

NACO Board Meeting



NATIONAL
ASSOCIATION
of COUNTIES **NACo.** | **EDGE**



NACo EDGE

NACo EDGE



Bill Jasien

Executive Chairman, NACo EDGE



Paul Terragno

Managing Director, NACo EDGE



Tim Brown

Managing Director of the Public Promise Agency, NACo EDGE



Kyle Cline

National Director of Financial Partnerships, NACo EDGE



Carlos L. Greene

National Program Director of Employee Benefits, NACo EDGE



Cathy Muse

National Program Director of Public Promise Procurement, NACo EDGE



Beth Roberts

Assistant to the Executive Chairman and Chief Operating Officer, NACo EDGE



Spencer Taylor

National Director of Operations, NACo EDGE

NACo EDGE Board of Directors



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SENIOR CONSULTANT
STATE OF CA, DEPUTY
TREASURER (RET.)



VICE CHAIR SACHI HAMAI
CEO, LOS ANGELES COUNTY (RET.)



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SUPERVISOR, SONOMA COUNTY
NACO FIRST VICE PRESIDENT



MATT CHASE
CEO & EXECUTIVE DIRECTOR,
NACO



MAYA ROCKEYMOORE-CUMMINGS
PRESIDENT & CEO,
GLOBAL POLICY SOLUTIONS, LLC



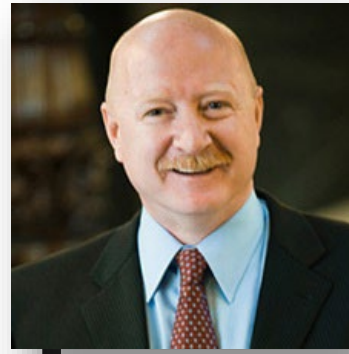
HON. CHRIS RODGERS
COMMISSIONER,
DOUGLAS COUNTY



LEW CRAMER
CEO, COLLIERS INTERNATIONAL



BILL JASIEN
EXECUTIVE CHAIRMAN,
NACO EDGE



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EXECUTIVE DIRECTOR,
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HON. GARY MOORE
JUDGE, BOONE COUNTY



PAUL TERRAGNO
MANAGING DIRECTOR,
NACO EDGE

NACo EDGE

NACo's business solutions unit focused on delivering value added programs to US Counties

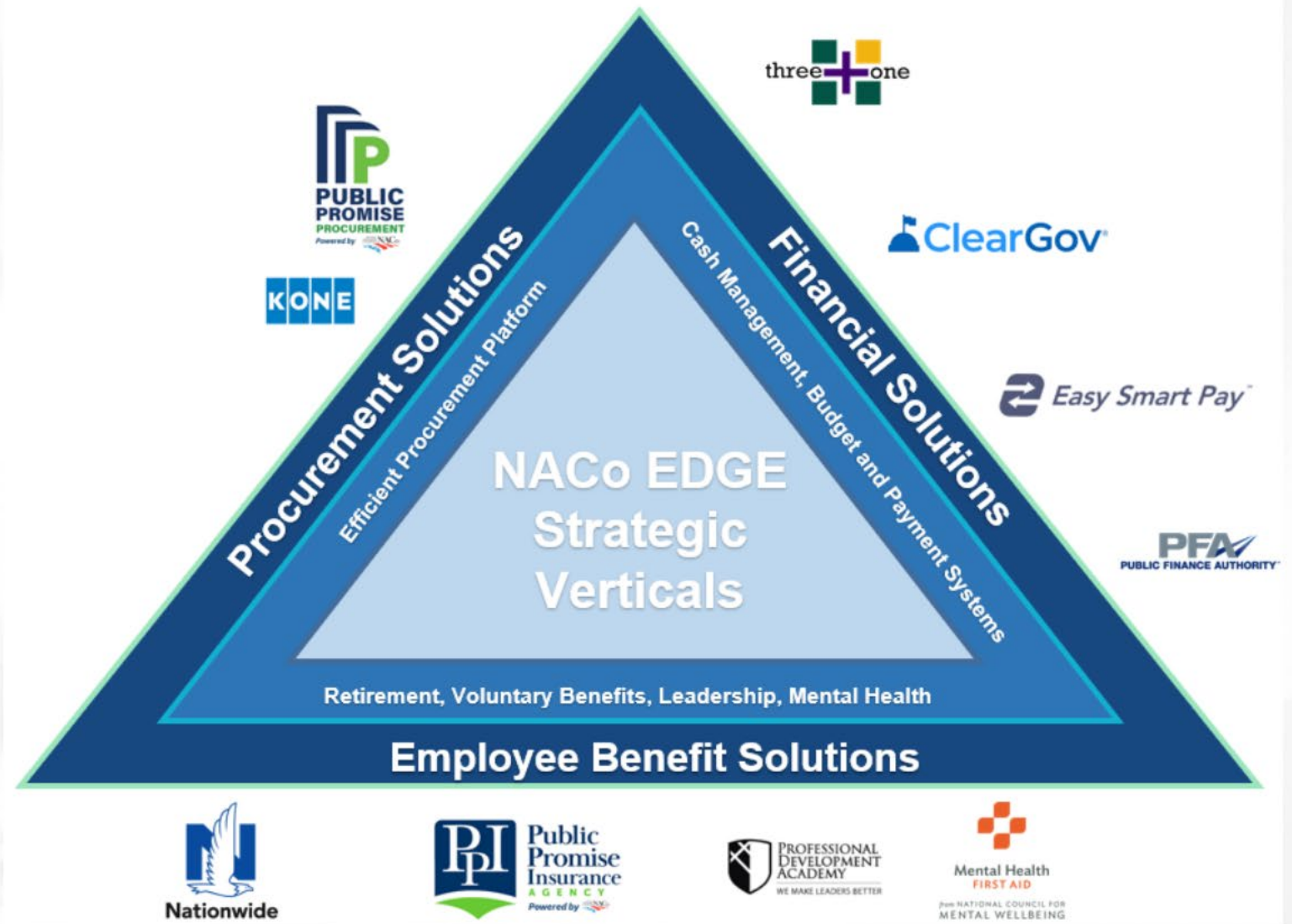
Built 100% for County governments and advised by County leaders

PEOPLE, PURCHASING, & PERFORMANCE solutions

Leverages the collective buying power of US Counties with 3.6 million employees and a public-sector aggregate budget of \$3 trillion

Every County should have the EDGE!

ENTERPRISE for GOVERNMENT EXCELLENCE





BUILT BY COUNTIES,
FOR COUNTIES.SM

naco.org/edge

ENTERPRISE FOR GOVERNMENT EXCELLENCE

**EDGE IS OWNED BY NACo, ADVISED BY COUNTY LEADERS,
AND 100% FOCUSED ON SOLUTIONS FOR U.S. COUNTIES.**

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Code



NACo is proud of a 43-year partnership with Nationwide to support the retirement needs of county employees. Nationwide is obsessed with retirement outcomes and in addition to the state-of-the-art deferred compensation program, continues to develop needed solutions such as the Protected Income suite.

\$27.8 Billion Assets Under Management
1.6 Million County Employees Enrolled Since Inception



2,900+ Participating County Agencies Across the U.S.



Public Promise Insurance provides a platform of voluntary employee benefit solutions, along with a Pharmacy Benefits Management (PBM) coalition, built exclusively for public sector employees and their families. These benefits help counties recruit and retain top talent and manage benefit costs more effectively.

72% Of U.S. Workforce Employees Reporting Better Benefits Will Increase Happiness & Productivity
3.6 Million Leverages Combined County Workforce

15.6% Average Pay Gap Between Private & Public Sector Jobs. The Right Benefit Programs Can Close This Gap



Public Promise Procurement provides counties with cost-effective and efficient purchasing contract vehicles. The unique lead public agency (LPA) and peer-vetted model provides for a fully transparent and competitive process to identify best-in-class suppliers.

90,000+ Leverages the spend of over 90,000 U.S. public agencies
\$1.2 Trillion Maximize Use Of Federal Aid To Local Communities

\$3.5 Trillion Aggregate Buying Power Of Counties & Other Public Agencies,



*Wholly-Owned by NACo

GET YOUR EDGE

**PUBLIC SECTOR'S
#1 TRUSTED
RESOURCE**

Nationwide
Public Promise Insurance
Public Promise Procurement

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Tim Brown, Program Director
Paul Terragno, Program Director

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(301) 717-2969



Created by public officials, for public officials, the three+one® platform provides a new, unparalleled level of liquidity analysis and data for counties to maximize the value of their cash.

\$2 Billion
New Revenue & Savings
For Communities



73% More Cash
Put To Work Generating
Additional Funds

30% Greater
Earnings When
Compared To Peer
Benchmarks



The NACo High Performance Leadership Academy is a virtual 12-week program with proven outcomes equipping frontline county professionals with practical leadership skills. With HPLA training, your workforce will be more engaged and productive.

10,000+
County Leader
Graduates

90%
Positive Participant
Net Promotor Score



75%
Executives Who Believe
Managers Need Greater
Leadership Training



POWERED BY NACo.
BUILT FOR COUNTIES.

PEOPLE, PURCHASING &
PERFORMANCE SOLUTIONS.
Learn more at naco.org/edge



ClearGov® is the leading provider of budget cycle management software, focused on helping local governments streamline the annual budgeting process. Better planning and communication through ClearGov empowers county departments and budget officials to make informed fiscal decisions with transparency for your taxpayers.

Counties Across 38 States Helping Counties Improve the Budgeting Experience Across the Nation.



\$30 Billion
Annual Budget
Dollars Managed

25 Million
Taxpayers Provided
Better Financial
Transparency



Mental Health
FIRST AID

Mental Health First Aid trains your county workforce to aid in early recognition of mental health challenges among your workforce. With proven outcomes, it creates a culture of care, and mitigates mental health illness impacts on the work environment.

2.5 Million
Nationally Trained
Responders

Only 10%
Feel Workplace
Is Free Of Stigma



Nearly 1 In 3
People Live With
Mental Health Illness

GET YOUR EDGE

SUSTAINED VALUE
FOR YOUR
COMMUNITY

three+one | ClearGov
NACo's High Performance Leadership Academy
Mental Health First Aid

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