**VWDMA 7th Annual Conference   
via Zoom**

**March 31, 2021**

7:45 – 8:15 am **Log-in and IT Welcome and Introductions** – *Kevin Cornwell, VWDMA President and owner of Cornwell's Wildlife Control LLC*

8:15 - 9:15 am **A WCO's Place in the Larger World of Pests -** *Drew Cowley, President/Owner Cowley’s Termite & Pest Services, NWCOA Treasurer*

The work YOU do is important in protecting your customers - never underestimate that!  You can be really good at wildlife damage management.  Can you also address your customers' broader pest and home service needs?  Cowleys offers pest, wildlife, birds, Insulation, crawlspace encapsulation, moisture control, mold, gutter guards, repairs, and exclusions. We will explore Cowley’s one-stop-shop and the possibility that you can benefit your customers in the same way.

9:15 – 10:00 am **Emerging Wildlife Diseases in Virginia – New Information Wildlife Control Operators Should Know** -  
*Dr. Megan Kirchgessner – Wildlife Veterinarian, Virginia Department of Wildlife Resources*  
This presentation will provide an overview of bat biology, the species found in Virginia, and their conservation status. Health and safety considerations related to bat management activities will also be discussed, including recommended precautions to minimize exposure to diseases, guano, and bat bugs. The latest information related to the susceptibility of bats to the COVID-19 virus will be presented, along with upcoming modifications to permit conditions related to bat management.

10:00 – 10:15 Break

10:15 – 11:15 am **Goose Management in Virginia: Tools, Techniques, and Technologies–** *Vanessa Williams - Animal Behaviorist, Wild Goose Chase, Inc.*

Once thought to be in danger of extinction, Canada geese are now a significant nuisance in many parts of the US. With risks to human health and safety, risks to poultry farms, and the large mess they leave behind, controlling goose populations is a vital service. However, because Canada geese are a protected species and because they are a very intelligent and adaptive species, management can be complicated and must incorporate many facets to provide safe, humane, legal, and effective solutions including harassment, population management, and chemical and structural deterrents.

11:15 – 12:00 pm **Virginia Department of Wildlife Resources Updates** - *Mike Fies – Furbearer Project Leader, Virginia Department of Wildlife Resources*  
This talk will provide an update on VDWR activities relevant to Commercial Nuisance Animal Permit holders. A new and much improved system designed to help the public locate nuisance wildlife trappers will be unveiled and demonstrated. This web-based tool will be very useful for connecting homeowners and landowners with wildlife damage management providers. Planned improvements on permit application and renewal procedures will also be discussed.

12:00 – 12:30 pm ***Break***

12:30 pm – 1:15 pm **What’s New in our WCO Toolbox? -** *Jim Goins, Virginia Wildlife Management and Kevin Cornwell, Cornwell’s Wildlife Control, LLC*

WCO’s recognize the difference between a patch and a repair. Advancing the techniques and materials we use increase your companies’ worth in the market and increase profits as well. In this demo we will display new materials made available to the industry, as well as methods and techniques used today.

2:15 pm – 2:00 pm **Snakes of Virginia: Identification & Mitigation of Human-Snake Conflict** - *Holden Mitchell - Wildlife Biologist, Blueridge Wildlife and Pest Management*

The commonwealth is home to 34 native species of snakes. Only 3 are venomous, but virtually all of them are feared. The difference between fear and respect is knowledge. This session will set the stage for you helping your customers through this conflict.

2:00 – 2:45 pm **Understanding Repellent and Pesticide Usage for Wildlife Control Professionals** – *Morgan Wilson, PhD Student, Virginia Tech*

This presentation will provide relevant information on the different repellents and pesticides available for commercial wildlife control professionals in Virginia.  Topics will include the types of repellents and pesticides allowed for commercial use, regulation and licensing, and the products available to control common nuisance wildlife, bird bugs, and bat bugs in Virginia.

2:45 – 3:30 pm **Bat Biology and Management in Virginia With Update on COVID-19 Implications -** *Rick Reynolds – Nongame Mammal Project Leader, Virginia Department of Game & Inland Fisheries*  
This presentation will provide an overview of bat biology, the species found in Virginia, and their conservation status. Health and safety considerations related to bat management activities will also be discussed, including recommended precautions to minimize exposure to diseases, guano, and bat bugs. The latest information related to the susceptibility of bats to the COVID-19 virus will be presented, along with upcoming modifications to permit conditions related to bat management.