
Greene County  
Halifax  
Halifax County  
Hamilton  
Hampton Roads Crim Justice Acad  
Hampton Roads PDC  
Hampton Roads Regional Jail  
Hampton Roads Sanitation District  
Harrisonburg Electric Commission  
Harrisonburg Rockingham CSB  
Harrisonburg Rockingham RSA  
Haymarket  
Health Care Commiss of Chesterfield  
Henrico County  
Henry County  
Henry County Public Service Auth  
Henry County Schools  
Henry County/Martinsville Social Svcs  
Herndon  
Highlands Community Services Board  
Hillsville  
Hopewell  
Horizons Behavioral Health  
IDA of Stafford Co. and Staunton, VA  
IDA of Washington County  
Isle of Wight County  
Isle of Wight Public Schools  
Kenbridge  
Kilmarnock  
King & Queen County & Schools  
King & Queen County EDA  
King George County Public Schools  
King William County  
King William County Public Schools  
Lancaster County  
Lawrenceville  
Lee County  
Lee County Public Schools  
Lee County Social Services  
Leesburg  
Lexington  
Loudoun County

Loudoun Water  
Louisa  
Louisa County  
Louisa County Water Authority  
Lovettsville  
Lunenburg County Public Schools  
Madison County  
Manassas  
Manassas Park  
Mathews Co. IDA  
Mathews County  
Mathews County Public Schools  
Mecklenburg County  
Mecklenburg County  
Mecklenburg County  
Mecklenburg Public Schools  
Middle Peninsula Northern Neck CSB  
Middle Peninsula Regional Airport  
Middleburg  
Middlesex County  
Middlesex County Public Schools  
Montgomery County  
Montgomery County Public Schools  
Montgomery Reg Solid Waste Auth  
Mt. Rogers Community Services Bd  
Nelson County  
Nelson County Public Schools  
Nelson County Service Authority  
New Kent County  
New River Valley 911  
New River Valley Community Services  
New River Valley Jail Authority  
Newport News Public Schools  
Newport News Redev & Housing  
Northern Virginia Regional Commiss  
Northern Virginia Transportation Auth  
Northumberland County  
Northumberland County Schools  
Northwestern Community Services Bd  
Norton  
Nothorn Shenandoah Co Reg Comm  
Occoquan  
Onancock  
Orange  
Orange County  
Page County  
Patrick County  
Pearisburg  
Pennington Gap

Petersburg  
Poquoson  
Portsmouth  
Portsmouth Public Schools  
Powhatan County  
Prince George County  
Prince William Co. Service Authority  
Prince William County Public Schools  
Pulaski  
Pulaski County  
Purcellville  
Radford City Public Schools  
Rapidan Service Authority  
Rappahannock Area Community Svcs  
Rappahannock County  
Rappahannock Juvenile Center  
Rappahannock Rapidan CSB  
Rappahannock-Rapidan Reg Commiss  
Rappahannock Regional Jail Authority  
Region 2000  
Remington  
Richmond  
Richmond Behavioral Health Authority  
Richmond County  
Richmond County Public Schools  
Richmond Metro Transportation Auth  
Rivanna Water & Sewer Authority  
Roanoke  
Roanoke County  
Roanoke County Public Schools  
Roanoke Regional Airport Commiss  
Rockbridge County  
Rockingham County  
Rocky M  
Round I  
Rural R  
Saint P  
Salem  
Salem City  
Scott County Public Service Authority  
Scottsville  
Smithfield  
Smyth Washington Indus Facil Auth  
South Boston  
South Hill  
Southampton County  
Southeastern Cooperative Educ Progs  
Southeastern Public Service Authority

Southside PDC  
Southwest Virginia Regional Jail  
Spotsylvania County  
Spotsylvania County Public Schools  
Stafford County  
Stafford County Public Schools  
Staunton  
Suffolk  
Suffolk City Public Schools  
Surry County  
Sussex County  
Tappahannock  
Tazewell  
Tazewell County  
Tazewell County Public Service Auth  
Thomas Jefferson PDC  
University of Mary Washington  
Urbanna  
Victoria  
Vienna  
Vinton  
Virginia Beach  
Virginia Beach City Schools  
Virginia Tech  
Virginia's First Reg Indus Fac Auth  
Wachapreague  
Warren County  
Warrenton  
Warsaw  
Washington County  
Washington Metro Area Transit Auth  
Waynesboro  
West Piedmont PDC

**City of Virginia Beach**  
(pop. 455,000)

Windsor  
Wise  
Wise County  
Wise County Public Service Authority  
Woodstock  
Wythe County  
Wytheville  
York County  
York County School Division

## Financing & Municipal Advisory

- VML/VACo Finance registered as municipal advisor with Municipal Securities Rulemaking Board (MSRB) and the Securities & Exchange Commission (SEC)
- Four (4) MA representatives
- Services include **PLANNING, FINANCING, or BOTH.**

**Planning** – a roadmap for implementing your Capital Improvement Plan over next five years.

**Financing** – managing the financing process from beginning to end, regardless of financing method.

## Financing & Municipal Advisory

- Serve all localities while providing extra support for localities with limited choices in municipal advisors. Grants up to 50% to defray MA costs.
- Add value through in-depth analysis and present actionable reports
- Financing includes
  - Municipal bonds
  - Bank loans
  - Federal & state grants and financing programs
  - Equipment lease-purchase financing

## Financing & Municipal Advisory – Case Study #1

- Water Authority in Buchanan County
- Disinfection Byproducts Project
- Permanent Financing by Virginia Drinking Water State Revolving Fund
- Interim Financing for \$1.4 million
  - Tax-exempt, variable interest rate
  - Secured by Revenue Pledge & Moral Obligation of County
  - Monthly Interest Payments
  - Principal due at maturity in two years
  - Prepayable at any time

## Financing & Municipal Advisory – Case Study #2

- Town in Patrick County
- Backwash Storage Tank & Sewer Main
- \$0.6 million Financing
  - Secured by General Obligation pledge
  - Tax-exempt, bank qualified
  - Interest rate fixed at 3.83%
  - 10-year term
  - Principal & Interest due semi-annually

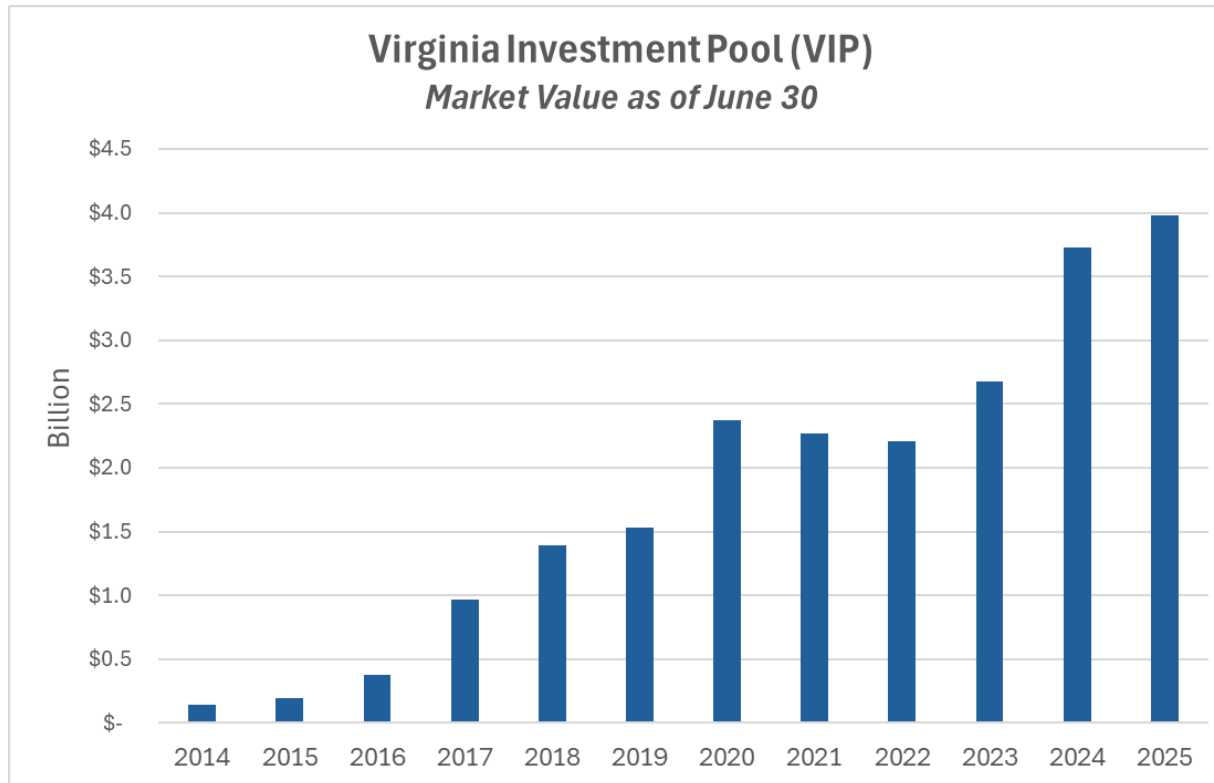
## Financing & Municipal Advisory – Case Study #3

- Town in Prince William County
- **Plan of Finance** related to \$2.5 million Town Center Redevelopment
- Prepared a five-year financial forecast
  - To provide guidance on how to fund project
  - Presented three scenarios with different cash & debt mixes to fund project
  - Report included impact on Town's credit profile

## VACo/VML Virginia Investment Pool

- Three investment options:
  - **Stable NAV Liquidity Pool (AAAm)** – operating funds, grant funds, and bond proceeds
  - **1-3 Year High Quality Bond Fund (AA+f/S1)** – funds expected to be invested for more than one year
  - **Fixed Term Portfolios (AAAf)** – terms of 3, 6, 9 and 12 months. Rate fixed. *Anticipated launch – March 1, 2026*
- As of 12/31/2025: **\$3.8 billion** and 197 participating local governments

## VACo/VML Virginia Investment Pool



## Benefits of Virginia Investment Pool

### **Town in Nottoway County** (pop. 2,250)

- Cash balance of approximately \$4.0 million
- Cash earning 0.05% in checking account, i.e., **\$3,020**.
- Opportunity to earn about **\$175,000** last year in VIP Stable NAV Liquidity Pool. *(Rate varies and is set daily.)*

### **City in Virginia** (pop. approx. 100,000)

- VIP Stable NAV account balance, approx. \$26.5 million
- Earned about **\$1.2 million** in 2025. *(Rate varies and is set daily.)*

*Past performance is not necessarily indicative of future results.*



# Thank you.

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