



PRESENTATION FOR:
Virginia Local Elected Officials Conference

1.8.26

*Financial Services for
Virginia Municipal League
Members*

VML/VACo Finance
MSRB-registered Municipal Advisor

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	Chase City	Glade Spring	Loudoun Water	Petersburg	Southside PDC
Accomack County	Chatham	Glasgow	Louisa	Poquoson	Southwest Virginia Regional Jail
Accomack-Northampton PDC	Chesapeake	Gloucester County	Louisa County	Portsmouth	Spotsylvania County
Accomack-Northampton RHA	Chesapeake Public Schools	Goochland County	Louisa County Water Authority	Portsmouth Public Schools	Spotsylvania County Public Schools
Albemarle County	Chesterfield County	Gordonsville	Lovettsville	Powhatan County	Stafford County
Alexandria	Chesterfield County Public Schools	Grayson County	Lunenburg County Public Schools	Prince George County	Stafford County Public Schools
Alexandria City Public Schools	Christiansburg	Greene County	Madison County	Prince William Co. Service Authority	Staunton
Alexandria Renew Enterprises	Clarke County	Halifax	Manassas	Prince William County Public Schools	Suffolk
Alleghany County Public Schools	Colonial Beach	Halifax County	Manassas Park	Pulaski	Suffolk City Public Schools
Amelia County	Colonial Behavioral Health	Hamilton	Mathews Co. IDA	Pulaski County	Surry County
Amelia County Public Schools	Covington	Hampton Roads Crim Justice Acad	Mathews County	Purcellville	Sussex County
Anherst	Craig County	Hampton Roads PDC	Mathews County Public Schools	Radford City Public Schools	Tappahannock
Amherst County	Crater Criminal Justice Academy	Hampton Roads Regional Jail	Mecklenburg County	Rapidan Service Authority	Tazewell
Appalachia	Crewe	Hampton Roads Sanitation District	Mecklenburg County	Rappahannock Area Community Svcs	Tazewell County
Appomattox County	Culpeper	Harrisonburg Electric Commission	Mecklenburg Public Schools	Rappahannock County	Tazewell County Public Service Auth
Appomattox County Public Schools	Culpeper County	Harrisonburg Rockingham CSB	Middle Peninsula Northern Neck CSB	Rappahannock Juvenile Center	Thomas Jefferson PDC
Arlington County	Cumberland County	Harrisonburg Rockingham RSA	Middle Peninsula Regional Airport	Rappahannock Rapidan CSB	University of Mary Washington
Ashland	Damascus	Haymarket	Middleburg	Rappahannock Regional Jail Authority	Urbania
Bath County	Danville-Pittsylvania Comm Services	Health Care Commiss of Chesterfield	Middlesex County	Region 2000	Victoria
Bedford	Dayton	Henrico County	Middlesex County Public Schools	Remington	Vienna
Bedford Regional Water Authority	Dickenson County Public Schools	Henry County	Montgomery County	Richmond	Vinton
Big Stone Gap	Dickenson County Social Services	Henry County Public Service Auth	Montgomery County Public Schools	Richmond Behavioral Health Authority	Virginia Beach
Big Stone Gap RHA	Dinwiddie County	Henry County Schools	Montgomery Reg Solid Waste Auth	Richmond County	Virginia Beach City Schools
Blacksburg	Dinwiddie County Public Schools	Henry County/Martinsville Social Svcs	Mt. Rogers Community Services Bd	Richmond County Public Schools	Virginia Tech
Bridgewater		Herndon	Nelson County	Richmond Metro Transportation Auth	Virginia's First Reg Indus Fac Auth
Bristol		Highlands Community Services Board	Nelson County Public Schools	Rivanna Water & Sewer Authority	Wachapreague
Brunswick County	Fairfax County	Hillsville	Nelson County Service Authority	Roanoke	Warren County
Brunswick County Public Schools	Fairfax County Public Schools	Hopewell	New Kent County	Roanoke County	Warrenton
BVU Authority	Falls Church	Horizons Behavioral Health	New River Valley 911	Roanoke County Public Schools	Warsaw
Campbell County	Fauquier County	IDA of Stafford Co. and Staunton, VA	New River Valley Community Services	Roanoke Regional Airport Commiss	Washington County
Cape Charles	Floyd County	IDA of Washington County	New River Valley Jail Authority	Rockbridge County	Washington Metro Area Transit Auth
Capital Region Airport Commission	Fluvanna County	Isle of Wight County	Newport News Public Schools	Rockingham County	Waynesboro
Caroline County	Franklin	Isle of Wight Public Schools	Newport News Redev & Housing	Rocky Mount	West Piedmont PDC
Caroline County Public Schools	Franklin City Schools	King & Queen County & Schools	Northern Virginia Regional Commiss	Round Hill	
Carroll County	Franklin County	King & Queen County EDA	Northern Virginia Transportation Auth	Rural Retreat	
Central Shenandoah PDC	Frederick Water	King George County Public Schools	Northumberland County	Saint Pauls	
Central Virginia PDC	Fredericksburg	King William County	Northumberland County Schools	Salem	
Central Virginia Regional Jail	Fredericksburg City Schools	King William County Public Schools	Northwestern Community Services Bd	Salem City	
Central Virginia Waste Mgmt Auth	Front Royal	Lancaster County	Norton	Scott County Public Service Authority	Vivinador
Charles City County	Galax	Lawrenceville	Nothern Shenandoah Co Reg Comm	Scottsville	Wise
Charlotte County	Gate City	Lee County	Occoneechee	Smithfield	Wise County
Charlottesville	Giles County	Lee County Public Schools	Onancock	Smyth Washington Indus Facil Auth	Wise County Public Service Authority
	Giles County Public Schools	Lee County Social Services	Orange	South Boston	Woodstock
	Giles County Public Service Auth	Leesburg	Orange County	South Hill	Wythe County
		Lexington	Page County	Southampton County	Wytheville
		Loudoun County	Patrick County	Southeastern Cooperative Educ Progs	York County
			Pearisburg	Southeastern Public Service Authority	York County School Division

Town of Boydton (pop. 302)

City of Virginia Beach
(pop. 455,000)

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

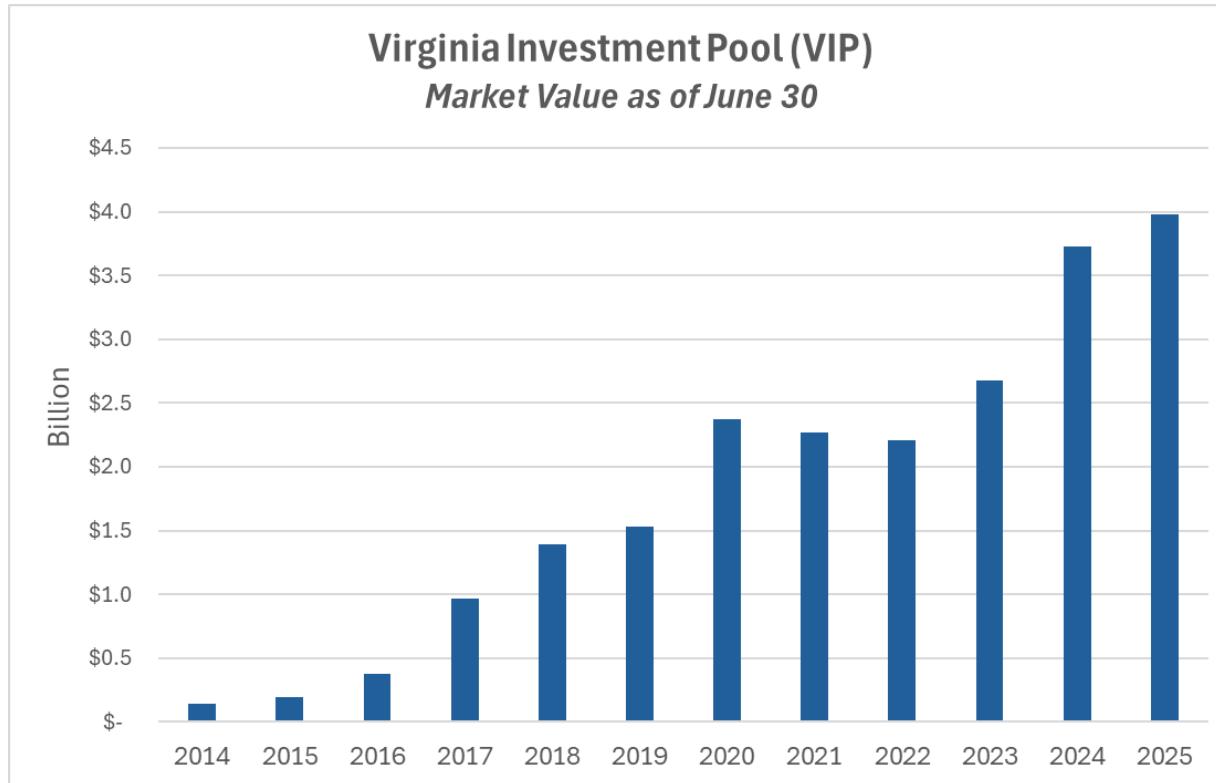
Financing & Municipal Advisory – Case Study #3

- 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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