



2017 NACo Board 101

A Brief Overview of NACo

The National Association of Counties (NACo) **unites** America's 3,069 county governments. Founded in 1935, NACo brings county officials together to advocate with a collective voice on national policy, exchange ideas and build new leadership skills, pursue transformational county solutions, enrich the public's understanding of county government, and exercise exemplary leadership in public service.

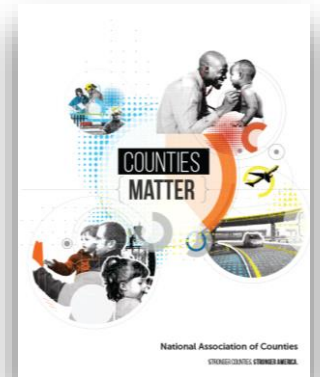
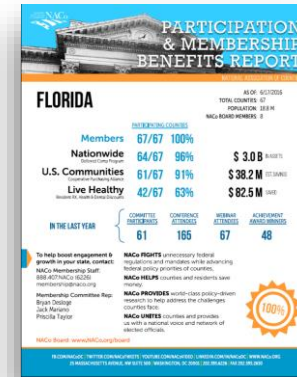
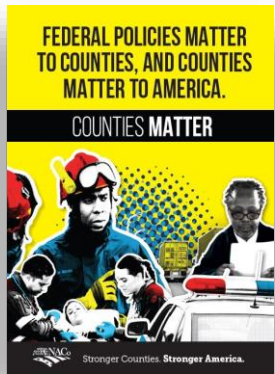
Vision

Achieve **healthy, vibrant and safe counties** across America.

NACo

OBJECTIVES

Founded in 1935, NACo brings county officials together in the pursuit of public service excellence:



POLICY ADVOCACY
Achieve sound public policies that advance the interests of America's counties

1

LEADERSHIP DEVELOPMENT
Empower county leaders with new skills, resources and networks

2

IDEAS AND INNOVATIONS
Advance exemplary county policies and practices

3

ENTERPRISE SOLUTIONS
Deliver transformational, cost-saving services for counties and the public

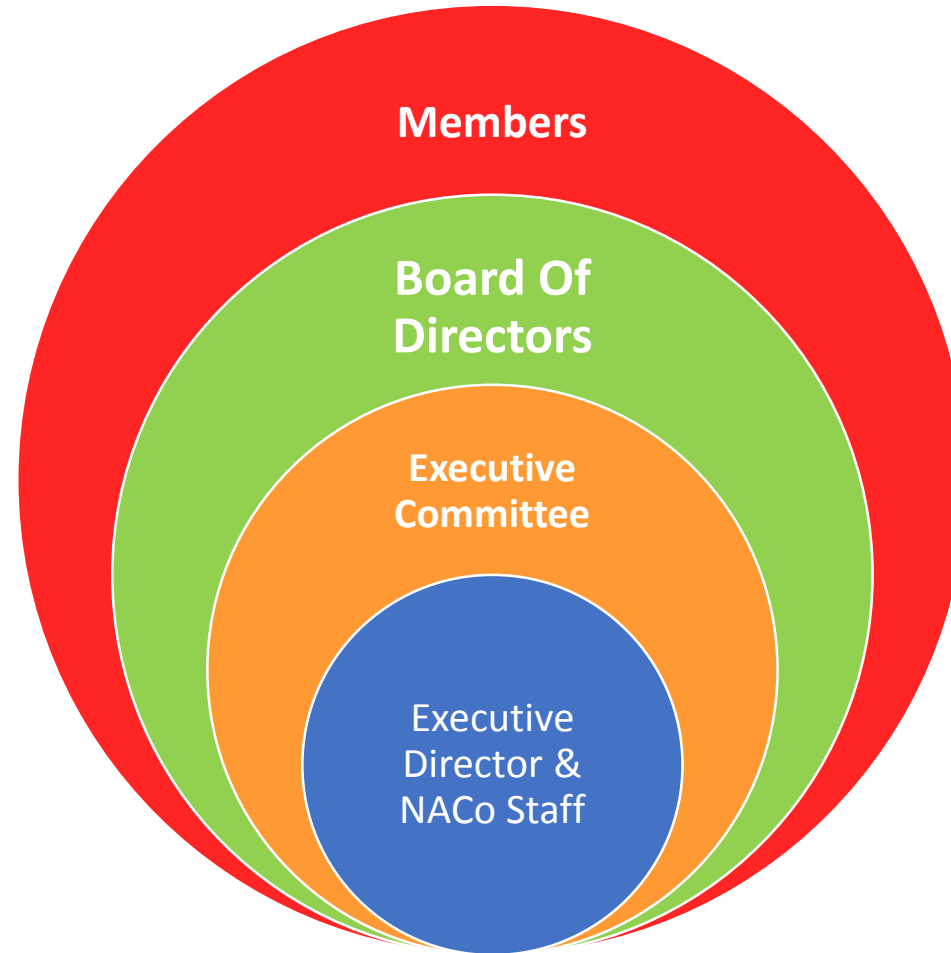
4

CIVIC EDUCATION
Enrich the public's understanding of county government

5

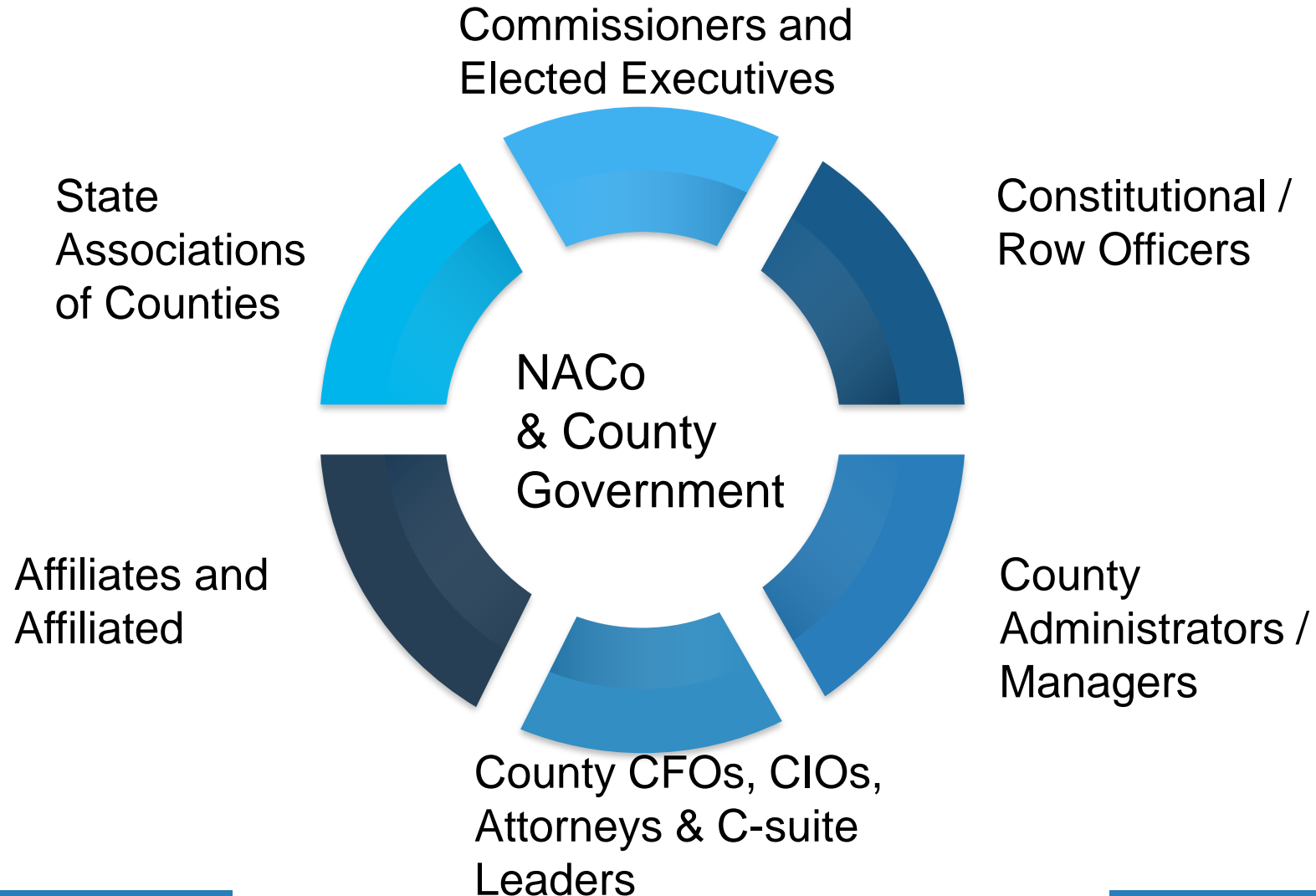
NACo

GOVERNANCE STRUCTURE



NACo MEMBERS

COUNTY GOVERNMENT FAMILY



NACo MEMBERS

GOVERNANCE STRUCTURE

State Association Nominations

Members of Policy
Steering Committees

- 10 Committees
- 8/2 rule
- American County Platform



Presidential Appointments

Leadership of All
Committees

Members of Standing
Committees, Caucuses, Ad
Hoc Committees, Task
Forces and Advisory
Committees

NACo MEMBERS

GOVERNANCE STRUCTURE

Serve on NACo 31

Committees:

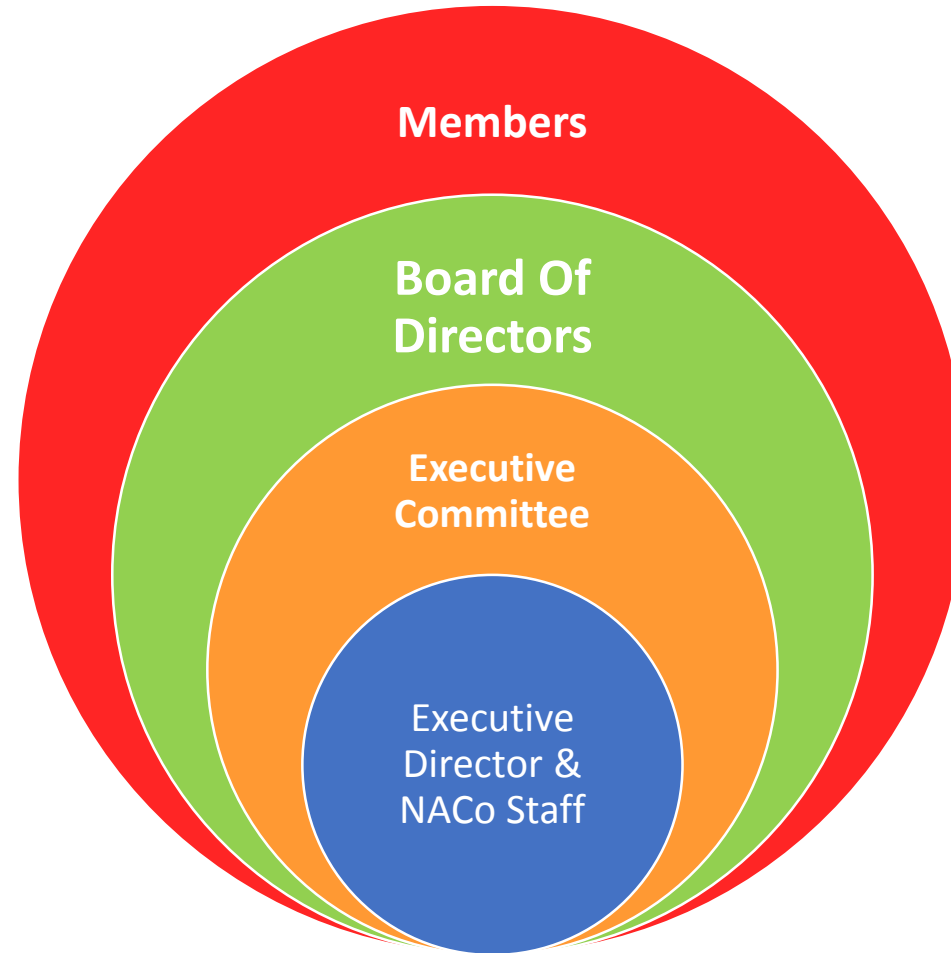
- 10 Policy Steering Committees and subcommittees
- 4 Standing Committees
- 8 AdHoc Committees, Advisory Boards and Task Forces
- 3 Caucuses and Regional Affiliates
- 6 other committees and Boards

This all happens at the NACo Annual Conference during the Annual Business Meeting.



NACo

GOVERNANCE STRUCTURE



Role of the Board of Directors

Determine NACo's mission mid-year as identified by the members (interim policies)

Monitor NACo's success in fulfilling its mission

Ensure that NACo will be able to **continue** to fulfill its mission (fiscal supervision)

Determine dues, fees, services and benefits for membership



NACo BOARD OF DIRECTORS

State
Association
Nominations

Affiliate
Nominations

Past
Presidents

10 At-Large
Appointments

RAC & LUCC
Chairs,
WIR President

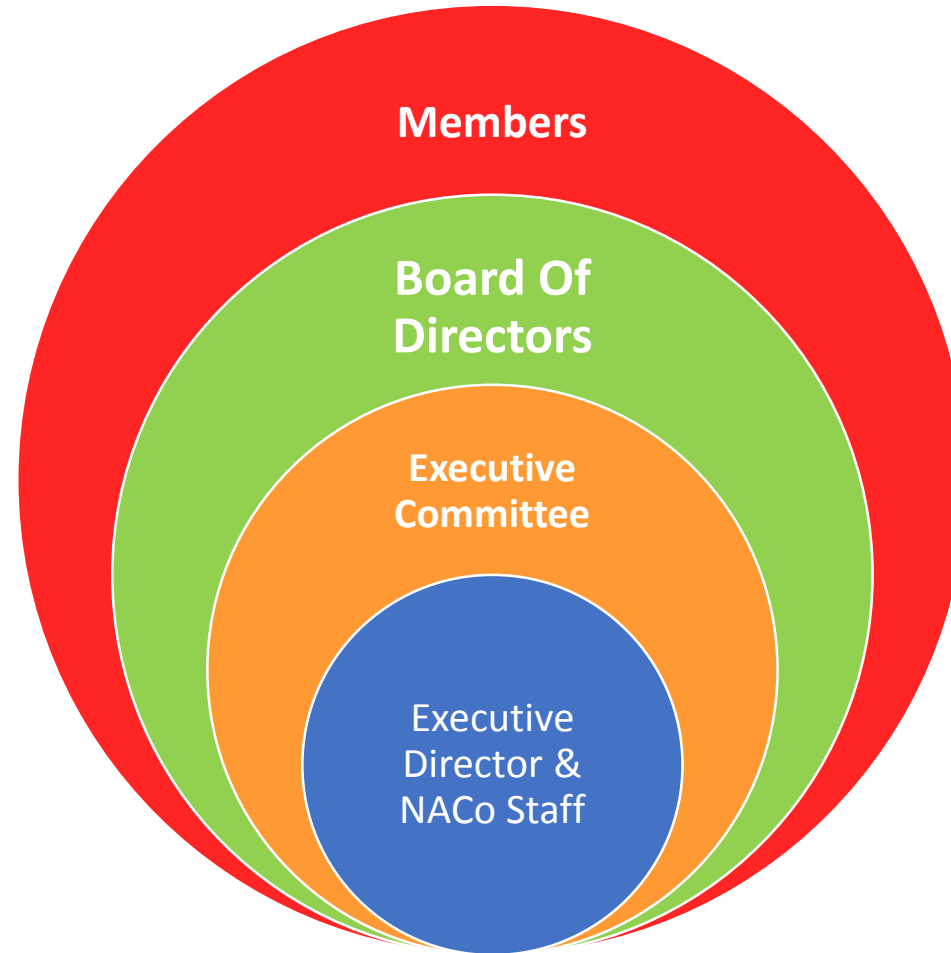
Executive
Committee

NACo BOARD OF DIRECTORS CONFERENCES AND MEETINGS

- New Board Organizational Meeting
(Annual Conference, July – following the annual business meeting)
- Fall Board Meeting (December)
- NACo Legislative Conference (Feb. or Mar., Washington D.C.)
- Western Interstate Region Conference (May)
- NACo Annual Conference (prior to the annual business meeting, July)

NACo

GOVERNANCE STRUCTURE



NACo EXECUTIVE COMMITTEE



NACo
Officers

Regional
Reps



NACo - EXECUTIVE COMMITTEE

OFFICERS



President, Bryan Desloge

- Commissioner, Leon County, Fla.



First Vice President, Roy Charles Brooks

- Commissioner, Tarrant County, Texas



Second Vice President, Greg Cox

- Supervisor, San Diego County, Calif.



Immediate Past President, Riki Hokama

- Councilmember, Maui County, Hawai'i

NACo - EXECUTIVE COMMITTEE

REGIONAL REPRESENTATIVES



**Christian
Leinbach**

Commissioner,
Berks County, PA

**Northeast
Region**

Term Expires July
2018



**Merceria
Ludgood**

Commissioner,
Mobile County,
AL

**South
Region**

Term Expires July
2017



**Cindy
Bobbitt**

Commissioner,
Grant County,
OK

**Central
Region**

Term Expires July
2018



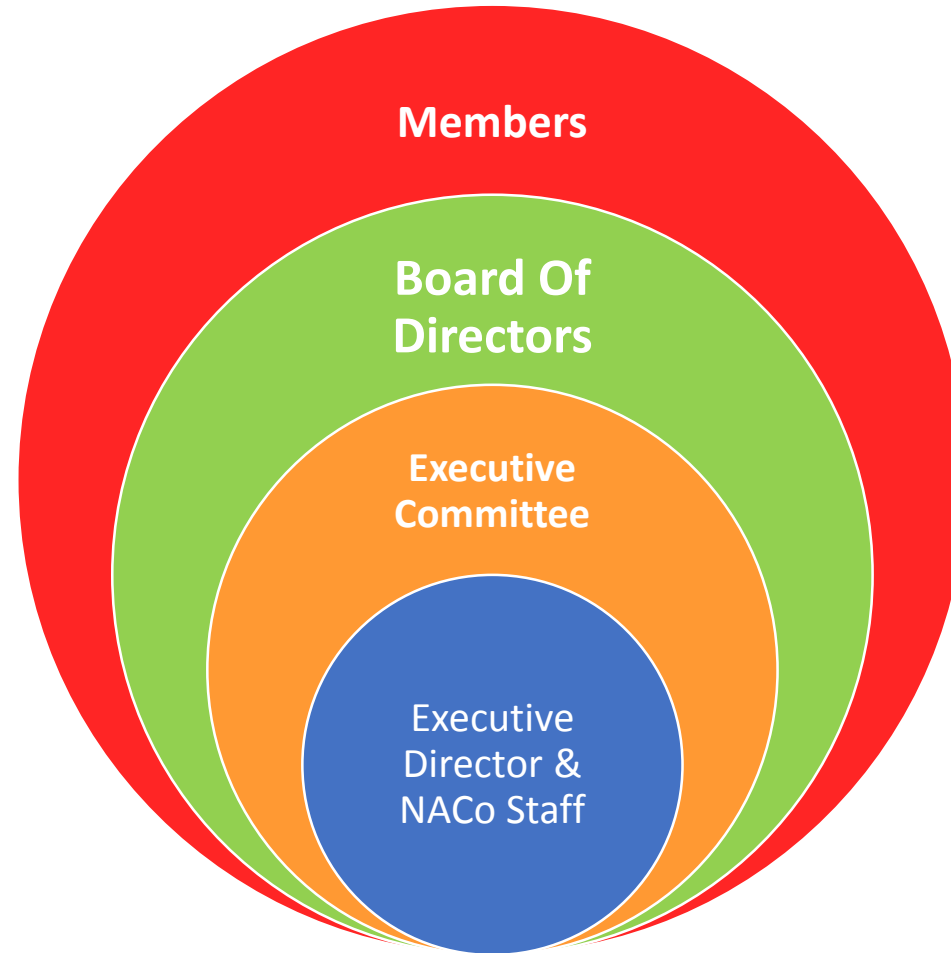
**Gordon
Cruickshank**

Commissioner,
Valley County,
ID

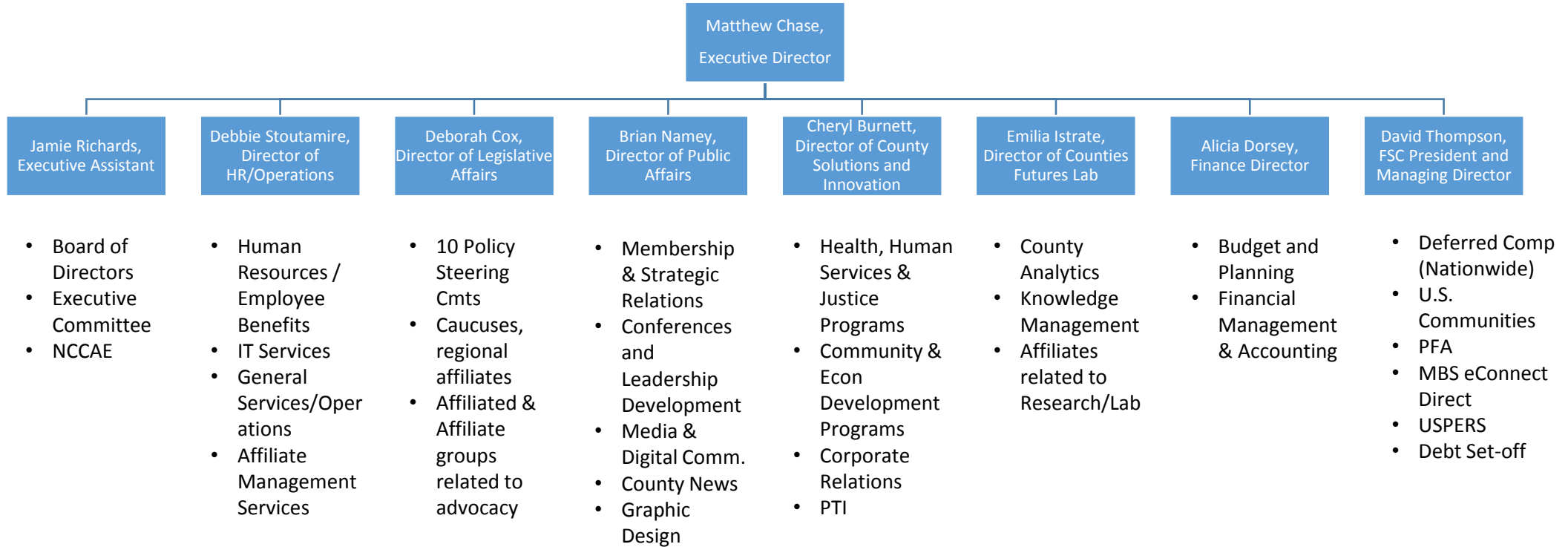
**West
Region**

Term Expires July
2017

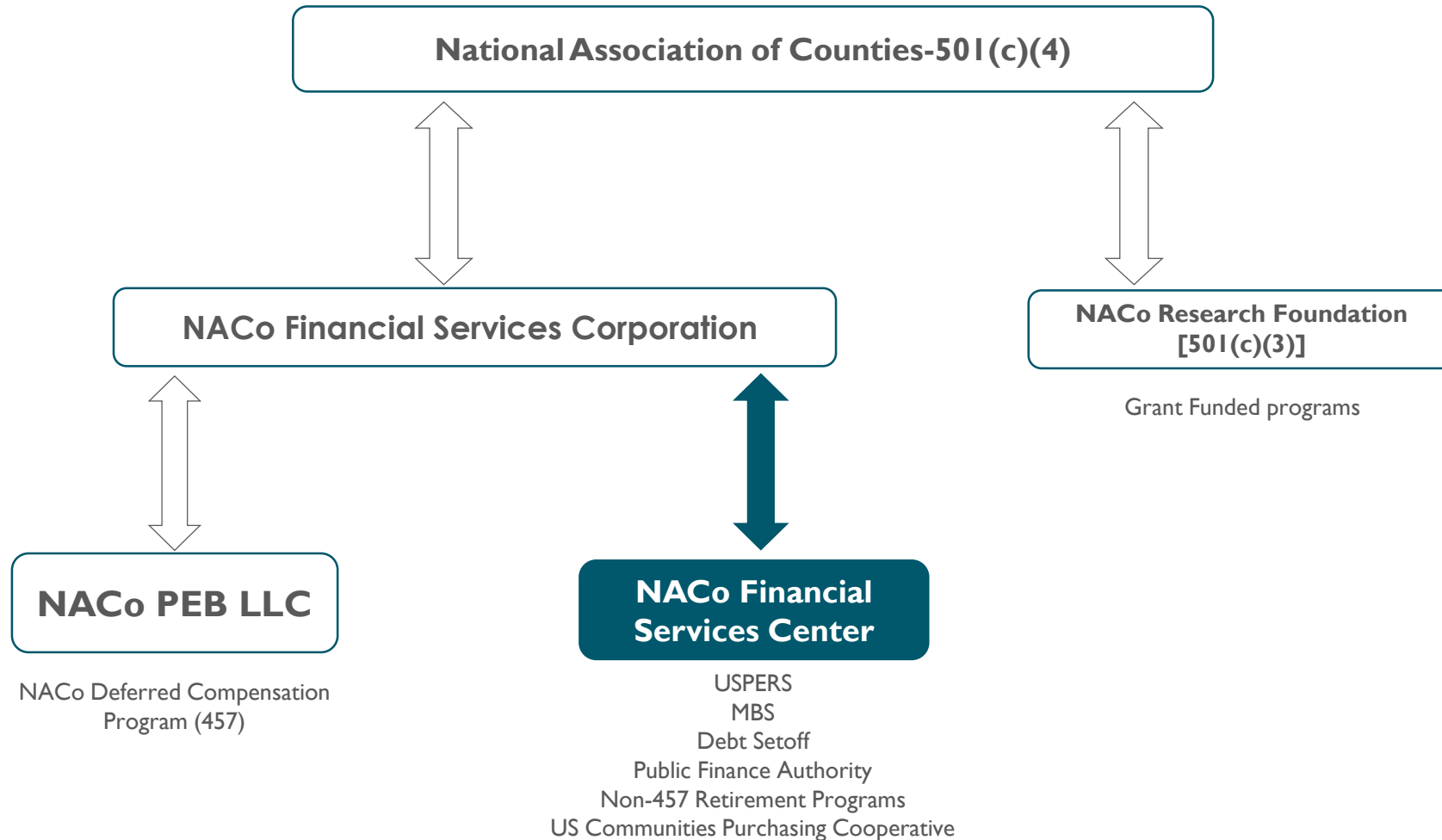
NACo GOVERNANCE STRUCTURE



NACo MANAGEMENT STRUCTURE



NACo ORGANIZATIONAL STRUCTURE







U.S. COMMUNITIES[®]

GOVERNMENT PURCHASING ALLIANCE



What is U.S. Communities?

The leading national purchasing cooperative

A savings solution for counties

A program founded & sponsored by NACo



The U.S. Communities Difference

The program is exclusively sponsored and vetted by:





The program is also sponsored by 93 state associations of counties, municipal leagues, and state ASBOs





The U.S. Communities Difference

**Saves
users time
and
taxpayer
money**

**Free to
use, no
cost to
register**

**Available to
counties,
cities, K-12
schools,
higher ed,
and non-
profits**



The U.S. Communities Difference

**Wide
variety of
goods and
services
available**

**User
friendly
online
market-
place**

**Oversight by
public
purchasing
professionals**



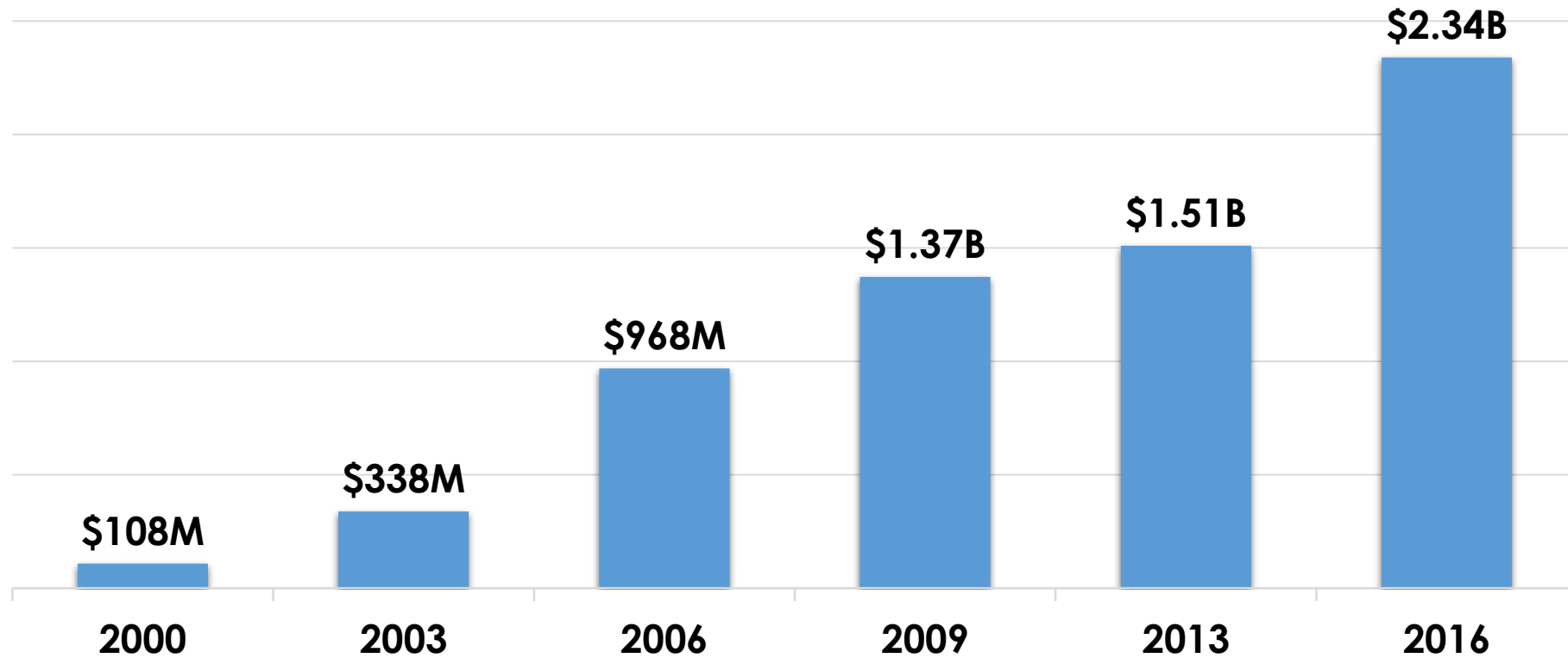
The U.S. Communities Difference

**Lowest
pricing,
highest
value**

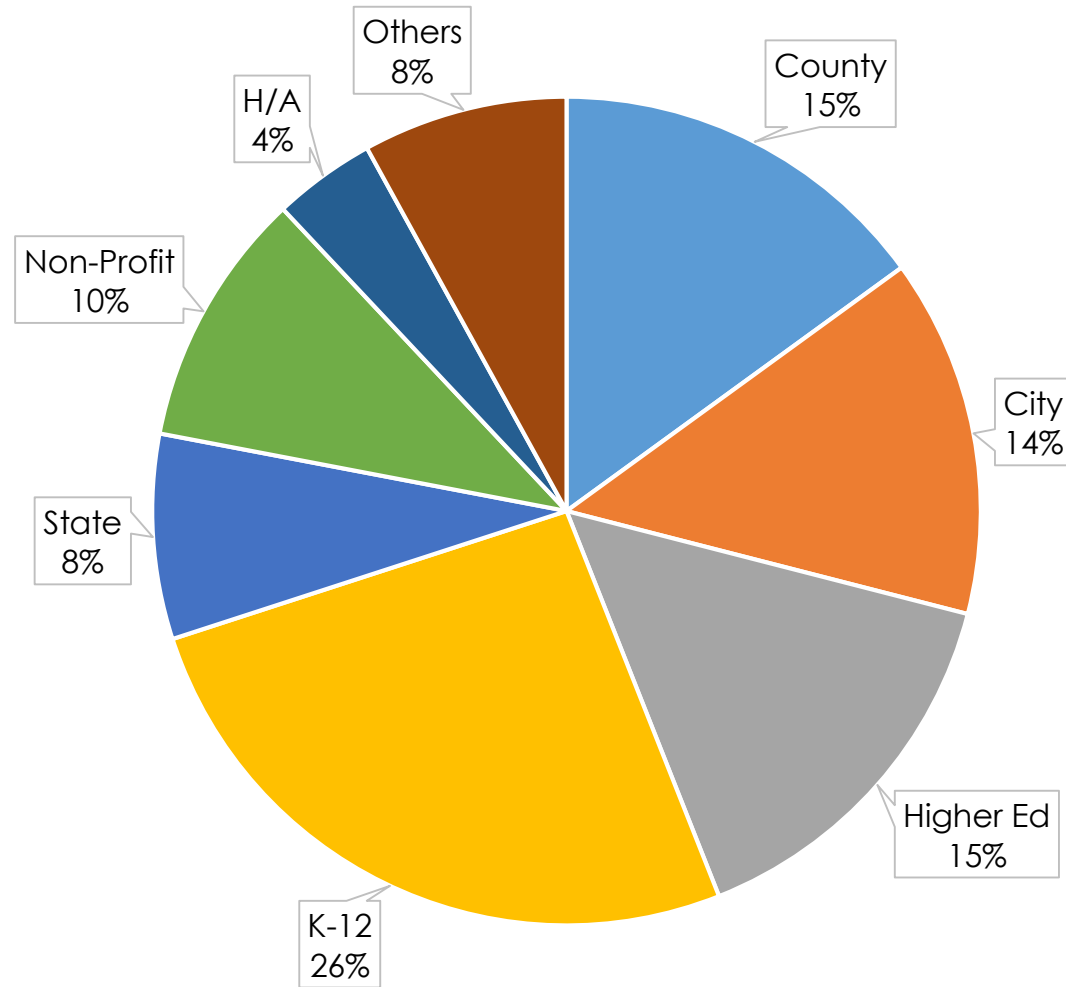
**Lead
Public
Agency
structure**

**Vigilant &
transparent
bid process**

2016 Growth: 12% Overall



2016 Agency Usage





What about buying local?

- **Many suppliers (Home Depot, Club Car, Herc, Cintas) have a local presence**
- **Other suppliers (Trane, Garland) have local subcontractors**
- **Others (Amazon Business) are seeking to improve local business development**

New Offerings – 2017



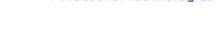
- **Advance Auto Parts** (re-solicitation): auto parts and accessories



- **Acro/Knowledge Services** (re-solicitation): staffing and workforce solutions



- **Amazon Business**: online marketplace (10 categories of products)



- **The Home Depot, HD Supply, SupplyWorks, and Applied Industrial** (re-solicitations): maintenance repair and operating supplies and services (MRO)
- **The Home Depot**: paint products and solutions
- **Rehrig Pacific Co**: waste and recycling solutions



U.S. COMMUNITIES[®]
GOVERNMENT PURCHASING ALLIANCE



Sharon Russell
srussell@naco.org
252-515-6474

Defined Contribution and Retirement

-Carlos L. Greene, Sr. Program
Director, NACo FSC



Trusted Partnership

35 Year Partnership With NACo

More Than 1.5 Million County Employees Served

40 State Associations

16.5 Billion

Total Plan Assets

3,122

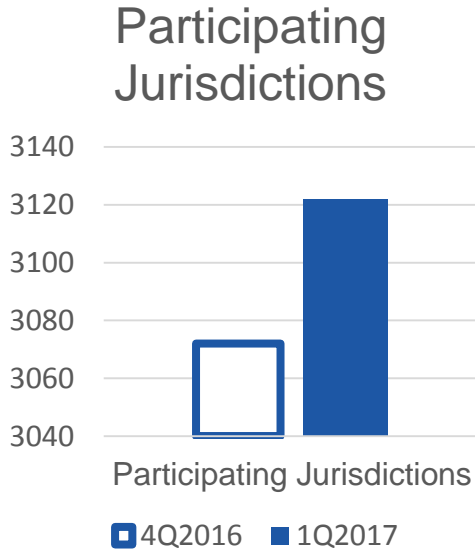
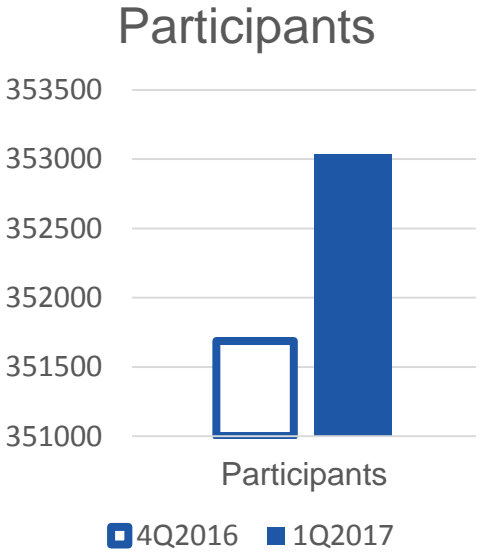
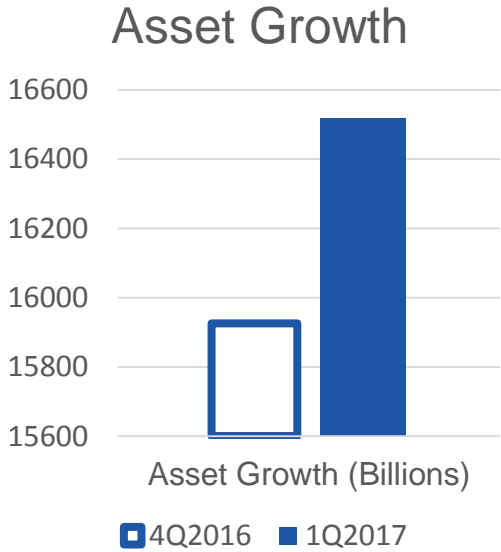
County and County
Jurisdiction Plans

353,000

Participants

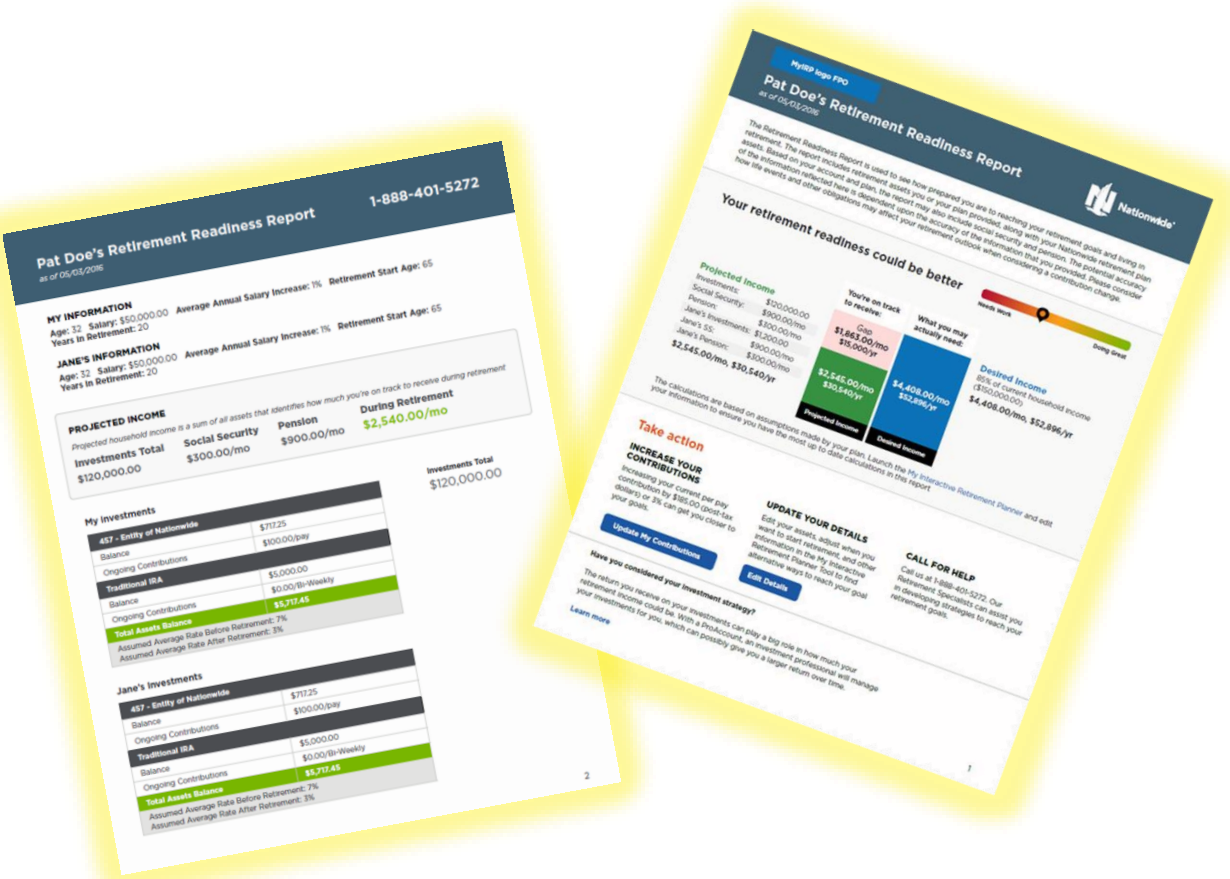


Owning the Market



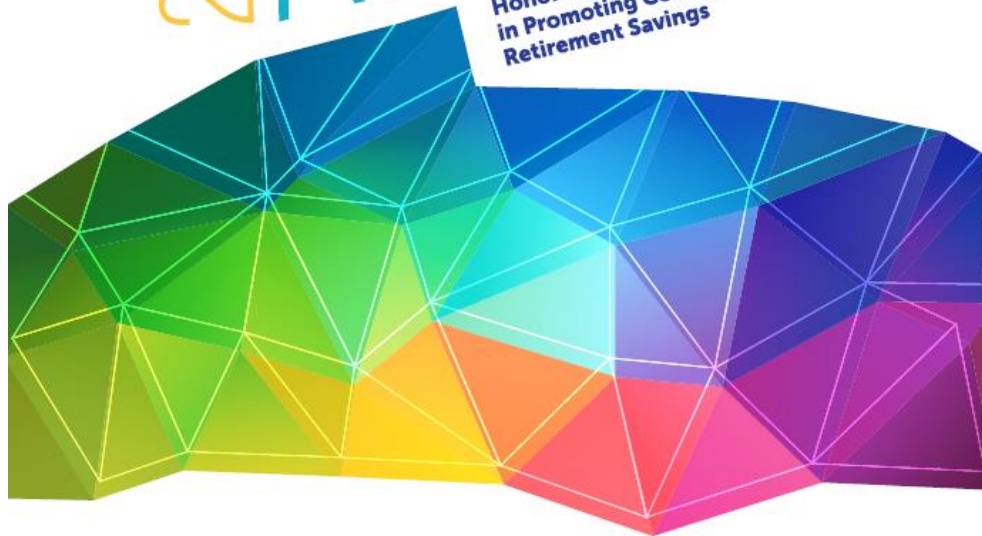
New Participant Service-

Retirement Readiness Report



2017 ASPIRE AWARD:

Honoring Innovative Leadership
in Promoting County Employee
Retirement Savings



For more details on the 2017 Aspire Awards,
please log onto www.naco.org/aspire.

If you have any questions, please contact
Carlos Greene at 404.263.3656 or cgreene@naco.org



Conference Workshop Opportunities

- [Cybersecurity](#): (Spotlight: Build Your Strength, Protect Your Identity)
- [The Next Big Thing](#): Retirement Readiness
- [Achieving Health and Wealth](#): New Solutions for Counties
- [Deferred Compensation Options](#): Meeting Fiduciary Requirements
- [Social Security](#): The Choice of a Lifetime
- [Healthcare in Retirement](#)
- [Women and Wealth](#)
- [Economic and Market Update](#)

Questions?

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