

ONENACo

THE NATIONAL
ASSOCIATION
OF COUNTIES
UNITES AMERICA'S
3,069 COUNTY
GOVERNMENTS.

MISSION VISION

ACHIEVE HEALTHY,
VIBRANT AND SAFE
COUNTIES ACROSS
AMERICA.

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"SERVICE IS THE
RENT WE PAY
FOR BEING."

- MARIAN WRIGHT EDELMAN



Just as our members serve the needs of all residents, NACo strives to meet the needs of all counties, parishes and boroughs across the United States. We are proud to represent the nearly 40,000 county elected officials and more than 3.6 million employees serving America's 3,069 counties.

Our mindset remains to position county officials to create a brighter future for our residents and communities. We remain vigilant in our federal advocacy efforts while also enhancing our peer learning, thought leadership and civic education activities.

Throughout the past year, based on member feedback, we focused on exploring new solutions for some of the most complex issues facing our counties - disaster preparedness and recovery, the substance abuse epidemic, mental health in local jails, infrastructure, affordable housing, and management of our federal public lands, among others.

As part of the presidential initiative, Serving the Underserved, we showcased the critical roles that counties play in creating new opportunities for our most vulnerable residents in breaking multigen-

erational cycles of poverty. Most importantly, we focused on early childhood development, with extra attention on understanding the long-lasting impacts of adverse childhood experiences and trauma.

Counties are blessed with immense talent, passion and commitment. Our promise is to harness and mobilize NACo's membership to pursue even stronger counties for a stronger America.

The 2017-18 Annual Report provides a snapshot of our collective accomplishments as a NACo team.

We thank our members and partners. We look forward to continuing to work with you, as we pay the rent for the air we breathe.

Roy Charles Brooks

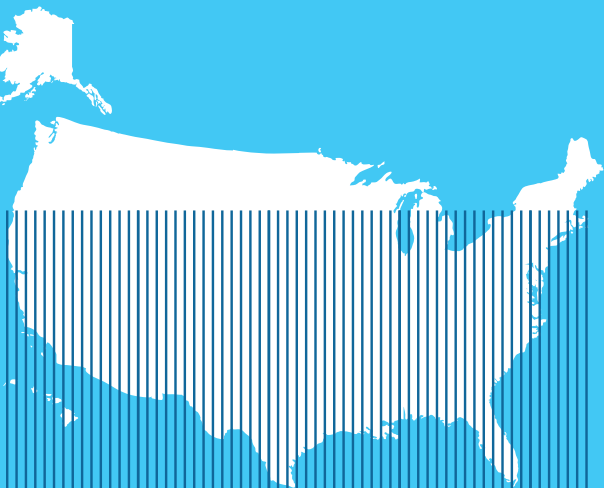
Hon. Roy Charles Brooks
NACo President

Matthew Chase

Matthew Chase
NACo Executive Director



MEMBERSHIP



**77% OF
THE NATION'S
COUNTY, PARISH
AND BOROUGH
GOVERNMENTS
ARE NACo
MEMBERS**

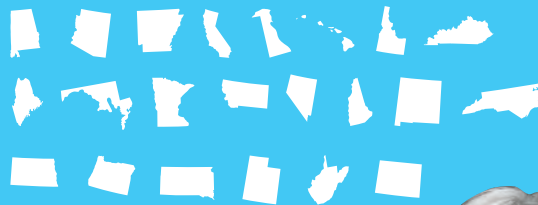
98%
membership
retention rate

66

The number of
state association
meetings NACo
participated in

22 states, plus the District of Columbia, have
100% NACo membership

ALABAMA | ARIZONA | ARKANSAS | CALIFORNIA | DELAWARE | HAWAII
IDAHO | KENTUCKY | MAINE | MARYLAND | MINNESOTA | MONTANA | NEVADA
NEW HAMPSHIRE | NEW MEXICO | NORTH CAROLINA | NORTH DAKOTA
OREGON | SOUTH DAKOTA | UTAH | WEST VIRGINIA | WYOMING



1,338

county officials on
NACo committees





3,440 COUNTY OFFICIALS
PARTICIPATED IN AT LEAST
ONE NACo EVENT

LEGISLATIVE
CONFERENCE
Nationwide
U.S. Communities
100% STATE

POLICY ADVOCACY

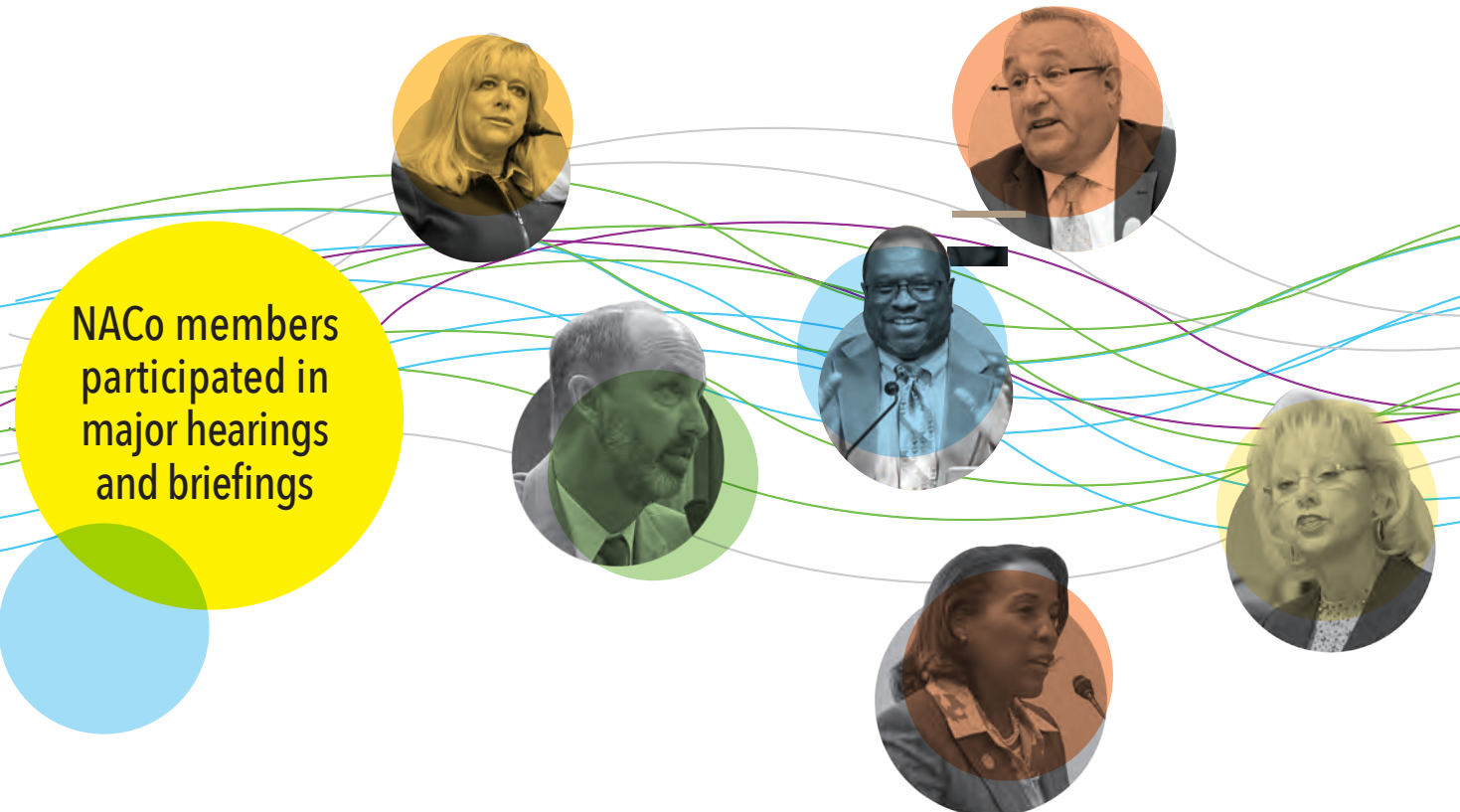
SIGNIFICANT ACCOMPLISHMENTS

□ Reauthorized **Secure Rural Schools** for FY 2017 and FY 2018

□ Protected key county priorities in the **Tax Cuts and Jobs Act**, including the tax-exempt status of municipal bonds and private activity bonds, the New Markets Tax Credit and the tax treatment of local government pension plans

□ Led the **Americans Against Double Taxation** coalition consisting of over two dozen organizations and partially preserved the state and local tax deduction

□ Worked with the EPA on revamping the **"Waters of the U.S."** rule



NACo members participated in major hearings and briefings

□ Participated in **congressional hearings and briefings** on topics including public lands management, infrastructure, municipal bonds, substance abuse and Medicaid, child poverty and the National Flood Insurance Program

□ Held **Payments in Lieu of Taxes/Secure Rural Schools fly-in** and met with over 60 congressional offices

□ Collaborated with FEMA to develop a **disaster toolkit** for local officials

□ Supported the U.S. House **Speaker's Task Force on Intergovernmental Affairs**, resulting in four congressional hearings



SECURED INCREASED FEDERAL INVESTMENTS IN PROGRAMS IMPORTANT TO COUNTIES:

Payments in Lieu of Taxes:

\$530 million, a \$65-million increase

HOME:

\$1.36 billion, a \$412-million increase

Workforce Innovation and Opportunity (Adults, Dislocated Workers & Youth):

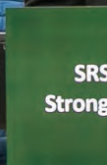
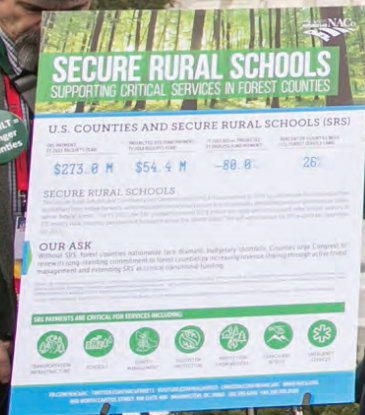
\$2.8 billion, an \$80-million increase

Community Development Block Grant:

\$3.3 billion, a \$300-million increase

Economic Development Administration:

\$301.5 million, a \$25-million increase





**Help America
Vote Act:**

\$380 million
for election
administration
and security

**TIGER Grant
program:**

\$1.5 billion,
a \$1-billion
increase

**Disaster Recovery
& Preparedness:**

over \$135 billion

Infrastructure:

over \$10 billion &
\$600 million for
rural broadband

**USDA Rural
Development:**

\$4 billion,
a \$1.1-billion
increase

Opioids:

\$2-billion
increase to fight
the opioid
epidemic

SRS + PILT =
Stronger Counties

Support SRS & PILT

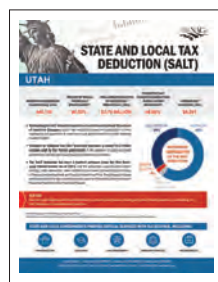
Support County Services
for Public Lands



THE PAYMENTS

SRS + PILT =
Stronger Counties

NACo members received **new tools**
to assist with advocacy efforts



Focusing on **major opportunities** and threats, including:

TRANSPORTATION AND INFRASTRUCTURE, INCLUDING FAA AND WATER RESOURCES DEVELOPMENT ACT REAUTHORIZATIONS • FARM BILL, INCLUDING THE SUPPLEMENTAL NUTRITION ASSISTANCE PROGRAM (SNAP) • TAX-EXEMPT STATUS OF MUNICIPAL BONDS AND RESTORING ADVANCE REFUNDING BONDS • FEMA DISASTER DEDUCTIBLE PROPOSALS AND OTHER FEDERAL REGULATORY REFORM EFFORTS • LONG-TERM PILT/SRS CERTAINTY AND ACTIVE FOREST MANAGEMENT • NATIONAL FLOOD INSURANCE PROGRAM • "WATERS OF THE U.S." RULE REWRITE • RURAL DEVELOPMENT PROGRAMS • SOCIAL SERVICES BLOCK GRANTS • AFFORDABLE CARE ACT IMPROVEMENTS • LEAD AND COPPER RULE AND OZONE RULE • TEMPORARY ASSISTANCE FOR NEEDY FAMILIES • ONLINE SALES TAX LEGISLATION AND SUPREME COURT DECISION • ELECTION CYBER SECURITY • OPIOID EPIDEMIC





COUNTIES ARE ON THE
FRONTLINES OF ADDRESSING
ISSUES LIKE **ECONOMIC**
OPPORTUNITY AND PROSPERITY



STEPPING UP: A NATIONAL INITIATIVE TO REDUCE THE NUMBER OF PEOPLE WITH MENTAL ILLNESSES IN JAILS

NACo, the Council of State Governments Justice Center, the American Psychiatric Association Foundation and other partners celebrated the initiative's three-year anniversary with a national "day of action"

More than **415** counties passed resolutions to join the initiative

DISASTER RECOVERY AND RESILIENCE

Built a "Disaster Toolkit for Counties" and launched a three-year partnership with the National Oceanic Atmospheric Administration (NOAA) to create a comprehensive resilience guide and training program for severe-weather prone counties in the Gulf of Mexico region



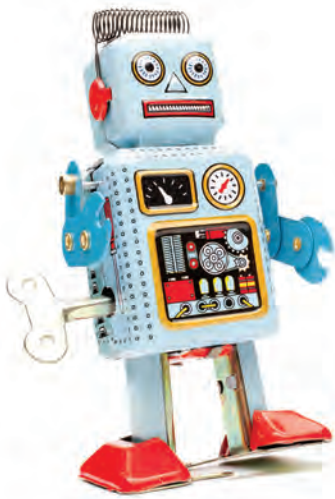
615 Achievement Awards to **114** counties in **29** states and **2** state associations of counties



SERVING THE UNDERSERVED: COUNTIES ADDRESSING POVERTY

Under the leadership of NACo President Roy Charles Brooks, NACo embarked on an initiative that focused on the critical role counties play in breaking multi-generational cycles of poverty, especially with our children





PUBLIC TECHNOLOGY INSTITUTE (PTI)

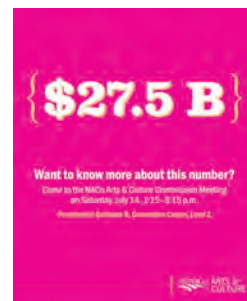
Expanded partnership with PTI to support public sector leaders in addressing pressing technology issues, including cyber security, artificial intelligence, blockchain and other new technologies impacting local government

Integrated technology solutions into best practices, including transportation, substance abuse, health-care and other cross-agency efforts to support vulnerable populations



ADDITIONAL SIGNATURE PROJECTS INCLUDE:

MacArthur Foundation Safety & Justice Challenge | Pritzker Children's Impact Network | County Health Rankings and Roadmaps | Data-Driven Justice Initiative | Healthiest Cities and Counties Challenge | Healthy Counties Initiative | Resilient Counties Initiative | Arts and Culture Initiative | Creative Counties Placemaking Program | Strengthening Economies in the West: An Economic Diversification Initiative for Coal-Reliant Communities





LEADERSHIP TRAINING PROVIDES
ANOTHER OUTLET TO EXCHANGE IDEAS AND
STRENGTHEN SKILLS TO SERVE RESIDENTS

25

COUNTY LEADERS
PARTICIPATED
IN THE **COUNTY
LEADERSHIP
INSTITUTE**



Since its inception 15 years ago, **243** total counties, parishes and boroughs in **44** states and **18** state associations of counties have been represented in the program

Delivered nearly **140** webinars, conference workshop recordings and livestreamed events - including topics like ethics, data-driven decision making, early childhood development, county resiliency and infrastructure - with over **15,000** attendees and viewers





PARTNERSHIPS WITH NATIONWIDE,
U.S. COMMUNITIES AND OTHERS HAVE
ADDED VALUE TO NACo MEMBERSHIP

NATIONWIDE RETIREMENT SOLUTIONS

NACo's Defined Contribution and Retirement Services Program offers county employees a voluntary, tax-deferred savings opportunity to supplement employer-sponsored retirement plans. It also offers a 401(a) match and stand-alone defined contribution plans.



More than

380,000

county employees participate in the program with over **\$19.2 billion** in assets



Since the partnership began, we've served more than **1.5 MILLION** county employees and retirees



3,098 counties and county jurisdictions participate

U.S. COMMUNITIES COOPERATIVE PURCHASING ALLIANCE

NACo is the founding national sponsor of U.S. Communities, which is the leading national cooperative purchasing program, providing world-class government procurement resources and solutions to counties, cities, special taxing authorities, school districts (K-12), higher education institutions, states and nonprofits looking for the best overall supplier government pricing.

47 suppliers such as



Over

55,000

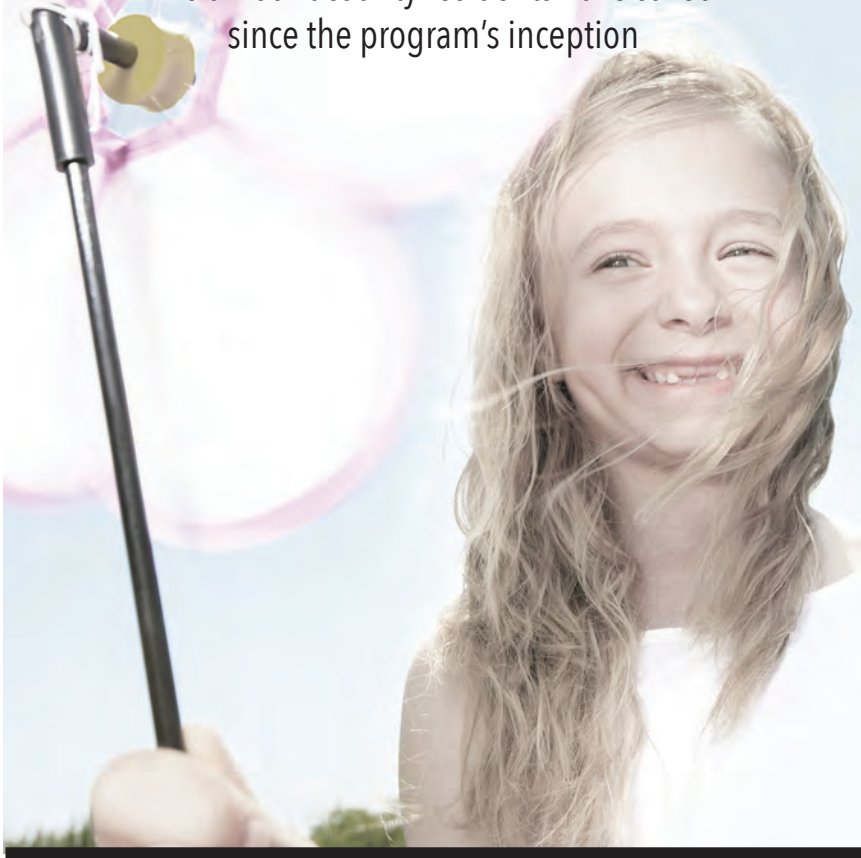
counties and governmental entities leverage the program's buying power



LIVE HEALTHY U.S. COUNTIES

\$690 million

The amount county residents have saved
since the program's inception



1,317 counties participate
in the Prescription Discount Program

133 counties participate in the
Health and Dental Discounts Program

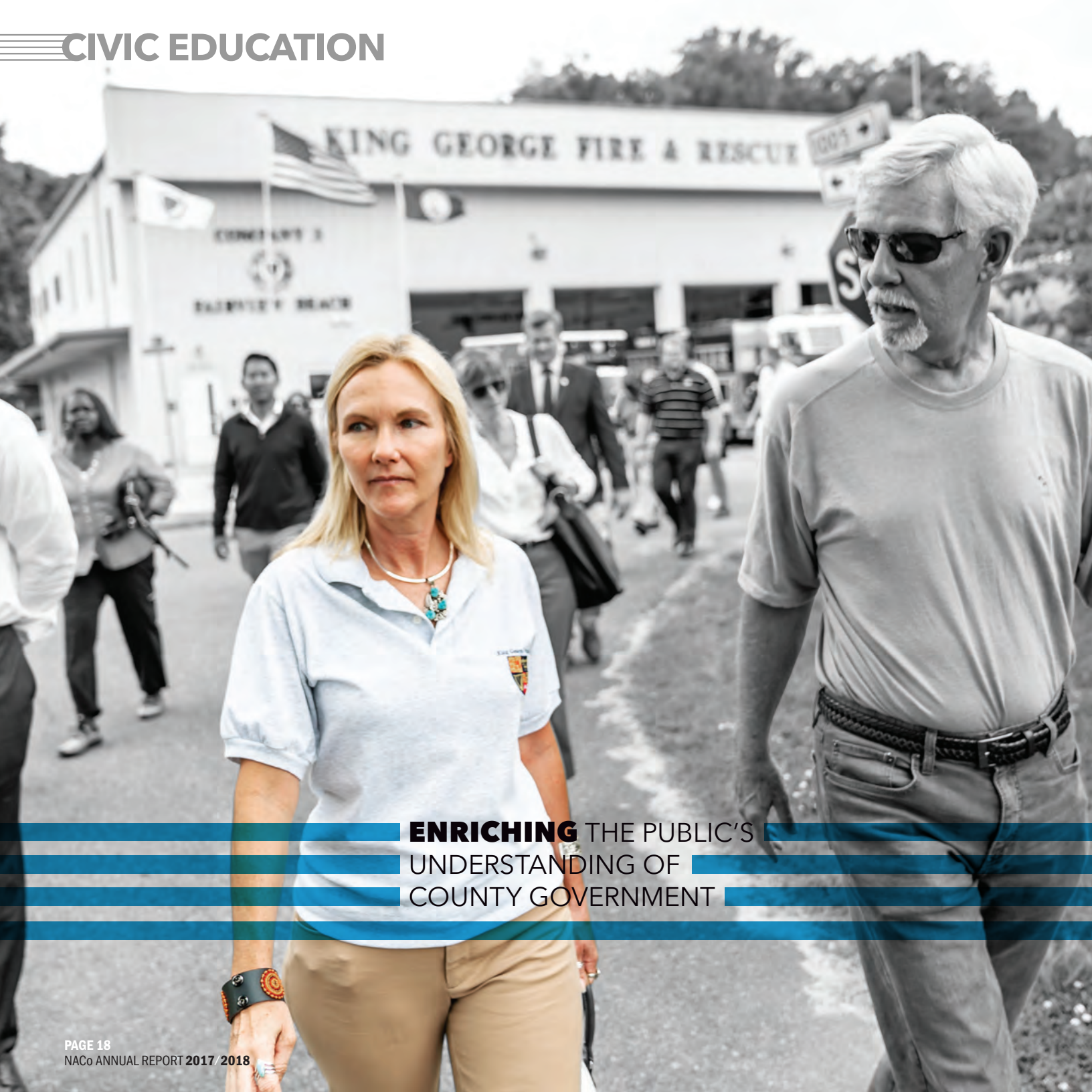
27 state associations endorse Rx;
16 endorse Rx, Health and Dental



NACo FSC DEBT OFFSET

NACo FSC's new Local Government Debt Offset service helps counties collect outstanding debt in a timely, cost-effective manner. The service allows counties to compile and submit delinquencies for offset against pending state personal income tax refunds and lottery winnings.

To date, **\$7.5 million** has been returned
to local governments in Indiana



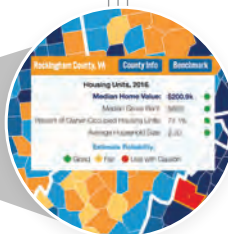
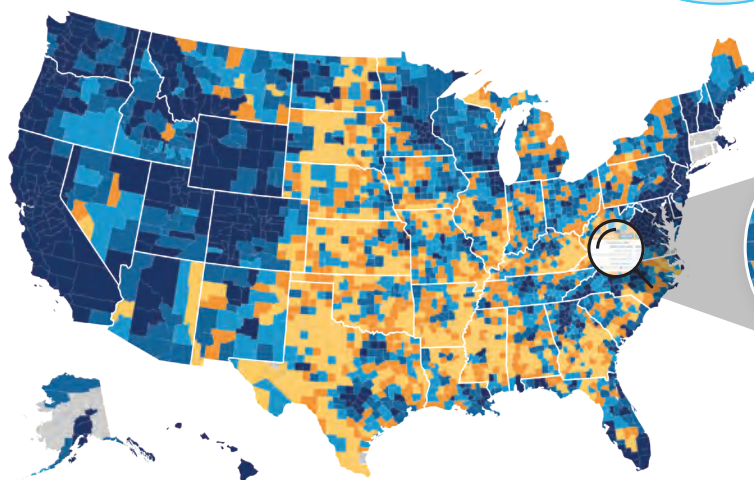
ENRICHING THE PUBLIC'S
UNDERSTANDING OF
COUNTY GOVERNMENT

NACo, in partnership with **iCivics**, released the latest in a series of civic education resources – **My County Works**, an activity book for elementary students



Counties Work online game – more than **1 million game plays** in the past year

County Solutions classroom curriculum – **18,000 page visits** in the past year



NACo.org & COUNTY EXPLORER

- Over **3.1 million page views** and **1.5 million sessions**, an increase of nearly **480,000 page views**
- **30 interactive toolkits and reports**, utilizing infographics, interactive charts and maps, photos, videos and more, delivering analysis, best practices and resources for counties
- County Explorer includes the latest data for the nation's 3,069 counties across **19 categories**, over **70 datasets**, more than **850 indicators mapped** and **14 county and state profiles**



Produced 24 issues of

County News

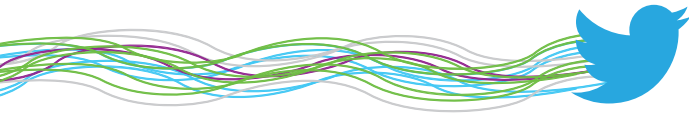
along with special editions on affordable housing, food insecurity and cost-saving solutions

CountyNews
50TH
ANNIVERSARY



LIVESTREAMING

Broadcast **18 live events** online, ranging from panels on disaster response and recovery, the Stepping Up Initiative and urban and rural poverty to town halls on the opioid epidemic and the role of technology in county service delivery



SOCIAL MEDIA

(TWITTER, FACEBOOK, LINKEDIN)



Reached

2.8 million users

Increased followers by **23%**



VIDEO (YOUTUBE AND FACEBOOK)



More than **34,100 VIEWS**,
accounting for
59 DAYS & 17 HOURS
of watch time - a watch time increase of

68%

CONNECTING THE UNCONNECTED

Under the leadership of NACo President **Greg Cox**, Connecting the Unconnected will explore ways that counties link residents to society and achieve healthy, safe and vibrant communities.

This initiative will build on NACo's 2016-2017 effort, *Serving the Underserved*, by continuing to inform and illustrate how counties help all – including our most vulnerable – citizens forge pathways to self-sufficiency.

NACo will showcase leadership and best practices, deliver programming to our members and advocate for federal policies and investments that encourage effective service delivery methods. NACo will focus on county solutions and partnerships including:

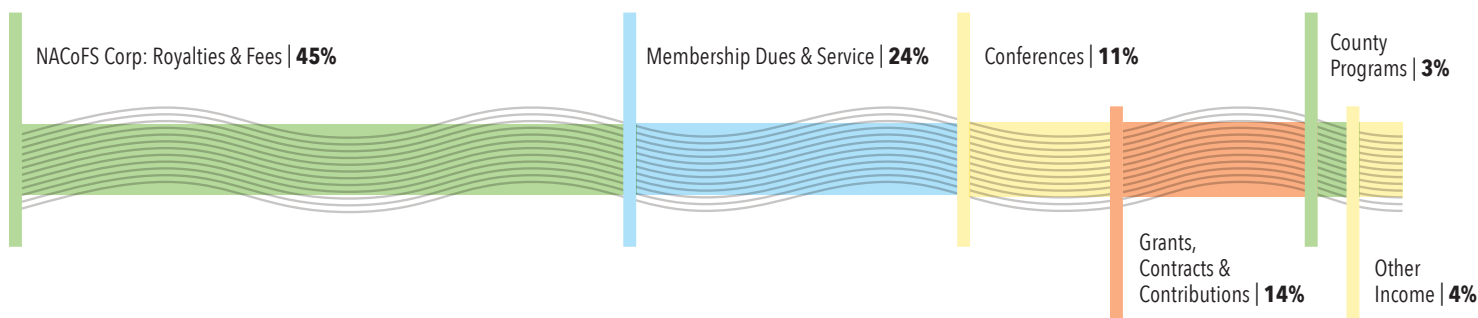
- Technology
- Data
- Financing



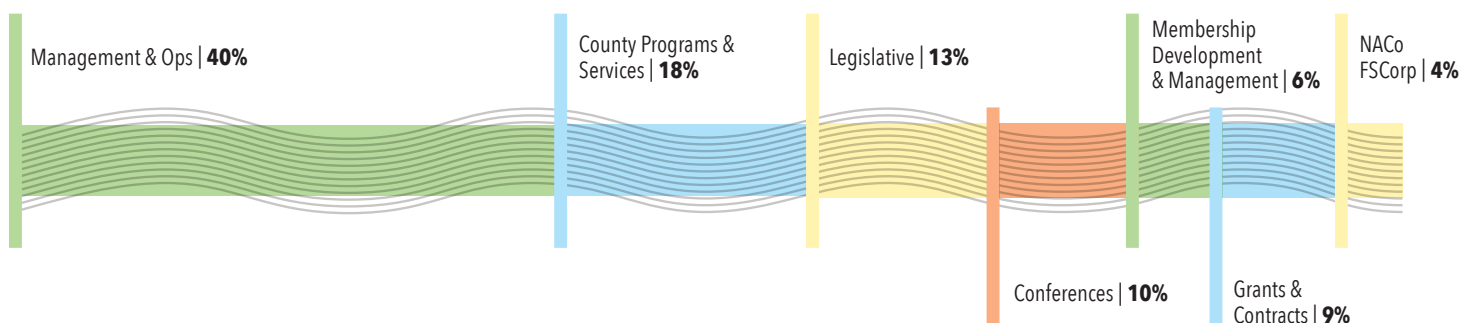
FINANCIALS

Total operating revenues were \$22.3 million, an increase of 17.5 percent over the prior year, after removing the impact of investment market gains. The most significant increases were from NACoFS Corp and grants. Total expenses were \$21.1 million, an increase of 1.9 percent from the prior year. The change in net assets from expenses was \$1.2 million. This added \$517,000 to unrestricted net assets and \$716,000 to temporarily restricted net assets.

OPERATING REVENUE



OPERATING EXPENSES



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Commissioner
Tarrant County, Texas



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Supervisor
San Diego County, Calif.



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Commissioner
Douglas County, Neb.



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Commissioner
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Shelby County, Tenn.



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HEALTH STEERING COMMITTEE CHAIR

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County Judge
Dallas County, Texas



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County Judge
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Mr. Nicholas Crossley

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Management and Homeland
Security
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Borough, Alaska

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DeKalb County, Ga.



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Kauai County, Hawaii

Hon. Dru Mamo Kanuha
Councilmember
Hawaii County, Hawaii

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Freeholder
Hunterdon County, N.J.

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Director, Mayor's Office of
Federal & Regional Affairs
District of Columbia

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Boone County, Ky.

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Louisville Jefferson County
Metro Government, Ky.

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Dane County, Wisc.

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Social Services Director
Wilson County, N.C.

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Executive Director
County Commissioners'
Association of West Virginia

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President
National Association of County
Surveyors, Ore.

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Administrator, Medical Care
Iron County, Mich.

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Assessor
Polk County, Iowa

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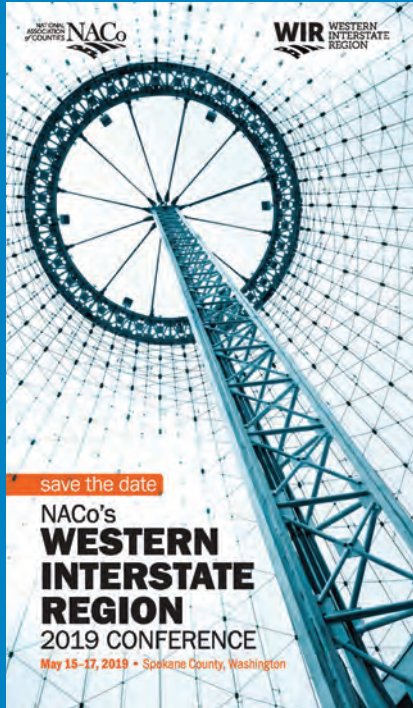
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